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PMI
PIONEER MUSIC INTERNATIONAL

Managers' label to offer 'moral' deals

Outspoken Simply Red managers Andy Dodd and Elliot Rishman are putting their money where their mouths are with the launch of their L'Attitude label.

The pair say they will hand back masters to all artists signed to the label after a period to be negotiated as part of individual deals.

The new imprint - which is wholly owned by the two managers - will focus on dance and pop releases under a four year licensing deal with Phonogram.

Phonogram managing director Howard Berman says the L'Attitude deal forms part of Phonogram's attempt to broaden into dance music. Plans to establish a dance department are also understood to be close to fruition.

Berman, who helmed A&M during its success in breaking Dina Carroll as an album artist, says, "I fail to see how a major label cannot have a presence in

the dance arena anymore. This company has been out of that culture for a while. I want to bring it back with a vengeance." Over the last two years, artists including George Michael and Mick Hucknall have complained about not owning their masters even though they pay all recording costs. The issue has also been taken up by the International Managers' Forum, of which Dodd and Rishman are founders.

Andy Dodd says the pair were keen to break with the "immoral" tradition. "As managers we are, by default, sympathetic to the artists' cause and on a purely moral basis, it is not acceptable to retain all copyrights."

Most releases make most money in the first 18 months or two years after release, he adds. "Artists like George Michael, Simply Red and U2 will reap within weeks, or even with first ship-

ment. On that basis there is no reason why copyright should not revert after a negotiated period." He suggests that 10 to 15 years could be a fair term.

The L'Attitude label has grown out of Dodd and Rishman's club promotions company North-South, set up last year with Simon Bushell. Bushell has been named head of A&R for the label.

Through North-South the label will retain a firm foothold in Manchester, but day to day operation will be handled by managing director Sally Gross from an office at Phonogram's London HQ. Gross put together the Urban Cookie Collective project and previously ran the Unheard Records and Out On Vinyl labels.

The first L'Attitude releases will be a single by Mo Bounce on August 29 and will be followed by the Skylab single and LP in September. Other artists signed include Rob Alexander and DeSoto.

Nude Records is insisting that the departure of Saede's guitarist and songwriter Bernard Butler will not affect the future of the band. Nude founder and managing director Saal Galpern says the band are hoping to begin auditions soon but that a decision may not be taken until nearer the end of the year. Recording had already been completed on Saede's second album before news of Butler's departure emerged last week. Butler declined to comment on the split, but his relationship with frontman and fellow songwriter Brett Anderson was known to be deteriorating for some time. The new Saede LP, which remains untitled, is currently being mixed and is scheduled for release by Nude Records on October 3. The band are currently deciding on one of three potential tracks for the first single, which is due on September 12. Butler will not be available for videos or other promotion of forthcoming releases. Sony, whose Licensed Repertoire Division signed Nude for the world outside the UK last year in a deal worth more than £1m, declined to comment.



DCC player prices cut to revive sales

Philips is slashing the prices of its DCC hardware by almost 50% in a bid to kick-start the format.

Latest CEN data shows the digital tape system falling behind MiniDisc, with around half its rival's sales. In the first six months of this year less than 600 DCC tapes were sold, compared with more than 1,900 copies of Sony's MD format.

Now Philips is looking to cut hardware prices to drive DCC sales upward. A deal with Richer Sounds, offering a

deck at £179, down from £349, is already revitalising sales, claims Philips spokesman Andrew Burslem. After test marketing its hardware range at reduced prices in the Netherlands, Philips is also cutting prices of Mini and Midi systems by £300 to £499 and £399 respectively, and the DCC 180 portable is down £50 to £149. Philips also intends to launch a new, cheaper portable player the DCC 170 in September, retailing at £249.

Pickwick plans TV marketing division

Budget specialist Pickwick is looking to move into TV marketing to raise the profile of its audio range.

Managing director Garry Le Count has hired former Telstar A&R TV marketing consultant Steve Edgley to oversee the project.

