

Music Week

For Everyone in the Business of Music

21 MAY 1994 £2.80

PPL's £30m question

Performers and producers are uniting to try to reach an agreement with record companies to settle how performance royalties are distributed.

The debate hinges on the fate of the £30m collected each year by PPL, which an EC directive says must now be distributed "equitably" among the performers, producers and record companies responsible for recordings (see panel). The EC directive ought to be implemented by July, but the complexity of the issue means it might not be settled by the end of the year.

The problem for PPL, traditionally regarded as a closed shop for the majors, is that no one body represents all the performers. Now the International Managers' Forum along with songwriters' body Basca, the Musicians' Union, producers' guild Re-Pro and actors' union Equity have teamed up to try to give all performers a united voice in the debate.

Amanda Harcourt, general secretary of Basca, 70% of whose membership is made up of writer-performers, says the five bodies are now hoping to establish a consensus from which the MU, which

DIRECTIVE REVOLUTIONISES PAYMENT

The EC directive on mental rights awards

performers a legal right to an "equitable" share of the royalties from TV, radio and broadcast rights for the first time. Traditionally, record company-owned PPL has collected the money, and made ex-gratia payments of 20% to contracted artists and 12.5% to the Musicians' Union. Unlike societies such as MCPS which collects mechanical rights for publishers, PPL

has never broken down the source of payments.

In the past, the MU was able to apply its share of PPL money to the general interest of members, but under the new regime it must be paid directly to individuals. The MU is currently finalising negotiations with the PPL over £10m in royalties dating back to June 1989 which have been held in an interest bearing account following an MMC inquiry over payments.

already has a relationship with the PPL, can negotiate with the record companies' body on the behalf of performers.

IMF chairman Dennis Muirhead, who predicts the issue is more crucial to the industry even than the impending MMC inquiry announcement, says: "There has been a coming together of all the bodies to do with this issue on the behalf of the artists."

"We want to sit down with PPL and try to reach an agreement over how income should be shared for the future. We want to do it in an amicable way."

The five bodies say performers should have a role in collecting the money if they have an equal right to the income. The MU's Horace Trubridge says, "Our fear is that the record companies could use the performers' share of this income to pay record costs."

Ideally, he says, PPL will be replaced by a completely new body - run jointly by record companies and performers - by the end of next year. The union has already established a body called Pamra (Performing Artists Media Rights Association) to collect royalties for performers alongside PPL, but

Trubridge says, "Pamra is something of a last resort. It is quite capable of doing what we would like to do, but it is the least favourable of the two options facing us. The most favourable would be to do business with PPL and the BPI."

The DTI has invited interested parties to comment on the issue before it decides how to implement the EC directive. The IMF and Basca are both completing their own papers.

Re-Pro, which is keen to ensure that producers - who say they qualify as "creators" - are not left out of the talks, has invited representatives from the BPI, Basca, PPS, PPL, MCPS and MPA to a forum at Air Studios on Wednesday (May 18).

Rupert Perry, the EMI Records chairman & ceo and BPI chairman, says he has advised his artists to find a representative to look after their interests in the light of the EC directive. "I felt it was my moral duty," he says. "I said that there is a legislative change coming in this very important area. How do you want to deal with it?"

A PPL source will say only that it is continuing negotiations with the MU.

THIS WEEK

3 Big name drought hits festivals



5 Sleeves as art is HMV's new venture

6 Classic Python out on video



7 Special focus on distribution



Virgin is expected to release the first album of new Rolling Stones material in five years next month, the band's debut for the label after the reported £20m deal which was signed last year. A single, believed to be titled *Love Is Strong*, is expected on June 20 and will precede the band's long-awaited *Voodoo Lounge* (out July 12), which Virgin is hoping will be to 1994 what *Meat Loaf's Bat Out Of Hell* it was to 1993. The album was produced by Don Was and the Glimmer Twins and recorded at Windmill Lane Studios in Dublin. The bass player role on the album, following Bill Wyman's departure last year, was filled by Darryl Jones. The band, who tour the US with Jones on bass this autumn, are expected on a UK concert stage next spring.



Cliff drops musical for tour

Cliff Richard has replaced his postponed musical *Heathcliff* with a greatest hits tour launching at the same venues.

The £5m Mel Bush-promoted production was due to four UK theatres in November, but last Thursday Richard announced he had delayed it for a year. He says the show would not be ready in time for this year.

Instead, the theatre bookings are being retained for the *Hit List* tour, which will be part of the star's celebrations of 35 years as a recording artist.

Manager Bill Latham says there is still a lot of work to be done on *Heathcliff*, which has already sold 150,000 tickets in advance.

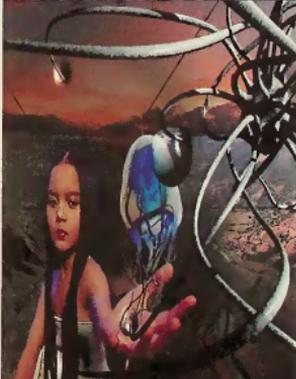
"We were a little too ambitious and we would have been under too much

pressure to open the show this year," he says.

Ticket holders can either attend the concerts or get refunds. A planned *Heathcliff* album will not be affected, since it had not yet been given a release date.

The album is now due out next summer, with the first of up to three singles released later this year.

THE FUTURE SOUND OF LONDON



'LIFEFORMS' 90 minutes of organic soundscapes redefining electronic/modern classical/ambient

THE FUTURE SOUND OF LONDON

REDEFINING ELECTRONIC/AMBIENT

CD-MC-2 LP-230594 Virgin 150954gms from the forthcoming *Flow742E*

HIGH STREET GIANTS GO FOR MORE STORES - p3



ROSE-MARIE

Heartbreakers

IT'S A HEARTACHE, SOMETIMES WHEN WE TOUCH, CRAZY
WITHOUT YOU, LET THE HEARTACHES BEGIN, CRY ME A RIVER, HEARTBREAKER,
HEARTACHES, CRYING, THERE'S NOTHING IN MY LIFE, YOU DON'T KNOW ME,
I WILL ALWAYS LOVE YOU, SHE'S GOT YOU, TRUE LOVE WAYS

**Advertising in Country and National Press
Posters Available**

THE STUNNING NEW ALBUM

AVAILABLE ON COMPACT DISC CDDPR 121 & CASSETTE TCDPR 121

Available from your MFP sales person or EMI Telesales phone 0926 888888

High Street giants go for more stores

Virgin Retail and HMV are set for a head-to-head market share battle with both chains expanding aggressively in the coming months.

Virgin has announced plans to spend more than £10m on the launch of six new Megastores and three refurbishments by Christmas while 86-store HMV is planning to add as many as 40 new outlets by 1997.

The new Virgin Megastores will take the chain's store count to 30 in the UK and Ireland and continue its policy of opening in medium-size towns as well as large cities.

A 20,000 sq ft store will open in Liverpool in the autumn - the biggest Megastore outside London - while other shops ranging in size from 5,500 sq ft will open in Southampton, Croydon, Leicester, Portsmouth and Derby. The three stores to get a facelift are in Leeds, Glasgow and Marble Arch, London.

The programme will create more than 200 jobs and managing director Simon Burke says the chain is trying to increase music's share of the leisure retail market. He claims the plans will be unaffected by the Office Of Fair Trading's investigation into WH Smith's takeover of Virgin Retail in March and the planned merger with Our Price. "The enquiry does not stop us developing the chain. This is all part of an expansion plan we began four years ago," he says.

HMV group chairman and ceo Stuart McAllister says the UK chain has spent around £2m every 12 months for the past few years pushing the number of stores up from 42 in 1986. He hopes to increase HMV's UK market share from its current level of 14% to around 20%.

"The UK is the most sophisticated retail market for music in the world. We have a well defined strategy for our business which is proving very successful. We

won't be resting on our laurels," he says.

Woolworths has confirmed it will open an undisclosed number of outlets before the end of the year to add to its 794 stores. The first will be a 13,000 sq ft branch in Slough at the end of May.

Tower Records managing director Ken Sockolov says his chain has no plans to open any more shops in the UK this year although it is spending £400,000 on refurbishing its flagship London Piccadilly store. "The UK is not as profitable for us as other territories and we are only interested in prime sites in large cities," he says. He adds that the company is looking for suitable sites in Manchester, Edinburgh and Birmingham.

● Receivers acting for independent chain 4-Play, which has been in administration since March, hope to announce a buyer for the 29-store company this week.

Pickwick is releasing the newly remastered Snow White And The Seven Dwarfs soundtrack on June 28 as part of what promises to be one of the biggest promotional campaigns of the year. For the first time, a Disney video release will be promoted by a simultaneous cinema release, with the film being shown on 150 screens across the UK this summer. Product manager Graham Budd says Pickwick is planning browsers and in-store promotional material for the album, which has been fully remastered and will feature previously unreleased instrumental pieces. He says the campaign will coincide with Buena Vista's video release on October 20. Pickwick is also considering a single release in the autumn.



Star drought sees two festivals fall

The Isle Of Wight festival and MCP's planned Chelmsford event have become the first casualties of this summer's crowded outdoor concert season.

Promoter MCP says it has cancelled its July event because of a lack of big name artists, while the first Isle Of Wight festival for 24 years has been shelved after organiser The Leading Edge failed to meet the deadline for council safety requirements.

The festival's principal organiser, Ray Foulk, who masterminded the three original festivals in the late Sixties and early Seventies, had expected around 80,000 people and 100 acts to attend his event from July 14 to 17.

South Wight district council granted a provisional public entertainment licence in April, but chief environment protection officer Barry Monks says the organisers failed to meet both district and county council deadlines.

He says he is hopeful the event can

still go ahead either this September or next June. Isle Of Wight solicitor Buckell & Drew is acting for 24 people opposed to the project including some who claim they are still owed money from the 1970 festival organised by Fisy Creations, a company chaired by Ray Foulk which went into liquidation in 1971.

MCP promoter Stuart Galbraith says there is no new date for his festival planned for July 29, 30 and 31. "We are not going ahead because we couldn't put the bill together we wanted," he says.

Both festivals were set to take place alongside established events such as Reading, Glastonbury, the Donington Monsters Of Rock and the Mean Fiddler Organisation's Festival 94.

The Mean Fiddler Organisation's Neil O'Brien says he believes there is only room for three large festivals in the UK. "There is a great risk in promoting a three- or four-day event when major acts are scarce," he says.

Indies tops for value in MW price survey

Independent retailers Andy's Records and The Record Factory offer better value for money than the multiples, according to a survey conducted by MW last week.

A price poll of the Top 20 albums and nine classic titles at six multiples and two randomly selected independents revealed price differences of up to £5 for the same album.

Andy's Records' Barry Branch came out as the cheapest chart shop with an average price of £11.49, while The Record Factory in Paisley averaged £12.64. The cheapest multiple was Woolworths at £11.94 and the most expensive was Virgin which averaged £12.89.

The Record Factory offered the best value on classic albums such as The Beatles' Sergeant Pepper's Lonely Hearts Club Band and Van Morrison's Astral Weeks with an average price of £11.11 followed by Virgin at £12.13 and Andy's at £12.21. The most expensive chain for the classic titles chosen for the sample was Our Price, averaging £13.10.

● Full details, analysis p35

Floyd publishers sue Warner Chappell

Pink Floyd Music Publishers is suing Warner Chappell Music International for damages relating to alleged breach of agreements made in December 1979 and November 1985. The company has issued a High Court writ calling for an account of money it claims is owed to it by WC under the written agreements. An order is also being sought for payment of all money found due including interest. Pink Floyd's publisher and solicitors declined to give details on the action.

Pickwick appoints new financial boss

Budget specialist Pickwick has appointed Jan Kees van Gaalen as its new group financial director in the continuing restructuring of its management team following the loss of four senior executives in the past 18 months. Van Gaalen, who previously worked in the oil services industry, replaces John Cummings who moves to the newly created position of commercial director.

RA slaps record fine on Virgin 1215

Virgin 1215 has been fined £3,000 by the Radio Authority after remarks made on-air by DJ Nick Abbott against BBC broadcaster Robbie Vincent. The penalty, the biggest imposed on an authority licensee to date, follows "sexual" comments about Vincent made by Abbott in March. The Radio Authority says the comments were offensive and breached Virgin 1215's licence under the Broadcasting Act 1990. A spokesman for Virgin says a decision to move Abbott's late evening Nocturnal Emissions show to the earlier 7-10pm slot was not related to the ruling.

IBM claims 12-hour CD capacity

Scientists at IBM's research laboratories in California claim to have made a breakthrough which will enable a CD to store up to 12 hours of music, several movies or 1m pages of text. The new disc is not compatible with current CD players and IBM will spend at least a year developing the technology before it will become commercially available.

CSC set to debate back catalogue chart

Proposals for a back catalogue chart are expected to be discussed by a Chart Supervisory Committee sub-committee this Wednesday, after the CSC deferred a discussion on the issue last Tuesday.

Lydon book runs into libel row

Former Sex Pistol John Lydon is being sued by London solicitor Steven Fisher for alleged libel over passages within his book Rotten: No Irish, No Blacks, No Dogs. Fisher is claiming damages from Lydon, publisher Hodder & Stoughton and printers Mackays of Chatham for defamation. He is also seeking an injunction preventing further publication of the written passages concerned.

Market Share: first quarter results

The first quarter market shares of 1994 have been delayed owing to hold-ups gathering information for January from former chart research company Gallup. Current researcher Millward Brown is combining the Gallup data with information for the first two months of its contract and expects to announce details next week.

Martin Goldschmidt

Contrary to a story in *Music Week*, April 23, there is no claim against Martin Goldschmidt in respect of his dispute with Michelle Shocked. The singer has paid £103,000 into the High Court to retry Goldschmidt's counterclaim against her. The counterclaim was decided in Goldschmidt's favour in 1992, when Shocked failed to appear for the hearings. Shocked has asked for the judgement to be set aside so the case can be reheard.

▶▶▶▶ STONES SCORE RIGHT VICTORY IN GERMANY - p4 ▶▶▶▶

COMMENT

Rupert Murdoch, music retailer?

Retailers, how do you fancy having the proprietor of *The Sun*, *The Times* and Sky Movies as a competitor?

Far-fetched? Perhaps not.

Just a fortnight ago Rupert Murdoch's hugely successful Asian satellite service, Star TV, pulled the plug on the MTV Asia service it had been carrying and started its own 24-hour music TV service, complete with former MTV VJs. It is now expected that the major record companies, which are currently locked in an international battle with MTV over broadcast royalties, will invest in the service in the same way they have invested in the German language service, Viva, and the proposed new services in Puerto Rico and the US.

MTV is a potential threat to record companies on two fronts. It is not just a matter of royalties, though that is crucial as electronic distribution of music becomes a significant revenue generator; music television is also a potentially hugely successful direct sales tool, and MTV's owner, Viacom, is already planning US trials of a home shopping service which would sell music. Record companies currently feel they are losing power to retailers in markets such as the UK. Some have expressed concern about Virgin Retail Europe's plan to source product on a Europe-wide basis. Imagine how much more worrying the thought of a TV broadcaster with worldwide buying power is.

Which brings us back to Murdoch. If he does a deal with the record companies in Asia, it would seem logical to do a similar thing in the UK with BSkyB. Murdoch has experience of home shopping and it would not be difficult to include it as an element of any new service. *Viva! Murdoch, music retailer.* This is all probably a long way off. Probably. But if alliances like this which will ensure that the record industry a decade hence will be nothing like we have ever seen before.

Steve Redmond

PAUL'S QUIRKS

Direct sales threaten our business

Retailers can only stand by and watch as record companies try to sell music direct to the public.

Mail order and direct selling are a fact of life but many independents certainly will not welcome suppliers competing directly with them with exclusive releases. I for one would not lift a finger to help this project.

How many of us, though, have made it easy for the labels by unwittingly supplying them with a detailed list of our regular customers' names and addresses? Over the past 12 months, numerous singles have included a reply-paid card for the customer to fill in for more information about a particular act.

The intention may well be just to supply new release information to our customers, but it is only a small step for some labels to try and cut out the retailer altogether. Many of them now have massive databases with which they can target customers for specific releases. It may be too late, but in future can I suggest retailers remove any inserts which ask for their customers' names and addresses in an attempt to hang on to the market they have invested heavily in and developed for themselves over the past 20 years.

A point of order

There is nothing more infuriating than struggling to reach the minimum order level set by some distributors and then failing to obtain their order because the distributor is out of stock of a couple of items which brings the value below the minimum. Most of the larger distributors do not penalise dealers if the shortfall is their fault but Vital (formerly APT/Revolver) refuses to budge and the order is aborted. Come on, Vital, how about reviewing the situation, and while you are about it get rid of that infuriating telesales queue system!

Paul Quirk's column is a personal view

NEWS

TV schedulers tune to music

A number of new TV series are set to provide welcome exposure for music during the traditionally quiet summer sales period.

Channel Four has commissioned a new 10-part youth magazine, *Passengers*, for the post-11pm Friday night slot previously filled by *The Word* and *EuroTrash*. Produced by the Rapido TV team, the hour-long shows will feature regular music slots and begin on June 24.

The Michael Ball Show returns to ITV in July for three months, while a Mariella Frostrup-presented show featuring acoustic performances is being developed by the TV21 team for an unconfirmed ITV slot.

News of the programmes follows plans to launch a peak-time weekend music show for Channel Four, produced by Initial TV. The show, with the working title *The White Room*, is broadcast for the first time on June 4.

BBC1 is also reviving *Pop Quiz* on Saturday (May 21), with original producer Jill Sinclair back in charge and Chris Tarrant as host.



James Taylor, Iris Diment and Loudon Wainwright III on the set of BBC2's new five-part series, *Loudon & Co*, which starts on July 13. Hosted by singer-songwriter Loudon Wainwright III, the programme of five performances goes out at 11.15pm on Wednesday nights.

Stones court win is rights landmark

The Rolling Stones have become the first UK act to win copyright protection in Germany under new laws laid down by the European Court of Justice last year.

Polydor, which owns rights to the Stones' Decca recordings, has successfully sued German independent distributor Falcon for copyright infringement.

The case is the first ratification by the German courts of the laws passed in October following a case launched by EMI Electrola against German distributor Patricia's use of Cliff Richard recordings from 1958 and 1959.

The European Court ruled that copyright law in all EU member states must

comply with the non-discrimination provisions of Article 7 of the Treaty of Rome, providing UK artists with the same protection in Germany as indigenous acts.

The Polydor action was launched over a Falcon three-CD boxed set featuring the Stones' Decca hits. The German supreme court confirmed the Stones' rights signed through Decca to Polydor are protected for 50 years, the same period as German artists.

Counsel for PolyGram Germany, Peter Kaundinya, says, "We will now make sure the market is cleared of all releases and apply the same principle to all bootlegs featuring British artists

which can now be stopped from being sold in Germany."

IPFI legal adviser Margo Langford says the first implementation of the European Court ruling is "a significant step". National courts in other territories are expected to comply with the ruling in turn, she says.

The European Court decision covers only artists from EU member states. Other nationalities, such as US performers, are not entitled to the same protection, although artists from non-European countries which signed the Gatt agreement last December will receive copyright protection from July 1995.

PolyGram offers ring the changes

PolyGram is launching two major proof-of-purchase promotions in deals with Boddingtons beer and Barclaycard this summer.

PolyGram will cross-promote music, video and spoken word releases in a single offer for the first time, says Fiona Banks, the company's special markets head of sales and marketing.

The Boddingtons promotion, which will run until March 1995, offers varying levels of discounts on CDs, spoken word and video titles in exchange for ring pulls from beer cans. The deal is similar to the music-only offer PolyGram is currently running

with chewing gum brand Stimorol. The mail order promotion, advertised in teen magazines last week under the banner *The Wrappers Kick Ass*, offers 20 PolyGram music titles at £9.70 (CD) and £6.95 (cassette) in exchange for four Stimorol wrappers.

The Barclaycard promotion is similar to British Airways' Air Miles offer, and enables card users to collect points with each transaction. Points can then be redeemed for a range of discounted products - including PolyGram albums, videos and spoken word tapes - via a catalogue. The promotion runs until May next year.

Tring f2m aids RPO cash hunt

Budget specialist Tring International has signed a £2m deal extending its agreement with the troubled Royal Philharmonic Orchestra.

The move comes after the London-based orchestra's Arts Council grant was cut earlier this month, leaving it with a £500,000 budget shortfall.

The RPO will produce a further 125 recordings for Tring under the deal, which funds an extra 170 days work for the orchestra. Tring has sold more than 50,000 CDs from an RPO range launched last month as part of a one-year 50-album deal signed last October.

Tring joint chief executive Mark Frey says, "Clearly the RPO's current financial position is serious. It would have been unacceptable had they lost their status through lack of money."

▶▶▶▶▶ WHOLESALE AND DISTRIBUTION SUPPLEMENT - starts p7 ▶▶▶▶▶

US venues giant moves on Arena

A leading US venue management company is close to buying the London Arena in an attempt to expand its UK operation.

SMG Arena Management, which runs the Sheffield Arena, says it is in advanced negotiations with Price Waterhouse, the receiver of the Isle Of Dogs venue which closed three years ago owing more than £25m.

Bob Rice, SMG's UK representative and manager of the Sheffield Arena, says, "We have applied for an entertainment licence and expect things to go through, but nothing's confirmed yet."

Price Waterhouse says it is continuing talks with SMG concerning the 12,000-capacity site.

The London Arena opened in 1989 as an entertainment and sports venue and hosted gigs by David Bowie, Frank Sinatra and Pink Floyd among others before it closed two years later.

Philadelphia-based SMG, the owner of the Louisiana Superdome in New Orleans, is looking at the London Arena as potentially the first step of a planned expansion in the UK, says Rice. The company is examining several other sites, he adds. "We are simply just looking at the moment but there is no question that the UK is a big expansion area for us," says Rice.

Meanwhile, the Wembley Entertainment Group has denied that Wembley Stadium is for sale. A spokesman for

the leisure company says press speculation that a consortium backed by the Football Association was bidding for the Stadium was unfounded.

"There are people that would love to get hold of Wembley because it is a prime asset but there is nothing in this. The FA is not negotiating with any consortium," he says.

The Stadium is facing a quiet summer in terms of concert bookings, with many big name acts, such as Elton John and Pink Floyd, opting to play indoor arenas. But after the April announcement of pro-tax losses for 1993 doubling to £65.7m, Wembley stressed it was to concentrate on its core venue management business in the coming year.

HMV exhibits sleeves as art

HMV is to hold its first art exhibition at its Oxford Circus store next month, featuring 29 imported lithographs of classic album sleeves.

A gallery will be created on the central stage of the outlet for the viewing, organised with EMI Records which has exclusive UK distribution rights for the prints.

The lithographs, which include sleeves to albums by The Doors, Led Zeppelin, U2, Bob Dylan and Stevie Wonder as well as the 12 Beatles' releases, range in price from £125 to £175. Each one is signed by the respective graphic artists, while the Beatles albums also feature printed signatures of the four band members.

The exhibition runs for three weeks from June 7 and has been put together with Musicom International, which serves a growing market for rock memorabilia in the US.

Product manager for EMI strategic marketing Cynthia De Forest says the pictures will be offered on mail order and promoted in selected music magazines.

HMV's co-ordinator on the project, Gennaro Castaldo, says the retailer is reflecting the growing interest in pop memorabilia and collectibles by staging the exhibition.



HMV's Gennaro Castaldo and Cynthia De Forest of EMI display two lithographs - of Led Zeppelin's debut album and Santana's Abraxas - from among a collection of 29 prints. Each print is limited to 5,000 numbered copies, with only 50 of each title available in the UK.

Hurley moves up at Acid Jazz

Acid Jazz general manager Kieron Hurley has become a director after seven years with the label. One of Hurley's first actions was to renew the company's sales and distribution deal with Vital. The label has also signed James Taylor Quartet, who renew their link with director Ed Piller who signed the band to his Re-elect The President label nine years ago.

Radio Forth rejigs programmers

Radio Forth, the Edinburgh-based radio group, has announced three changes to its music programming personnel, led by the appointment of Forth FM Breakfast show presenter Jay Crawford as head of music for the group. Tom Wilson is made music co-ordinator of the FM station while Donny Hughes takes on the same role at classic hits station Max AM 1548.

Jazz label settles name dispute

Verve Records has settled its dispute with the Hut Records-signed band of the same name, who have now become The Verve. The PolyGram-owned jazz label claimed the band's use of its name could confuse consumers. The Verve's first release will be a mid-price compilation for the US market, *No Come Down*, released in limited quantities by Hut next week.

Jackson PR sets up new company

Jean Levy, the former publicist for Michael Jackson's Heal The World organisation, has established a new independent PR company. Her first clients are the London Community Gospel Choir, who appear both on The Pretenders' 'I'll Stand By You' single and Elton John's *Circle Of Life* from the movie *The Lion Kings*. Jean Levy PR can be contacted on 071-262 1993.

COC opens Budapest outpost

UK indie label COC International is to open an office in Budapest. COC's managing director Richard Daniel-Rothman says the A&R department based in the Hungarian capital will seek to develop Eastern European indie and mainstream artists and break unsigned British acts in the region. He claims the company will be the first British indie to open up in the territory.

ZTT chief among guest speakers

ZTT Records founder Jill Sinclair and songwriters Shelly Peiken and Pam Sheyne will be the guest speakers at a women in music-themed Independent Publishers' Association dinner at The Pheasantry in London's King's Road on Wednesday.

Castle Communications

Castle Communications' £1.3m deal for Salar's black music catalogue covers rights for the world outside the US, Canada and Africa. It was not a worldwide deal, as stated in *Music Week* last week.

▶▶▶▶▶ CD SURVEY SHOWS PRICES OFFER VALUE - Analysis, p6 ▶▶▶▶▶

BIG MOUNTAIN

Baby, I Love Your Way

CD, MC, 7" - Released 23rd May • 12" - Released 30th May

TAKEN FROM THE ALBUM 'REALITY BITES'
The Gold, Top 10 U.S. SMASH. Available on MC and CD

ORIGINAL MOTION PICTURE SOUNDTRACK FEATURING

U2, Lenny Kravitz, Crowded House, World Party, Dinosaur Jr. and The Juliana Hatfield 3



FRONTLINE

The following information, collected by Music Week on Thursday, is based on contributions from: Andy's Records (Norwich); David's Music (Leicester); Depth Charge (Pork); Heroes & Villains (Bristol); HMV (Preston); Our Price (Bournemouth); Rock A Boom (Leicester); Solid Records (Barnley); Tower Records (London); Virgin (Bristol). If you would like to contribute to Frontline, call Paula McGinley on 071-921 5943.

New releases

Albums by Sonic Youth, The Auteurs, The Pretenders (particularly on vinyl) were selling well in a week short on big-name releases. Traffic's return after 20 years was encouraging lapsed record buyers to stir from their armchairs. The singles arena was more successful at keeping tills busy, with releases by Seal, Family Cat, Maxx, Deep Forest, Wet Wet Wet, Sleeper, Iggy Pop, Frank Black, Bad Boys Inc, Jody Watley and Pauline Henry enticing customers. The Police Stop 2 video was proving to be as popular as its predecessor.

Pre-release enquiries

Albums: Prince (the new remix album) and Moby. Singles: Pearl Jam, K-Class, Time Frequency, Moby, Ace Of Bass, David Lee Roth and Alex Party. Videos: Kate Bush, The New Seekers.

Additional formats

Enigma's second CD, in its attractive slimline packaging, was proving irresistible to many buyers and, with FA Cup fever escalating, Manchester United's limited edition 12-inch with pictures was performing well, particularly in the North. The Levellers' limited 10-inch, East 17's limited 12-inch with posters and Michael Bolton's second CD were also big sellers.

In-store

Windows: Des'Ree, Deacon Blue, Roachford, Pink Floyd, Phil Collins, Sonic Youth and Senses. In-store: Tori Amos, Enigma, Marvin Gaye, Ride, Primal Scream, Senses, Cad, Nick Cave, Credit To The Nation, The Pretenders, Bad Boys Inc, Roxette, Deacon Blue and Crash Test Dummies.

Multiple campaigns

ANDY'S RECORDS: Co-op TV campaign and window displays for K-tel's Instrumental Classics (Anglia and Granada).

BOOTS: Two CDs for £10 and country music promotion continues. In-store - Chris de Burgh.

HMV: Two CDs for £20 promotion; album of the week - Erasure; single - Arrested Development; video - Tony Hancock; Manga video promotion. In-store - Erasure, Jah Wobble, Jean Michel Jarre, Four Weddings & A Funeral soundtrack.

JOHN MENZIES: Albums of the week - Chris de Burgh, Erasure; singles - The Time Frequency, Arrested Development, Deacon Blue, Slamm; windows - Warrio Land game; in-store - Jah Wobble, The Pretenders, Philadelphia soundtrack, Virgin 21st birthday promotion.

OUR PRICE: Press ads for Des'Ree (*Daily Express*), Julio Iglesias (*Daily Mail*), Alison Moyet (*Today*); in-store - The Pretenders, Crash Test Dummies.

TOWER RECORDS: Virgin Records 21st birthday promotion; Melissa Etheridge catalogue CDs at £9.99 to coincide with her Albert Hall performance; Glasgow store sale - £2 off all third floor product; windows - Des'Ree, Lena Fogie, Dusty Springfield, Louis Armstrong, Crash Test Dummies, Blue Note and Sony Nice Price sale; Tower Psychedelic Top 100 with *Moby*. VIRGIN: Undertones' first four albums at £7.99 each; windows - Erasure, Jah Wobble, Moby and Cliffhanger LaserDisc; in-store - Jean Michel Jarre, Alive video and Four Weddings & A Funeral soundtrack; Warrio Land game promotion.

WH SMITH: Album of the week - Chris de Burgh; windows - Chris de Burgh, in-store - Pink Floyd; Virgin 1215 featured artist - Hall & Oates.

WOOLWORTHS: Cut-price catalogue campaign continues.

NEWS

Three of Monty Python's classic TV series are to be released on video for the first time by BMG Video in a campaign which will last until late 1995. Prominent, the surviving Pythons' management company, bought the rights to the comedy team's first, third and fourth series from the BBC in March and have licensed the shows to BMG. The first release - which includes four shows from series one - is out next Monday (May 23). A further volume featuring programmes from the first series will be released in July, followed by a volume of the second series' shows in late September to coincide with the 25th anniversary of the first Monty Python broadcast.



Umbrella unfurls MF considering staging its own forum at the event as well as a series of master class sessions.

MF is considering staging its own forum at the event as well as a series of master class sessions.

Umbrella, the association of independent record labels, is relaunching its annual seminar after forming an alliance with the International Managers' Forum.

The event, renamed Independence Day, will take place on July 2 and 3 as a joint venture with the IMF, organised by accountant Eric Longley and artist manager Simon Slater.

The pact stems from an attempt by both bodies to broaden their appeal, says Longley, a former director of Factory Records who now works for accountants Chantrey Wellcoat.

"Managers tend to come across Umbrella members before BPI members simply because there are so many more of them. It seemed to make sense

to build an even clearer link with them," says Longley.

The seminar is being moved to London's Columbus hotel and is expected to attract between 350 and 500 delegates.

Longley says Umbrella plans to broaden the range of its panel topics and increase the number of delegates attending. Play It Again Sam's Michel Lambert, Paula Greenwood, of Flatline Records, and writer John Robb are among the 80 speakers confirmed for the 15 different panels.

The seminars will cover the launch of a record or publishing company, how to attract funding, avoiding litigation, and on how to maximise income from collection societies, among other topics. The

IMF is considering staging its own forum at the event as well as a series of master class sessions.

"We want to make [the seminar] more business-oriented, but try to make it different to all the other music business seminars and conferences," Longley says.

Longley accepts criticisms that the event had become out-dated. But he says, "There have been a few problems in the past but when I go to the seminar I don't expect to deal there. I have built up some very good contacts though. The deals come later."

A series of concerts are being planned for the weekend and talks are under way with the Mean Fiddler Organisation over possible venues.

Classics ruling hits LP

CIN has asked the BPI classical committee to produce a definition of the genre for its Classic FM chart, writes Phil Sommerich.

The move follows complaints over the inclusion of MCA's Schindler's List soundtrack in the rundown.

Committee chairman Alison Venham says, "The definition of classical music is not as cut and dried as it used to be and that is a good thing. But some members have strongly questioned whether it makes sense for the Schindler's List album to be in the classical chart."

The objection stems from the

album's composer and conductor, John Williams, not being a recognised classical composer and that the music does not form a substantial component of the film. The issue will be discussed again at the BPI classical committee meeting tomorrow (Tuesday).

CIN charts director Catharine Peck says, "It is easy to define 95% of classical music but the bits around the edges can cause problems."

CIN has asked the classical committee to provide it with guidelines, says Peck, adding, "We will be happy to work within them provided that they are workable."

Nintendo agrees to rating

Computer games giant Nintendo has finally agreed to adopt the industry's self-regulating classification system.

The move follows months of resistance by the company, which has lobbied for a worldwide ratings scheme rather than a UK-only standard.

Nintendo UK managing director Stephen Green says, "We still endorse the need for a universal rating system. However, until an international rating

system is in place, the Elspa (European Leisure Software Publishers' Association) scheme is the correct option."

From September, all new games released and distributed by Nintendo UK will be classified using the Elspa and the Video Standards Council system. It certifies games according to age: under 10 years; 11 to 14; 15 to 17; and over-18.

The VSC says rated games from

Grapevine Distribution has established a joint venture label with the Irish winners of the Eurovision Song Contest to release Rock 'N' Roll Kids on Monday (May 23).

In a deal struck with writer Brendan Graham and performers Paul Harrington and Charlie McGettigan, the single will be released on the Rec Kids label. Grapevine will handle sales and marketing with picking and packing by TBD. There are plans for a follow-up single and album on the label.

Also out on the same day is the Son Records release Riverdance, the orchestral sequence which featured as part of the Eurovision TV special. Distribution will be handled by Totel.

other publishers have already begun to flow through to retailers. The first classified game to appear was Gametek's *Daemogast*, released last month as suitable for viewers aged over 11 years.

When the Elspa initiative was launched in April retailers expressed fears it could confuse shop staff and consumers and affect sales among adults of those games classified as suitable for young children.

DISTRIBUTION

A straw poll of the UK's distributors – from the most successful independent, Pinnacle, to the smallest specialist – shows that in 1994 the sector is, by and large, in buoyant mood.

Total Records' fifth birthday celebrations received an early, Bitty McLean-shaped present, while Pinnacle is still on a roll with last summer's Bjork album and Primal Scream's current Give Out But Don't Give Up. From rock 'n' roll to rock 'n' hell: Oxfordshire's Plastic Head Music Distribution cannot get enough death metal, with Pungent Stench providing the sweet smell of success alongside techno/trance triumphs from Psychic Warriors Ov Gaia. At the other end of the specialist spectrum, The Complete Record Company's

classical labels received a welcome boost from the BBC's dramatisation of the life of the 14th century abbess Hildegard of Bingen, while BBC2's Good Friday airing of St Matthew's Passion spurred sales of the soundtrack, released by client label United.

Prince, meanwhile, brought TBD a symbolic victory: its first number one single, with The Most Beautiful Girl In The World. Enjoying a similar profile boost is World Circuit's Ali Farka Toure and Ry Cooder collaboration Talking Timbuktu which helped generate kudos and cash far beyond the label's normal level of activity.

New independent label Deceptive landed in the Top 20 with only its fourth release, Elastica's Line-Up, while Acid Jazz and R&S made strong showings in the albums chart – providing the kind of solid business that will be vital to Vital, the heavyweight distribution company created last month by the merger of Revolver and APT.

So, after the ructions wrought on the industry by the collapse of Rough Trade in 1991, will 1994 be the year that independent distribution finally comes of age? If so, what is the secret? Here, key UK distributors debate the answers.

RIDING HIGH ON THE GROOVY TRAIN

BUSINESS LOYALTY, FLEXIBILITY IN DEALS AND QUALITY SERVICE ARE THE AREAS WHICH HAVE BEEN PIVOTAL TO THE SUCCESS OF THE BURGEONING INDEPENDENT DISTRIBUTION SECTOR IN THE UK, SAYS CRAIG MCLEAN

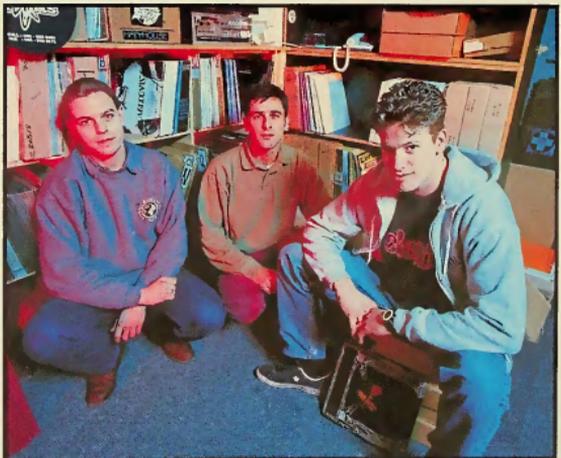
It wasn't for nothing that the relaunched Rough Trade operation was given the suffix Marketing, RTM, in common with other key distributors, recognised that merely shipping music fell far short of what the Nineties' market requires.

Star performer Pinnacle Distribution, for example, has recognised the need to grasp new opportunities and is now gearing up to expand its international operation as well as its games and multimedia business following the appointment of Tony Powell as managing director last month. The company expects to achieve sales of £65m this year and Powell says, "The next two years will witness an exciting phase in Pinnacle's development."

According to Jeremy Elliot, managing director of Complete Records, an essential part of being a distributor in today's market is to provide all the bolt-on services. "Only then can you do the job properly," he says.

This particularly applies in the specialist field, where access to the media is all the more problematic for those distributors dealing with jazz, classical and world music labels which need advice on how best to market and promote their product. Before looking up with New Note last November, World Circuit, for example, went through an indie music distributor. "I'm not saying they didn't do a good job," says label manager Jenny Adlington. "I just don't think that they could cope with our sort of music."

Graham Griffiths, New Note's marketing manager, acknowledges that developing



GLOBAL: (FROM LEFT) EXPORT MANAGER SPENCER WEEKS, MD DAVID IKIN AND SALES MANAGER GILES GOODMAN

healthy margins for non-mainstream music is no fast-track dash along a well-trodden track. "It's not something that happens overnight. The kind of labels that we deal with need a long-term relationship with a distributor to work on their behalf and develop the market," he says. As a result, customer loyalty is increasingly the reward of the niche distributor with in-depth expertise.

But even among distributors dealing with more than one type of music, creating long-term relationships is crucial. Vital product director Peter Thompson says, "It brings stability at all levels. If we know that we've got a three-year, or longer contract with a label then we can plan the development of that label and of ourselves with that label's turnover, over three years."

"We put a lot of work into the

labels in the first year or two, and we hope that they'll show that loyalty back to us," adds Thompson. "So that when they're about to break and everybody's offering them loads of money, they'll stay, and we'll continue growing together. And that is happening a lot more."

The ability to adapt swiftly to changes in the market is another way of ensuring customer loyalty, according to John Knight,

managing director of independent distributor SRD, which handles product for labels such as React, Moving Shadow, Southern, Touch & Go and Rank. He feels the signs of renewed confidence in the market will lead to a period of substantial growth over the coming months, especially in some specialist areas, and distributors need to be ready to respond.

"We are finding that singles are selling again," he says. "Our good independent singles go on selling massive quantities for many weeks, without showing in the mainstream pop chart."

As for album sales, SRD runs effective marketing campaigns in conjunction with the Subterranean network of independent stores and also works with the multiples on co-promotions and pre-sales stocking commitments for compilations and high-profile releases.

In keeping with Knight's view that marketing and service are the key elements in cementing a good relationship, SRD has chosen to operate its own van service rather than subcontracting to a wholesaler or using reps with just enough stock to fill the boot of a car.

"Our vans carry everything from current releases through to back catalogue product, white labels and promotional material," Knight says. "The aim is to give the retailer more choice and by working this way we can supply both the specialist shops, where we are very strong, and the multiples with the minimum amount of hassle."

Dave Boyd – the former Rough Trade label manager, now >

Poor distribution. It kills more bands than drink or drugs.

Poor distribution can kill the greatest records. That's why after Total has sold and marketed your music, we use the nationwide network of BMG to reach every high street in the country. We also get the keenest prices on manufacturing, oversee pluggers and strike forces, arrange international licensing, even sort out copyright accounting.

Anything to get a record the success it deserves. We've done it for acts ranging from The Fall to Right Said Fred and Bitty McLean. And we can do it for you. Call Henry Semmence on 071-978 2300.

TOTAL

The Total Marketing, Sales and Distribution Company.



GETTING THEIR PRIORITIES RIGHT: WHOLESALE AND DISTRIBUTORS RECOGNISE THAT MERELY SHIPPING MUSIC FALLS FAR SHORT OF WHAT THE MARKET REQUIRES IN THE NINETIES

► general manager of Hut — believes that by providing a good service independent distributors have succeeded in cementing longer-term relationships with labels. When Hut switched to EMI distribution earlier this year, Boyd saw a need for a new independently-distributed label and formed Hi-Rise. After signing These Animal Men and Smash he went straight to Pinnacle. He praises Pinnacle's ability to give "the benefits of using a major, distribution-wise, but they're very sensitive to alternative acts."

Flexibility, then, is equally important. TBD trading director Alasdair Ogilvie says that some of its deals with labels are virtually a pick, pack and ship operation. "But we don't have a straightjacket of a deal that we force everyone into," says Ogilvie. "We have a range of negotiating techniques here that allow us to offer individual labels individual deals that satisfy their requirements."

The same applies to Caroline International and Total, where the range of music and labels serviced demands that the

distributors adapt to survive; Henry Semence, Total's managing director, claims he is no big fan of, say, Black Lace "but I'll happily sell their album!"

With a keen "market awareness" — not to mention its one-stop expertise in manufacturing, copyright and overseas licensing — Total has had hits with artists as diverse as Mr Blobby and The Fall, plus enjoying steady sellers from a number of acts which have been dropped by majors, such as Hue & Cry, Sam Brown, Al Stewart, and John Martyn, says Semence.

In such instances Total and client label Permanent have a clear idea what the core sales will be, initially press sufficient units to satisfy that demand and then use the profit to develop a release further.

Conversely, Global Exports, a specialist in the worldwide export of UK-based dance records, can break even with its 15% take on the average sales of 500 to 600 units that it singles enjoy. Company founder Giles Goodman says, "We're carrying so many different titles in a week that

those levels of sales more than pay for the set-up and all the overheads."

At all levels, in all genres, the consensus appears to be that the relationships between distributors and their customers are more pro-active, more

"TO GAIN THE RETAILER'S RESPECT IN THE LONG-TERM, THERE'S NO POINT TRYING TO SELL THEM SOMETHING THAT ISN'T GOING TO DO THE BUSINESS FOR THEM" — JOHN KNIGHT, MANAGING DIRECTOR OF INDEPENDENT DISTRIBUTOR SRD

interlinked and more sensible than ever before. Operating at the specialist, short-run end of the business, Chris Dors, director of LSE, is aiming to establish a retailer-friendly umbrella service that will "bridge the gap" he sees between the large independent distributors and the throng of small labels and bands with minimal sales. "We will distribute anything," he says. "We wouldn't put a personal veto over any product as we consider it is our job to give our best shot to anything a label wants to release."

Steve Beatty founded Plastic Head Distribution four years ago in response to "disillusionment" he felt with the lack of energy and enthusiasm displayed by existing distributors to his own label's death metal releases. As owner of two record shops in Oxford and Reading, he knows that having a thorough awareness of the market is essential. Now he has to employ his own label manager, "but I want to keep the intimacy. I have a very good team here now, and we're striving to do it to be more efficient and to give service

to our customers and our suppliers. Generally to make it better all the time. And our turnover has jumped 50% in the last year."

Business loyalty, deal flexibility and quality of service — these are three areas which have been pivotal to the current success of independent distribution in the UK. The industry has had to rid itself of what Henry Semence characterises as "the attitude that the product is music, therefore it's rock 'n' roll therefore we can groovy all day long and business takes care of itself."

He adds, "Music is exciting at the creative end, but in the middle there's a huge section of nuts and bolts jobs — accounting, pressing, printing sleeves, distribution, selling and they have to be taken care of."

There is no longer the widespread belief that labels are successful just because the NME says they have the band of the month. There is a lot more to it than that, and distributors are the ones at the sharp end who are proving the point. ■

TARGET PINPOINTS REASONS FOR LINKING WITH A MAJOR

After trading as an independent distributor for the past 20 years, Target Records has just changed its name to Target Sales and Marketing and linked up with BMG Distribution.

The deal means that Target can use BMG's warehouse, distribution and automatic ordering facilities while retaining its own identity and continuing to decide both which labels to handle and the timing of releases.

Target sees the move as addressing the fundamental problem many independent distributors face when they attempt to gain access to the multiple retailers. "Product manager Neil Kellas says, "Multiples prefer to deal with fewer suppliers and ordering is done through Eros, which represents a lot less work for them at the end of the day. The time has gone when shops dealt with 20 different suppliers."

Becoming Eros compatible circumvents the problem of being caught in the maddening cycle of ordering: stores will only re-order once they have sold enough of the product to make it worthwhile. "Most retailers are placing orders with BMG on a weekly basis so we can just bolt on to that, which means there will be a much steadier flow of orders," says Kellas.

Target now has access to BMG's 3,500

client list, which includes independents as well as multiples. "It puts us in a good competitive position if we can tell labels that we can offer a wider distribution network, better turnaround and faster repeat orders," asserts Kellas.

Target will be retaining its sales manager and five reps to handle its current roster of labels which includes Laserlight, Giants Of Jazz, Grassmere and Capriccio.

SIMPLE SHIPPING

GEORGE COLE ASSESSES INDEPENDENTS' CLAIM TO BE MORE FLEXIBLE AND ACCESSIBLE THAN THEIR CORPORATE RIVALS

The past few years have been a difficult period for independent wholesalers. As the grip of recession tightened during the late Eighties and into the Nineties, the major record companies inevitably became more and more aggressive in the market.

These developments put the squeeze on independent wholesalers, and they have had to fight hard to survive.

The result, however, has been beneficial to the independent sector which is now leaner, meaner and even hungrier for business than it has ever been.

"We've had to respond to the very silly deals offered by some of the majors," says Garry Elwood, S Gold & Sons' sales director, "and the good news is that the big boys and girls don't hold all the cards."

Giles Goodman, sales manager of Global Exports, agrees. "A company is only as good as the people it employs and no matter what the size, if you are quick off the mark and giving better service, you can survive," he says. Independent distributors claim



THE LIGHTNING TEAM: "OUR EXTENSIVE CUSTOMER BASE MEANS WE CAN PUT PRODUCT IN THE RIGHT PLACE"

to be more flexible and accessible and offer simplicity in the way they operate. "One source, one

invoice and one delivery note," is how Alasdair Ogilvie, TBD's buying director, puts it. "One bill,

one rep, one invoice," echoes Elwood. Good service is important. At

Caroline International, for example, market knowledge is crucial. "We employ people who know the music and our sales staff are informed," says general manager Steve Sparks.

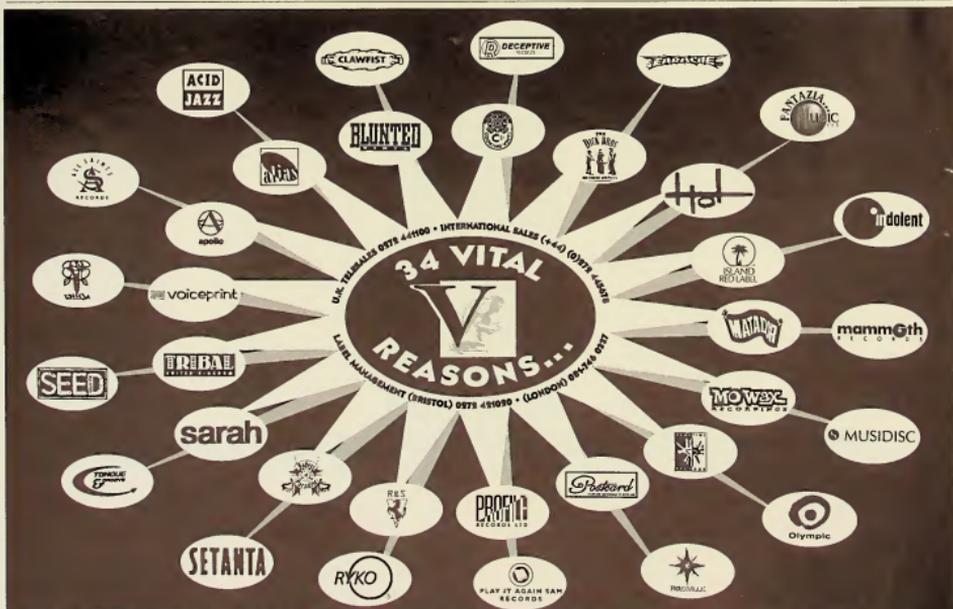
Peter Robinson, production manager for Rob's Records, which does business with Global Exports, believes good service comes down to mastering the basics, such as phone calls being returned promptly.

"It's easy to get in touch with Giles (Goodman) and find out what's happening with your product, such as where it's selling and how many copies have been shipped," says Robinson.

"Getting this type of information is not always so simple with a major."

Independent wholesalers now have a reputation for being generally more accessible and a good source of information.

Mark Hayward, the owner of retailer Vinyl Experience, says, "They are a lot friendlier and know the music. Independents can offer good advice about what to buy, whereas the sales staff on some of the majors are not so au fait with the music scene." Simon Hart, owner of the



VITAL DISTRIBUTION LIMITED

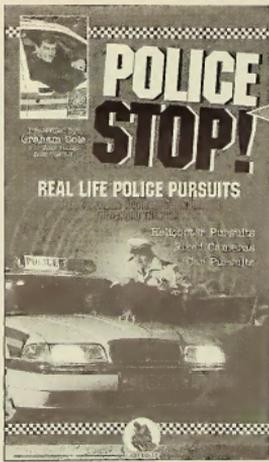
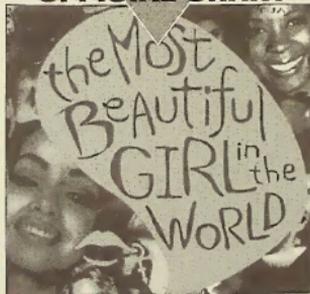
■ Portland House • 22/24 Portland Square • Bristol • BS2 8RZ • England
 ■ Suite G • Tech West Centre • 10 Warple Way • Acton • London • W3 0UE • England

CHART YOUR SUCCESS

**No 1
IN THE**

**MW
music week**

OFFICIAL CHART



**No 1
IN THE**

VIDEO

HOME ENTERTAINMENT

RETAIL VIDEO CHART

Both these Number One chart successes have been distributed exclusively by TBD.

To find out how TBD's distribution operation can help chart your label's success contact Mike Fay, Distributed Label Controller on 0782 566566.

TBD, Unit One, Rosevale Business Park,
Newcastle-under-Lyme, Staffordshire ST5 7QT.
Tel: 0782 566566; Sales: 0782 566511; Fax: 0782 565400.

WITH TBD

THE NO. 1 DISTRIBUTOR IN HOME ENTERTAINMENT

► Terrapin Trucking Company, runs an independent store of the same name which specialises in vinyl and back catalogue. He says he has a good relationship with many of the majors (Terrapin is currently working with Sony on its Legacy catalogue promotion), but he is a little wary when contacting a major supplier. "I sometimes get the feeling when I ring that they're thinking 'Oh God, it's him again'. We order specialist items which don't make the majors much money, but without me, the products would just rot. Independents such as Caroline are very receptive to our needs."

Independent wholesalers claim to have another ace up their sleeve: speed. "We are particularly useful at weekends and Christmas, when dealers need product fast," says TBD's Ogilvie. "We are open until six in the evening and 6.30 during winter, and if a retailer phones in his order before then, we guarantee 24-hour delivery if the product is in stock."

Andy Gray, managing director of independent chain Andy's Records, is impressed by the service offered by independents such as Gold, TBD and Telstar Leisure. "We ordered some product from Terlestar and one box didn't arrive, so their rep got in his car that morning and delivered it," he says.

Another benefit labels who favour independents point to is the wide range of product they stock. TBD, for example, offers



INDEPENDENT WHOLESALERS ARE OFTEN THE FIRST PORT OF CALL FOR RETAILERS SEEKING GREAT DEALS

28,000 audio lines, 14,000 sell through videos, 4,000 computer games, 2,000 accessories, and CD-Rom and CD-i titles, "and you

only have to buy £50 across the range," says Ogilvie. Caroline International has 77,000 audio and video lines on its computer,

as well as books, magazines and CD-Roms. S Gold & Sons offers more than 15,000 sell through video titles, as well as CDs,

accessories and LaserDiscs. Dealing with independent wholesalers can also be good news for the smaller record labels. "We have our own label and sell it through Caroline. They will push the product, whereas a major might let it slip through their hands because it's not worth the effort," says Terrapin's Simon Hart. Wholesaler and distributor LSE is keen to work with small labels. Its current roster includes Hedgehog, Fast Track and Candor. "Even so-called independents can be selective about the product they take," says LSE's general manager Chris Dors. "We are prepared to handle small orders and want to make it easier for retailers and chains to get access to material from small labels."

Lightning Export's director Adrian Mathews echoes this sentiment. "We handle everything from classical to acid jazz, and our extensive customer base means we can put product in the right place," he says.

S Gold & Sons equips its reps with laptop computers for fast ordering, and around 50 of its retailers are linked directly to the company's computers through the Goldlink system. "We also offer cash and carry," says Garry Elwood. TBD says it is prepared to visit shops and help with racking and product ranges.

Independent wholesalers are often the first port of call for retailers looking for credit facilities. "A major won't touch ▶

SPECIAL FOCUS ON DISTRIBUTION CONTINUES ON PAGE 29 >>

The New Alternative in Distribution

TARGET/BMG

Offers You

- the benefits of an independent sales force
- the service and back-up of a major company

For orders - BMG telesales 021 500 5678

Marketing and Distribution Enquiries - TARGET 081 778 4040

LASERLIGHT GIANTS OF JAZZ GRASMERE WESTMOOR PRESIDENT HINDSIGHT SOVEREIGN MUSIC MASTERS ENTERTAINERS MO VIEPLAY DORMOUSE CAPRICCIO ERMITAGE JAZZ HOUR PERSONALITY ALL STAR MEMOIR ESOLDUN 16 BR MUSIC SOUND WAVES BLUES ENCORE ARKADIA

THE UK'S FASTEST GROWING INDEPENDENT MUSIC DISTRIBUTOR

150BPM RECORDS IMF 41 RECORDS AAARG
ADIPOCERE AMA AMOK AVANT GARDE BITZCORE
BETTER YOUTH CHAIN SAUN BLACK MARK BLACK
OUT BRUTE CHAIN CA LO EIGHT ANJURY MEDIA
COMMON CASE COMMUNIQUE OF ENMO CURIO
CYBER MUSIC DARK VINYL DEATH GLENCE
DEATH WAX DELTA RECORDS MARS GOLDLINE
DISTURANCE DOLORES DROWNED ALLEGRIP
ENGINE PITAHY ENFRANCE FAT WRECK HOME
FOUNDATION 2000 SOUNDAMENTAL GASOLINE
BUT HELLOUND ICE HYPERIUM LEE D
ITABLE KK LA RECORDS LOST & LIP D
MAJOR MASSACRE MARS MISANTHROPY
MUSICA MAXIMA MOVE NEW ZONE
NIGHT REED NOSTALGIC RECORDS THEN WARRAR
OBI BEDIPIUS OBI OBI MARGOLIC POLICE
PROPER RAPTURE REBEL RECORDS SE
REBEL RHYTHM VIBES RIPPING RISE SUN
ROSEBURY ROTTEN RECORDS REMAPHRE MARK
SKULLS SILENT SLAVE SHERBACK ONIC
SPV STEAM WALKER STRIVE SURTAIN AN SUCK
THE PLEASANT WALKER THRESHOLD TRASH
TORSTONE TROUBLE TROUBLE VICTORY
VINYL JAPAN VINTAGE VINTAGE VOLTAGE
WE BITE WILD RAGS WITCHHUNT WORRYBIRD
X MIST YOUR CHOICE ZOTH OMMOG ZAZABOEM

PLASTIC HEAD MUSIC DISTRIBUTION

Units 15 & 15a, Bushell Business Estate, Hithercroft, Wellingford, Oxon.
OX10 9DD. Tel: (0491) 826233/825029, Fax: (0491) 826320

OFFICIAL MERCHANDISERS FOR WARP, MEGADOG & RISING HIGH

week ending
21 MAY 1994

Posthumous hits for Deacon Blue & Satchmo • Man U score again

CHART FOCUS

For the third week in a row, there's a change at the top of the singles chart, and for the third week in a row, the successful label has never previously had a number one hit.

A fortnight ago, Tony Di Bart's *The Real Thing* took the Cleveland City Blues label to pole position. Last week it was the turn of the newly formed White Water to take the throne via Stritkin's *Inside*, and this week PolyGram TV, which is very active in the album chart, but rarely issues singles, climbs to the top of the stack with its Manchester United Football Squad single *Come On You Reds*.

Ascending to the top of the chart immediately after United completed the new double of league championship and FA Cup in the same season, it's the first time ever number one single by a club side, though, of course, the England national squad has twice topped the list.

Chelsea, whom United crushed 4-0 in the Cup Final, move up seven notches to number 23 with their new hit *No One Can Stop Us Now*, while their previous chart success, 1972's *Blue Is The Colour* climbs 11 places to number 36.

The movie *Four Weddings & A Funeral* spins off its first hit this week, as *Wet Wet Wet's* remake of the Trogs' 1967 success *Love Is All Around* in the week's highest new entry at number four. It's *Wet Wet Wet's* 17th hit, and their biggest since



With just 3.2% of singles sales in 1993, MCA has known better days, but this week the company has five records in the Top 50 - its best score in the nineties - and, for the first time ever, all top three in the dance chart. Besides its own roster, it is benefiting from its deals with Black Market and Italian label Meda. On MCA's new US-signed Jody Watley's *When A Man Loves A Woman* debuts at 23, breaking a five year Top 40 drought for the former Shalamar group who, ironically, has been dropped by the label. MCA has already stripped DJ's with Embassy, which is shaping up to be another hit, thanks to some David Morales mixes.

1992, when Goodbye Girl topped the chart.

There are two other singles that debut inside the Top 10 this week - one is a consolidation of

previous success, and the other a breakthrough. 2 Unlimited's *The Real Thing* is their 10th consecutive Top 15 hit, while Bad Boys Inc join Take That and East 17 at the top of the teen tree as their fourth single *More To This World* debuts at 10, beating their previous biggest hit by 9 places.

The album chart continues to be dominated by records in Woolworth's current promotion, and sales generally seem depressed, with the disbanded Deacon Blue continuing at the top against some weak opposition.

For the second time this year, a spoken word album has broken through. Following the success of Brian Johnston's *An Evening With Johnners*, it is the turn of Gulf War commander Andy McNab's own narration of his best-selling book *Bravo Two Zero*, which tells the story of the SAS patrol dropped behind Iraqi lines. Significantly and controversially, the album which debuts at number 45, was heavily promoted and placed at number one in Woolworth's in-store "chart" last week.

But whatever the rows over the 'abuse' of in-store charts (see Letters page), it has produced another success in a good week for PolyGram TV.

Finally, jazz label Bluebird gets a rare chart success with its Louis Armstrong compilation *The Ultimate Collection*, which takes in Satchmo recordings from 1963 to 1970. The late jazz legend, who died in 1971 was last in the Top 10 in 1982.