Edgley, who joined the company a week ago, says he will be looking closely at the benefits of launching a television marketing division, which would put Pickwick in a position to compete directly with Telstar and Dino. "The idea is certainly a possibility with our parent Carlton Communications being a multi-media company," he says.

be the prime target after London's acquisition of the Joy Division and New Order recordings in January last year.

Also up for sale are tracks by acts including James, Quando Quango, Section 25, Cath Carroll, Stockholm Monsters and The Wake, featuring some of the earliest performances by Primal Scream's Bobby Gillespie.

Any sale is unlikely to prove straight-

forward however. A source close to the London deal says, "The original Factory artist deals were so vague that a large number of people could lay claim to the various parts of the catalogue. This became a major sticking point in the London talks, and they felt it was best to bring the label back before discussing the catalogue." London Records was unavailable for comment.

Burke to quit Bard chair in September

Virgin Retail managing director Simon Burke has confirmed he will step down as chairman of retail body Bard after two years in September. Nomination papers for elections at the forthcoming Bard agm, which is due to be held on September 22, were sent out last week. Burke says he has enjoyed the experience but adds that the additional workload created by the Virgin/Our Price merger has made a second term impractical.

New Heritage minister gets BPI vote

The BPI has welcomed last week's appointment of Loughborough MP Steven Dorrell to the post of National Heritage secretary as part of John Major's Cabinet reshuffle. Replacing Peter Brooke, who held the post from September 1992, Dorrell, 42, is "a rising politician", according to BPI director general John Deacon. "Peter Brooke did a very good job but we knew he was around for a limited period," says Deacon. "It's good to have a young man in the post, and we have already arranged to meet him to discuss industry matters." Meanwhile, UK copyright issues will now be handled by Esher MP Ian Taylor, who has replaced Patrick McGlaughlin as parliamentary under-secretary for trade and technology at the Department of Trade.

Alliance Corp close to buying Castle

US media group Alliance Entertainment Corp is understood to be close to completing the acquisition of Castle Communications. Last week Castle's share value remained high at 325p, after Castle admitted it was engaged in talks which could result in a takeover. Alliance has recently undergone financial restructuring. Alongside film sales and video interests it also owns two North American audio wholesalers.

Emap Trans World bid: ruling due soon

Emap should know by the end of this week if its planned takeover of Trans World Communications will be permitted under the terms of the Broadcasting Act. The Guardian Media Group which owns a 20% stake in Trans World has challenged the Radio Authority's decision to allow the deal and a judicial review begins on Wednesday (July 27). Emap has admitted the deal may have to be scrapped if Mr Justice Latham rules in favour of The Guardian. Trans World is also against the takeover claiming the Emap offer undervalues the company.

New appointments to Capital board

The Capital Radio Group has announced a number of executive appointments at its subsidiary Birmingham Broadcasting Ltd which operates the BRMB group of stations. Sales and marketing director David Bagley has been made managing director. Julie Fair is promoted to sales director and former producer and general manager Mike Owen is new operations director. The board has also appointed two members of the local community as non-executive directors, while Capital Radio managing director Richard Eyre will continue to sit on the BBL board in a non-executive capacity.

Hurry to get your views in MW survey

Work has started on *Music Week's* extensive survey of the UK record industry in conjunction with research company MTI. An eight-page confidential and anonymous questionnaire covering all aspects of the business from issues such as formats to the quality of UK A&R, was circulated in *Music Week* a fortnight ago. Executives are being reminded to return their questionnaires as soon as possible. The full survey will be published this autumn.

COMMENT

Now we're the evil industry

Heard of Martha Bayles? If *The Times* has its way you soon will. According to an impassioned leader in the 20th Thunderer last week it's about time the UK took notice of Ms Bayles' book *Hole In Our Soul* which accuses the music industry of - wait for it - debasing its customers through what *The Times* calls "the cult of sadism and violence in popular music". Before you rush out for a copy, it's worth mentioning that the book is only available in the US. So far. But *The Times*' willingness to single out the furor it has caused in the States as a handwaggon worth jumping on is a rude reminder that the music industry is still approached with more ignorance and cynicism than perhaps any other.