Alan Jones

SALES AWARDS

Platinum: M-People: *Elegant Slumming* (42)
Pink Floyd: *The Division Bell*
Gold: Beautiful Soul: *Mucho*; Culture: *Beat*

Silver: Sultans In Paradise (44); Dusty Springfield: *Get Back - The Very Best Of... Nancy Greenfield: Best Of Nancy Greenfield; Stone Temple Pilots: Core*; Various: *Five Models*

AIRPLAY ADDS

BAD11 I.M.: *w/ 16.05.94* B List: Guns N' Roses - *Seven Days & Nights*; B List: CB Milton - *I-1: Loving This*; Pearl Jam - *Dissident*; Absolutely Fabulous - *Absolutely Fabulous*; N Line: Lush - *Hyperbole*; Malena Williams - *Everybody Thinks They're Famous*; Such A Phantasy; USB - *100% Your Dream*; Trees: *Address - Mama Said*; Jah Wobble's *Innocents Of The Heart* - *The Sun Don't Rise*

Virgin 1216: *w/ 17.05.94* B List: Eddie Reader - *Portrait Of Anger*; The Last Ten Americans - *The Mission*; Counting Crows - *Omigod*; Jim Johnston - *Paris*; MTV Europe: *w/ 17.05.94* Major Affair - *Give Me All You Love*; Rowena - *Crash*; Busted: *Survive*; Aventura - *Crash*; Beck - *Joshua Kadison*; Jessica: *Blip*; *Big Time Sensuality*

The Base: *w/ 20.05.94* Unlabeled - *The Real Thing*; Ace Of Base - *Don't Turn Around*; Ace - *Love In America*; Deep Forest - *Deep Forest*; Double Brothers - *Let's Go To The Music*; Galliano - *Long Time Gone*; Inspiral Carpets - *Unlabeled*; K - *Hi De Ho*; Morris's *Day Out*; David: *Paulina Henry*; Watch The Music: *Start Prodigy*; No Good (Start The Dance); Richard Trites - *Phantoms*; Storm - *Stand Up*; Time Frequency - *Such A Phantasy*; Village People - *In The City*

NEXT WEEK'S HITS

Singles: Alex Party: *Saturday Night Party* (Cleveland Club); Carleen Anderson: *Mama Said* (Dina); Arrested Development: *Eye My Mind* (Chrysalis); Ace Cooper: *Let's In America* (Epic); Deacon Blue: *Dignity* (Columbia); Bruce Dickinson: *Years Of The Dragon* (EMI); Galliano: *Long Time Gone* (Alican); K-Klass: *When You're Missing* (Deconstruction); Paul Jay: *Dissident* (Epic); Priddy: *No Good (Start The Dance)* (EMI); Seb's: *Hi-Pop* (Shout USA); Get It On: *Oh Blue* (Newcastle); Alvin: *Excuse My Style*; S. Jay; S. Jay (Mute); Chris De Burgh: *The Way* (A&M); Double Brothers: *Let's Go To The Music* (PWL); Jah Wobble's *Innocents Of The Heart* (Virgin); *Phantoms* (EMI); *Phantoms* compiled by Ex. Last week's score: 14 out of 18.

NEWCOMERS

4 WET WET WET: *Love Is All Around* (Precious Ogs) UK 10th hit. First hit *Working With The Wind* (1987). Biggest hit: *With A Little Help From My Friends* (1, 1988). Last hit: *Gold One Heart* (20, 1994). Line-up: Mark Pellino (b), Tommy Cunningham (dr), Neil Mitchell (hl), George Cook (bl). Notes: The B-side *Can Give You Everything*, remixed by Arthur Baker, has been an RM Top 50 club hit. The group are completing their own new album. Album: *Four Weddings And A Funeral* (DST) (May 23)

10 BAD BOYS INC: *More To This World* (GTA) UK 4th hit. First/Biggest hit: *Don't Talk About Love* (193, 1993). Last hit: *Walking On Air* (24, 1994). Line-up: Matthew Palmer (hl), Tony Dowling (vl), Ally Beggs (bl), David Bass (b). Notes: Former member Richard Trites has a solo single, *Prichard*, released this week on Mynas. Album: *Bad Boys Inc.* (A&E).

13 MACK: *Get-A-Way* (Pulse) UK/UK Sweeney Debut. Line-up: Alicia "Sherla" Montana (vl), Mr Ragman (rap). Notes: A part-European hit for a German-Swedish duo who have been huge on MTV Europe for a while now. The rap is produced by British Mr Ragman (Gary Baker) who also co-produced the track as part of the UK album *Collaboration* (UK remixes are by Jay Taylor from The CD single released in the UK). Album: *To The Maxium* (Jive 1994)

16 SEAL: *Prayer For The Dying* (ZTT) UK 6th hit. First/Biggest hit: *Crucy* (2, 1990). Last hit: *Volet* (39, 1992). Notes: An ZTT 10th birthday party last week. Seal showcased tracks on a 2-CD anniversary second album which, like his other work, is produced by Trevor Horn. The CD single includes an acoustic version of his biggest solo work *Crucy*. Seal has sold more than 3m albums worldwide as a result of his hit. Album: *Seal* (ZTT May 23)

28 ELDCO: *The Rhythm* (Media/MCA) UK 2nd hit. First/Biggest hit: *Holding On* (86, 1993). Line-up: Stuart Allen (hl), Alison



Williamson (vl), MC Shock-C (rap). Notes: Stuart Allen is a DJ on Manchester's *Radio 1* after *Yellow Man* (Meridian) Williamson previously worked with ace *Tenor*. The group are currently on a club *Fat* tour in support of the single which is backed with new mixes of their previous hit, *Holding On*. Album: autumn 1994

34 PHYLLIS NELSON: *Move Closer* (EMI) US 2nd hit. First/Biggest hit: *More Close* (1, 1993). Notes: Nelson's only hit - the sole chart topper for French label Carrere - is given a second lease of life thanks to its use in the *Soft & Gentle* anti-perspirant TV ad. Nelson has also enjoyed 14 RSC club hits with *Step Don't Do This To Me* (1983) and *I Like You* (1988). Album: none planned.

37 MASHI (pictured): *U Don't Have To Say I Love Me* (Roc-A-Fella) UK debut.

Line-up: Tuffy (hl), MC Valentino (rap), Merrit Crawford (vl). Notes: A collective assembled by Simon Nigari-elli who co-wrote the English lyrics to this Italian song by artist Dusty Springfield for a number one in 1986. Nigerian Tuffy had a Top 10 single in 1987 with *I Love My Radio*. MC Valentino previously recorded with East West, and Boston-bank Crawford is head of music for London's Choice FM. Album: none planned.

48 FAMILY CAT: *Wonderful Excuse* (Dedicated) UK 2nd hit. First/Big hit: *Angeline Gardens* (93, 1993). Line-up: Kevin Downing (hl), John Graves (bl), Stephen Jelbert (vl), Paul Frederick (vl), Tim McVerry (vl). Notes: The band's second album will be accompanied by the Golden Globe, an illustrated guide to the LP Album: *Magic Happens* (May 23)

49 CB MILTON: *I's A Loving Thing* (Logic) Holland debut. Notes: This third hit in Belgium and Holland is the latest licensed by Logic Records from the continent. This time from Belgium's D'Tee. Charles B. Milton started in the music industry as a winner of local talent shows at the age of 13. The single was produced by 2 Unlimited producer Phil Wilde and Peter Bencewicz. Album: none planned.

53 FRANK BLACK: *Headshe* (RAD) US debut. Notes: Black, also known as Charles Michael Kirtledge Thomson IV and Sweetfingers, was vocalist/guitarist with The Pales. Since leaving he has recorded two solo albums, the second - a double set - is out at the end of the month. Album: *Teargater* (Of The Year Music)

73 OUR TRIBE WITH FRANK PHARAOH: *Love Come Home* (Triangle/Champion) UKUS 2nd hit. First/Big hit: *Believe In You* (42, 1993). Line-up: *Prod* (vocals), *Tribe* (vocals), *Armo* (vocals), *Pharaoh* (vocals). Notes: To all interests and purposes, *Our Tribe* are the O.T. Quartet who are enjoying chart success with *Hot That Sucker*. Down. The group's next single, *Who Have Hates*, features US starlet Sabrina Johnston. Album: *Prod*, 1994.

Chart Newsweek compiled by Denis Lewis/Ex. See chart for full artist/producer/publisher details.

BUSINESS AFFAIRS FOCUS

What do independent labels look for in their business advisors? Why is this area the most challenging and satisfying for their business themselves?

Auditing - Who are the current leaders in the field and what are their reputations built on? Make sure your company is part of this important focus.

Call the Ad Department on
071 620 3636
JUNE 11 ISSUE
Ad Booking Deadline: May 20

music week

A·D·F·O·C·U·S

Blues Brother Soul Sister
Volume 3, out now through Dino, will be advertised nationally on Channel 4 for one week from Monday. There will also be TV ads in the Westcountry, HTV and Ulster ITV regions.

The Cranberries Everybody Else Is Doing It, So Why Can't We?, out now through Island Records, will be re-promoted from Monday with a one-week co-op TV campaign with Our Price in the Scottish, Central and LWT regions. There will also be solo TV ads for two weeks in Granada and Border. From May 30, solo TV ads will also include Central, STV and Grampian. Radio ads will run for one week on Virgin 1215 in conjunction with W H Smith and for two weeks on Capital. There will be window displays with Our Price and Tower. In-store displays with Menzies, and window and in-store displays with HMV which is also running Adshell and London Underground posters.

Dance Hits 94, Telstar's latest dance compilation featuring EYD, D'Ream and East 17, is released on Monday, backed by national TV ads for two weeks, followed by a regional TV campaign for another two weeks. There will also be radio ads on Capital and Kiss FM.

Energy Rush 8, Dino's latest dance compilation which is out now, will be advertised nationally on Channel 4 from next week, with radio ads running on Atlantic 252, Kiss FM and Piccadilly. There will be in-store displays with HMV, Menzies and 250 independent retailers plus a street poster campaign in London and Scotland.

Family Cat's Magic Happens, released next week through RCA, will be advertised in Q, Select, NME and Melody Maker. The album, which is available with a special booklet on initial CD and vinyl orders, will also be promoted through a mailout to 15,000 fans. The band tours at the end of May.

Future Sound of London's Liferforms, out on Monday through Virgin, has press ads in Melody



CAMPAIGN OF THE WEEK

A national poster campaign promoting Seal's self-titled new album gets underway today, a week before the album is released. The posters, designed by Michael Nash, depict a naked Seal. WEA used posters to promote Seal's last album and it worked so well that the company has opted for the same tactic but using twice as many sites. Press ads are already generating interest in the single, *Prayer For The Dying*; the posters and in-store displays should help spread awareness for the album.

Record label: ZTT through WEA.
Media agency/executive: BMP Media Mike Wilson.

Product manager: Emma Greengrass.
TV: A Europe-wide campaign featuring 60 15-second commercials will run on MTV.
Press: Vox - in conjunction with Tower.

In-store: A 48-sheet poster campaign in 177 sites around the country will run for a month. There will also be double posters at five rotating display sites plus displays on the large lightbox sites on the Cornwell Road and Old Street in London.

In-store: There are displays at Our Price, Woolworths, Virgin, Tower and selected independent retailers. The release is album of the week with Menzies, W H Smith and HMV which are all running in-store and window displays.
Target audience: Mass market.

Maker: NME, Select, The Wire, Sky, Modern Review, The Edge, DJ Magazine, Record Mirror, Music Week, Independent On Sunday, Guardian, The Face - in conjunction with Virgin - and Time Out with Tower. There will be in-store displays with HMV, Menzies and Virgin where the album will feature on listening posts and on 100 West End poster sites. It will be

an Our Price recommended release. Tower will run window displays at its Piccadilly store and there will be posters in London Underground. Virgin is doing a mailout to its fan base and putting posters in London restaurants. K-Class's Universal is re-released by Parlophone on Monday with an add-on 12-inch or CD single featuring new single What You're

Missing. There will be press ads in NME, ID, Record Mirror, Select, MixMag, Generator, Sky and DJ. There will also be a national street poster campaign and in-store displays with selected independents and multiples. **Tim McGraw's** Not A Moment Too Soon, out next week on Curb through The Hit Label, will be promoted in-store by Virgin and W H Smith which will both feature in their listening posts. There will also be co-op ads in Country Music International in conjunction with both stores.

Stevie Nicks' Street Angel, released next Monday through EMI, will be press advertised in Q and *Rare*. A radio campaign runs on Piccadilly Gold, Virgin 1215, Capital Gold, XTRA AM and City Gold. In-store displays will run with Our Price, HMV and Virgin. **Jon Secada's** Heart, Soul And A Voice, released next Monday through EMI, will be promoted with widespread marketing aimed at relaunching him as a major artist. The campaign begins with two weeks of TV ads in the London, Central, Granada and Midlands regions. There will also be national press ads in the *Daily Mail*, *Daily Express* and *Sun*. In-store displays will run with Our Price, HMV, Virgin, WH Smith and Menzies and there will also be window displays with Woolworths. The campaign has already started with TV and radio ads for the single *If You Go* which is out now.

Wonderful World, a compilation of up-tempo tracks from Dino including Wham! and *That*, will be advertised nationally on Channel 4 and satellite TV for four weeks from its Monday release. Radio ads run on Atlantic 252 and Capital. There will be Woolworths window displays, plus displays with HMV, independents and Menzies where it is album of the week. Dino's *Electric* will be advertised on Channel 4, Central, Anglia and Yorkshire ITV regions, and Atlantic 252 radio.

Compiled by Sue Sillince: 071-228 6547

E·X·P·O·S·U·R·E

AIRING THIS WEEK



PACK OF THE WEEK

Viva Cabaret, Friday May 20, Channel Four: 10.30-11.20pm
A sassy confection of music, comedy and the bizarre are the menu courtesy of Viva Cabaret which returns for a second series. Hosted by comics Lily Savage, Mark Thomas and Lee Evans, the six partner will regularly feature the vocal talents of Eartha Kitt (pictured) and Tom Jones.

MONDAY MAY 16

- Pebble Mill** featuring Alison Moyer, BBC1: 12.15-12.50pm
- Reggae Rockumentary** featuring interviews and footage from Bob Marley, UB40, Shabba Ranks and Maxx Priest, MTV: 8-9pm

TUESDAY MAY 17

- The Beat** featuring Frankpower, Mother Earth, Sleeper, Sack and Evan Dando, ITV: 12.30-1.30am
- The Lonesome Pine** Specials featuring Nanci Griffith, Channel Four: 1.30-2.35am

WEDNESDAY MAY 18

- Pebble Mill** featuring Joe Roberts, BBC1: 12.15-12.50pm
- Naked City** featuring Carleen Anderson, Channel Four: 11.05-11.50pm

THURSDAY MAY 19

- Evening Session** featuring Smash and Urban Species, Radio 1FM: 7-9pm

FRIDAY MAY 20

- The Big Breakfast** featuring Alice Cooper, Channel Four: 7-9am
- Pebble Mill** featuring Vince Gill, BBC1: 12.15-12.50pm
- John Peel** featuring Dave Clarke and the Sex Clarke Five, Radio 1FM: 10pm-1am

SATURDAY MAY 21

- Gimme 5** featuring Slimem, ITV: 9.25-11.30am
- Parallel 9** featuring East 17, BBC1: 9.10-10.55pm
- Johnnie Walker** includes Chaka Demus and Pliers in concert, Radio 1FM: 7-11pm
- Later With Jools** Holland featuring Evan Dando, The Pretenders, Erasure and David McCombe and The Red Ponies, BBC2: 10.30-11.25pm

SUNDAY MAY 22

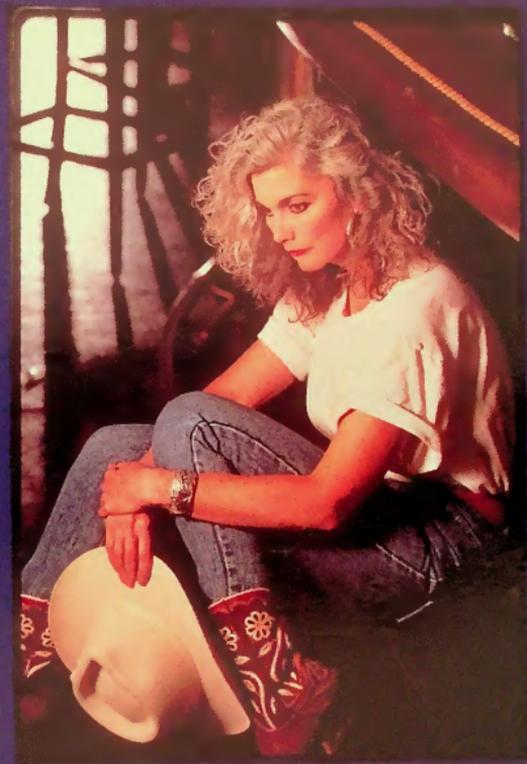
- The O Zone** featuring Marcella Detroit and Elton John and Salt 'N' Pepa, BBC2: 11.45am-12pm

PROMOS IN PRODUCTION

ARTIST	TRACK	COMMISSIONER	DIRECTOR	PRODUCER	RELEASE DATE	CONCEPT
THE BEAUTIFUL SOUTH	Everybody's Talkin'	Sarah Willis for Gals Discs	Willy Smax	Julian Ludlow for 4D Films	May 23	A double bed careers through the streets of west London
BLUR	To The End	Dilly Gent for Parlophone	David Mould	Jeremy Barnister for Partizan	May 31	A quirky homage to film noir played out in the plush palaces of Prague
JOCLEYN BROWN & KIM MAZELLE	No More Tears (Enough Is Enough)	Simon Jones for Arista	Max Giva & Dan Pasquini	Jason Luzzell for Frogganda	May 30	Camp theatrics collide in a beauty salon
DUKE	New Beginning	Carlie Burton-Fairbrother for Virgin	Simon Smith	Howie Nicholl for Far Out Films	June 6	A surreal journey through a forest of broccoli and Danish vegetable salads
SHARA NELSON	Nobody	Margot Quinn for Costellopmo	Kevin Bray	Lu Friedlander for Onia	May 23	Shot in Central Station, LA, and featuring black and white vignettes.
STINA NORDENSTAM	Little Star	Maggie Maloney for East West	Michel Gondry	Barney Jeffrey for Partizan	June 6	A dreamy cerebral stroll on a Swedish island
MISTY OLDLAND	I Wrote You A Song	James Covill for Columbia	Jake Nava	Natasha Plewright for Eclipse	May 31	An affectionate spoof of Martin Scorsese's Goodfellas
PATRIC	Love Me	Simon Jones for Arista	Nigel Simpkins	Astrid Edwards for Swivel Films	June 20	Industrial scaffolding is the backdrop to some acrobatic choreography.
THE PRETENDERS	Night In My Veins	Moira Bellas for WEA	Zanna	Deirdre Allen for M-Ocean	June 6	Chrissie Hyde faces crime on the streets of London.
SHED SEVEN	Dolphin	Cynthia Lolo for Polydor	Alex Szasz	Will Waller for 4D Films	May 31	A band performance in a disused swimming pool is intercut with underwater shots.

Promos are production work and/or May 14. Compiled by Paula McGilley.

EMMYLOU HARRIS



HER NEW ALBUM
COWGIRLS
PRAYER
OUT NOW

Released on 23rd May 1994 in the UK on

the
Grapevine
label

CD - GRACD 101 MC - GRAMC 101 and on vinyl GRALP 101

SPEND AN EVENING WITH
EMMYLOU HARRIS

ON MAY 29TH HAMMERSMITH APOLLO LONDON MAY 30TH ROYAL CONCERT HALL GLASGOW MAY 31ST MANCHESTER APOLLO MANCHESTER

M · A · R · K · E · T · P · R · E · V · I · E · W

COUNTRY

JOHN MICHAEL MONTGOMERY: *Kickin' It Up* (Atlantic 82559). The million-selling second album gets a belated release in the UK, while the first is still at number 40 in the US charts. Powered by the top five singles 'I Swear and Flys', 'The Moon, and Heavy CMT rotation, this should walk out the door on its own. **3.5/5**

SHANIA TWAIN: *Shania Twain* (Mercury 514 422). Canadian singer, part Native American, parents die at 21, brings up brothers and sisters, signs deal in Nashville, releases album of other people's songs, sells respectably, makes video, gets on CMT, is seen by Mutt Lange, they marry, will release follow up (produced by Lange) with her own songs at the end of 1994. A country dream. Meanwhile, we can hear what caught Mutt's ears: a good start, if a little short on character. **3.5/5**

TIM MCGRAW: *Not A Moment Too Soon* (Curb CD 77859). Out of the box number ones are almost a tradition in new country, but the storming success of McGraw's first album took even Nashville by surprise. Number one for its first six weeks, a million sales and red hot radio play add up to a genuine phenomenon. The UK response will hinge on the Indian Outlaw single winning airplay; crossover radio would be the making of McGraw. **3.5/5**

RANDY TRAVIS: *This Is Me (Warner Brothers 45501)*. Back from a two-year sabbatical, the North Carolinian who turned country upside down in the Eighties releases an album "with nothing but singles on it". Multiple awards sit easily on this low-key pure-country star, and with Kyle Lehning producing yet again, this one (debuting at 12 in the US) should see the start of another 17m sales worldwide. **3.5/5**

BOY HOWDY: *She'd Give Anything* (Curb CUCD 0069). This is the UK-only compilation of the first two US albums by the southern Californian country rocker with a potent live reputation. The 17 tracks showcase their trademark harmonies and high-energy bluegrass-influenced rock. **3.5/5**

VARIOUS ARTISTS: *Q Country (The Hit Label AHLCD16)*. This 30-track double-CD charts the history of modern country from the legends such as Hank Williams and Patsy Cline through the seminal Seventies rebels like Gram Parsons to the best of new country: Vince Gill, Dwight Yoakham and Wynonna. The

special retail price of around £13.99 and magazine tie-in will fuel sales. **3.5/5**

VARIOUS: *Welcome To Music City (Curb MPHCD 5)*. This ex-promo only collection samples the best of the strong Curb catalogue which includes Wynonna, Hal Ketchum and Delbert McClinton. Keen pricing should attract interest. **3.5/5**

PICK OF THE WEEK

VINCE GILL: *When Love Finds You (MCA MCD 11078)*. The "nicest man in country" comes up with another astonishing vocal and instrumental performance to launch his new album. Whenever You Come Around is the Up Where We Belong class, and should be mandatory listening for every mainstream radio programmer. After Garth, Gill's is the most accessible face of male country, and a lightning UK tour will kick-start sales. **3.5/5**

Ian Nicolson

ALTERNATIVE

FRANK BLACK: *Teenager Of The Year (4AD DAD 4009)*. The former Pixie's second solo album is a 22-track double of strong songs and abrasive atmospherics, but it is a hefty amount to process in one sitting. The album's lack of focus might count against it, but press coverage is guaranteed. **3.5/5**

MANIC STREET PREACHERS: *Raster P/CP (Epic 660447)*. Having switched from Columbia to Epic, the Manics return with a



Frank Black: *Teenager Of The Year* and king for a day

double A-side single, bound to be their 12th consecutive Top 40 hit. Both tracks are rarer than the Gold Against The Soul album but with commercial sensibility intact. **3.5/5**

DAVID BYRNE: *David Byrne* (Warners 936245582). After the Rei Momo album's Latin interpretations of Byrne songs and the eclectic style of the follow-up, Uh-Oh, the ex-Talking Head mainman's third solo album is more in his straightforward rock and pop vein of old, which should appeal to a wider section of the public. Two UK dates will raise his profile. **3.5/5**

LUSH: *Hypocrite (4AD BAD 4008) Desire Lines (4AD BAD 4010)*. 4AD has simultaneously released two singles by the same band once before, with Colour Box, but it is still an unusual move. Why? Probably to show off Lush's contrasting sides: tight 'n' poppy on Hypocrite; and lush 'n' ethereal on the eight-minute Desire Lines, and with three extra tracks on each, they make a good deal for the fans. **3.5/5**

THE BOO RADLEYS: *Lazarus (Creation CRE 187)*. The Giant Steps album was a success for the Boos. Rather than release a third single from the album, the

band are reissuing arguably their best song, the 1992 track Lazarus, with two four-track CDs containing various remixes from the likes of Ultramarine, Augustus Pablo and Saint Etienne. The first CD includes the new Touchdown Jesus. **3.5/5**

THE FAMILY CAT: *Magie Happens (Dedicated 4321204661)*. The Family Cat are rarely treated as serious contenders yet the band sells records regardless. Magie Happens maintains the same thoughtful, dynamic guitar-rock formula, although the album lacks the killer single which could take them to higher ground. **3.5/5**

BIVOUAC: *Marked And Tagged EP (Elemental BITV 1T)*. Out this week, the Midlands trio's first single since signing to Goffin in the US leads off with And Then She Ate, another typically potent, melodic anthem in the mould of Buffalo Tom and Sugar. **3.5/5**

PICK OF THE WEEK

SHED SEVEN: *Dolphin (Polydog YORK 8559)*. With no Stone Roses on the horizon and The Charlatans already too long in the tooth to generate next-generational excitement, it might fall to the likes of Shed Seven to provide this year's buzz. The band's second single, Dolphins, is an assured, memorable slice of funk-ed up indie-pop with the right kind of casual swagger and urgent chorus. It could take off if radio falls in line. **3.5/5**

Martin Aston

MAINSTREAM - SINGLES

WORLDS APART: *Begin'n' To Be Written (Bell/Arista 7421167132)*. Even though it houses a trio of Top 40 hits, the Worlds Apart album has been an absolute stinker. If it is ever to do the business, this is the song to revive it, as it is a cut above the rest. Penned by Leeson & Vale - remember Would I Lie To You? - it is a smooth soul ballad and draws a mature vocal performance from the boys. Sweet and summery, and likely to get lots of TV exposure. **3.5/5**

CAPTAIN HOLLYWOOD PROJECT: *Only With You (Pulse 8 CDLOSE 62)*. Following the good Captain's success with More And More and Impossible, this typical Eurohit, synth-based house with perfunctory rap, also has a haunting quality and a fragile female vocal. In addition to the concise radio mix it includes lengthy mixes of varying degrees



Mash! - frenetic!

of subtlety, the best being the aptly named Trace Mix. **3.5/5**

KYM MAZELLE/JOCELYN BROWN: *No More Tears (Enough Is Enough) Bell 7432120932)*. Under the production of Mike Stock and Matt Aitken, working together for the first time since the latter left PWL, these two mighty mouths join together for a re-visit of the Streisand/Summer hit. With this pedigree it will, of course, be a big hit. **3.5/5**

ROKETTE: *Crash! Boom! Bang! (EMI CDEN 324)*. The title cut of their latest album is one of Rokette's gentler songs, a slowly building ballad similar to some of Heart's hits. A growler rather than an instant hit, but likely to prove bigger than Sleeping In My Car. **3.5/5**

MASH!: *U Don't Have To Say U Love Me! (React CDREACT 37)*. Based loosely on the Dusty Springfield hit, this has already been a club success, and has advance orders of more than 16,000 units. The radio mix is a typically frenetic and highly distinctive Cappella remix, only with rapper MC Valentino and singer Taffy (I Love My Radio) are bit-part players. This type of Italo-dance is popular and this will prove no exception, although dig deeper into the CD for slow, breezy and jazzy mixes at a less frantic 59p/m. **3.5/5**

TORI AMOS: *Past The Mission (East West A 752/CD)*. With Top 10 hits already under her belt this year, Amos has a high profile and a fanatical following. This lyrically deep and melodically intricate tune is easily accessible, with no fewer than seven bonus live tracks spread across the formats, it is destined to sell extremely well. **3.5/5**

PICK OF THE WEEK

BEAUTIFUL PEOPLE: *If 60s Were 90s (Essential! ESSX 2037)*. In the clubs last year, and now finally released, this slips a shuffling dance beat under a Hellfire vocal, and works surprisingly well. BNP exercise tasteful restraint, and the title sounds like it belongs; the Hellfire echoes his I If Were 8. One of Hendrix's trademark guitar solos ends the song, which should find fairly wide acceptance. **3.5/5**

Alan Jones

CLASSICAL

VARIOUS: Goethe Lieder. Dawn Upshaw, Richard Goode (Elektra/Nonesuch/Warner 7559 79317-2). Upshaw gets star billing as "the voice of Górecki's Symphony No 3" and Goode is riding high on his much-acclaimed Beethoven piano sonata cycle, so there will be strong interest in this collection of songs by Mozart, Schumann, Schubert and others setting Goethe's poems. It is supported by ads in the June issues of *Gramophone* and *Classic CD* plus POS posters and browser cards. **★★★**

PART: Frates And Other Works. Tasmin Little, Martin Roscoe, Portsmouth Sinfonietta/Stadt (Classics for Pleasure EMX 2221). Two cult figures are combined on this budget album, neo-minimalist composer Arvo Part and fast-rising violinist Tasmin Little, and CP is using this release as the launchpad for a little catalogue campaign which includes posters and classical magazine ads. **★★**

VARIOUS: Opera's Greatest Love Songs. Various Artists (RCA

- | | |
|-----|--------------------|
| ★★★ | Guaranteed banker |
| ★★ | Should do well |
| ★ | Worth a punt |
| ☐ | Only for the brave |
| ☐ | SOR only |



Brand New Heavies: breezy and catchy Back To Love

CD/MC 09026 61886-2/4. This Three Tenors summer will see a flood of opera compilation albums but this one has an edge in being at mid-price and offering star names such as Pavarotti, Domingo, Upshaw, Caballe and Björling. The album is being backed by a three-week Classic FM campaign plus extensive display material. **★★★**

VARIOUS: Ultimate Opera Collection 2. Various Artists (Erato/Warner CD/MC 4509 90715-2/4). The first Ultimate Opera Collection was the sixth biggest classical seller in 1992 even though it was only released in mid-year and has

shifted more than 60,000 units. This argues well for its successor, backed by national press ads and four-sheet posters at city rail stations. It could, however, be overshadowed by other Warner compilations to come, not to mention the Three Tenors Encore album in August. **★★★**

PICK OF THE WEEK

VARIOUS: The Essential Music Of England. Various Artists (Decca 443 936-2/4). This double-disc box at dealer price £8.15/£5.38 is aimed squarely at the D-Day anniversary and summer tourist markets, with a chocolate-box cover, 34 rousing and relaxing themes

and contributions from Dame Vera Lynn and Winston Churchill. There is a two-week campaign on Classic FM but the main promotion is through tourism-orientated magazines. WH Smith is linking its displays with five new releases in Decca's World Of British Classics budget series. **★★★**

Phil Sommerich

DANCE

BRAND NEW HEAVIES: Back To Love (frr BNK4). This breezy and catchy tune is the second single to be plucked from the gold-selling Brother Sister album. The obligatory remixes should keep most punters happy: DJ Duke and Graeme Park both provide highly effective house park mixes, while Ray Hayden and Guru opt for more reverential jazz and funk interpretations. **★★★**

SHARA NELSON: Nobody (Cooltemp 12COOL290). Single number four from Shara Nelson's debut album recalls her earlier work with Massive Attack. This is no bad thing and the inclusion of fresh mixes from Paul Oakenfold, Ashley Beadle and Kenny "Dope" Gonzales will help sales. **★★★**

VARIOUS: Trance Europe Express 2 (Volume TEEEX2). This is the second foray into trance territory for the creators of the *Volume* series of indie CD/box packages. The first Trance Europe Express has sold more than 60,000 copies, and this second

edition features an equally strong line-up of previously unreleased tunes. The value-for-money package combines a 192-page book with four LPs or two CDs or tapes. **★★★**

FUTURE SOUND OF LONDON: Lifeforms (Virgilio V2722). The ever ambitious FSOL have excelled themselves with this forward-thinking album which embraces ambient and techno themes in its broad panoramic sweep. Already attracting plenty of press attention, it should be a strong seller. **★★★**

JEANIE TRACEY: If This Is Love (Pulse 8 12LOSE63). The ex-Weather Girl follows up her popular It's My Time single with another powerfully delivered, catchy house song. Strong mixes from the Playboys and Judge Jules have helped the track into the Club Chart Top 10. **★★★**

AWESOME 3: Don't Go (City Beat CBX1271). This happy house tune, which boasts a simple but strong vocal hook, was first released in September. Now reissued with new mixes from Wag Ya Tail and Ludvud, it has had a good Club Chart run which should translate into healthy demand. **★★★**

THE TIME FREQUENCY: Such A Phantasy (Internal Affairs KGBT013). This rave act have a massive following, particularly in their native Scotland. Such A Phantasy is another crowd-pleasing house tune with pounding pianos, screaming vocals and some Cappella-style Euro touches. **★★★**

PAPERCLIP PEOPLE: Throw/Remake (Open OPENT001). This first single on the new Ministry Of Sound offshoot label is the work of the highly regarded Detroit techno pioneer Carl Craig. Throw is a tuncful trance epic, while Remake is a great makeover of E2E4/Sienu Latino. Craig also has a new EP out on R&S under the 69 moniker The Lite Music EP (R&S PE69339) features four of his more left-field creations. **★★★**

PICK OF THE WEEK: MOBY: Hymn (Mute MUTE161). Moby can always be relied on to come up with a novel and commercial twist on the house formula. This time he goes for a full-blown choral treatment with the hard-edged synth sounds. As usual there are a host of mixes spread over the different formats, with the second CD notable for its 33-minute ambient version. **★★★**

Andy Beecers

MAINSTREAM - ALBUMS

LOUIS ARMSTRONG: The Ultimate Collection (Bluebird/RCA 74321197062). Spanning 37 years of Armstrong's career, this collection has broad appeal as Satchmo brings his remarkable presence to bear on two dozen familiar favourites. BMG is putting a lot of muscle behind this, and should be rewarded with success similar to that enjoyed by the Mario Lanza Ultimate Collection. **★★★**

JEAN MICHEL JARRE: Chronologie Part 6 Remixes (Dreyfus/Polydor 5195792). Any Jarre fans who invest in this mini album blind are likely to be outraged at what dance remixers Slam and Gat Decor have done to the maestro's work. The subtlety of the original work is submerged under house beats, with ambient and trance both getting in on the act. But given it was a Club Chart success earlier this year, there is no reason why it

should not translate that popularity into sales to dance fans. **★★**

VARIOUS: Freska! (React REACTCD 39). A joyous selection of house and disco, mixing widely available and popularly acclaimed hits like The Real Thing (Tony Di Bari), Let The Music (Loveland) and Smooth Touch's House Of Love with cult and import rarities such as San Francisco (Punchinella) and 4 You (4the Measure Men). The result is a heady cocktail of segued excellence that is difficult to match. **★★**

TRAFFIC: Far From Home (Virgin CDV 277). Revising a band 19 years on is fraught with pitfalls, but Steve Winwood and Jim Capaldi—whose presence here justifies the use of the Traffic name—achieve an album that is at once contemporary and respectful to their previous work. There are



De Burgh: uptempo

some lengthy cuts, giving scope for Traffic jamming, with trademark Hammond much in evidence. The songs have an energy and sass that places them firmly in the Nineties. **★★**

CHRIS DE BURGH: This Way Up (A&M 5402332). De Burgh updates his style somewhat with this album, which finds him fronting a new band, singing more uptempo songs and collaborating on songwriting for the first time. It is a

change for the better too, with a lighter, less sombre touch evident, although there are still plenty of slower, more thoughtful songs. With the atypical single Blonde Hair Blue Eyes already attracting favourable reactions, this could be one of De Burgh's biggest albums for some time. **★★★**

PICK OF THE WEEK

IAN HUNTER: Welcome To The Club... (Chrysalis CDCHR 6075). Mr Hunter loaned his larynx to a live version of All The Young Dudes on the new album by the late Mick Ronson, and proved to be in particularly good voice. That track may have whetted appetites for this timely reissue, which brings together all the tracks from the original album and adds four more. It's classic Mot, with outstanding versions of Once Bitten Twice Shy, All The Way From Memphis and, yes, Dudes. **★★★** Alan Jones

THE OFFICIAL CHARTS - 21 MAY

music week
 Y AS USED BY Y



SINGLES

1 COME ON YOU REDS

The Maccastron Ltd Format: Szabo Parlophone TV

1	02	INSIDE	Suzanna	Wendy Moore	UK
7	03	AROUND THE WORLD	Ear 17	London	UK
8	04	LOVE IS ALL AROUND	Viva Wht Vbz	Previous Discussion	UK
4	05	SWEETS FOR MY SWEET	CJ Lind	Buckingham/NCA	UK
3	06	THE REAL THING	Terr Di Barr	Deleano Dry	UK
5	07	MIAMI MIAMI MIAMI MIAMI	Queen Terri Dawnes	UK	
9	08	JUST A STEP FROM HEAVEN	Enigma	EMI	UK
10	09	THE REAL THING	Z UNLIMITED	PVL	UK
10	10	MORE TO THIS WORLD	Bad Brn Inc	ASB	UK
6	11	THE MOST BEAUTIFUL GIRL IN THE WORLD	[Jewel]	WPI	UK
8	12	LIGHT MY FIRE	Quintessenz Exchange Cal	PVL	UK
13	13	GET-A-WAY	Maxx	Pulse 8	UK
15	14	LEAN ON ME	Monica Bolton	Deanna	UK
16	15	CARRY ME HOME	Shoreline	Go Beat	UK
16	16	PRAYER FOR THE DYING	Soul	ZTT	UK
17	17	ALWAYS	Enigma	Mut	UK
18	18	I'LL STAND BY YOU	PRETENDERS	WEA	UK
19	19	I LIKE TO MOVE IT	Rick Z'Rock (includes The Mike Summer)	Perma	UK
20	20	DEEP FOREST	Deep Forest	Deanna	UK
21	21	THE EYES OF TRUTH	Enigma	Venus	UK
22	22	UNDER THE BRIDGE	Rob Heri Odu Perenna	Wanted Beat	UK
23	23	NO ONE CAN STOP US NOW	Catalpa Format: Odu	UK	UK

ALBUMS

1 OUR TOWN - GREATEST HITS

1	01	OUR TOWN - GREATEST HITS	Blur	Font/Palmstone	UK
2	02	GOD SHUFFLED HIS FEET	Queen Terri Dawnes	UK	UK
5	03	ALWAYS & FOREVER	Enigma	EMI	UK
4	04	THE DIVISION BELL	Pink Floyd	EMI	UK
6	05	GOIN' BACK - THE VERY BEST OF	Dawn Sharpe/UK	Pulse 8	UK
7	06	ESPERANZA EN LA VIDA: SO WHAT?!	Te Gowan	Island	UK
3	07	PABLOVE	Blur	Font/Palmstone	UK
8	08	LAST OF THE INDEPENDENTS	Pretender	WEA	UK
8	09	CARNIVAL OF HITS	John Denver/The Scores	EMI	UK
10	10	ESPERANZA EN LA VIDA: SO WHAT?!	Sue York	Decca	UK
13	11	MUSIC BOX	Mariah Carey	Deanna	UK
21	12	THE CROSS OF CHANGES	Enigma	Venus	UK
13	13	I AM 'N MOON	Dee Dee	Sony S2	UK
16	14	HAPPY NATION	Asa O'Beir	Mercury/Decca	UK
39	15	THE BEST OF EAGLES	Eagles	Arista	UK
18	16	LEGEND	Bob Marley And The Wailers	Tone Dece	UK
15	17	EVERYTHING CHANGES	Tommy Stinson	UK	UK
27	18	NEVERMIND	Nirvana	Geffen	UK
11	19	THE VERY BEST OF MARVIN GAYE	Marvin Gaye	Mercury	UK
12	20	TONI BRAXTON	Toni Braxton	A&J/LaFace	UK
21	21	FALLING FORWARD	Juanes	Decca	UK
20	22	GOLD - GREATEST HITS	Alicia Keys	Polygram	UK
20	23	ELEGANT SLUMMERS	M People	UK	UK

ALISON MOYET

The Brand New Single

Getting into something
 Available as a limited edition digipack picture disc CD
 including previously unreleased tracks
 Also available on 12" with extended mix and cassette

© 1993 Warner Bros. Records Inc. WEA 4

CDL 5014



mirror

21 5 94

free with
MAX



rap fights US censors

The US record industry is trying to defeat an attempt to introduce a rating system for rap records. The plan - currently being considered by a committee of the US Senate - would mean that all US rap product would be rated in a similar fashion to films or videos. If it succeeds it would almost certainly offend US records released in the UK, and could lead to calls for a similar system to be introduced over here.

The industry - which gave its

views to the committee last week - argues that the move is necessary, is an offence against free speech and would cost the business both time and money.

The hearing last week in Washington was the second time the panel had met to discuss a ratings system, which has been unanimously rejected by the Recording Industry Association of America.

RIAA president Hilary Rosen says, "While a voluntary ratings system may be appropriate for

motion pictures, its application to sound recordings would be both inappropriate and impractical."

She argued that the present system of sticketing is sufficient. "Virtually every recording that has been the target of public controversy... has a voluntary parental advisory [sticker] on its cover," she says, adding that such a system "balances the rights of free expression with the desires for social responsibility."

Debate on the censorship issue has intensified in the US over the past year with female rappers and their male counterparts, such as veteran performer Doug E. Fresh, joining together with religious and parental groups in expressing their concern at the portrayal of women, violence and drugs in the lyrics of rap songs.

The Senate committee will pass on its findings to Congress later this month.

inside

- (N)** big orange brings Jr label to UK
- (W)** would a rating system for rap work in the uk?
- (E)** leena conkers

dub chart:
1 FEEL WHAT YOU WANT
Krisiina W

cool cuts:
1 DARK AND LONG
Underworld

SPECIAL LIMITED EDITION COLLECTORS CD DIGI-PACK
FEATURING PREVIOUSLY UNAVAILABLE LIVE VERSIONS
OF "NEVER STOP", "DREAM COME TRUE"
& THE DJ DUKE MIX OF "BACK TO LOVE".
AVAILABLE FROM 23 MAY.

The James Taylor Quartet goes full circle this month by rejoining its original label boss Edward Piller of Acid Jazz.

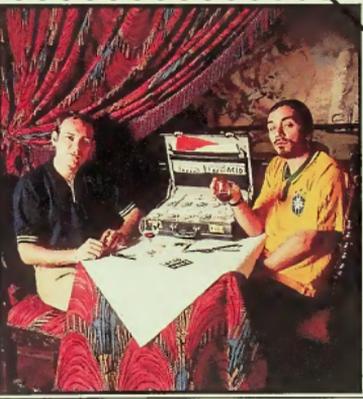
The return to independent roots comes after a mixed spell with two major-affiliated companies, Big Life and Polydor, where the Brit funk act found chart success but ultimately decided to settle for life with an indie despite offers from other majors.

Since signing to Acid Jazz in 1985, the quartet's cult following has grown considerably as the act has kept up its continuous pinging schedule.

When JTG first signed with Piller, it was on his first label Re-Elect The President. The first releases were the classic single 'Blow Up' and the album 'Mission Impossible'. This was followed by another album before the group left the label, which had become Acid Jazz, in 1988.

Now the band is finishing work on a new single due in October and an album due early in 1995. Meanwhile, the track '3 Mile Island' appears on the new 'Totally Wired '11' compilation, out on June 20.

Taylor says, "I always wanted to return to Acid Jazz - mission accomplished!"



reggae honours 'number one' don

Don Campbell and Deborah Glasgow scooped the cream of the honours at this year's British Reggae Industry Awards.

Campbell, the London-based lovers rock singer who had a massive hit recently with 'Number One Lovers Do', won four awards - best British male singer, newcomer, songwriter and reggae single, for 'See it in Your Eyes'.

Glasgow, who died in February aged 28, was posthumously honoured with awards for best British female singer and a special award for her contribution to reggae music.

Controversial regga man Buju Banton picked up best International single and album for 'Murderer' and 'Voice Of Jamaica'.

Other winners at the 13th annual awards held at the Grand, in Clapham, London, were: DJ/MC - Top Cut; album - 'Undiluted' by Roger Robb; group - Rough Cut; radio DJ - Trevor Sax; community DJ - Sugar Dred; radio station - WNK; producers - Maffia & Fluxy; international artist - Beres Hammond; international newcomer - Luciano; and international producer - Donovan Germaine.

KYCLASS (LIFECONSTRUCTION/PARLOPHONE)
GETTING INTO SOMETHING - (COLUMBIA)
ALISON MOYET
10 HOT HITS TIPPED TO CHART NEXT WEEK

12" **MOBY** *hymn - this is my dream EXTENDED MIX*
hymn - laurent garnier mix
hymn - upriver mix
hymn - dirty hypo mix

CASS **MOBY** *hymn - this is my dream EXTENDED MIX*
all that i need is to be loved - h.o.s. mix

CD 1 **MOBY** *hymn this is my dream 7" MIX*
all that i need is to be loved h.o.s. mix
hymn european edit
hymn laurent garnier mix

CD 2 **MOBY** *hymn - alt. quiet version 33.33333333333333 mix*

out 16th may

17	25	JULIE EP
18	26	100% PU
31	27	NUMBER 1
NEW	28	The Rhyt
13	29	DEDICATE
19	30	Your Boo
21	31	DREAMS
NEW	32	STREETS
NEW	33	When A
NEW	34	MOVE CU
36	35	So Close
20	36	Rockin' I
NEW	37	U Don't I
37	38	LISTEN T
40	39	If You G
39	40	Back In
© GIN, PRODUCE BASED ON A S		



OUT NOW

THE OFFICIAL CHARTS - 21 MAY



Club:
Fun at the Steering Wheel, Kotwall House, Wrottesley Street,



Birmingham. Saturdays 10pm till late.

Capacity/PA/special features: 400/6K/themed nights; club has racing car decor; tables made from Formula 1 cars, which also hang from the ceiling.

Door policy: "Very strict dress code. Good looking, dressy crowd." - Piers, Global Grooves.

Music policy: Big, happy, vocal tunes.

DJs: Residents - Patrick Smoove, Roger The Doctor, Heaven and Colin Dreed.

Spinning: Dawn Penn 'You Don't Love Me (No, No, No)'; Shawn Christopher 'Make My Love'; Xavier Gold 'Good Love'; David Morales & The Bad Yard Club 'In De Ghetto'; Jeek 'Give Her What She Wants'.

DJ's view: "The crowd are open-minded and up for

news

how to gain free

One of the definitive compilations in recent years was 1993's 'En-Trance' on the South Sound label but now there's another contender - 'En-Trance 2'.

The second volume in the series has yet another astounding array of trance talent with the line-up including Country & Western, Rebel Youth, Sabres Of Paradise, The Drum Club, Ultimate Life Experience, Theosolians, Waxwork, Waxwork Industries, Acid Jesus, PH 1, Exit EEE, Loop Guru and Pressure Of Speech.

It's out this month and RM has five CDs to give away. Simply answer this question: what was the title of The Drum Club's debut album? Send your answers to En-Trance Competition, RM, Ludgate House, 245 Blackfriars Road, London SE1 9UR, by May 24.

orange brings jr to uk

New reggae label Big Orange is set to bring Junior Reid's Jamaican-based operation to the UK.

Having signed the star as an artist, Big Orange's Othman Mukhlis has decided to launch a UK arm of Reid's JR Label which has achieved critical acclaim over the past

two years with releases from Cutty Ranks and Dennis Brown among others.

The new tracks will be more roots orientated than Big Orange releases and Reid will provide his own tunes for both labels.

The first four releases this month come from

Ricky General, Snagga Pass, Delli Fanks and Johnny P & General B. Reid has also recorded a duet with fellow former Black Uhuru vocalist Michael Rose called 'Fire'.

Initially, all JR tracks will be distributed by Jet Star while Big Orange will

react-ing to demand

An increase in demand for DJ-mixed compilations has prompted React Music to start a new series of the albums.

The label came up with the idea for the React! compilations after hearing how popular they were becoming in cafes and bars, particularly in Europe.

The first album has been compiled and mixed by DJ and fashion designer Rachel Auburn, who is currently resident at London's The Garage and Heaven as well as guesting at the Ministry of Sound.



intelligence test

Warry's electronic music series 'Artificial Intelligence' is to get the full promotional treatment for volume two.

The album will be available on limited double CD with extra tracks by Darrell Fitton, Polygon Window, Kenna Larkin and Scammers while a limited double vinyl album has a free 10-inch featuring Larkin and Fitton.

There will also be a 40-

minute video, 'Motion', made by Phil Weistenholm. Dave Slade and Jess Scott-Hunter which will be premiered at London's ICA on May 23 and goes on sale on June 13.

The album, which is out on May 30, is launched on May 25 with a party at London's Leisure Lounge. Live guests are LFO with DJs Apex Twain and Laurent Gornier and special guests Seefeel.

say what?

as the US record industry fights rap censorship proposals, rm asks...

...would a rating system for rap work in the uk?

Stephen Worby - assistant editor, Hip Hop Connection
"It is unnecessary, and to pick on just rap is a form of racism. What about some heavy metal records? Another dispute with a rating system is that some kids would try to get hold of the album with the most explicit rating, which would

defeat the object. Only if it was legally enforced would it have any real effect, but generally I do not think it's a good idea."

Jonathan Morrish - director, Sany Music Entertainment
"Record companies do have a responsibility to the public from which we must not shrink. As far as the UK is concerned, I think we are already sensi-

tive enough. We operate our own level of censorship and we do not need an outside body telling us what to do. To date, common sense has prevailed and that should be enough."

Richard Russell - A&R, XL Recordings
"It smacks of the thin end of the wedge. The issue of who enforces the ratings makes it

pretty much unworkable. I don't think a government or a record industry appointed body would do anyone's favours."

Julian Palmer - A&R director, 4th & Broadway
"In the film world it is not really seen as censorship but I would object if it was just rag that was looked at - some rock

LOOKING AT REGGAE, RAGGA, HIP HOP & RAP
JUNE 25TH, AD BOOKING DEADLINE 2ND JUNE
TO ADVERTISE CALL THE AD DEPT. ON 071 620 3636

rm namecheck: editor-in-chief: steve redmond @ managing editor: selina webb @ associate editor: nick robinson @ designer/sub-editor: rona robertson

2	CON	INSIDE	1	02	INSIDE	7	02	APPOINT	04	LOVE IS A	4	05	SWEETS F	3	06	THE REAL	5	07	MEM M	9	08	JUST A S	6	11	THE MUST	8	12	LEAF MY	15	14	LEAN ON	16	15	CARRY M	10	16	PRAYER F	12	18	FULL STAM	11	19	I LIKE TO	20	20	DEEP FOM	25	21	THE EYES	14	22	UNDER TH	30	23	NO ONE C
---	-----	--------	---	----	--------	---	----	---------	----	-----------	---	----	----------	---	----	----------	---	----	-------	---	----	----------	---	----	----------	---	----	---------	----	----	---------	----	----	---------	----	----	----------	----	----	-----------	----	----	-----------	----	----	----------	----	----	----------	----	----	----------	----	----	----------

Shop focus

Shop:
Unicorn Records, 72 King
Street, Cambridge (30R x
12ft).



Specialist areas:

Mainly 12-inch vinyl. Lots of promos and several thousand deletions/second-hand records plus rare record search service. Funk and jazz-based garage; trance and hard trance (Belgian and German imports); hip hop. Sells lots of reggae and world music. Merchandise includes slip mats and record bags; ticket agent; plans to start mail-order service.

Owner's view:

"Competition is tough but being non-elitist about dance and having a knowledge of all types of music has enabled me to become well established. We get a lot of DJs and we play anything to anyone provided they are seriously intending to buy. Customers are aware of price differences so I watch closely what deals major shops are getting. Consequently I buy in a piecemeal fashion, from a variety of sources. There is so much more new product I would stock if margins were greater." - **Nick Horn.**

Distributor's view:

"Wicked shop! Nick knows a good tune and gets all the big ones. He caters for everyone. He knows what he wants. If there's something he doesn't know he relies on my judgement." - **Barry Simon, Empire.**

DJ's view:

"They're very helpful and you can dig out precious gems from their pile of second-hand records." - **DJ Lulu (Double Dipped, Megadog).**

club & shop focus
compiled by sarah davis.
tel: 081-946 2320.

COOL cuts

1 NEW DARK AND LONG Underworld

Four dark and very long mixes on this techno excursion

- 2 NEW
- 3 (6)
- 4 (3)
- 5 NEW
- 6 NEW
- 7 (4)
- 8 NEW
- 9 NEW
- 10 NEW
- 11 (11)
- 12 NEW
- 13 NEW
- 14 (8)
- 15 (9)
- 16 NEW
- 17 NEW
- 18 NEW
- 19 NEW
- 20 NEW

- 2 NEW **TAKE ME AWAY** D-Ream
Including another Brothers In Rhythm epic mix
- 3 (6) **STRONGER TOGETHER** Rockmelons
- 4 (3) **EVERYDAY THANG** Melanie Williams
- 5 NEW **CAUGHT IN THE MIDDLE** Juliet Roberts
Back out again with new Morales mixes
- 6 NEW **LET ME SHOW YOU** Ramanthony
Morales again with some devastating new versions of this excellent track
- 7 (4) **NEVER LEAVE YOU LONELY** Diva Convention
- 8 NEW **TURN IT UP** DJ Duke
Hot NY-style house mixes from Vasquez
- 9 NEW **UNIVERSAL (ALBUM REMIXES)** K-Klass
EP featuring remixes from their last album
- 10 NEW **TURN ME OUT** Praxis featuring Kathy Brown
With new mixes from Hustlers Convention and the Delamere
- 11 (11) **GIVE ME LIFE** Mr V
- 12 NEW **LOST IN AMERICA** F Machine
Excellent trance with mixes from Floor Federation
- 13 NEW **ONE WORLD** Groove Club featuring Evelyn Thomas
With mixes from Vasquez and Victor Simonelli
- 14 (8) **TWO CAN PLAY THAT GAME** Bobby Brown
- 15 (9) **2 DAMN HOT EP** The Flavour
- 16 NEW **ROCK EP** The Cotton Club
Strong EP of innovative house tracks
- 17 NEW **ELECTRIC DUB BLUES** Babyfux
Lively techno with a summery dub vibe on the B-side
- 18 NEW **MY MERCURY MOUTH EP** Dust Brothers
Excellent experimental and atmospheric grooves
- 19 NEW **THE WHITE EP** Cleudo
High octane house EP with bogs of energy
- 20 NEW **LUST** Velocity
A Kid Paul creation in sizzling new mixes

Junior Boy's Own

- FXU/Magnet/East West
- Mushroom
- Columbia
- "Slam Jam"/Cooltempo
- Azuli
- Logic
- ifrr
- Deconstruction
- Stress
- Cheeky
- Infectious
- X-Clusive
- MCA
- Jive
- Fantastic
- Skunk
- Junior Boy's Own
- Higher State
- Guerrilla

4 guide to the most essential new club mixes as featured on 1hr's "essential selection", with gate lists broadcast every Friday between 7pm and 10pm. Compiled by dj feedback and data collected from leading djs and the following stores: city sounds/flyingzoom/black market (london), eastern bloc/underground (manchester), 23rd precinct (glasgow), 3 beat (liverpool), wrp (sheffield), trax (newcastle), joy for life (nottingham).

salt'n'pepa
SHOOP

DARKMAN
and **CATCH A GROOVE** mixes
by **MATT WHITE** and **DOBIE**
THE NEW SINGLE
the U.S. No. 1

SPECIAL LIMITED EDITION COLLECTORS CD DIGI-PACK
FEATURING PREVIOUSLY UNAVAILABLE LIVE VERSIONS
OF "NEVER STOP", "DREAM COME TRUE"
& THE DJ DUKE MIX OF "BACK TO LOVE".
AVAILABLE FROM 23 MAY.

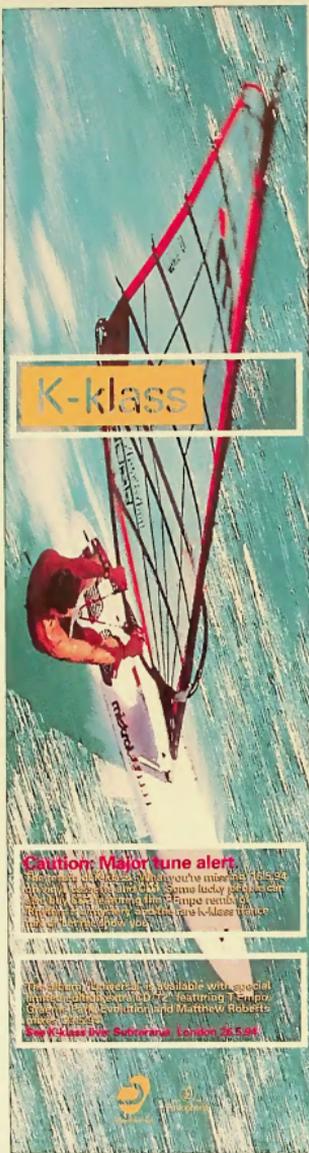
K-KLASS (TUECONSTRUCTION/PARADISE)
GETTING INTO SOMETHING - (COLUMBIA)
ALISON MOYET
10 HOT HITS TIPPED TO CHART NEXT WEEK

rm ads namecheck: ad manager: rudi blackett © deputy ad manager: juth rivers © senior ad executive: steve masters © ad executives: haddi greenwood & ben cherrill

17 25 JULIE EP
18 26 100% PV
31 27 NUMBER
28 THE BIRT
13 29 DRONKATE
19 30 YOUR BOY
27 31 DREAMS
21 32 STREETS
33 WHEN A
34 MOVE CO
35 SO CLOSE
20 36 ROCKIN' I
37 U DON'T
38 LISTEN TO
39 IF YOU G
40 BACK IN
© GEN. PRODUCTIONS
BASED ON A S

OUT NOW

6



K-Klass

Caution: Major tune alert.
 The album is available on vinyl for the first time since its original release in 1984. Some lucky vinyl city dwellers may have seen the original vinyl in the shops. It's a classic of the genre, and a must-have for anyone who loves the sound of a vinyl record.

The album is available on vinyl for the first time since its original release in 1984. Some lucky vinyl city dwellers may have seen the original vinyl in the shops. It's a classic of the genre, and a must-have for anyone who loves the sound of a vinyl record.