Sure, I've heard rap and rock lyrics which I (but not necessarily everyone) would find offensive, but only rarely. And certainly not on more occasions recently than at any time in the past 10 years. The US, with its huge market for gangsta rap, may have more to worry about, but I challenge *The Times* to find much evidence for the "unsavoury trend" detailed at any local HMV, Our Price or independent store.

Can music do its bit again?

So Wembley Stadium is devoid of the usual music extravaganza this summer. So thousands of people in Rwanda are dying in possibly the worst tragedy of recent times.

The last time an event of such appalling horror happened the music industry was able to turn a glitzy live music spectacular into a meaningful means of raising funds to ease the suffering. It didn't solve the problem, but it helped. And people were saved without the involvement of politics to muddy the waters. There may not be enough time, but could Live Aid be repeated in 1994?

Selina Webb

WEBBO

A matter of changing perceptions

Many have bemoaned the poor PR we, the music business, have been receiving recently. What do they expect? After the IMAC report was published no editor, certainly of any mass-market paper, is going to run a story headlined "We Wuz Wrong - record companies make an adequate return and don't rip anyone off". It is not unexpected, of course. The *Independent On Sunday* found that a campaign to reduce the price of any consumer goods is bound to win popular support. While the *IOS*, to its credit, did publish occasional letters with opposing views, the damage is done. Most of the other press are just not interested in presenting a balanced view. Least of all of an industry that is seen as rich, fat and opulent when it should be regarded as great, British, export-led and innovative. None of those words would lead an editor to hold the front page. George Michael saying he is a "slave" does.

We can and should try, of course, to alter these perceptions but it will need all the industry to achieve anything. On past evidence the will to do anything is sadly lacking. Meanwhile, we keep chipping away. One good piece of news is that Tim De Lisle, the arts editor of the *IOS* and the man behind the CD campaign, seems to have given up and is now railing against stadium gigs. He wants to see the Stones in a club (don't we all) and refuses to go to see them in a stadium. That should save someone £50 for a pair of tickets.

Merry month of June

Good to see the record companies taking note of retailers' complaints and releasing lots of big albums in June. The Stones, Seal, Galliano, Eddi Reader, The Spin Doctors, The Prodigy, 2 Unlimited and a host of compilations. Well done.

Jon Webster's column is a personal view

NEWS

MusicLink dealt blow by supplier

MusicLink has been forced to fold its direct sales service after distributor EUK cancelled a supply agreement between the two companies.

MusicLink, which offered consumers CD and cassette albums over the telephone at High Street prices to be delivered within three working days, has closed the service following the EUK decision.

Kingfisher-owned EUK agreed to supply MusicLink when it was launched last September but ended the agreement in March after only 2,600 albums were sold in six months.

A Kingfisher spokeswoman claims MusicLink had forecast sales of 100,000 albums in the first year, but that the company's actual turnover proved "economically unviable".

MusicLink founder Ali Irvani disputed the figures. He says sales were fewer than expected, but that was only because the company had not begun a substantial promotional campaign. "We had not turned on the taps yet as far as marketing was concerned. We wanted to get the service right first," he says.

Irvani says EUK's decision to terminate the agreement means the compa-

ny in which he says £1m had been invested, can no longer operate. He says his lawyers are considering seeking compensation based on business projections for the next five years. He also alleges EUK went back on an agreement to provide nine months' termination notice.

But Kingfisher says only an informal agreement existed between the two agencies. The spokeswoman says nine months' notice was never agreed, although EUK did extend the notice period offered from three to four months when asked by MusicLink.

Smiths secures exclusive titles

WH Smith is focusing on exclusive ranges produced with EMI Classics, BBC Enterprises and Pickwick as the main thrust of its pre-Christmas activity.