See K-Klass vinyl Subscribers: London 36.50

tune of the week

leena conquest: 'boundaries' (natural response)

The first release on the Stereo MCs' new label through RCA is an absolute gem. The Aussie-based Texan singer provides a mellow, message vocal over some stirring jazz funk beats on the A-side. Drifting in like a cool breeze, this is simply divine and thoroughly original funky hip hop. Get it now. **bb**



STATE OF FLUX 'The Mercury EP' (Fulltilt). Having produced 1983's now almost-legendary 'Mindweeds', the Scots boys are back with a more musically-minded EP. Side A daries from linking ambience on the lead track to the no-worries cool synth moods of 'New Lanark'. Side B shifts things up another gear with an Analogue Mix of the quite devastating 'The News' with its skipping beats and deep keys. Finally, the more danceable 'DWC' gallops in but still retains the trademark lush synths and drifting melody. Exquisite. **bb**

LOCO 'Why De We Do' (Fresh). This is a seriously pumping house track built round a simple but very effective organ hit. Pete Glaxodoll is the man who is twiddling the control knobs (he also produced Secret Life's 'She Holds The Key'), while French chanteuse Christine Joannet is responsible for the minimalist but enticing vocals. **ab**

DATABASS 'Fever' (Subsasy). Of the six mixes here, two are by Discuss in their familiar style with loads of energy and rhythm, while an assortment of other mixes have some curious keyboard and guitar bits but are slightly less powerful. The vocals are a little suspect but it's a useful club groove. **jj**

MITE 'More Than Friends' (Black Market Int.). This new lita features writer/producer Bernard Badie, vocalist Louie Long and most significantly Larry Heard, who is responsible for the mixes. All three bring something special to the project. 'More Than Friends' is a very strong song, the imposed delivery is great and the mixes benefit from Heard's distinctive understated jazz-influenced touch. More please. **ab**

BENNIE MAN & JACK RADICS 'By Gones' (Shocking Vibes). Jack made his name on the reggaeified hit 'West & Shaul' while DJ Bennie Man is the darling of downtown Kingston, Jamaica. Between Bennie and Jack's muscular vocal and the hammer lock of this 'one drop' style regga riddim there's a durable boom tune in the pot. **pa**

JULIE ROBERTS 'Caught In The Middle (Remix)' (Cooltempo). When you've got to improve on near perfection, then there is only one person to call. Yep, that man Morales. He

has taken this tune and created an epic remix that manages to surpass the ones which took it to the top of the 1993 end-of-year *2M* Club Chart. The Classic *De Mix* provides added bounce with its trashy punches, firing brass and wonderful techno-ish outro. It also boasts more serious breakdowns than an Allegro that's been round the clock a couple of times. There are only 300 single-sided promos doing the rounds of the moment, although doublepacks with additional K-Klass mixes are promised **ab**

CASH CREW 'Dig It EP' (Streetministry). The Cash Crew have been on the cutting edge of UK hip hop since the mid-Eighties, and after various label affiliations return with a brand new EP on their own label. 'Dig It' features Flex from Mighty Ethnikz among other guest rappers on a rowdy phat best work-out. Other cuts '4 Your Mind', 'Bring It On' and 'Anything Can Happen' feature some stalwarts from the UK rap fraternity and go straight for the jugular on hard core hip hop jams. The EP consolidates their position as one of the UK's finest. **rt**

DISCO ANTHEM 'Scream' (MCA). The choice Tree

albums

HARDFLOOR 'Analogue' (Harthouse). The partnership of Bondzio and Zenker is possibly of its most creative right now. This mini-album not only includes two mixes of the excellent last single 'Into The Nature' but five other brilliant tracks. 'Confuss' is perhaps the most typical with its warped, distorted sounds proving that when it comes to hard techno trance, few do it better. 'Toarh' is like a totally mad cartoon theme, the title track verges on bouncing house while 'Alternative' is seamless progressive techno. A mini-album that's big on ideas. **bb**

SALT TANK 'S13' (Intermet). A quite blissful mini-album of very melodic, soothing and



undeniably catchy techno - a sort of more commercial Orbital. In fact, the first track 'Pacific Diver' doesn't sound a million miles away from something on New Order's last album while Zion Train's remix

of 'Charged In Zion Canyon' is deliciously light yet entrancing club. In just seven tracks, Salt Tank present a wealth of styles and moods that contemporary each other perfectly. A superb work. **bb**

1	02	INSIDE	7	03	AROUND	10	04	LOVE IS A	13	05	SWEETS	3	06	THE ROCK	5	07	MONI MI	9	08	JUST A S	12	09	THE ROCK	14	10	MONI TO	6	11	THE MARY	8	12	LEER MI	11	13	GET-A-V	15	14	LEAK DM	16	15	CARRY M	17	16	PRAYER F	10	17	ALWAYS	12	18	FUL STAN	11	19	I LIKE U	20	18	DEEP FOR	25	21	THE EYES	14	22	UNDER T	30	23	NO DRE C
1	02	INSIDE	7	03	AROUND	10	04	LOVE IS A	13	05	SWEETS	3	06	THE ROCK	5	07	MONI MI	9	08	JUST A S	12	09	THE ROCK	14	10	MONI TO	6	11	THE MARY	8	12	LEER MI	11	13	GET-A-V	15	14	LEAK DM	16	15	CARRY M	17	16	PRAYER F	10	17	ALWAYS	12	18	FUL STAN	11	19	I LIKE U	20	18	DEEP FOR	25	21	THE EYES	14	22	UNDER T	30	23	NO DRE C

Musicweek

beats

No sooner does *RM* write a story on jungle than the whole world goes jungle crazy. Now **Kiss 100 FM** has decided to start a new show for the genre on Wednesday nights from 9-11pm with different DJs every two weeks. This week it's **DJ Randall** followed by **DJ Rap** and **Kenay Ken**... Also, a new jungle label, **X Project Records**, is being launched this month with a party at London's Astoria on Saturday (21). Guests include **Junior Reid**, **Top Cat** and **Tenor Fly** with DJs including **DJ Ron**, **Mickey Finn** and **Jumplin' Jack Frost**... **Profile Records** has dug up some hard-to-get rap classics from the vaults for a new compilation entitled 'Diggin' In The Crates - Profile Rap Classics Volume One'. The album (pictured), which is out this month, includes old school gems such as **Run DMC's** 'Sucker MC's', **Fresh 3 MC's** 'Fresh' and **Dr Jekyll & Mr Hyde's** 'Genius Rap'... That genius of funk rock fusion **Bill Laswell** has managed to bring a wealth of legendary talent to Rykodisc with a new licensing deal for his Black Act label. The first releases include **Bootsy Collins**, **Islam Shabazz**, **Buddy Miles**, **Bernie Worrell** and other key members of **Funkadelic/Parliament**... Just to prove that **Ibiza** will never go out of style, **React Music** is holding a launch party for its 'Cafe Del Mar' album on the island. The **Pocha** and **Space** clubs will be the venues on July 27/28 and



& pieces

Rachel Auburn, **Blu Peter**, **Pete Wardman** and **B-Tribe** are on the decks. Package deals are being laid on, so call **React** on 081-780 0305... **DJ Duke's** hip hop label **Bluntly Speaking Vinyl** returns this month with an EP from **1QP**... **Chaka Demus & Pliers**, **Jamiroquai**, **Bitty McLean** and **Out 3** have been added to **UB40's** shows at **Milton Keynes Bowl** and **Sheffield Don Valley** on August 13 and 20... **Northsouth Promotions** is updating its DJ mailing list. Telephone 061-237 3179... London's **United Kingdom** is holding a **Candlelit Communion** on May 29 with a full live performance by **Shiva Shanti** will guest DJs including **Laurent Garnier**, **Fabio Paros**, **Gayle San**, **Steve Johnson**, **CJ Bolland**, **Tanith**, **Dave Angel**, **Dino**, **Andrew Weatherall**, **Justin Robertson** and **Dean Thatcher**. **Recreation** is holding another mega-party at Edinburgh's Royal Highland Centre on May 28 featuring **Westbam**, **Tanith**, **Carl Cox**, **Tin Tin** and **Daz Sound**... Sheffield-based club **Hard Times** has pledged \$5,000 to **Shelter** from the proceeds of its **Down And Out** all-nighter at London's **Goaleys Warehouse** on May 28. DJs include **Groeme Park**, **Lil Louis Vega**, **Todd Terry** and **DJ Pierre**... Well done to our reggae compulsion winners: **Adrian Hart** (London), **John Shaw** (Glasgow) and **Lillian Kalmo** (London)... **AND THE BEAT GOES ON!**



INDOCHINA
For further info call **INDOCHINA** on 071 221 7112
Distributed by **Solo-Land**, Helsinki and all good retailers

Featuring releases

- 2002 **Buddha Monkies** - *Beats*
La Man Gaccho Da Fala Walker
Solo-Land
- 2002 **MBG** - *Albums*
May 14th
- 2004 **A One** - *Side Me To The Caribbe*
May 21st
- 2005 **Stans Street** - *Two Shoutin' Live*
May 21st
- 2005 **Wanda De Lee** - *Don't Let Her Feeling Day*
My Soul Inspiration
May 21st
- 2007 **Nurpans** - *Fragment*
June 11th
- 2008 **Charles Smith** - *Goodies*
June 23rd
- 2009 **Roxy Shik** - *Blue Mamba*
June 23rd

Siddhartha's Tea Party

8.30pm - 2.30am Friday 10th June at **Subterania, London**.
Live DJ's from **Buddha Monkies** - *Beats* - *A One* - *Roxy Shik*
Bama Brown - *Merica Da Lane* - *Laucha Lee* & *Michelle Blue*
Charlene Smith - *India UK* appearance (London).

DJs **Paul Oakenfold**, **Paul Casey** of the **Beats** - *Roxy Shik* (London), **Chris Shackley**, **Michael Silver**.

Tickets £7 on the door only

Musket by Parlophone

I got it goin' on

US3

THE NEW SINGLE

RELEASED MAY 16TH

12" c/w **BUD'S GOT IT • BLUE'S GOT IT**
I GOT IT GOIN' ON - BEE'S MIX

CD1 c/w **BRAND NEW THING • BUD'S GOT IT**
I GOT IT GOIN' ON - BEE'S MIX

CD2 c/w **MAKE TRACKS - INSTRUMENTAL**
BLUE'S GOT IT • CANTALOOP - LIVE

CASSETTE c/w **BRAND NEW THING**

LIVE:
May 13: Bristol University • 14: London Astoria • 23 Manchester University

...latest

House of Pain return with new album 'Same As It Ever Was' in July. UK tour starts on July 23...

Atlantic Ocean follow up 'Waterfall' with 'Body In Motion', featuring Loveland and Progressive remixes, this month...

INSIDE 1 02

AROUND 7 03

LOVE IS A 04

SWEETS 4 05

THE REAL 3 06

MOVIE 5 07

JUST A S 9 08

THE REAL 09

MORE TO 10

THE MOST 6 11

LIGHT WH 8 12

GET-A-VI 13

LEARN ON 15 14

CARRY M 16 15

PRAYER F 16 16

ALWAYS 10 17

FILL STAM 12 18

I LIKE TO 11 19

DEEP FOR 20

THE EYES 25 21

UNDER T 14 22

No One I 30 23

NO ONE I 30 24

30 23

ROCK

This Last

1	SKIN	Skin	Parlophone COPCSD 151 (E)
2	STATE OF THE WORLD ADDRESS	Bijahzard	Warner Brothers 5367455952 (W)
3	NEVERMIND	Nirvana	DGC DGC0 26425 (BMG)
4	HOW TO MAKE FRIENDS...	Terrorvision	Total Vegas VEGASC02 (E)
5	BLUES	Jimi Hendrix	Polydor 5210372 (F)
6	SUPERUNKNOWN	Soundgarden	A&M 5402152 (F)
7	XC-NX 4	XC-NX	Transglobal XCNN 4CD (V)
8	WEIGHT	Rollins Band	Imago 7278721343 (BMG)
9	IN UTERO	Nirvana	Geffen GED 24536 (BMG)
10	BLOOD SUGAR SEX MAGIK	Red Hot Chili Peppers	Warner Bros 759326812 (W)

11	FAR BEYOND DRIVEN	Pantera	Atco 7567923022 (W)
12	DON'T BE HAPPY... JUST WORRY	Wildhearts	East West 4509960572 (W)
13	HEAVEN AND HULL	Mick Ronson	Epic 4747422 (E)
14	BAT OUT OF HELL II - BACK ...	Meastloaf	Virgin CDV 2710 (E)
15	SO FAR SO GOOD	Brian Adams	A&M 5401572 (F)
16	BLEACH	Nirvana	Geffen GEFCD 24433 (BMG)
17	TEN	Pearl Jam	Epic 468842 (SM)
18	INCESTICIDE	Nirvana	Geffen GED 24504 (BMG)
19	GET A GRIP	Aerosmith	Geffen GED 24444 (BMG)
20	KEEP THE FAITH	Bon Jovi	Jambco 5141972 (F)

© CIN

CLASSICAL CHART

This Last

1	CANTO GREGORIANO	Monks Chorus Silos	EMI Classics CMS 5652172 (E)
2	THE PIANO	Michael Nyman	Venture TVCV 919 (F)
3	KIRIH	Kiri Te Kanawa	Decca 4436002 (F)
4	SCHNIDLER'S LIST	Original Soundtrack	MCA MCD 10969 (BMG)
5	NEW CLASSIC ADS	Various Artists	EMI CDZ 5681162 (E)
6	THE CLASSIC EXPERIENCE	Various Artists	EMI EMINTV0 45 (E)
7	THE ULTIMATE COLLECTION	Mario Lanza	RCA Victor 74321185742 (BMG)
8	THE ALBUM	Lesley Garrett	Telstar TCD 2709 (BMG)
9	NYMAN PIANO CONCERTO	MGV/Stolt/PLPO/Nyman	Decca 4433822 (F)
10	GORECKI SYMPHONY 3	Zemlin/Spawford/Salas	Decca Newacch 755970202 (W)

11	YOUR HUNDRED BEST TUNES: TOP 20	Various Artists	Decca 4435852 (F)
12	CLASSIC STRESSBUSTERS	Various Artists	Erato 4509943582 (W)
13	SALVE REGINA MONKS ST MUIR	Gregorian Choir	Philips 4208792 (F)
14	THE ESSENTIAL KIRI	Kiri Te Kanawa	Decca 4362862 (F)
15	CLASSIC EXPERIENCE II	Various	EMI CDNTEV0 50 (E)
16	VIVALDI! FOUR SEASONS	Nigel Kennedy/ECD	EMI CDNIG62 (E)
17	IN CONCERT	Carreras, Pavarotti, Domingo	Decca 4340332 (F)
18	ESSENTIAL OPERA	Various	Decca 4338222 (F)
19	TAVENER/PART STRING QUARTETS	Chingirian Quartet	Virgin Classics VC 5450234 (E)
20	THE SEVILLE CONCERT	John Williams/Jose Buerago/USS	Sony Class. SKS399 (SM)

© CIN

MID PRICE

This Last

1	NEW SKIN	Skin	Parlophone COPCSD 151 (E)
2	HITS OUT OF HELL	Meat Loaf	Epic 4504472 (SM)
3	SLEEPY WHEN WET	Bon Jovi	Venture 8362642 (F)
4	HEAVEN AND HELL	Bonnie Tyler/Meat Loaf	Columbia 4703622 (SM)
5	TRACY CHAPMAN	Tracy Chapman	Elektra EKT440C (W)
6	THE BLUES BROTHERS (OST)	Various	Atlantic K 50712 (F)
7	S'M*A*S'H	S'M*A*S'H	Hi-Rise FLATMCD 2 (P)
8	NEW DON'T BE HAPPY... JUST WORRY	The Wild Hearts	East West 4509912022 (W)
9	NEW JERSEY	Bon Jovi	Venture 8363452 (F)
10	FOUR SYMBOLS	Lead Zepplin	Atlantic K 250008 (W)

11	HARVEST	Neil Young	Reprise K 54905 (W)
12	TANGO IN THE NIGHT	Fleetwood Mac	Warner Bros WX 65CD (W)
13	HOT CALIFORNIA	Eagles	Asylum K 253051 (V)
14	RECK OF THE BAY - DEFINITIVE COLLECTION	Otis Redding	Atlantic 9548317082 (F)
15	THE LOST BOYS (OST)	Various	Atlantic 7817672 (W)
16	THE DOORS	The Doors	Elektra K 242012 (W)
17	VELVET UNDERGROUND/NICO	Velvet Underground/Nico	Polydor 8232902 (F)
18	MOONDANCE	Van Morrison	Warner Bros K 246040 (W)
19	RE LE ZEPPELIN 2	Le Zepppelin	Atlantic K 240037 (W)
20	LIKE A PRAYER	Madonna	Sire K 9258442 (W)

© CIN

INDEPENDENT SINGLES

This Last Was

1	THE MOST BEAUTIFUL GIRL...	(Symbol)	NPC NPG 0155 (GRP/BI)
2	JULIE EP	Levelers	China WOKCD 2042 (P)
3	ALWAYS	Erasure	Mute CDMUTE 152 (RTM/P)
4	ETHICS EP	Mo'N Melodies	Ethnicus EFS 812CD (P)
5	SOWING THE SEEDS OF HATRED	Credit To The Nation	One Little Indian 13A 197CD (P)
6	SON OF A GUN	JK	Internal IDC5 (RTM/P)
7	LIKE A REFUGEE	Numan & Dadadang	The Record Label SPIND 1 (P)
8	BASS CADET EP	Autrech	Warp WAP 46CD (RTM/P)
9	SUPERSONIC	Oasis	Creation CRESCD 176 (V)
10	FOREVER AND A DAY	Brothers In Rhythm	Stress CDSTR 38 (P)
11	ROLL THE BEATS	GJ Hope	Suburban Base SUBBASE 038 (SRD)
12	ENERGY EP	GPK	Epidemic EPICD 02 (SL)
13	REFORM EP	Higher Intelligence.	Beyond HIACD 2 (P)
14	POWER OF LOVE	Q-Tex	Stanton STGAT 802CD (RTM/P)
15	FOR THE DEAD/CHILD'S BODY	Geno	Custommer CUST 001 (V)
16	UNIFORM	Inspirational Carpets	Cow DUNG 26CDR (RTM/P)
17	STARCLUB	Whiteout	Silverstone ORECD 64 (P)
18	BIRDMAN	Ride	Creation CRESCD 155 (P)
19	HELICOPTER TUNE	Deep Blue	Moving Shadow SHADOW 61 (SRD)
20	A TASTE OF THINGS	Razy	Fermission FBIM 12040 (SRD)

© CIN

INDEPENDENT ALBUMS

This Last Was

1	STACKED UP	Senser	Ultimate TOPPCD 008 (RTM/P)
2	ANARCHY	Chumbawamba	One Little Indian TPLP 46CD (P)
3	GIVE OUT BUT DON'T GIVE UP	Primal Scream	Creation CRECD 148 (P)
4	XC-NX 4	XC-NX	Transglobal XCNN 4CD (SM/V)
5	LET LOVE IN	Hot Cave & The Bad Seeds	Mute CUSTVNA 02 (RTM/P)
6	LIVE THROUGH THIS	Hole	City Slang EFA 04952 (RTM/P)
7	TAKE DIS	Credit To The Nation	One Little Indian TPLP 44CD (P)
8	43 DEBUT	One Little Indian	One Little Indian TPLP 31CD (P)
9	STV	Salt Tank	Internal LUCD 11 (RTM/P)
10	FUNALOGUE EP	Hardflow	Harthouse HRSFPC 0020 (RTM/P)
11	DEEP HOOPING	Inspirational Carpets	Mute LOUNG 56CD (RTM/P)
12	REAL TREASURY	AC Acoustics	Elemental ELM 21CD (RTM/P)
13	DUN VAY	Loop Guru	Nation NATCD 31 (RTM/P)
14	SELECTED AMBIENT WORKS VOL II	Alpha Twin	Warp WARPCD 21 (RTM/P)
15	S'M*A*S'H	S'M*A*S'H	Hi-Rise Recordings FLATMCD 2 (P)
16	SANTA MONICA '72	David Bowie	Golden Years GY 002 (P)
17	U GOT 2 KNOW	Cappella	Internal CAPCD (RTM/P)
18	DIENHONASSWITHMYHEADMAN	Underworld	Junior Boy's Own JBOD 1 (RTM/P)
19	TALKING TIMBUKTU	All Africa Toure/Ry Cooder	World Circuit WC040 (P)
20	CHAOS AD	Sepultura	Roadrunner RR 90302 (P)

© CIN



"Progressive cerebral rock
gorgeous floods of keyboards
.....crashes and splashes of
renaissance grandeur
it's a beautiful thing"

Mark Greenaway - Raw ^{4 1/2}/₅

Available on
CD • MC • LP
(CD) (1) VEST 8

BILLET
Marked and
underlined
NEWISS



Julie Cooke, Jason Green, Gareth Day, Customer Service Team.

Our promise to play in a different league is always under test.

For example, Stiltskin's 'Inside' on Whitewater Records looked set for a Top 5 new entry on Bank Holiday Monday.

Over 60% of sales on CD required urgent weekend delivery to Sony Distribution.

In 48 hours Discronics teams scheduled, made, packed and shipped 46,000 CD's.

'Inside' did make No.1.

So everyone won - Whitewater, Tribal, 3MV/Sony, the stores, the fans and Stiltskin.

This reflects our teamwork philosophy within Discronics, where every team treats the next team as their 'customer'.

Pity about the Bank Holiday though!

Daragh McDonogh
Sales Team

We always
aim to understand

our customer's
customer too

UK
Free Phone 0800 626698
Telephone 44 (403) 732302
Facsimile 44 (403) 733786

USA
Dallas
Los Angeles
New York

 DISCRONICS

In a Different League

A.I.R.P.L.A.Y.

THE OFFICIAL
music week
CHARTS
21 MAY 1994

THIS AIRPLAY CHART IS THE MOST UP-TO-DATE AVAILABLE

It combines Radio One and IR play in a weighting system derived from latest audited listening figures. IR stations contributing data include:

102.6 FM Signal One; 2CR FM; 96.4 FM BRMB; 96.7 BBC Radio 1; Atlantic 252; BCR; Aire FM; Beacon; Borders; Broadland; CNFM; Capital FM; Central FM; Children Network; City; Clyde One FM; Cool FM; County Sound Network; Downtown; Essex; Forth RFM; Fox FM; GVR FM; Hallam FM; Hereward; Invicta FM; Lincs FM; MFM 103.4 & 97.1; Mercury; Metro FM; Moray FM; NorthSound; Orchard FM; Piccadilly Key 103 FM; Pirate FM; Power FM; Red Dragon; Red Rose Rock FM; SGR FM; Swansea Sound; TFM; Tav; The Pulse; Trent; Viking FM; Wyvern.

THIS REPRESENTS
AROUND 84.68% OF
POP RADIO LISTENING
IN THE UK

Pos	Last Week	Title Artist (Label)	Last weeks IRM Playlist	Station with most plays
1	1	SWEETS FOR MY SWEET C.J. Lewis (Black Market Int.)	P	Red Rose Rock FM
2	1	THE MOST BEAUTIFUL GIRL IN THE WORLD Prince (NPG/IR)	P	Red Rose Rock FM
3	1	ALWAYS Essence (Mer)	P	Red Rose Rock FM
4	4	THE REAL THING Tony Di Bart (Cleveland Ch.)	A	Red Rose Rock FM
5	10	JUST A STEP FROM HEAVEN Eternal (EMI)	A	Red Rose Rock FM
6	11	AMT NOTHING LIKE THE REAL THING Micaela Best & Don Jago (Int'l)	A	City
7	1	I'LL STAND BY YOU The Pretenders (WEA)	P	Red Rose Rock FM
8	13	AROUND THE WORLD East 17 (London)	A	Red Rose Rock FM
9	1	DEDICATED TO THE ONE I LOVE Billy McClean (Brilliant)	A	Red Rose Rock FM
10	11	MMM MMM MMM MMM Crash Test Dummies (RCA)	P	Red Rose Rock FM
11	1	STREETS OF PHILADELPHIA Bruce Springsteen (Columbia)	A	Power FM
12	11	DREAMS The Cranberries (Island)	A	City
13	11	100% PURE LOVE Crystal Waters (S&M)	P	Atlantic 252
14	1	U R THE BEST THING Dream (FXL)	A	Children Network
15	11	LEAN ON ME Michael Bolton (Columbia)	A	Red Rose Rock FM
16	14	WE WAIT AND WONDER The Collins (Virgin)	P	Capital FM
17	11	EVERYTHING CHANGES Take That (RCA)	A	Children Network
18	11	LOVE IS ALL AROUND Wet Wet Wet (Precedo)	A	Power FM
19	11	THE SIGN Ace Of Base (A&M)	A	Children Network
20	11	ROCK MY HEART Reddaway (Capitol)	A	Children Network

© Copyright ERA. Compiled using BBC Network and RCS Selector software. Based on the plays of current titles on Radio 1FM and contributing IR stations. Station weightings are based on local listening hours as calculated by Roper.

Pos	Last Week	Title Artist (Label)	Last weeks IRM Playlist	Station with most plays
21	1	PRAYER FOR THE DYING Seal (ZTT)	A	Capital FM
22	1	SILENT SCREAM Richard Marx (Capitol)	A	GWR FM
23	1	BACK IN MY LIFE Joe Roberts (Int'l)	A	Aire FM
24	1	INSIDE Spinak (Whearman)	A	BBC Radio 1
25	1	SHOOP Salt-N-Pepa (Int'l)	A	BBC Radio 1
26	NEW	REACH Judy Cheeks (Parlophone)	A	Intacta FM
27	11	SO CLOSE TO LOVE Wendy Mason (S&M/EMI)	A	City
28	11	YOU GOTTA BE HERE (Quart Sound)	B	Atlantic 252
29	11	LIBERATION Fat Ship Boys (Parlophone)	B	Capital FM
30	NEW	NUMBER ONE E.V.C. (I.V.C.)	A	Children Network
31	11	ANOTHER SAD LOVE SONG Toni Braxton (LaFace)	B	Power FM
32	NEW	BABY I LOVE YOUR WAY Big Mountain (RCA)	N	Children Network
33	NEW	CARRY ME HOME Gwynn (Galaxy)	B	Capital FM
34	NEW	IF YOU GO Jan Seade (S&M)	B	Children Network
35	NEW	TAKE IT BACK Pink Floyd (EMI)	B	Moray FM
36	NEW	EVERYBODY'S TALKIN' The Beautiful South (EMI Direct)	N	Piccadilly Key 103 FM
37	NEW	YOU DON'T LOVE ME Dawn Penn (Atlantic)	N	BBC Radio 1
38	NEW	LOW CRAWLER (Vigra America)	B	BBC Radio 1
39	NEW	BIG GAY HEART The Lameheads (Atlantic)	B	Forth FM
40	NEW	EASE MY MIND Annetot Development (Columbia)	B	Forth FM

BREAKERS

Pos	Title Artist (Label)	Pos	Title Artist (Label)
1	PARKLIKE Blur (Food)	11	PATIENCE OF ANGELS Eddi Reader (Branco y negro)
2	HEADACHE Fresh Blood (JACO)	12	WHEN A MAN LOVES A WOMAN Jody Watley (MCA)
3	LONG TIME GONE Galt MacFadyen (Talkin' Loud)	13	GENTLEMAN WHO FELL Miles (SBK)
4	MORE TO THIS WORLD Bad Boys Inc. (J&M)	14	GETTING INTO SOMETHING Alison Moyet (Columbia)
5	GET-A-WAY Maxx (Pulse B)	15	I GOT IT GOIN' ON US2 feat. Koolhaq Power/Robinson (Blue Note)
6	IT COULD BE A WHILE Hudson Young (White Label)	16	DISSIDENT Pearl Jam (Epic)
7	BABIES Pulp (J&M)	17	(SHE) SOME KIND OF WONDERFUL Pump Lewis & The Bunch (Merita)
8	7 SECONDS Youssou N'Dour (Columbia)	18	DIGNITY Dwean Blue (Columbia)
9	FOR THE DEAD Gene (Costumerange)	19	WHY DO I NEED TO KNOW Nick Green (NoNew)
10	MAMA SAID Carleen Anderson (Coca)	20	NOBODY Shane Nelson (Columbia)

Records are outside the Airplay Chart but not on last week's CN Top 200 singles chart.

NETWORK CHART

Pos	Title Artist (Label)	Pos	Title Artist (Label)
1	COME ON YOU REDS Manchester United Football Squad (Polygram)	21	U R THE BEST THING Dream (Virgin)
2	INSIDE Orban (Gotham)	22	EVERYTHING CHANGES Take That (RCA)
3	AROUND THE WORLD East 17 (London)	23	DREAMS The Cranberries (Island)
4	LOVE IS ALL AROUND Wet Wet Wet (Precedo)	24	CARRY ME HOME Gwynn (Galaxy)
5	SWEETS FOR MY SWEET C.J. Lewis (Black Market Int.)	25	YOU GOTTA BE HERE Wendy Mason (S&M/EMI)
6	THE REAL THING Tony Di Bart (Cleveland Ch.)	26	SILENT SCREAM Richard Marx (Capitol)
7	MMM MMM MMM MMM Crash Test Dummies (RCA)	27	THE SIGN Ace Of Base (A&M)
8	JUST A STEP FROM HEAVEN Eternal (EMI)	28	UNDER THE BRIDGE Red Hot Chili Peppers (Globe) (New)
9	THE REAL THING Tony Di Bart (Cleveland Ch.)	29	WE WAIT AND WONDER The Collins (Virgin)
10	MORE TO THIS WORLD Bad Boys Inc. (J&M)	30	LISTEN TO THE MUSIC Double Decker Bus (Meridian Brothers)
11	THE MOST BEAUTIFUL GIRL IN THE WORLD Prince (NPG)	31	ANOTHER SAD LOVE SONG Toni Braxton (LaFace)
12	ALWAYS Essence (Mer)	32	IF YOU GO Jan Seade (S&M)
13	I'LL STAND BY YOU The Pretenders (WEA)	33	ROCK MY HEART Reddaway (Capitol)
14	LEAN ON ME Michael Bolton (Columbia)	34	REACH Judy Cheeks (Parlophone)
15	AMT NOTHING LIKE THE REAL THING Micaela Best & Don Jago (Int'l)	35	NUMBER ONE E.V.C. (I.V.C.) (J&M)
16	DEDICATED TO THE ONE I LOVE Billy McClean (Brilliant)	36	GET-A-WAY Maxx (Pulse B)
17	STREETS OF PHILADELPHIA Bruce Springsteen (Columbia)	37	I'LL BE MOVING TAKE THAT (RCA)
18	PRAYER FOR THE DYING Seal (ZTT)	38	SO CLOSE TO LOVE Wendy Mason (S&M/EMI)
19	LIGHT MY FIRE Chubbuck (S&M/EMI)	39	BACK IN MY LIFE Joe Roberts (Int'l)
20	100% PURE LOVE Crystal Waters (S&M)	40	EVERYBODY'S TALKIN' The Beautiful South (EMI Direct)

VIRGIN 1215 CHART

Pos	Title Artist (Label)	Pos	Title Artist (Label)
1	OUR TOWN - GREATEST HITS Decade Band (Columbia)	21	GREATEST HITS The Good Mics (Globe) (New)
2	HOW SHUFFLED HIS FEET Crash Test Dummies (RCA)	22	THE BEST OF EAGLES Eagles (Capitol)
3	PARKLIKE Blur (Food)	23	WILD WOOD Paul Weller (Virgin)
4	THE DIVISION BEL Paul Weller (Virgin)	24	GIVE OUT, BUT DON'T GIVE UP Pearl Jam (Epic)
5	DEPRIVED DUNGIE T. SPYWAY CARTER The Contenders (S&M)	25	DEBUT Rye (Globe) (New)
6	SKIN DEE (Parlophone)	26	BAT OUT OF HELL II - BACK TO HELL Mötley Crüe (Capitol)
7	THE VERY BEST OF MARVIN GAYE Marvin Gaye (Mercury)	27	GREATEST HITS Tony Perry & The Headbreakers (MCA)
8	AUTOMATIC FOR THE PEOPLE Sade (Epic)	28	BLUES Jay McInnis (Polygram)
9	GREATEST HITS Queen (Parlophone)	29	WATERMARK Eppa (Polygram)
10	LEGEND Bob Marley And The Wailers (Tuff Gong)	30	A NIGHT IN SAN FRANCISCO Van Morrison (Polygram)
11	THE BEST OF BOB STEWART Red Dwarves (Mercury) (New)	31	SO FAR SO GOOD Bryan Adams (A&M)
12	STARS Sneyd Red (Epic) (New)	32	BROTHERS IN ARMS Steve Strassen (Mercury)
13	THE QUINTESSENCE SWIN AND CARLUNGUE Snow (Globe) (Epic)	33	THE BEST OF REM REM (RS)
14	THE IMMACULATE COLLECTION Madonna (Epic)	34	MONEY FOR NOTHING Dire Straits (Globe) (New)
15	NEVERMIND Nirvana (Epic)	35	THE ULTIMATE EXPERIENCE Jay McInnis (Polygram) (New)
16	SHEPHERD MOONS Eppa (MCA)	36	HOW TO MAKE FRIENDS AND INFLUENCE PEOPLE Leonard Cohen (Capitol)
17	THE HITS 2 - Juice (Pulse) (New)	37	IN UTERO R.E.M. (Globe)
18	END OF PART ONE THEIR GREATEST HITS The Contenders (S&M)	38	THE BEST OF ELVIS COSTELLO - THE MAN IN ME Gene Costello (Globe) (New)
19	CRASH BOMB BOMB Crystal Waters (S&M)	39	MIAMOW The Beautiful South (EMI Direct)
20	THE HITS 1 - Juice (Pulse) (New)	40	AUGUST AND EVERYTHING AFTER Coming Down (Globe)

© CN. Compiled by ERA.

US SINGLES

#	Title/Artist	Label	#	Title/Artist	Label
1	I SWEAR All-4-One	Mercury	25	PUMPS AND A BUMP	Mercury
2	THE SIGN Ace of Base	Mercury	27	SWEET POTATO PIE	Mercury
3	I'LL BECOMEBLUES	Mercury	28	BEAUTIFUL IN MY EYES	Mercury
4	THE MOST BEAUTIFUL GIRL IN THE WORLD	Mercury	29	GIN AND JUICE	Mercury
5	BUMP 'N GRIND	Mercury	30	BREATHE AGAIN	Mercury
6	BABY LOVE YOUR WAY	Mercury	31	AND OUR FEELINGS	Mercury
7	RETURN TO INNOCENCE	Mercury	32	BORN TO ROLL	Mercury
8	MMM MMM MMM	Mercury	33	YOU KNOW HOW WE DO IT	Mercury
9	I'M READY	Mercury	34	MISLED	Mercury
10	YOU MEAN THE WORLD TO ME	Mercury	35	CANTALOUPE (FLIP FANTASIA)	Mercury
11	WITHOUT YOU NEVER FORGET YOU	Mercury	36	FEENIN'	Mercury
12	LOSER	Mercury	37	COME TO MY WINDOW	Mercury
13	REGULATE	Mercury	38	INDIAN OUTLAW	Mercury
14	THE POWER OF LOVE	Mercury	39	DUNKIE BUTT (PLEASE PLEASE)	Mercury
15	BACK & FORTH	Mercury	40	FOUND OUT ABOUT YOU	Mercury
16	NOW AND FOREVER	Mercury	41	BECAUSE OF LOVE	Mercury
17	STREETS OF PHILADELPHIA	Mercury	42	PLAYER'S BALL	Mercury
18	ANYTHING IS POSSIBLE	Mercury	43	DREAMS DO COME TRUE	Mercury
19	CENT TURNING AROUND	Mercury	44	OBJECTS IN THE REAR VIEW MIRROR	Mercury
20	GET ME WAITING	Mercury	45	THE MORE YOU TENDRE ME	Mercury
21	WHATTA MAN	Mercury	47	BECAUSE THE NIGHT	Mercury
22	IF YOU GO	Mercury	48	HOW DO YOU LIKE IT	Mercury
23	LOVE SNEAKIN' UP ON YOU	Mercury	49	ALWAYS	Mercury
24	I'LL TAKE YOU THERE	Mercury	50	ALL THAT SHE WANTS	Mercury
25	SO MUCH IN LOVE	Mercury			

US ALBUMS

#	Title/Artist	Label	#	Title/Artist	Label
1	NOT A MOMENT TOO SOON	Mercury	26	RHYTHM, COUNTRY & BLUES	Mercury
2	REAR MY MIND	Mercury	27	THE SWEETEST ILLUSION	Mercury
3	THE SIGN	Mercury	28	I'M READY	Mercury
4	THE DIVISION BELL	Mercury	29	GREATEST HITS	Mercury
5	CHANT	Mercury	30	DOOKIE	Mercury
6	AUGUST & EVERYTHING AFTER	Mercury	31	THE FUNNY HEADHUNTER	Mercury
7	THE RIM (OST)	Mercury	32	JAR OF FLIES	Mercury
8	12 PLAY	Mercury	33	FAR FROM HOME	Mercury
9	LONGING IN THEIR HEARTS	Mercury	34	IN PIECES	Mercury
10	TOM BRAXTON	Mercury	35	THE BODYGUARD (OST)	Mercury
11	THE COLOUR OF MY LOVE	Mercury	36	CANDLEBOX	Mercury
12	THE COLOURS OF CHANGES	Mercury	37	NEVERMIND	Mercury
13	MUSIC BOX	Mercury	38	HITS, ALLEGATIONS & THINGS LEFT	Mercury
14	LIVE AT THE ACROPOLIS	Mercury	39	FAR BEYOND DRIVEN	Mercury
15	THE CROW (OST)	Mercury	40	THE ONE THING	Mercury
16	SIAMSE DREAM	Mercury	41	VS	Mercury
17	GOD SHUFFLED HIS FEET	Mercury	42	PHILADELPHIA (OST)	Mercury
18	SUPERUNKNOWN	Mercury	43	BAT OUT OF HELL - BACK TO HELL	Mercury
19	KICKIN' IT UP	Mercury	44	A LOT ABOUT YOU (AND A...)	Mercury
20	ALL-ONE-4-ONE	Mercury	45	WHERE IT ALL BEGINS	Mercury
21	DOGGY STYLE	Mercury	46	DIARY OF A MAD BAND	Mercury
22	SOUTHERNPLAYALISTICALLA	Mercury	47	JANET	Mercury
23	IN UTERO	Mercury	48	GREATEST HITS VOL 2	Mercury
24	VERY NECESSARY	Mercury	49	TILMATIC	Mercury
25	REALITY BITES (OST)	Mercury	50	MELLOW GOLD	Mercury

Chart courtesy Billboard 21 May 1994. * Arrivals are awarded to their products demonstrating the greatest display and sales gain. © UK 2003. UK signed agents.

UK World Hits:
The MW guide to the top British performers in key markets (chart position in brackets)

BELGIUM		SWEDEN		NETHERLANDS		AUSTRALIA	
1	EVERYTHING CHANGES Take That (RCA)	1	ALWAYS Emrener (Mercury)	1	EVERYTHING CHANGES Take That (RCA)	1	BINGS CAN BURY MY TETTER (2) (Mercury)
2	THE REAL THING Tomi D'Ort (Real) 2	2	ALL FOR LOVE Adams/Stewart/Sing (SAB)	2	ROCKS Primal Screen (Sony Music)	2	IT'S ALRIGHT 17 (Polydor)
3	IT'S ALRIGHT East 17 (London)	3	I'LL STAND BY YOU The Pretenders (WEA)	3	HOUSE OF LOVE East 17 (Phonogram)	3	FEEL LIKE MAKING LOVE Paula Healy (Epic)
4	GIRLS & BOYS Blue (Parlophone)	4	OUR THE BEST THING Drexys (Warner Music)	4	UP THE BEST THING Drexys (Warner Music)	4	LET ME SHOW YOU K-Class (Epic)
5	ALWAYS Emrener (Mercury)	5	WE WAKT WE WONDRA Ph Collins/Warner Music	5	STAY EXTREME	5	STAY EXTREME (Epic)

ALL THE HITS AT YOUR FINGERTIPS!



10% off for Music Week Readers
HITBASE Professional - normally £165 + VAT
Now only £148.50 + VAT

34 Years of Official UK Singles Charts on your PC. HITBASE is the new Singles Chart Database for PC's that gives pop music professionals and music archivists fast, flexible access to the Official UK Singles Charts (Music Week, CIN/BPI) from 1960 onwards. All the information previously impossible to find in one place is now at your fingertips: What was it? When was it? Which label was it on? What position did it reach and how long was it in the charts? Who had a hit with it first? What other hits did they have? Is it in our library?

Invaluable Reference Tool for Radio and TV Presenters
Record Companies • Music Publishers • Librarians
Promotions Companies • Pluggers DJ's • Artist
Management • Journalists • Record Collectors

Access through artist, title and date to Top 50 or Top 20 for 1960 to 1993. Powerful searching of titles by: position (No 1, Top 10, Top 20 etc), year/decade, specific word in title, record label, and 16 miscellaneous categories (eg. person's name in title, place in title). Classify titles using your own search criteria (Top 50 version only). Print titles for an artist, title chart history, chart for specific week. Search results, library catalogue. Cross reference your own titles. Explore links between artists. Graphical representation of chart history. Requires PC with DOS 3.3 upwards, 500 Kb available RAM and BMB hard disc space (Top 50) - Annual data updates available.

To order HITBASE, complete this form and return to Music Week, Ludgate Hse, 245 Blackfriars Rd, London SE1 9UR or phone the Credit Card and information HOTLINE on 071 620 3636 ext. 5470. Tick options required

HITBASE 50 Professional (Special Music Week price £148.50 + £4.00 P&P + VAT (Total £179.19) 3.5" High Density
 HITBASE 20 (TOP 20 ONLY) (£39.50 + £2.00 P&P + VAT) (Total £48.76) 5.25" High Density

Name: _____ Address: _____

I enclose a cheque made payable to Music Week, value £ _____
OR debit the sum of £ _____ to my Access/Mastercard Visa American Express Diners Club

Card No: _____ Signature _____ Date card expires: ____/____/____ MW1

TACUMA, James/Dave & CORNELL ROCHSTER MEET THE FOUNTAIN TIMELESS CD CDSP 421	P	Jazz	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	P	Jazz	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	P	Jazz	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26
TAPPEL, Arnie STRICTLY ROOTS JAZZ SAXOPHONES CD SVK 601 01/93	P	Jazz	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	P	Jazz	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	P	Jazz	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26
TERBY, Steve & BROWNIE MCGHEE THE DUO BLUES ENCORE CD 62024 03/27	P	Blues	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	P	Blues	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	P	Blues	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26
THE WHITE BIRD WARRIORS WOLVES COLLISER MURDER CD MR 540CD LP MR 640LP CD 204/93	PH	Indie/Rock	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Indie/Rock	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Indie/Rock	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26
THUNDERBOLT THUNDERBOLT BLACK MARK CD BMCC 03 07/90	PH	Rock	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Rock	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Rock	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26
TICKLE, Kathy, Dan, The SHINE BLACK CROWD CD CROC 230 07/94/95	PH	Rock	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Rock	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Rock	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26
TOKAYO, Stephen, DUBNOVA, DUBNOVA CD 12192 02/93	PH	Rock	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Rock	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Rock	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26
TORRES, IME LAST TO REMEMBER HINDSIGHT CD WCR 834 04/90	PH	Rock	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Rock	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Rock	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26
TORRE, Dick, NICK KAHN & JERRY ROYCE POLYTON COMP CD CMPCD 1068 08/29	PH	Rock	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Rock	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Rock	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26
TORN CREANICUS CREPTIC CD TOYCD 1901	PH	Pop/Rock	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Pop/Rock	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Pop/Rock	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26
TOTI, REX FEATURING JERRY BERSONAL NANO CONNECTION INC CD 123626 01/29	PH	Rock	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Rock	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Rock	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26
TOY, TONY TEN FEAT. TALL & BUSTLING BUSTLING BUSTLING CD 193918/202 CD 193918/202	PH	Rock	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Rock	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Rock	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26
TUO ONE THOUSAND YEARS SWAY CD 1607 07/89	PH	Rock	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Rock	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Rock	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26
UNIVERSITY STATEMATE STATEMATE CD 1901 01/90	PH	Rock	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Rock	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Rock	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26
UNIVERSAL INFORMATION COMPILATION 19 CD 1901 01/90	PH	Rock	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Rock	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Rock	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26
VANDIOS 18 BILLES MASTERPIECES BLUES ENCORE CD 10360 12/26	PH	Blues	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Blues	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Blues	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26
VANDIOS A COMPILATION 1 DORADO CD 100R 0002 LP 1 DOR 0004	PH	Blues	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Blues	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Blues	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26
VANDIOS BELIEVE IN THE FREQUENCY POWER NORTH SOUTH CD JAP 100CD LP JAP 100LP	PH	Blues	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Blues	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Blues	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26
VANDIOS BLUES BUSTERS VOL 2 MUNDIC CD 0804 08/88	PH	Blues	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Blues	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Blues	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26
VANDIOS BLUES RIVER MOVIEPLAY CD 1 MPV 0001 MP 4564 04/93/26	PH	Blues	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Blues	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Blues	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26
VANDIOS ECOTIC SELECTS ISOTERIC CD 185164 1 MC 185164 01/93/29	PH	Blues	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Blues	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Blues	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26
VANDIOS FROM HERE TO TRANQUILITY VOLUME 1 SILENT CD 185 08/28 01/90	PH	Blues	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Blues	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Blues	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26
VANDIOS FROM HERE TO TRANQUILITY VOLUME 2 SILENT CD 185 08/28 01/90	PH	Blues	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Blues	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Blues	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26
VANDIOS MR. JUBBER 100 ORIGINAL SWING EARL'S 1936-46 HIGHLIGHTS MC 5 MC Record	PH	Blues	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Blues	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Blues	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26
VARIOUS CD 1236 01/91	PH	Blues	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Blues	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Blues	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26
VARIOUS IT'S MUSICAL TIME LASELIGHT CD 12929 MC 32269 02/90/1/78	PH	Blues	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Blues	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	PH	Blues	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26

VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	P	Jazz	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	P	Jazz	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	P	Jazz	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26
VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	P	Jazz	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	P	Jazz	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	P	Jazz	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26
VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	P	Jazz	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	P	Jazz	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	P	Jazz	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26
VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	P	Jazz	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	P	Jazz	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	P	Jazz	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26
VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	P	Jazz	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	P	Jazz	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	P	Jazz	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26
VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	P	Jazz	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	P	Jazz	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	P	Jazz	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26
VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	P	Jazz	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	P	Jazz	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	P	Jazz	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26
VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	P	Jazz	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	P	Jazz	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	P	Jazz	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26
VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	P	Jazz	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	P	Jazz	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	P	Jazz	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26
VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	P	Jazz	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	P	Jazz	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26	P	Jazz	VARIOUS LINE UP AT EMO'S BICE BAR NY 1926 18/26

RELEASES

ARTIST	TRACKS	LABEL	CAT NOS	DISTRIBUTOR	CATEGORY	ARTIST	TRACKS	LABEL	CAT NOS	DISTRIBUTOR	CATEGORY
ABSOLUTELY FABULOUS THE PET SHOP BOYS ABSOLUTELY FABULOUS/Remember... (album)	10	Capitol	4-58081	Capitol	Pop	ADRENALIN MOB	ADRENALIN MOB THE SILENT EP	Capitol	4-58081	Capitol	Pop
ACACIA HIGHLIGHTS THROUGH THE ALCHEMY ARCHES CD ALMO 061 10/91	10	Capitol	4-58081	Capitol	Pop	ADRENALIN MOB	ADRENALIN MOB THE SILENT EP	Capitol	4-58081	Capitol	Pop
ALONE BLACK HAWK BIRD EYES BOYS IN ARRIVAL CD ARRIVAL 200	10	Capitol	4-58081	Capitol	Pop	ADRENALIN MOB	ADRENALIN MOB THE SILENT EP	Capitol	4-58081	Capitol	Pop
AMONG ARE YOU HUNGRY FOR THE NOW ZEMBA CD 18 500026 12 86 0912	10	Capitol	4-58081	Capitol	Pop	ADRENALIN MOB	ADRENALIN MOB THE SILENT EP	Capitol	4-58081	Capitol	Pop
AMOS, THE LAST THE MISSION/WATER THE WEIRDS (album) In My Head (Live) EAST WEST CD 7202D	10	Capitol	4-58081	Capitol	Pop	ADRENALIN MOB	ADRENALIN MOB THE SILENT EP	Capitol	4-58081	Capitol	Pop
ANIMATED BROTHERS I LOVE YOU WAYBACK LP (Vinyl) RCA CD 421118007 4 421118017	10	Capitol	4-58081	Capitol	Pop	ADRENALIN MOB	ADRENALIN MOB THE SILENT EP	Capitol	4-58081	Capitol	Pop
ANTHONY BROWN BROTHERS I LOVE YOU MINE HAVE POLYDOR CD PCD 312 P 30 12 87 215	10	Capitol	4-58081	Capitol	Pop	ADRENALIN MOB	ADRENALIN MOB THE SILENT EP	Capitol	4-58081	Capitol	Pop
ARTIST CHOICE THE SUNDAY CREATION CD CRESD 38 CD (vinyl) CRESD 183X 17 CRE 437 18	10	Capitol	4-58081	Capitol	Pop	ADRENALIN MOB	ADRENALIN MOB THE SILENT EP	Capitol	4-58081	Capitol	Pop
ARTIST CHOICE THE SUNDAY CREATION CD CRESD 38 CD (vinyl) CRESD 183X 17 CRE 437 18	10	Capitol	4-58081	Capitol	Pop	ADRENALIN MOB	ADRENALIN MOB THE SILENT EP	Capitol	4-58081	Capitol	Pop
ARTIST CHOICE THE SUNDAY CREATION CD CRESD 38 CD (vinyl) CRESD 183X 17 CRE 437 18	10	Capitol	4-58081	Capitol	Pop	ADRENALIN MOB	ADRENALIN MOB THE SILENT EP	Capitol	4-58081	Capitol	Pop
ARTIST CHOICE THE SUNDAY CREATION CD CRESD 38 CD (vinyl) CRESD 183X 17 CRE 437 18	10	Capitol	4-58081	Capitol	Pop	ADRENALIN MOB	ADRENALIN MOB THE SILENT EP	Capitol	4-58081	Capitol	Pop
ARTIST CHOICE THE SUNDAY CREATION CD CRESD 38 CD (vinyl) CRESD 183X 17 CRE 437 18	10	Capitol	4-58081	Capitol	Pop	ADRENALIN MOB	ADRENALIN MOB THE SILENT EP	Capitol	4-58081	Capitol	Pop
ARTIST CHOICE THE SUNDAY CREATION CD CRESD 38 CD (vinyl) CRESD 183X 17 CRE 437 18	10	Capitol	4-58081	Capitol	Pop	ADRENALIN MOB	ADRENALIN MOB THE SILENT EP	Capitol	4-58081	Capitol	Pop
ARTIST CHOICE THE SUNDAY CREATION CD CRESD 38 CD (vinyl) CRESD 183X 17 CRE 437 18	10	Capitol	4-58081	Capitol	Pop	ADRENALIN MOB	ADRENALIN MOB THE SILENT EP	Capitol	4-58081	Capitol	Pop
ARTIST CHOICE THE SUNDAY CREATION CD CRESD 38 CD (vinyl) CRESD 183X 17 CRE 437 18	10	Capitol	4-58081	Capitol	Pop	ADRENALIN MOB	ADRENALIN MOB THE SILENT EP	Capitol	4-58081	Capitol	Pop
ARTIST CHOICE THE SUNDAY CREATION CD CRESD 38 CD (vinyl) CRESD 183X 17 CRE 437 18	10	Capitol	4-58081	Capitol	Pop	ADRENALIN MOB	ADRENALIN MOB THE SILENT EP	Capitol	4-58081	Capitol	Pop
ARTIST CHOICE THE SUNDAY CREATION CD CRESD 38 CD (vinyl) CRESD 183X 17 CRE 437 18	10	Capitol	4-58081	Capitol	Pop	ADRENALIN MOB	ADRENALIN MOB THE SILENT EP	Capitol	4-58081	Capitol	Pop
ARTIST CHOICE THE SUNDAY CREATION CD CRESD 38 CD (vinyl) CRESD 183X 17 CRE 437 18	10	Capitol	4-58081	Capitol	Pop	ADRENALIN MOB	ADRENALIN MOB THE SILENT EP	Capitol	4-58081	Capitol	Pop
ARTIST CHOICE THE SUNDAY CREATION CD CRESD 38 CD (vinyl) CRESD 183X 17 CRE 437 18	10	Capitol	4-58081	Capitol	Pop	ADRENALIN MOB	ADRENALIN MOB THE SILENT EP	Capitol	4-58081	Capitol	Pop
ARTIST CHOICE THE SUNDAY CREATION CD CRESD 38 CD (vinyl) CRESD 183X 17 CRE 437 18	10	Capitol	4-58081	Capitol	Pop	ADRENALIN MOB	ADRENALIN MOB THE SILENT EP	Capitol	4-58081	Capitol	Pop
ARTIST CHOICE THE SUNDAY CREATION CD CRESD 38 CD (vinyl) CRESD 183X 17 CRE 437 18	10	Capitol	4-58081	Capitol	Pop	ADRENALIN MOB	ADRENALIN MOB THE SILENT EP	Capitol	4-58081	Capitol	Pop
ARTIST CHOICE THE SUNDAY CREATION CD CRESD 38 CD (vinyl) CRESD 183X 17 CRE 437 18	10	Capitol	4-58081	Capitol	Pop	ADRENALIN MOB	ADRENALIN MOB THE SILENT EP	Capitol	4-58081	Capitol	Pop
ARTIST CHOICE THE SUNDAY CREATION CD CRESD 38 CD (vinyl) CRESD 183X 17 CRE 437 18	10	Capitol	4-58081	Capitol	Pop	ADRENALIN MOB	ADRENALIN MOB THE SILENT EP	Capitol	4-58081	Capitol	Pop
ARTIST CHOICE THE SUNDAY CREATION CD CRESD 38 CD (vinyl) CRESD 183X 17 CRE 437 18	10	Capitol	4-58081	Capitol	Pop	ADRENALIN MOB	ADRENALIN MOB THE SILENT EP	Capitol	4-58081	Capitol	Pop
ARTIST CHOICE THE SUNDAY CREATION CD CRESD 38 CD (vinyl) CRESD 183X 17 CRE 437 18	10	Capitol	4-58081	Capitol	Pop	ADRENALIN MOB	ADRENALIN MOB THE SILENT EP	Capitol	4-58081	Capitol	Pop
ARTIST CHOICE THE SUNDAY CREATION CD CRESD 38 CD (vinyl) CRESD 183X 17 CRE 437 18	10	Capitol	4-58081	Capitol	Pop	ADRENALIN MOB	ADRENALIN MOB THE SILENT EP	Capitol	4-58081	Capitol	Pop
ARTIST CHOICE THE SUNDAY CREATION CD CRESD 38 CD (vinyl) CRESD 183X 17 CRE 437 18	10	Capitol	4-58081	Capitol	Pop	ADRENALIN MOB	ADRENALIN MOB THE SILENT EP	Capitol	4-58081	Capitol	Pop
ARTIST CHOICE THE SUNDAY CREATION CD CRESD 38 CD (vinyl) CRESD 183X 17 CRE 437 18	10	Capitol	4-58081	Capitol	Pop	ADRENALIN MOB	ADRENALIN MOB THE SILENT EP	Capitol	4-58081	Capitol	Pop
ARTIST CHOICE THE SUNDAY CREATION CD CRESD 38 CD (vinyl) CRESD 183X 17 CRE 437 18	10	Capitol	4-58081	Capitol	Pop	ADRENALIN MOB	ADRENALIN MOB THE SILENT EP	Capitol	4-58081	Capitol	Pop
ARTIST CHOICE THE SUNDAY CREATION CD CRESD 38 CD (vinyl) CRESD 183X 17 CRE 437 18	10	Capitol	4-58081	Capitol	Pop	ADRENALIN MOB	ADRENALIN MOB THE SILENT EP	Capitol	4-58081	Capitol	Pop
ARTIST CHOICE THE SUNDAY CREATION CD CRESD 38 CD (vinyl) CRESD 183X 17 CRE 437 18	10	Capitol	4-58081	Capitol	Pop	ADRENALIN MOB	ADRENALIN MOB THE SILENT EP	Capitol	4-58081	Capitol	Pop
ARTIST CHOICE THE SUNDAY CREATION CD CRESD 38 CD (vinyl) CRESD 183X 17 CRE 437 18	10	Capitol	4-58081	Capitol	Pop	ADRENALIN MOB	ADRENALIN MOB THE SILENT EP	Capitol	4-58081	Capitol	Pop
ARTIST CHOICE THE SUNDAY CREATION CD CRESD 38 CD (vinyl) CRESD 183X 17 CRE 437 18	10	Capitol	4-58081	Capitol	Pop	ADRENALIN MOB	ADRENALIN MOB THE SILENT EP	Capitol	4-58081	Capitol	Pop
ARTIST CHOICE THE SUNDAY CREATION CD CRESD 38 CD (vinyl) CRESD 183X 17 CRE 437 18	10	Capitol	4-58081	Capitol	Pop	ADRENALIN MOB	ADRENALIN MOB THE SILENT EP	Capitol	4-58081	Capitol	Pop
ARTIST CHOICE THE SUNDAY CREATION CD CRESD 38 CD (vinyl) CRESD 183X 17 CRE 437 18	10	Capitol	4-58081	Capitol	Pop	ADRENALIN MOB	ADRENALIN MOB THE SILENT EP	Capitol	4-58081	Capitol	Pop
ARTIST CHOICE THE SUNDAY CREATION CD CRESD 38 CD (vinyl) CRESD 183X 17 CRE 437 18	10	Capitol	4-58081	Capitol	Pop	ADRENALIN MOB	ADRENALIN MOB THE SILENT EP	Capitol	4-58081	Capitol	Pop
ARTIST CHOICE THE SUNDAY CREATION CD CRESD 38 CD (vinyl) CRESD 183X 17 CRE 437 18	10	Capitol	4-58081	Capitol	Pop	ADRENALIN MOB	ADRENALIN MOB THE SILENT EP	Capitol	4-58081	Capitol	Pop
ARTIST CHOICE THE SUNDAY CREATION CD CRESD 38 CD (vinyl) CRESD 183X 17 CRE 437 18</											

V.I.D.E.O

THE OFFICIAL
music week
CHARTS
21 MAY 1994

MUSIC VIDEO

This Week	Last Week	Artist	Title	Category/Running time	Label	Cat No
1	NEW	STAR TREK	NEXT GENERATION '79	Sci-Fi/1hr 28min	CIC Video	VHR2898
2	2	POLICE	STOP 2	Special Interest/50min	Labyrinth Media	LML0298
3	1	CHILDREN'S PRE-SCHOOL FAVOURITES '94	Video Collection	VCL1364		
4	3	BAMBI	Feather!	Walt Disney	D795422	
5	NEW	SOMMERSBY	Warner Home Video	S012649		
6	4	LINDA ROBSON	Light As A Feather		VVL	530543
7	11	MR MOTIVATOR	BLT WORKOUT	Polygram Video	0887100	
8	5	POLICE	STOP!	Special Interest/1hr	Labyrinth	LML 0599
9	10	WALLACE & GROMIT	THE WRONG TROUSERS	BBC Video	BBCV5201	
10	13	WALLACE AND GROMIT	A GRAND DAY OUT	Children's/23min	BBC Video	BBCV5155
11	10	MADONNA	The Girls Show Down Under	Warner Music Video	7598382913	
12	6	POLDARK 2 - PART 4	Drama/2hr 40min	BBC Video	BBCV5275	
13	NEW	THE GUYVER	PART 2	Manga	MANV1029	
14	12	GRAHAM TAYLOR	DO I NOT LIKE THAT	Documentary/1hr 15min	VVL	6316263

This Week	Last Week	Artist	Title	Category/Running time	Label	Cat No
15	NEW	STORY OF THE KOP	Special Interest/1hr 30min		BBC Video	BBCV5322
16	14	ALIVE	MIRACLE OF THE ANDES	Drama/2hr 1min	CIC Video	VHR2762
17	19	VERY BEST OF TORVILL AND DEAN	Special Interest/1hr		Video Collection	VC2232
18	15	U2	Zoo TV-Live In Sydney	Music/2hr	PolyGram Video	6311933
19	18	DANCES WITH WOLVES	Features/2hr 33min		Guild	GLD51222
20	11	MANCHESTER UTD-GOLDEN GOALS	Special Interest/1hr		PolyGram Video	6311243
21	22	BEAUTY & THE BEAST	Children's/1hr 21min		Walt Disney	D715155
22	16	MANCHESTER UNITED ON VIDEO	Special Interest/1hr		Manchester Utd	MUNVM193
23	NEW	BRANNIGAN	Action/1hr 47min		MGM/UA	S015170
24	25	THE JUNGLE BOOK	Children's/1hr 15min		Walt Disney	D412152
25	20	U2	THE LIVE SESSION	Music/1hr 38min	Warner Home Video	S012643
26	27	TAKE THAT	THE PARTY - LIVE AT WEMBLEY	Live/1hr 22min	BMG Video	7432116493
27	17	LION ROARS ON - MARK HATELEY STORY	Documentary/1hr 30min		Cameron Williams	CWR9C065
28	23	INDECENT PROPOSAL	Feature/1hr 52min		CIC Video	VHR2300
29	NEW	CHAPLIN	Feature/2hr 18min		Guild	GLD5162
30	29	PETER PAN	Children's/1hr 14min		Walt Disney	D200452

This Week	Last Week	Artist	Title	Category/Running time	Label	Cat No
1	3	MADONNA	The Girls Show Down Under	Warner Music Video	7598382913	
2	7	U2	Zoo TV-Live In Sydney	PolyGram Video	6311933	
3	28	TAKE THAT	The Party - Live At Wembley	BMG Video	7432116493	
4	3	GUNS N' ROSES	The Making Of Estranged	Griffin Home Video	GEV39545	
5	15	BRYAN ADAMS	So Far So Good	Completion/1hr 30min	VVL	895933
6	5	TAKE THAT	Take That & Party	BMG Video	7432112063	
7	14	MARIAH CAREY	Here Is Mariah Carey	SMW Columbia	491792	
8	13	FANTAZIA	Big Bang	Creation	FAN004	
9	10	TAKE THAT	Tape That - Take That	Completion/1hr 12min	Winnemore/WNR 2039	
10	9	MEAT LOAF	Hits Out Of Hell	Completion/30min	SMV/49827	
11	12	STREISAND BARBRA	One Voice		Fox Video	5158
12	8	DANIEL D'ONNELL	Daniel And Friends Live	Live!	Rib Productions Ltd	RP1728V 752
13	11	TAMMY WYNETTE	Tammy Wynette Live	Live!	EUK	EUKV9067
14	14	EAST 17	Pie And Mash	Completion/1hr	PolyGram Video	871823
15	16	VARIOUS ARTISTS	Favourite Songs - Irish Favorites	Documentary/Production	CPM/VCD9	

D.A.N.C.E.S. N.G.L.E.S

THE OFFICIAL
music week
CHARTS
21 MAY 1994

This Week	Last Week	Artist	Title	Label (1/2) (Distributor)
1	NEW	THE RHYTHM	Book	Media/MCA MCST 1971 (BMG)
2	NEW	WHEN A MAN LOVES A WOMAN	Jody Watley	MCA MCST 1964 (BMG)
3	2	MY LOVE/REMINISCE	Mary J. Blige	MCA MCST 1972 (BMG)
4	10	BACK IN MY LIFE	Joe Roberts	frt FX 236 (F)
5	NEW	GET-A-WAY	Maxx	Pulse 8 12LDSE 99 (SMV/SM)
6	2	CARRY ME HOME	Giovanni	Go Beat GOODCD 112 (F)
7	NEW	U DON'T HAVE TO SAY I LOVE ME	Mash!	React 12REACT 37 (SRD)
8	1	ROCKIN' FOR MYSELF	Motiv 8	WEA VE2 8147 (W)
9	NEW	GOOD TIMES/THE DREAM	Hi-Tone Frequency	Citybeat CBE 773 (W)
10	7	LISTEN TO THE MUSIC	Double Brothers	Warner Bros W 02287 (W)
11	5	REACH	Judy Cheeks	Positive 12TV 12 (E)
12	NEW	THE REAL THING	2 Unlimited	PWL Continental PWL300 10 (W)
13	12	YOUR BODY'S CALLIN'	R. Kelly	Jive JIVET 353 (BMG)
14	9	SET YOU FREE	N-Trance	All Around The World 12GLOBE 134 (TRC/BMG)
15	4	SATURDAY NIGHT SUNDAY MORNING	Doc Gwynne/Trt FX 221 (F)	
16	11	LIGHT MY FIRE	Cubhouse	PWL Continental PWL1 288 (W)
17	8	RAYS OF THE RISING SUN	Denise Johnson	Magnet MAG 10227 (W)

This Week	Last Week	Artist	Title	Label (1/2) (Distributor)
18	NEW	LOVE COME HOME	Love/Trance/Funk/Pharaoh	Champion BLUEIS 001 (BMG)
19	NEW	HOUSE OF LOVE	RuPaul	Union UCR1 29 (E)
20	14	THE REAL THING	Toni Di Bart	Cleveland City Blues CCB 1501 (SMV/SM)
21	NEW	MY EX-GIRLFRIEND	Tony! Toni! Toné!	Polydor PZ 313 (F)
22	6	YAKBA DABBA DOO	Darman	Wild Card CAROX 6 (F)

DANCE ALBUMS

This Week	Last Week	Artist	Title	Label LP/Cassette (Distributor)
1	1	LIBERATION/YOUNG OFFENDER	Fit Shop Boys	Parlophone 12R 6377- (E)
2	2	ENTER THE WU-TANG (36 CHAMBERS)	Wu-Tang Clan	RCA 743212651/1743212654 (BMG)
3	3	CLASSIC ELECTRO MASTERS VOL 1	Various	Mastersat CDUSLP 14NCD/SMC 91 (TRC/BMG)
4	4	LISTEN	Urban Species	Talkin Loud 51684B1/5168494 (F)
5	6	BROTHER SISTER	Brand New Heavies	frt 6284101/6284094 (F)
6	4	ILLMATIC	Moss	Columbia 4759591/4759594 (SM)
7	5	MINISTRY OF SOUND-SESSIONS VOL 2	Various	M.O.S. MINSLP 001/MINSMTC 001 (W)
8	7	ST3	Sant	Tank Internal Dance UELP 11456C1 11 (RTM/F)
9	NEW	NATURAL SELECTIONS	Various	Delicious Vinyl 7823731- (W)
10	10	ABOVE THE RIM	DST	InterScope 654492591/654492594 (W)

This Week	Last Week	Artist	Title	Label (1/2) (Distributor)
23	NEW	DEEP FOREST	Deep Forest	Columbia 6604111 (SM)
24	13	HOLD THAT SUCKER DOWN	D.T. Guentert	Cheesy CHEK 1004 (BMG)
25	24	JUST A STEP FROM HEAVEN	Eternal	EMI Y2EM 311 (E)
26	16	SWEET POTATOE PIE	CB Milton	Columbia 6603291 (SM)
27	NEW	IT'S A LOVING THING	CB Milton	Logic 7432120061 (BMG)
28	15	100% PURE LOVE	Crystal Waters	ABM 856891 (F)
29	NEW	THEMES FROM BUBBLEMAN	Bubbleman	Stress 12STR 41 (F)
30	NEW	LOVE STRAIN '94	Clubland	Clubvision CLUBA 010 (Import)
31	20	BASS CADET EP	Autechre	Warp WAP 44 (RTM/F)
32	26	SWEETS FOR MY SWEET	Cal Lewis	Black Market BMIT 017 (BMG)
33	15	MUST BE THE MUSIC	Digistone	Disconstruction 743211207931 (BMG)
34	17	LICK A SHOT	Cypress Hill	Columbia 66031391 (SM)
35	NEW	HOW DO YOU LIKE IT?	Keith Sweat	Elektra EKR 1857 (W)
36	22	CAN U FEEL IT	Deep Creed '94	Eastern Bloc BLOC 005 (W)
37	NEW	UH-UH	Terr & Monica	Epic 6604041 (SM)
38	29	LET THE MUSIC (LIFT YOU UP)	Loveland & Darlene Lewis	RMS UK KMSUKT 10 (SMV/SM)
39	34	I LIKE TO MOVE IT	Roni 2 Real Love, Mid Startman	Positive 12TV 10 (E)
40	21	SLAVE TO THE RHYTHM	Gracie Jones	ZTT ZANG 507 (W)

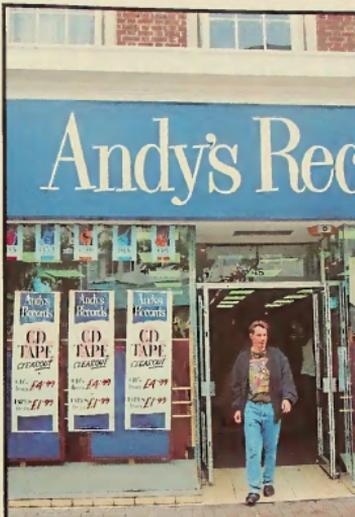
CONTINUED FROM PAGE 12

you until you've got a good track record with an independent," says Ogilvie. But as Caroline's Steve Sparks points out, "You still need proper professional credit checks because the margins are so small."