The retailer is launching 20 newly-packaged classical titles with EMI, ranging from popular classics by Verdi, Mozart and Beethoven to opera and ballet collections, with a CD price of £7.99 and cassettes £4.99. Doublepacks of Pickwick's Disney spoken word titles *The Jungle Book*, *Aladdin* and *Snow White* will also be stocked exclusively by WH Smith, retailing at £14.99.

And a re-packaged range of spoken word comedy classics has been produced with the BBC. The titles, which include three £16.99 double-tape packs of episodes from *Round The Horne*, *Hancock's Half Hour* and *The Goon Show*, will be promoted from store promotions for the autumn's biggest rock and pop releases, which include titles from Madonna, REM and Eric Clapton among others.

The release of Disney's *Aladdin* will be the centrepiece of the chain's video promotion this autumn, but Smiths has yet to reveal what price it will carry. The retailer will also feature in its Christmas campaign children's titles such as *Tales From Hans Christian Andersen*, the BBC's *Civilisation*, *The Royal Ballet's Swan Lake* and sports titles *Manchester United: Champions 2* and *NCC Masterclass*.



Pickwick is launching its Bananas In Pyjamas series of children's releases with a roadshow starting in Minehead next month. The mid-price specialist releases an album based on the stars of the popular Australian children's TV series on August 1, followed by a single and video on August 22. The releases will be promoted by a roadshow in 10 sites, featuring appearances by the banana characters alongside teen bands Let Loose, Two Thirds, Get Ready, P.J & Duncan and Luciana. The first date of the tour is being held at Minehead's Butlins on August 2.

Monks key to EMI market share lead

Gregorian chant fever pushed EMI to its best yet classical market share figures in the second quarter, writes Phil Sommerich.

Canto Gregoriano was easily the top-selling album between April and June, outselling its nearest competitor, Michael Nyman's *The Piano* soundtrack, by nearly eight to one.

The album's strong performance propelled EMI to the top of the labels list, with a 21.0% market share in value, while Decca slipped to second place with a 20.2% slice.

EMI's strong improvement on the previous quarter was helped by CIN's

reclassification of Canto Gregoriano as a full-price, rather than mid-price, release.

The company's share of total album sales leapt 29% to 26.8% compared with the previous quarter, while PolyGram slipped 5% to 36.1%. As a result, the company's mid-price share dipped from 16.7% in the first quarter to 10%.

Meanwhile, Naxos remains dominant in the budget sector, with 10.7% of the classical album market by volume, almost the same as in the previous quarter. PolyGram remained top distributor on 31.9%, down from 38% in the previous quarter.

Golden Mile tape pirates to feel heat



The BPI is planning a summer offensive to rid Blackpool's Golden Mile of pirate tape sellers.

Despite the success of last year's raid on the resort's waterfront, the BPI's Anti-Piracy Unit says the pirates have returned in force.

APU head Tim Dabin says he is preparing another raid. "Although [the level of piracy sales] is not as bad as last year, Blackpool does seem to be worse than other resorts," he says.

Meanwhile, the unit says its new get-tough policy on CD bootleg traders operating at record fairs has received an encouraging response from the public and retailers. "We have gathered quite a lot of information as a result of monitoring the situation before deciding our next move," says Dabin.

CLASSICS GO ALTERNATIVE - p6

Magnum US base targets new releases
Reissue specialist Magnum has set up a wholly-owned US subsidiary to handle a new series of North American releases. Magnum Music Group chairman Nigel Molden, who will be acting president of Magnum America Inc until a chief executive is appointed in December, says the company has accumulated several licences which it has previously been unable to exploit in the US and Canada. After two initial titles by Roy Ayers and Jimmy Page with Albert Lee, Molden expects to release two releases a month until the end of the year.

Kent prepares for biggest-yet festival
More than 30,000 people are expected to attend one of the biggest summer music festivals ever held in Kent next month. East 17, D-Ream, Right Said Fred, Paul Young, Jocelyn Brown and Kim Mazelle are among the acts who will appear at the 220-acre Whitbread Hop Farm near Tonbridge on August 27/28 in an event organised jointly with local radio station Invicta FM.