Video is playing an increasing role in independent wholesalers' business - for example, it now represents 80% of Gold's business - and the video industry can offer music companies a few lessons. "You get a lot more information up-front. You can't get a year's schedule from a record company but there are no problems with a video company," says Elwood. "The video companies also have a returns allowance; record companies don't. I sometimes feel that the attitude of the music industry is 'chuck it out, get the money and forget about it.'"

According to TBD's Ogilvie, video companies often allow previews of pre-release material months in advance. "It makes life a lot easier and helps you provide a better service," he says. "Video companies know that shops aren't the Tardis and that there's a limited amount of shelf space," adds Steve Sparks. "They're more prepared to work with retailers on promotions which help shift product."

But it is not all good news for independent wholesalers. Sometimes retailers use them as a stop-gap for top-up product rather than committing on a long-term basis, Andy Gray admits that it does happen. "We use independents for fast ordering, but it's more cost



Andy's Records uses independents for fast ordering while Ainleys (inset) utilises their overnight deliveries

effective for me to order from a major on a day-to-day basis," he says. Independent retailer Ainleys, meanwhile, uses independents mainly for overnight deliveries.

By the same token Vinyl Experience's Mark Hayward says, "Major companies can offer one-on-one deals, whereby a free record is given for every one ordered, which the independents

often can't compete with, and it all comes down to marketing muscle."

Independent wholesalers are sensitive to the way they are perceived by the majors. "The

majors tolerate the independent wholesaler," says Ogilvie, "and the UK is the only country in the world where the wholesaler is not recognised as a serious member of the distribution chain."

Companies which bypass the independent wholesaler could well be missing out on a good thing.

who's who...

Network Records. 6x6 Records. First Choice Records. Vinyl Addiction. Journey By DJ. KMS Records. Serious Grooves Records. Basement Records. Boasting Records. Renaissance. Gem Records. Strictly for Groovers. UFG Records. Good Boy Records. Other Records

collectively the finest dance music labels in the UK

network  distribution™

1-107 The Custard Factory, Gibb Street, Digbeth, Birmingham, B9 4AA. 021 753 2548.

A-Z OF DISTRIBUTORS

THE UK'S TOP DISTRIBUTORS IN AN A-Z LISTING HIGHLIGHTING THE FULL-SERVICE GIANTS AND THE SPECIALISTS

A

ARABESQUE

Address: Network House, 29-39
Stirling Road, London W3 8DJ.
Contact: Terry Winsor.
Tel: 061 992 7732.
Fax: 081 992 0340.
Distributed labels include:
Baktabak, Disky, Javelin.

B

BMG OPERATIONS

Address: Long Lane, West
Bromwich, West Midlands B70
7ST
Contact: John Henderson
Tel: 021 500 5545.
Fax: 021 553 6850.
Distributed labels include:
Arista, RCA, Champion, Jive,
MCA, Geffen, Deconstruction,
Castle Communications,
Essential, Bell, Brilliant, Telstar.

C

CHANDOS

Address: Chandos House,
Conamere Way, Colchester,
Essex CO2 8HQ.
Contact: Clive Sugars.
Tel: 0206 794000.
Fax: 0206 794002.
Distributed labels include:
Chandos.

CHARLY

Address: 156-166 Iliderton Road,
London SE15 1NT.
Contact: Alan Firch.
Tel: 071 639 8600.
Fax: 071 639 2532.
Distributed labels include:
Charly.

COMPLETE RECORD COMPANY

Address: 12 Pepps Court, 84 The
Chase, London SW4 0NF.
Contact: Jeremy Elliott.
Tel: 071 498 9656.
Fax: 071 498 1828.
Distributed labels include:
Hyperion, Vanguard, Olympic,
Ace.

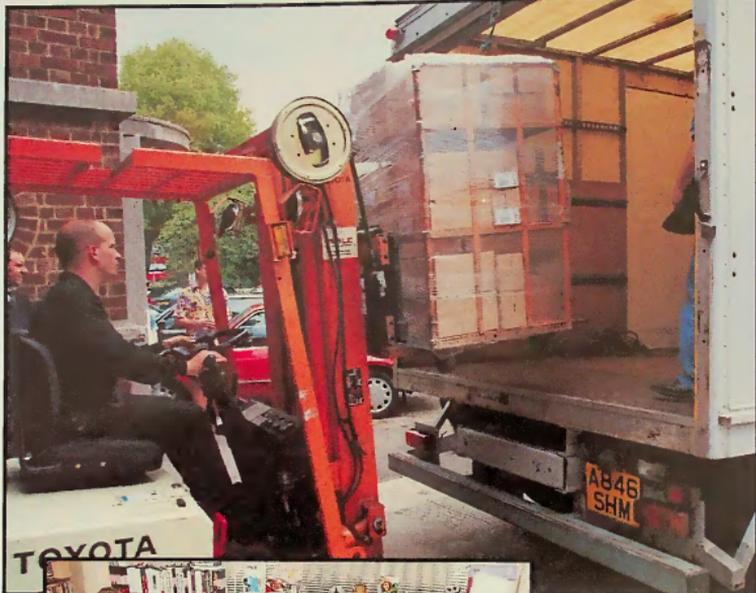
CONIFER

Address: Claremont House,
Horton Road, West Drayton,
Middlesex UB7 8JL.
Contact: Alison Wenham.
Tel: 0895 441805.
Fax: 0895 441808.
Distributed labels include:
Happy Days, Conifer.

E

EMI MUSIC SERVICES

Address: Herzes Close, Tachbrook
Park, Leamington Spa,
Warwickshire CV34 6RP.
Contact: Alan Williams.
Tel: 081 561 8722.
Fax: 081 479 5992.
Distributed labels include:
EMI, Parlophone, Capitol, Virgin,
Chrysalis, Positiva, Comtempo,



PRODUCT LEAVING ELECTRON HOUSE (ABOVE),
PINNACLE'S BUSY LABEL LIAISON TEAM (LEFT,
FROM LEFT): RUSSELL ALDRICH, LABEL
MANAGER, IAN ROWE, LABEL MANAGER AND
DOMINIC JONES, HEAD OF LABEL MANAGEMENT

J

JETSTAR PHONOGRAPHS

Address: 155 Acton Lane, London
NW10 7NJ.
Contact: Carl Palmer
Tel: 081 961 5315.
Fax: 081 965 7008.
Distributed labels include:
Greensleeves, Real Authentic
Sound, Charm, Penthouse,
Saxon, Kufe, KGR, Black
Spider, Bamboo Melody, Jove
Music.

K

KOCH INTERNATIONAL

Address: 21-23 Worpole Way,
London W3 0RX.
Contact: Klemens Kundratz.
Tel: 081 749 7177.
Fax: 081 749 7124.
Distributed labels include:
Koch, Shanachie.

M

MO'S MUSIC MACHINE

Address: Unit 11, Forest Business
Park, South Acton Road. >

Union, Hut, Circa, Apple, Food,
Dome, Pendulum.

G

S GOLD & SONS

Address: Gold House 69 Plompton
Road, London E10 7NI.
Contact: Chris Holden.
Tel: 081 639 5600.
Fax: 081 539 2176.
Distributed labels include:
Conifer, Random House,
Hyperion, Koch.

ENTERTAINMENT UK

Address: Blyth Road, Hayes,
Middlesex, UB3 1JN.
Contact: Jonathan Weeks.
Tel: 081 848 7611.
Fax: 081 754 6480.
Distributed labels include:
K-Tel, Muskteer.

H

HARMONIA MUNDI

Address: 19-21 Nile Street,
London N1 7LR.
Contact: Serge Rousset.
Tel: 071 253 0863.
Fax: 071 253 3237.
Distributed labels include:
Harmonia Mundi, Pavillon,
Submarine.

FORGET THE FANTASY LEAGUE... ...HERE'S YOUR DREAM TEAM!



INDEPENDENT DISTRIBUTION

- 24 hour order turnaround
- *Quick on the long haul.*



SALESFORCES

- 2 specialist album teams • We call on more shops than any other company
- *Over 800 consecutive appearances.*



TELESALES

- 6 separate telesales teams
- 2 singles strikeforces • 2 specialist dance teams • *The engine room.*



VAN SALES

- National coverage of the front line, trend setters and hip shakers
- *Van to man marketing.*



KEY ACCOUNTS

- Head offices of all the high street outlets
- Presentations, consultations, mailouts, scaleouts, co-ops...*It only takes a second!*



MARKETING

- inhouse input when you need it
- *Putting the labels' creativity into the channels.*



LABEL MANAGEMENT

- The eyes and ears of all labels
- Pivotal, creative, communicative.
- *Ooh-ah! Label managah!*



EUROPE

- Everybody's aim • The only independent in the *champion's league* with companies in Germany and Holland.



EXPORTS

- Why set the horizons at Europe?
- We export to all major territories.
- *San Siro to San Fran.*



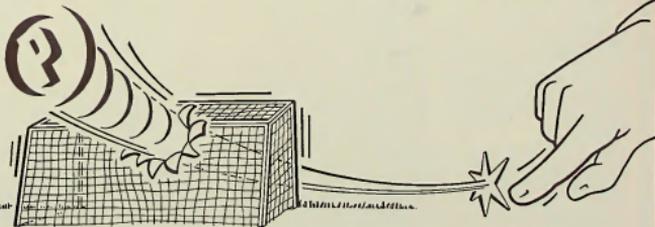
MANUFACTURING

- The go button - *a record of 2 halves!*



THE NETWORK

- The best independent shops in the country
- *There's one just around the corner.*



Pinnacle - for distribution deals, licensing, sales and marketing, Europe, the World.
Proving independence works.

RECITS

THE NETWORK



8 LEVEL

DISTRIBUTION

► London E17 8BA.
Contact Dionne Mains.
Tel: 081 520 7264.
Fax: 081 520 9130.
Distributed labels include:
Dark, Sweat, Whitehouse,
Aura.

P

PICKWICK GROUP

Address: The Waterfront, Elstree
Road, Elstree, Hertfordshire,
WD6 3BS.
Contact: Gary LeCount.
Tel: 081 207 6207.
Fax: 081 207 6789.
Distributed labels include:
Pickwick, Old Gold, Sony
Collectors Choice, Disney.

PINNACLE

Address: Electron House, Cray
Avenue, St Mary Cray,
Orpington, Kent, BR5 3PN.
Contact: Dominic Jones.
Tel: 0689 870622.
Fax: 0689 872629.
Distributed labels include:
Creation, Rumour, One Little
Indian, Mute, 4AD, Beggars
Banquet, WARP, XL, Internal,
Internal, Ritz, Rising High,
China, Roadrunner, Music For
Nations, Nation, Music Of Life,
Nude, Ultimate, Volume, Hoj
Chooms, Open Toe.

PLASTIC HEAD

Address: Units 15-15a, Bushell
Business Estate, Hithercroft,
Wallingford, Oxon, OX10 9DD.
Contact: Steve Beatty.
Tel: 0491 825029.
Fax: 0491 826320.
Distributed labels include:
KK, Tsang, Epitaph



POLYGRAM RECORD OPERATIONS

Address: Clyde Works, PO Box 36,
Grove Road, Chadwell, Romford,
Essex, RM6 4QR.
Contact: Russell Richards
Tel: 081 590 6088.
Fax: 081 597 1011.
Distributed labels include: London,
frt, Talkin Loud, Mercury,
Vertigo, Motown, 4th and
Broadway, Mango, Polydor,
Island, A&M, Go! Discs, Go Beat,



SONY MUSIC OPERATIONS

Address: Rabans Lane, Aylesbury,
Buckinghamshire, HP19 3BX.
Contact: Laurie Crow.
Tel: 0296 26151.
Fax: 0296 81009.
Distributed labels include:
Columbia, Epic, Arco, Sony S²,
Fresh, Network, Def Jam, Six6,
Expansion, Passion, Box 21,
Whitewater, Rhythm King, Pulse
-8, Creation. ►

Slash, Mother,
PolyGram TV,
Phillips, Big Life,
M&G, Precious
Organisation.

PRISM LEISURE

Address: 1 Baird Road,
Enfield, Middlesex,
EN1 1SA.
Contact: Steve Brink.
Tel: 081 804 8100.
Fax: 081 805 8001.
Distributed labels
include: Prism.

S

SELECT

Address: 34A
Holmesthorpe Avenue,
Redhill, Surrey, RH1
2NN.
Contact: Graham
Hayson.
Tel: 0737 760020.
Fax: 737 766316.
Distributed labels
include:
Naxos, Clarinet
Classics, CRD, Marco
Polo.

SHOCK NEWS

NEWS DESK  081 802 3000

Man from
Mars
visits Earth
to sign SRD
distribution
deal!



BREAK THE MOULD THE ALL IN ONE COMPLETELY INDEPENDENT DISTRIBUTION COMPANY
For out of this world distribution

3mv

FORTHCOMING RELEASES INCLUDE:

JEANIE TRACY
PULSE 8

ECHOBELLY
RHYTHM KING

CAPTAIN HOLLYWOOD
PULSE 8

ALEX PARTY
CLEVELAND CITY IMPORTS

KRISTINE W
CHAMPION

SHAWN CHRISTOPHER
CHAMPION

CHUBBY CHUNKS
CLEVELAND CITY

GEMS FOR JEM
BOX 21

FKW
PWL

ISHA D
CLEVELAND CITY BLUES

JOURNEY BY DJ'S VOL. 1-5
BRAINIAK

INNER CITY
NETWORK

DARLENE LEWIS
NETWORK

ST. ETIENNE
CREATION

SOUND CROWD ORCHESTRA
PWL

RONNIE SIMON
NETWORK

JACK ROBERTS
INEVITABLE

PRIMAL SCREAM
CREATION

WIND DOWN ZONE 1-4
ELEVATE

MAXX
PULSE 8

OASIS
CREATION

STILTSKIN
WHITE WATER RECORDS

INDEPENDENT SALES,
MARKETING AND DISTRIBUTION

3mv   

3MV, 2A-B HILLGATE PLACE, LONDON SW12 9ER
TEL: 081 675 9947 FAX: 081 675 9948

SPECIALIST AND SHORT RUN DISTRIBUTION

We welcome specialist and short-run releases. This gives you more control over what gets into the shops. We have no exclusive rights clause.

**AFTER ALL IT IS YOUR LABEL
SO CALL:**

ELSE DISTRIBUTION

PETHAM-KENT-CT4 SQU
(0227)70051

(Formerly LONDON & SE RECORD DISTRIB. est. 1974)

*We won't take your best and
leave you the rest!*

SCRATCH RECORDS LTD
are delighted to confirm the
continuity of their deal with
BMG DISTRIBUTION LTD.

We are looking for new labels who require pressing and distribution in all styles of music. We are able to offer full manufacturing, telesales and strike force services to support our existing facilities which include studio, publishing, distribution and production. We also specialise in overseas licenses.

Full details and costings are available on all the above services. Please write to
SCRATCH RECORDS LTD
Hatch Farm Studios, Unit 16 Hatch Farm
Chertsey Rd, Addlestone Moor
Surrey KT15 2EH
or telephone 0932 828715
fax 0932 829938.

Get on the hotline now and
ask for 'DISTRIBUTION'

>SOUTHERN RECORD DISTRIBUTION

Address: 70 Lawrence
Road, London N15 4EG.
Contact: John Knight.
Tel: 081 802 3000.
Fax: 081 802 0088.

Distributed labels
include: Moving
Shadow, City Slang,
Sub Pop, Touch & Go,
Reinforced, Kickin,
React, Strictly
Underground,
Suburban Base.

STERNS

Address: 116 Whitfield
Street, London W1P
8RW.

Contact: Ian Thomas.
Tel: 071 388 5533.
Fax: 071 388 2756.

Distributed labels
include: Sterns Africa,
Triple Earth, River Boat, Popular
African Music.

SUB LEVEL

Address: Unit 1a, Scampton
Mews, Cambridge Gardens,
London W10 6HX.
Contact: Dave Howell.
Tel: 081 964 2900.
Fax: 081 964 2600.

Distributed labels include:
Epidemic, Azuli, Champion,
Cleveland City, Extortion.

T TARGET

Address: 23 Gardner Industrial
Estate, Kent House Lane,
Beckenham, Kent BR3 1QZ.
Contact: Neil Kellas.
Tel: 081 788 4040.
Fax: 081 786 9949.

Distributed labels include:
Movieplay Gold, 16, Remember,
Dassan, Memoir, Laserlight.

TERRY BLOOD DISTRIBUTION

Address: Unit 1, Rosevale
Business Park, Newcastle Under
Lyme, Staffordshire, ST5 7QT.

With Stitskin and Tony Di Bart providing independent distributor 3MV with two number one singles in two weeks, it is hardly surprising the company feels it is on a roll. But the current success is down to more than just luck, says joint managing director David Trafford - it has a lot to do with the way the company operates. Just over a year ago 3MV signed a deal with Sony Music Operations enabling its own labels to tap into the major's distribution system. Equally Sony is now able to call on 3MV's expertise for labels needing independent treatment.

Trafford says, "We have been in business for some time, but until we signed the Sony deal we were primarily a strikeforce handling records already released. Now we can get involved with pre-sales and feel we are in a much better position to get behind each release and make a success of it."

Contact: Barbara Buckley.

Tel: 0782 566466.

Fax: 0782 565400.

Distributed labels include:
NPG, Disky, Creole, Cooking
Vinyl, Javelin, JB.

TRING INTERNATIONAL

Address: Triangle Business Park,
Wendover Street, Aylesbury,
Buckinghamshire HP22 5BL.
Contact: Michael Infante.
Tel: 0296 615511.
Fax: 0296 614250.

Distributed labels include:
Tring.

V VIDEO COLLECTION INTERNATIONAL

Address: 36-38 Caxton Way,
Watford, Herts WD1 8UF.
Contact: Karen Chillery.
Tel: 0209 250558.
Fax: 0203 817968.
Distributed labels include:
Music Club, Music Collection
International.

VITAL

Address: Portland House, 22-24
Portland Square, Bristol, Avon.



BS2 8RZ.

Contact: Pete Thompson.

Tel: 0272 446777.

Fax: 0272 446888.

Distributed labels include:
Acid Jazz, Butterfly, Cooking
Vinyl, Dead Dead Good, Deep
Distraction, Earache, Guerilla,
Heavenly, Kitchenware,
Mo Wax, Mammoth, Play It
Again Sam, Profile, R&S,
Sabres Of Paradise, Seed,
WuJia.

W WARNER MUSIC UK

Address: PO Box 99, Alporton
Lane, Alporton, Wembley,
Middlesex, HA0 1FJ.
Contact: Dennis Woods.
Tel: 081 998 8844.
Fax: 081 998 3429.

Distributed labels include:
WEA, Warner Brothers, Sire,
Reprise, Atlantic, Elektra,
Maverick, Citybeat, P.W.L., East
West, Interscope, Rhino, Death
Row, Magnet, Eastern Blue, ZTT.

Listing compiled by CIB, based on the
strongest performing distributors by units
in 1993.

3MV BUILDS ON DOUBLE NUMBER ONE SUCCESS

3MV also has a deal with Vital and by offering a work-proven approach to the major - one through a major wholesaler and one through an independent - it is able to give labels a customised service.

Trafford explains, "Our labels now have the option of switching between the two wholesalers, on the basis that some of their product may be more suited to one or the other." At the same time, Trafford believes that it's important for 3MV to remain small and "hands-on" with the ability to concentrate on developing individual acts.

"About 50% of this business is about timing, and by working closely with each label we can advise them on the best time to release product," he says. "Our sales people cover the country and we use them to help read the market. They supply the nitty gritty information we need to judge demand for a particular

release. It's important that target markets are accurately gauged so we can give labels advice on volumes and formats."

3MV is currently setting up The Knowledge, a system similar to The Chain With No Name where key retailers will be used as the focus for selected campaigns. This will help labels with their marketing, says Trafford, and should result in more success stories like Stitskin and Tony Di Bart.

There are also plans to carefully expand the company and take on a few more labels. To this end, 3MV has recently appointed Roger Duall, former head buyer at Virgin Retail, as head of label acquisitions.

Trafford says 3MV intends to remain selective and won't take on projects unless everyone in the company is committed to their success. But like all indie distributors, 3MV is keen to keep its options open.

SCRATCH RECORDS LTD

Survey rebuffs Heritage's 'cosy cartel' claim. Steve Hemsley reports

Savings show CD prices offer value

Pricing is the most powerful weapon in any retailer's armoury, and from HMV's survey of CD prices on the High Street battleground last week there is little evidence of the cosy cartel claimed by the Heritage select committee.

When it first became clear the MMC was likely to exonerate retailers from allegations of anti-competitive practices, the Consumers' Association described the revolution as "bad news for British shoppers". But the truth is markedly different. Anyone buying music in the past seven days could have saved between 20p and 25 on chart albums by shopping at different stores.

For example, customers purchasing the number one album *Dance Zone Level One* would have paid £14.99 at HMV, Virgin and WH Smith. They could have saved themselves more than a fiver by popping into Woolworths where the CD was on sale for just £9.49.

Even the *Now 27* compilation varied markedly in price, from £18.99 at HMV, Virgin and Tower Records to £15.99 at A&A's Records in Bury St Edmunds. This branch of HMV's independent retailer of the year is also selling *Awesome Dance*, 100% Reggae Vol 2, *I's Electric*, Blues Brother Soul Sister 3 and albums by Blur and Eternal for £9.99 in a bid to compete with the Woolworths near 150-year-olds.

A&A's Records marketing director Billy Gray says it is solely market forces which have brought prices down. "Pricing will always be a sensitive issue with customers, but we remain very selective on where we discount and which titles we discount," he adds.

Selective promotion is not a new phenomenon to independent stores faced with competition from nearby multiples. The Record Factory in Paisley is "a CD show away" from Our Price, a fact reflected in its current chart pricing policy. It is selling *Dance Zone Level One* for £12.99, £1 less than the multiple, and is offering a better deal on *Deacon Blue*, *Blair*, *Pinckney*, *The Cranberries* and *Abba*.

WH Smith's head of corporate affairs, Kevin Hawkins, says the MMC has realised what retailers know all along: that CD pricing is no longer the burning issue it was, say, two years ago. "The whole question of CD prices is nowhere near as high profile and prices are falling," he says. "In 1992 chart CDs would cost around £12.99, £13.99 and above. Now most of the major multiples you can pick them up for £10.99 or £9.99. The pressure has come off the industry from the consumers' point of view."

But HMV argues pricing is still high on the retailers' own agenda. Marketing director Alan Macdonald says: "Price clearly is still an important consideration and we will always run price campaigns on low and mid-price titles to remain competitive."

And there seems no sign of a let-up in the aggressive price competition on the

WHAT PRICE MUSIC IN THE HIGH STREET?

	Our Price	HMV	Virgin	Tower	Smiths	Woolworths	Record Andy's (Bury)
TOP 20 ALBUMS							
DANCE ZONE LEVEL ONE	£13.99	£14.99	£14.99	£12.69	£14.99	£9.49	£12.99
AWESOME DANCE	£12.49	£12.99	£12.99	£12.69	£12.49	£12.49	£9.99
OURTOWN - GREATEST HITS							
Deacon Blue	£12.99	£12.99	£12.49	£12.69	£12.99	£11.49	£9.99
PURE MOODS	£12.49	£12.99	£12.49	£12.69	£12.99	n/a	£11.49
NOW 27	£17.99	£18.99	£18.99	£18.99	£17.99	£17.99	£15.99
100% REGGAE VOL 2	£12.49	£12.99	£12.99	£12.69	£12.49	£12.99	£9.99
GOD SHUFFLED HIS FEET							
Crash Test Dummies	£11.49	£12.49	£12.49	£10.99	£11.49	£12.49	£11.49
IT'S ELECTRIC	£12.49	£11.49	£12.49	£13.99	£11.49	£12.99	£9.99
PARK LIFE - Blue	£12.49	£11.49	£11.49	£11.49	£12.49	£11.49	£9.99
THE DIVISION BELL							
Pinckney	£12.49	£12.49	£12.49	£12.69	£12.49	£12.49	£11.49
ALWAYS AND FOREVER							
Eternal	£14.99	£12.99	£14.49	£12.69	£14.99	£11.49	£12.99
BEST OF							
DUSTY SPRINGFIELD	£12.99	£12.99	£12.49	£11.49	£12.99	£12.49	£12.99
BULES BROTHER							
Soulsisters	£11.49	£11.49	£11.49	£11.49	£12.99	£11.49	£9.99
EVERYBODY ELSE'S...							
The Cranberries	£12.49	£11.49	£12.49	£13.99	£12.49	£11.49	£11.49
CARNIVAL OF HITS							
Judith Durham/Seekers	£12.99	£12.99	£12.99	£12.69	£12.99	£12.49	£12.49
SKIN - Skin	£9.99	£7.99	£7.99	£9.49	n/a	£9.99	£9.99
OLD GREATEST HITS							
Abba	£14.99	£14.49	£14.49	£14.49	£12.99	£9.99	£12.99
BEST OF MARVIN GAYE	£12.99	£12.99	£12.99	£12.69	£12.99	£12.49	£12.99
ACOUSTIC MOODS	£12.99	£12.99	£12.99	£12.69	£12.99	£12.49	£12.99
YONI BRAXTON							
Toni Braxton	£9.99	£12.49	£11.49	£13.99	£11.49	£11.49	£12.99
AVERAGE CHART PRICE	£12.81	£12.84	£12.89	£12.86	£12.44	£11.94	£12.64
AVERAGE OVERALL PRICE FOR A CHART CD							£12.48
CLASSIC ALBUMS							
ASTRAL WEEKS							
Van Morrison	£9.99	£9.79	£9.29	£9.49	£9.99	£9.99	£9.99
SERGEANT PEPPERS...							
The Beatles	£14.99	£14.49	£14.49	£14.49	£14.49	£14.49	£12.99
DARK SIDE OF THE MOON							
Pinckney	£14.99	£14.49	£14.49	£14.49	£14.99	£14.49	£12.99
THRILLER							
Michael Jackson	£14.99	£14.49	£13.99	£13.99	£14.49	£13.49	£12.99
INVERSIONS							
Stevie Wonder	£9.99	£9.79	£9.49	£9.49	£9.99	n/a	£7.99
BROTHERS IN ARMS							
Dire Straits	£13.99	£13.49	£9.49	£13.99	£14.49	£9.99	£12.99
A NIGHT AT THE OPERA							
Queen	£14.99	£14.49	£13.49	£14.49	£14.49	n/a	£14.49
SCREAMADELICA							
Primal Scream	£13.99	£13.49	£14.49	£13.99	£13.99	£13.49	£11.49
WHAT'S GOING ON							
Marvin Gaye	£9.99	£9.79	£9.99	£9.49	£9.49	£9.49	£7.99
AVERAGE CATALOGUE PRICE	£13.10	£12.70	£12.13	£12.65	£12.82	£12.24	£11.95
AVERAGE OVERALL PRICE FOR A CATALOGUE CD							£12.36

Source: MW survey of CD album prices on May 10, 1994.