Leading classical labels are launching new titles to capitalise on the increased demand for alternative and exotic repertoire, to *the Phil Sinner*.

In the wake of chart success for contemporary works by Gorecki and Tavener, and the Gregorian chant craze, Chandos is launching its New Directions label with three releases on September 15.

Sony meanwhile is launching its St Petersburg Classics series in September with a series of titles which all feature Russian artists, while Conifer targets the new trend for alter-

native classics with Dame Ethel Smyth's opera *The Wreckers*.

The Conifer title, the biggest release marking the company's 10th birthday, is being recorded by the label at a Proms performance on July 31 for rush release in September.

The label's Anne-Louise Hyde says: "It is a sign of the times that such unusual repertoire which 10 years ago would have been difficult to justify recording, now seems certain to be a big seller."

Chandos marketing manager Barry Holden says his label's New Directions

series will cross into territory not previously approached by Chandos. "It is no longer enough for indie labels to churn out endless cycles of rarefied repertoire," he says. "The first three releases to be followed by three more a month later, all backed by a £50,000-plus press ad budget."

Sony's St Petersburg Classics series contains around nine titles ranging from Tchaikovsky and Rachmaninov symphonies to chamber works and Orthodox church music. Later titles will include Georgian folk songs and new music little known in the West.

▶▶▶▶▶ DON'T SHOOT ME, I'M ONLY THE MANAGER, LETTERS - p10 ▶▶▶▶▶

Captured Creatively

Mike Spike Drake (producer):

"I use 996 all the time for mixing, running 'is' at 40ips without noise reduction. It just sounds really nice - especially good at the bottom end and with no apparent noise. Projects always sound more like a finished album when they're coming back off 996."

John Leckie (producer):

"996 impressed me the first time I heard it and I've been using it ever since. The amazing lack of hiss enables me to work without noise reduction and the tape is remarkably free of compression effects. And much material sounds almost better on replay than it did going down."

Avi Landenberg (Chop Em Out):

"We use 3M ADJ cassettes in our mastering suites - their very low error rates provide us with extremely reliable and cost-effective performance. The 20 bit technology used in our High Resolution Mastering demands the utmost consistency - we get this quality from the 275LE open reel tapes, which we use for our archive safety copies."

Tom Fredrickte (producer):

"996 gives you the kind of punch you just can't get from digital. I use the tape to the full, often slamming the levels very hard indeed but it all comes back sounding good. I used to think that to record ballads you needed digital but with the lack of hiss on 996 I don't have that restriction any more."

Dominic Fyfe, producer (Nimbus Records):
"We are very concerned with issues of quality, and conducted extensive tests via our manufacturing facility into the 3M Professional DAT tapes. Both in the studio and on location, these have proved to be highly reliable. We quite often don't get a second chance with a recording, so everything has to be right first time."

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TRANSCO 7 Soho Square, London W1K 5DD
Tel: 071 287 3563

STANLEY PRODUCTIONS 147 Woburn Street, London W1V 7TB
Tel: 071 439 0811

RACCUS PROFESSIONAL AUDIO
P2 Box 127, Kington, Bedford MK42 7HW
Tel: 0234 840408

STUDIO SPARES 61-63 Rochester Place, London NW1 9RU
Tel: 071 483 1692

MUSIC LAB 72-74 Eversholt Street, London NW1 8BY
Tel: 071 288 5192

PSM MAGNETICS Magnetics House, Avenue Farm, Stratford-Upon-Avon CV37 9QJ
Tel: 0789 288579

GRCHD VIDEO Old School House, Batten Manor, Brentford TW8 9RL
Tel: 0727 413698

NSV Shavers Industrial Estate, Sharnfield Road, Mansfield N12 4JW
Tel: 061 491 6600

P F MAGNETICS 14 Sington Court, 13 South Avenue, Croydon Bankers' Park, Croydon, Distribution GR1 3NR
Tel: 041 932 8026

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3M Innovation

SINGLES

CIN's decision to allow London Records' 17 labels to be grouped together for the first time in its market share calculations spelt disappointment for RCA in the second quarter. London's newly combined share jumped from 4.3% to 6.8% in the three months, just

pippling RCA to the singles

top spot despite the latter's bumper quarter with Take That's

Everything Changes, Big Mountain's Baby Love Your Way and Crash Test Dummies' MMM MMM MMM.