*Multiples' figures represent national pricing policy.

High Street. Woolworths continues to make waves with its £9.99 sale, which includes titles such as *Abba's Gold* or *Greatest Hits* and *Dire Straits' Brothers In Arms* and which runs until the middle of July. Meanwhile only last Thursday (after our survey was completed), HMV launched its own campaign on full-price best catalogue titles, offering 700 of them at £12.49 or two for £20 - a potential saving of nearly £5 on the prices listed above. It's a battle in which the consumer can only continue to come out the winner.

COMMENTARY

Why the MMC report was leaked

When *The Economist* published leaked details of the Monopolies and Mergers Commission's report 10 days ago, the music industry found itself wrong-footed by the DTI's political manoeuvring.

Just one month after the MMC passed its report to the president of the board of trade, Michael Heseltine, the industry was caught unawares by suggestions that it had been completely exonerated of price fixing. But while the DTI and the MMC denied responsibility for putting out the story, seasoned parliamentary observers recognised a tried and tested parliamentary device: the tactical leak. "Whenever a report leaves the MMC for the DTI, very quickly it is leaking all over the place. It's part of the process," says one pundit.

From the moment the *Independent On Sunday* began its campaign two years ago, the issue of CD prices has been a political hot potato and certainly not the issue the Government is inclined to take lightly in the wake of the Consumers' disastrous local election results. Observers say the leak has all the hallmarks of a finely choreographed move to test public interest by Michael Heseltine. As one lobbyist says, "If the media responds to the leak with outrage, it gives the likes of Heseltine an indication that he will have to look at it again. If not, he knows it will not ruffle any feathers."

Heseltine's thorny problem

Even if the leak - deliberate or not - turns out to be incorrect, the difficulty for Heseltine is that there appears to be no politically acceptable action he can take. The MMC's brief was to establish if the multiple retailers or major record companies enjoyed a monopoly and, if so, whether they worked against the public interest. As the OFT acknowledged in its submission to the National Heritage Committee enquiry last summer, the only single company which could arguably be said to operate a so-called scale monopoly is WH Smith, whose proposed merger of Virgin and Our Price will give the group around 28% of the market, just above the MMC's 25% limit. If the MMC has decided that Smiths having such a share goes against the public interest, Heseltine could theoretically force the chain into selling or closing some of its stores, but such an action is almost unthinkable.

If the MMC has decided on the other hand that the five majors' share of the market (around 70% in 1993) allows them to indirectly fix prices, Heseltine could opt for a form of price regulation or the limiting of price increases. But such propositions would be politically unacceptable to a free marketer such as Heseltine, and the policing of any system would be impractical. "Price regulation is not well liked, primarily because it is such a nuisance," says Roger Finbow of City law firm Ashurst Morris Crisp. "There are huge problems in enforcing such regulations."

The second option for Heseltine, if he were to decide that there is some kind of record company cartel working against the public interest, would be to legalise parallel imports by stripping labels of their exclusive rights to license for the UK. But it is hard to see the sense in a government taking action which by definition would put UK companies at a disadvantage. The word from the DTI is that Heseltine's decision is likely to come some time in the second week of June. Only then will the industry know whether to start the champagne corks popping. But so far the indications look positive. As our table (left) indicates, the reality is that on the High Street CD prices are in real terms lower than ever. Consumers are being offered a huge range of product at a bewildering range of price points. Pricing is no longer an issue - if it ever was outside the pages of the *Independent on Sunday* and the Consumers' Association's *Which?*

After the huge amount of effort and heartache the MMC investigation has generated, the industry is probably a little bit nervous about uncoiling the champagne just yet, but after last week's leak it may be wise to put a bottle or two on ice.

Martin Talbot

MULTIPLES CHART FARCE - Letters, p38

CLASSIFIED

Rates: Appointments: £23 per single column centimetre (minimum 4cm x 2 cm)
Business to Business: £13.00 per single column centimetre
Notice Board: £10.00 per single column centimetre
Rec. Numbers: £10.00 extra
 Published weekly each Monday, dated following Saturday.
Copy Date: Advertisements may be placed until Thursday 12 Noon for publication Monday (space permitting).
 All rates subject to standard VAT

Classification Deadline:
 Wednesday 10 a.m. before publication Monday.
 To place an advertisement please contact
Karen Painter, Joe Deveton or Martin Smith
Music Week - Classified Department,
Benn House, Sovereign Way, Tonbridge, Kent TN9 1RW
Tel: 0732 364422 Ext. 2310/2427/2214
Fax: 0732 368210/361534 Telex: 95132
All Box Number Replies to Address above

APPOINTMENTS

WANTED: MANAGER WITH TWO HEADS PRODUCTION/COMMERCIAL MANAGER

China Records is one of the UK's most successful Independent record companies, with a roster including Levelers, Art of Noise, Wishplants, Chuck Prophet and Louchie Lou & Michie One.

We're looking for a hard-working and motivated self-starter with two heads.

One head must be able to control the production for China, Indochina and Inner Sense and our associated labels Beyond, Planet 3 and Equation.

The other head must be able to provide input into our commercial strategies and exploitation — including licensing and international distribution.

If you're the kind of person who can jump into a young and vibrant company . . .

write in confidence to **John Benedict,**
Managing Director, China Records Ltd,
27 Queensdale Place, London W11 4SQ.



handle

P.A. International £16,000
 Music exp. 80/90 skills.

Dance Label £15,000
 M.D., intelligent, articulate, 60+ exp.

Sec. Personnel £14,500
 Major Exp. skills, Relevant exp.

A&R Sec £12,500
 Brilliant skills/generator

Record Reception £10,500
 Slayish, bright.

the recruitment
 consultants
 to the music
 industry.

071 493 1184
 for an
 appointment

Retail Tele Sales Person

For large Established Indl Sector Company

You: Know the Indl Market, are young, want to run our distribution section within a year, must have a wonderful personality and can sell.

Salary: Depends on how much we like you

Apply by **May 21st** to:

P.O. Box 2220, London E9 7SN

Send yourself to us please.

sigCa

requires Press Officer

Enthusiasm, a love of music and the ability to work in a busy environment essential. Some music-related experience an advantage.

Replies to: **Linda Obadiah**

B C Records, P.O. Box 3074, W4 4ZN

COURSES

Marketing PR & Promotion

Exclusive Training Programme

An intensive programme covering all aspects of Marketing & Promotion including Club Promotion, Marketing Strategies, Conferences, PR, Radio & TV, Advertising, Artist Promotion & Case Studies. Lectures given by established Music Industry Marketing & Promotions Professionals.

For Details Call: **071 588 0236**

The Global Entertainment Group

BUSINESS TO BUSINESS



THE MUSIC SHOPPING SPECIALISTS

BROWSERS' WALL DISPLAYS
 CHART DISPLAYS & COUNTERS
 STORAGE UNITS & LISTENING POINTS

STANDARD RANGE OR CUSTOM
 INHOUSE DESIGN AND
 MANUFACTURE

FREE STORE DESIGN
Tel. 0480 414204
FAX. 0480 414205

RECORD MAILERS

Total protection for your records.

Available from stock or custom made with your own logo.

Also available - Jiffy Bags, Postal Tubes and a full printing service.

SWAN packaging

Unit 6, Princewood Road,
 Earlieston Industrial Estate,
 Corby, Northants NN17 2AP
 Telephone (0536) 204272
 Fax (0536) 201327

ANSWERS RECRUITMENT

Specialist Consultants to the Interactive Video Games Industry

SENIOR EUROPEAN BRAND MANAGER LIVERPOOL

Our client, a major international Interactive video games company, and division of a global electronics and entertainment group with offices around the world, is currently looking to fill this key position due to internal promotion.

A focused role with front line responsibility for the companies European 'new release' product group. You must possess outstanding interpersonal skills as you will be working closely with colleagues across all disciplines. You will need sound strategic marketing skills and the ability to adapt and grow according to the accelerating pace of change prevalent within the games industry. An innovative and enthusiastic manager accustomed to leading a team with full profit and loss responsibility, with the experience and commitment to play a pivotal role in the ongoing growth of the company.

The successful candidate will enjoy an executive salary package and benefit from challenging career opportunities within the group.

In the final instance, please send your Curriculum Vitae, including current salary, to: Elizabeth Welch, Answers Ltd, Anderson House, 50 Bridge Street, Northampton, NN1 2PA. Tel: 0604 603249 Fax: 0604 383691

BUSINESS TO BUSINESS

NEW MUSIC SEMINAR 19-23 JULY

AT THE SHERATON
 NEW YORK CITY
 Flights from £379 plus tax
 Hotels from £64 inc.
 Registration forms and
 Information Kits from

GUY or DONA at:



TEL: 071 255 2636
FAX: 071 255 2633

BLACKWING THE RECORDING STUDIO

Customers include:
 Miki 600, MADRS, Lantana,
 Niko, Jess Jones, Paris Saints,
 Lou & Rockets, Paves, This
 Month Cool, Eastway of St.
 Theresa, The Strainers, Inspiral
 Carpent, Herb Barry, Middlemist,
 Garibaldi, The Faith Hunters,
 8 Storey Windows, Tropic Global
 Underground.
 Mixing suite with aptitude
 Dolby SR in all rooms
FROM £300 PER DAY
071-261 0118

ACID JAZZ

Interested in stocking
 our merchandise?
 We are currently offering an
 initial 25% DISCOUNT
 for new music & fashion outlets
 in the UK & overseas.
 For more information please
 contact
Mark Wells
ACID JAZZ MERCHANDISING
PO BOX 182
LONDON WC2H 8NS
TEL: (071) 813 3165

REWARD CASH AVAILABLE

For the purchase of libraries/co. stocks/promotional
 surplus/private collections/retroverts, etc. Records/Audio
 Cassettes/Compact Discs/Video Cassettes/Books of all musical
 persuasions. Many years experience ensures a complete and
 discreet service to the radio and music business countryside.
 Distance not a problem. Give us a call.
CHAPMAN RECORDS LTD
53 Super Street, London W1
Tel: 071-437 8272 noon-10.00pm

ARABESQUE DISTRIBUTION

representing many independent labels including:
 Red Lightning, Emerald, Sovereign, Klub,
 TC, Bakrak, M&S and many more.

ARABESQUE WHOLESALE AND EXPORT

A huge selection of
 Indie Labels (Chart, Back Catalogue, Budget,
 Overseas), independent and merchandise.
ARABESQUE IMPORTS
 Non-UK titles imported from all over the world
 including: MCA, Warner, Frankfort Beat,
 No Respect and many more releases plus large back
 catalogue always in stock.

Contact us today
NETWORK HOUSE, 29-39 STIRLING ROAD, LONDON, W3 8DJ
UK SALES: (081) 992 7732 INTERNATIONAL: (081) 992 0098
BUYING: (081) 992 0098 FAX: (081) 992 0340

BUSINESS TO BUSINESS

Residential Recording Studio

in beautiful private woodland setting with own investment of

700K

requires further investment for an exciting and totally unique recording studio concept in addition to its extensive existing facilities. The potential investor will have the opportunity to acquire a shareholding in the company, together with part ownership of a magnificent secluded property. A named individual within the music industry such as a producer/performer would be ideally suited, either having an active or non active role.

For further details please reply in the strictest confidence to:

P.I.C. PO BOX NO. 1QZ

Newcastle Upon Tyne NE99 1QZ

MUSIC STOREFITTINGS

Specialists in Display and Storage for Audio & Video



Browsers
Wall system
Chart displays
Counters
Storage units
Laminated points

Comprehensive standard Range or Bespoke Inhouse Design & Manufacture
FREE STORE DESIGN
Tel: 0473 461025
Fax: 0473 240128

FOR SALE

LIFT CD RACKS

Offers

Buyer must collect

For further details

Phone 0826
316818/312231

BEST VALUE IN LONDON

Services 24 hours, 7 days a week
Hi-Def track pre & post-production/video
Full service to include transcription
CD/DAT duplication & conversion
Digital editing and mastering



Audio/Video Application
Hardware/Software Conversion
Full service to include transcription
Hi quality, fast service, fair prices
G.W.B. Audio/Video
071-723 5150

VARIOUS MTR 90 MKII MACHINES FOR SALE

All with Auto-Locate & Remote, low mileage (3,500 hours or less).

Call

John or Gerard

on

(071) 731 6013

STUDIO FOR SALE - WITH HOUSE

Record Producer has beautiful house for sale, with separate, purpose-built sound proofed, fully equipped private recording studio. Set in lovely garden. Price £135,000. HAYES, MIDDIX. Call: (0753) 890400

SHOP FOR SALE

on High Street in busy North East market town.

Turnover in excess of £200,000 net. Plenty of scope for increase. Gross profit £70,000.

Sale includes lease, stock & all fixtures & fittings. £40,000 or best offer TEL: (0374) 627033

DRUMMER URGENTLY REQUIRED

For Brighton Rock/Pop Band
Classic sounds, very 90's guys, mid-twenties. Into Beatles, Byrds, Floyd, Motown, Miles Davis, experimentation etc.

Call RICK (0273) 600955
or JOE (0273) 670629

WANTED!

AND A REWARD
All CDs, Cassettes, Videos, etc. New, used, samples — any product accepted. Clearing, overstocks, deletions, closures our speciality. 1 to 100,000 — collection arranged.

Come to:

WEST END THE LEISURE PEOPLE

11 Praed Street, London W2 1NH
Tel: 071-402 5667.
Fax: 071-402 5560

Session Agency Services

Hunky Funky Horns, Backing vocalists, Rhythm, strings, tours. Record companies welcome.

Tel: 081-741 2073
Fax: 081-748 7912

FED UP WITH EXPENSIVE HOTELS FOR YOUR GROUPS?

Consort Estates have a wide variety of serviced apartments available for weekly letting in Kensington and Hampstead.
Tel: 081-451 3094
Fax: 081-459 4422

PROPERTY

TO LET SOHO RECORDING STUDIO

ENTIRE FLOOR ON NEW LEASE
Tel: 071 636 2277

designer for Music Industry

mainframe

Working on our Bright Specular Studio

We are looking for a creative, well organized and experienced GRAPHIC DESIGNER to work on a variety of record company accounts. You will be experienced on Apple Mac and used in Photoshop. Your portfolio should be able to compete with the best of current agency work.

APPLY BY PHONE / VISITING TO 20 BROADWAY/PICTE MARLBOROUGH, UNIT 2, PARK SQUARE, 223 TESSINGTON LANE, LONDON W10 4BD. TEL: 081 938 0842. FAX: 081 938 0822.

International Rock Qualifications For Guitar, Bass and Drums

ROCK SCHOOL

081 - 332 - 6303

Grades 3, 5, 6 & 8 Validated by Trinity College
AVAILABLE NATIONWIDE

THE DEFINITIVE MAGAZINE FOR CHARTWATCHERS

Hit Music magazine covers showing various charts and album covers.

NEW EN
7 SILKEN
19 LISA STANFIELD

KISS 100 FM DANCE 20

TOP 20 SINGLES

Rank	Title	Artist	Label	Format
1	I WILL ALWAYS LOVE YOU	BRITNEY SPEARS	Jive	C
2	HEAL ME	WILLOW	Capitol	C
3	HEAL ME	WILLOW	Capitol	C

TOP 20 ARTIST ALBUMS

Rank	Title	Artist	Label
1	GREATEST HITS 46-72	GRAND	Capitol

CHART FACTS

Album	Year	Debut	Peak	Weeks
Michael Jackson (Off The Wall)	1979	256	1	323
Greg Lake (Solace In Former Christmas (Atlantic))	1991	256	1	371
Rapin'ation (Y2K MATELLI Love Me The Right Way)	1990	256	1	371

* The top 100 Singles and Albums charts
* Detailed chart analyses

* Genre, format and overseas charts
* Less than £2 (excl p+p) per issue!

—OUT EVERY WEEK—

For further information contact Phil Matcham on 071 620 3636

ERA, Spotlight Publications, 8th Floor, Ludgate House, 245 Blackfriars Rd, London SE1 9UR

WHY PRODUCERS DESERVE A SHARE OF PPL MONEY

There cannot be many people directly concerned with recorded music in the UK who have not noticed rumblings concerning the collection and payment of performance income to record companies, artists and musicians. It has been one of the central aims of Re-Pro to include record producers, too.

The main debate concerns an equitable distribution of money in the UK, paid by radio and TV programme diffusers and collected by PPL, between record companies, featured artists and musicians. Although all three parties appear to take a benevolent view of the principle of including record producers, there is understandably a great deal of angry barge over whose share will be compromised by its inclusion.

When the payment for plays first came into being, record producers were staff members of the record companies and the question of separate payments of any kind was simply unnecessary. When the record producer as an independent freelance was established and encouraged by record companies and artists alike, it became clear that, in the absence of a corporate bonus, it would be untenable not to reward the producer pro rata (royalties). The past 10 years have seen an increase of radio and television stations out of all proportion to expectations, moving the focus towards the protection of intellectual property rights as sales become decreasingly significant and broadcast dissemination of music increases. Record companies therefore may well recognise that a record producer's fears of diminishing income in this climate are entirely justified. If all of us involved in music-making seek diligent, well-policed and stable methods by which we are paid, we will achieve two things – we will avoid diverting the Copyright Tribunal and the courts with endless squabbles and we will preserve music-making as a way of life.

Robin Millar is chairman of Re-Pro

Multiples' chart farce

Yes, the distortion in the album charts has made them a farce – the multiples' album charts that is. Splitting the MW chart into artist and compilation charts was logical and truthful, even if the average punter might smell something fishy if he knew Now 27, not The Division Bell, was April's real number one.

However, it is the multiples which have made their own charts a farce. WH Smith refuses to 'chart' a genuine Top 10 album like The Seekers' Carnival Of Hits – perhaps because they think it lacks street cred. Meanwhile, Woolworths

refuses to chart the albums in its national promotion – the albums which are selling so copiously that their sales have "distorted" the official chart which only the "honest indies" now use.

Yes, the albums charts are a farce but the answer is not to create yet another official chart (classic/back catalogue) to debate the whole concept, even further abandon their marketing tools and to unite behind the official charts.

If a multiple still insists on promoting its own chart as a sales chart, there

is one simple sanction a unified industry can easily apply: their returns should be excluded from the compilation of the official chart. Hopefully market pressure would bring the rebels into line.

Unless something is done, and quickly, the whole concept of charts will be so fatally discredited in the public eye, we might as well make up the official charts, too. Think how much hassle that would save.

Mark Dawson,
Bernard Avenue,
London W13.

Tell customers the truth

Believe it or not, a few years ago the singles and album charts actually reflected what the public was buying. If the latest Now! album had sold the most copies in the previous week, it was number one in the albums chart, logically enough.

Those days are long gone, of course. The compilation chart was introduced so more artists could claim to have a hit album by making the Top 75.

And now even more changes seem to be on the horizon. An element of airplay may be introduced to the singles chart to slow down the quick turnover.

Woolies recently went completely over the top by giving customers a bit of value for money by discount-

ing a wide range of back catalogue albums. There is talk of banning such promotions from the albums chart, as these discounted oldies are taking up valuable chart positions which should be filled with new full (over-) priced product.

With so many different in-store charts about anyway, poor old Joe Public no longer knows or cares which is the official chart.

The music industry can manipulate the charts until the cows come home but it still won't stop the public buying what they want, when they want. Unless they want it on vinyl, of course.

Martin Wilkinson,
Christchurch Road,
Bournemouth.

Interactive sceptics talk up good service

"The interactive age is set to change the face of music retailing..."

What rubbish. The system allows customers to call up tracks from up to 30 albums via a touch-sensitive screen – big deal!

At Koinonia we have had a voice-activated interactive system for years which allows customers to call up tracks from any of several thousand albums.

How does it work? Well, the customer goes up to one of our staff and says, "Play me so-and-so" and within seconds he or she is listening to it! It's the service that counts – not the technology.

David Brown,
Koinonia,
High Street,
Belfast BY1 2JZ.

▶▶▶▶▶ DOOLEY OUT AND ABOUT IN THE INDUSTRY THIS WEEK p.39 ▶▶▶▶▶

Michael Dornemann:
why I walked away from the Virgin deal

Michael Schulhof:
how record stores are the real superhighway

Garth Brooks:
how I negotiated my contract with Jim Ffield

plus
Spain – every fact and figure you'll ever need
Chartwatch – the Top 10 world markets in focus
Cyberspace – Geffen logs on to the Internet

MBI out this week

DOOLEY'S DIARY

Remember where you heard it: Okay, how difficult can it be to find an original name for a label? Just when Ollie Smallman and Dennis Ingoldsby had settled on **Fundamental** as the title for their new Arista imprint, they see their Music Week's front page pic of former Arista marketing director **Tim Prior** and details of his management company called, you guessed it, **Fundamental**... You have to feel sorry for the poor organisers of the 'postponed' **Isle of Wight Festival**. Last week a leading critic of the event, 79-year old Donald Bradford, was **bitten by a snake** in his garden 40ft from the festival's planned site. The police are now describing the whole area as a "hot-bed of snakes" ...Anyone taking a trip to the cinema in the next few weeks should take a peep at **Four Weddings And A Funeral** in which Radio One's battle-worn press officer **Jeff Simpson** appears as a **mourner**. But Jeff is a **reluctant thespian**: "I don't want to talk about it. I don't want to be accused of getting more publicity for me than for the network"... Meanwhile, **BBC van drivers** have received a slapped wrist for displaying **Virgin 1215** car stickers in their vehicles. A **leaked memo** written by a furious controller of resources **Stephen Reid** says the offending "advertising" for



A bucking bronco, country music line dancing and an unlimited supply of Nashville's very own liquor Jack Daniels ensured the above bash was one helluva party. The occasion marked the first direct flights by American Airlines between London and Nashville, and country music band The Cactus Brothers played a full set to entertain the 200-strong crowd of music and travel industry figures. Taking time off between trans-Atlantic ocean-hopping to pose for the camera are: (from left) The Cactus Brothers' manager **John LeMay**, **Paul Fern** of promoters Asgard, **CMA Europe's Tony Rounce**, **Nashville tourist officer Terry Clements**, PR executive **Tony Byworth** and **Jennie Halsall** and **Bob Sapoznik** of Warners Nashville.

the competition must be removed or **heads will roll**...Dooley tried to contact former BR fireman **Pete Waterman** for a comment on his plans for his new **rail service** but he was, surprise surprise, on a **train journey** around the Highlands of **Scotland**...Events of the week included **ZTT's 10th anniversary party** and **Virgin's Carleen Anderson** album preview. At the **ZTT bash**, the label showed off its eclectic roster with performances by **swing act All Saints 1975**, **Tara Newley**, **Wendy & Lisa** and **Seal**. And forget all that nonsense about **ZTT** and **Holly Johnson** being **daggers drawn**. "Holly pops into the office all the time," reports one insider... **Hearty applause** to **Carleen's manager Steve Finan** who crammed two ligs into one evening, ripping across town to enjoy his ward's showcase after a dinner hosted by **VVL boss Bill Tennant** celebrating comic **Billy Connolly's** record-breaking stint at the **Hammersmith Apollo**... **Rolling Stones** producer **Don** was described the new album as "a **kick in the shins**". Could it be **Vinny Jones** has taken on that vacant bass

player's role?... Good luck to **Island Records' A&R chief Nick Angel** who goes in for an **operation** on a ligament this Thursday....There were **four red cheeks** on an anonymous young **Polydor marketing executive** last week when his workmates told him to arrange a massage to cure his cold. Our hero arrived at the massage parlour and was **naked on the slab** ready to be relaxed when the **female masseur** started to **strip**. It was only when she asked him if he'd like the **£20 or £50 service** that young **Einstein** realised he was in a **brothel** and quickly left... **Epic head of press Joanna Burns** gave birth to a **baby boy** last Monday. **Joanna** phoned the **Epic press mob** within two hours to tell



After 20 years at the sharp end of the business, **John Read** of Falmouth's **Compact Records & Tapes** is on top of the world. Not only did 1993 prove to be a bumper 12 months, Warner has decided to pay its own compact tribute by presenting him with a commemorative CD of his favourite album, **KD Lang's Ingenue**. Read - pictured receiving the prize from his local Warner regional manager **Bill Whitney** - has other strings to his bow. He worked for 12 years for publishers **Campbell Connolly** before going the retail route. He even produced the first album by cult band **String Driven Thing**, a platler that Read reckons is now worth around **£100**. "They were a great band," he says, "but it was a crap album."

them the good news, and check any messages!... Meanwhile, **eccentric wedding of the year** looks like being **EUK's Adrian Pitt's** binding to one **Rita Lewis** later this month. Best man **John Pearson** of **MCA** has ordered a "stretch" **Skoda** to pick the lads up for this Friday's stag night... **Cyberspace** generates strange bedfellows. Among the few music people at last week's Internet conference were **Colin Angus** of the **Shamen** and **MCPS's Graham Hill**...



Billy's always a hero when it comes to selling records and this team of **Sony Music** top brass and promoter **Harvey Goldsmith** were on hand at one of last week's **Earls Court** shows to give him a hero's reception. Pictured handing over a silver disc to a joyful **Joel** for the **River Of Dreams** single and platinum disc for the album of the same name are, from left: **Goldsmith**; **Sony Music Entertainment (Europe) president Paul Russell**; **Joel Management's Jeff Schock**; **Billy Joel**; **Columbia MD Rip Xones**; **Sony Music Entertainment UK chairman and ceo Paul Berger** and **Columbia marketing director Brian Yates**.

music week
Incorporating Record Mirror
© Spotlight Publications, Lodge House, 245 Bricklayers Road, London SE1 3UR
Tel: 071-420 3636. Fax: 071-421 8025. UK A United Newspapers publication

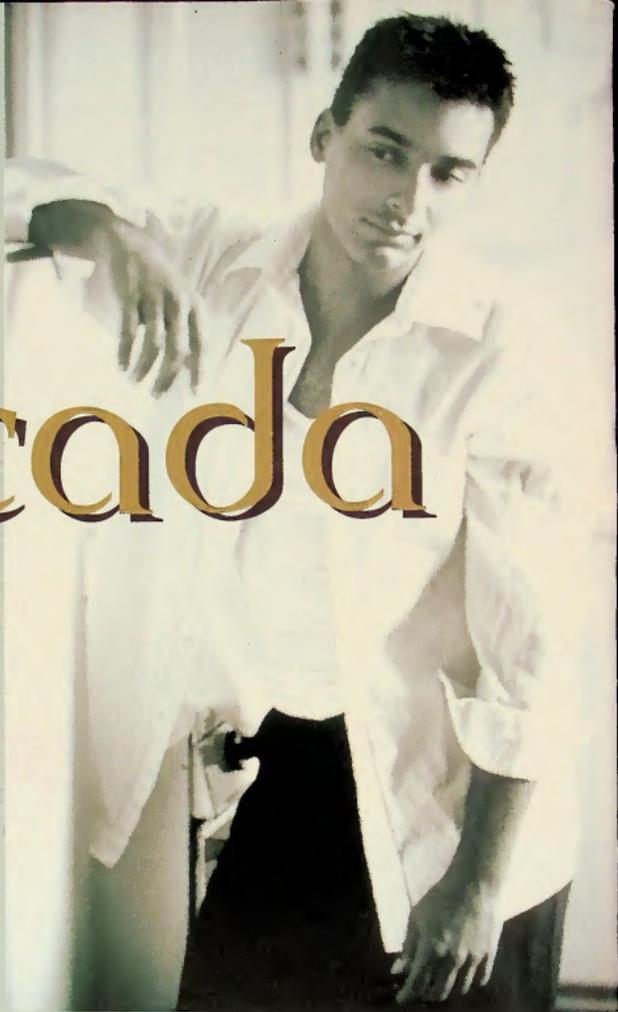
Editor-in-chief: **Steve Redmond**. Managing editor: **Selina Webb**. News Editor: **Martin Talbot**. Reporter: **Sarah Henahy**. Contributing editor: **Nick Robinson**. Paul Connors. Group Production Editor: **Dianne Hilland**. Chief sub-editor: **Andrew Martin**. Senior sub-editor/Designer: **Fiona Robertson**. Editorial Assistant: **Gail Gutz**. Ad manager: **Ruth Blackett**. Deputy ad manager: **Judith Borer**. Senior ad executive: **Steve Masters**. **Matthew Tyrrell**. Ad executives: **Siddi Ghosh**, **Beth Cherrill**. Advertising executive: **Lucy Stevens**. **For Spotlight Publications** - Group special projects editor: **Karen Faux**. Design and promotions manager: **Mark Ryan**. Group ad production manager: **Robert Clarke**. Production controller: **Jana Korka**. Executive Publishers: **Andrew Brice**. Registered at the Post Office as a newspaper. Member of Periodicals Publishers' Association. Printed by **Parsons Press**. UK subscriptions: including free **Music Week Directory** every January: £10 from Computer Postage, 120 Leam Road, Leamington Avenue, **Micham, Surrey, CR6 3HP**. Tel: 061-640 8142. Fax: 061-640 4873. UK £110. Europe £127. USA/Canada: 001-800-525-0550. Americas and the Far East £245.150. **ISSN 0263-1548**

Subscription Hotline: 061-640 8142. Newstrade Hotline: 071-700 4600

Average weekly circulation: July to December 1993: 12,078.

JON Secada

heart,
soul
&
a voice



The long awaited new album from one of the greatest new writing and performing talents of the 90s - Jon Secada.

Release date 23rd May 1994

Cat Nos: SBKTC 29 / SBKCD 29

- Following the incredible international success of Jon's first album which hatched a handful of hits including the 92 smash pop anthem Just Another Day, *Heart, Soul, & Voice* is heralded with the lead single *If You Go*.
- The campaign will be spearheaded by TV advertising in London, Central, Granada, Yorkshire, Tyne Tees and the South West for 2 weeks. This will be reinforced by a major p.o.s/window campaign comprising of centre-pieces, full colour posters and logo boards. There will also be a national flyposting blitz and intensive press advertising in National and music publications as well as Women's monthly magazines.
- A further three singles are planned from the album and Jon will embark on a World Tour - which will include UK dates - later this year.