The London stable, which includes 3 Stripe/ffr, fir, London, Victory, Ffreedom and

Metronome, had the seventh top selling single of the quarter with East 17's Around The World.

CIN has also decided to link all 19 Island labels where applicable, including 4th & Broadway, Mango and Tuff Gong. But Island's aggregate total does not affect the top positions.

Singles sales were 1.1% higher year-on-year and a healthy 3.8% better than the same period in 1992. This improvement can be attributed to hugely popular releases such as the best selling Phonogram-marketed Precious Organisation's Wet Wet Wet's Love Is All Around, which sold nearly 650,000 copies, and PolyGram TV's Come On You Reds by Manchester United which was the second most popular release although sales were 83% less than the Wets.

Columbia lost pole position, dropping to third place in the labels league, as its share of singles sales virtually halved from the massive 10.3% it took in the first three months when Mariah Carey's Without You stormed the chart.

Wet Wet Wet's performance earned the Precious Organisation a commendable fourth place with 5.2%;

TOP 10 PRODUCERS

- 1 Wet Wet Wet/Duffin
- 2 Status Quo
- 3 Lawlor
- 4 Prince/Ricky P
- 5 Joy Brothers
- 6 Leo/Lewis
- 7 Stannard
- 8 Harrison/Crash Test Dummies
- 9 Fair
- 10 Ward Kennedy

The label featured in the market share Top 10 only once last year when the Wets' Shed A Tear brought the company a 0.4% slice of sales in the final quarter.

Of the 10 best selling singles, six made it to number one, the exceptions being C-Lewis' Sweets For My Sweet and East 17's Around The World which both peaked at number three, and Crash Test Dummies' MMM MMM MMM MMM and Big Mountain's Baby Love Your Way

which reached number two. One indication that the singles chart is slowing down is that two singles remained in the chart for 12 of the 13 weeks surveyed: Prince's The Most Beautiful Girl In The World on NPG; and Tony Di Bart's The Real Thing on Cleveland City.

Meanwhile, three tracks remained in the Top 75 for 10 weeks: C-J Lewis' Sweets For My Sweet (Blackmarket/MCA), Crash Test Dummies (RCA), and Take That. Big Mountain made it into the Top 10 best sellers even though it did not chart until June 4 when it entered at number seven.

RCA's singles success helped increase BMG's share of the distribution market by 27%, promoting it from fifth to second during the three months. PolyGram remains way out in front, however, even though its quarterly share dipped 1.5%.

Steve Hamsley

ANALYSIS: MARKET SHARE

London makes

Sony will have mixed feelings about its second quarter showing after being the leading performer in the first three months of the year.

Columbia is no longer the top singles label while Epic had a disastrous singles quarter, falling from second to 11th place overall.

The good news for Sony, however, is that Columbia was once again the best performing albums label, edging out

Virgin which replaced it to one artist album among the 10 best sellers, relying on the success of its compilations.

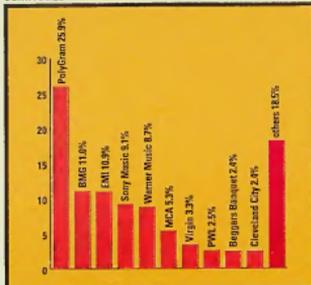
In the singles market, Columbia sees in the excellent 10.3% share it recorded in the first quarter slashed by half as it is knocked off the top by the accumulative efforts of London's 17 labels (see singles commentary) and pushed into third place by a strong performance by RCA.

PolyGram is still the top singles com-

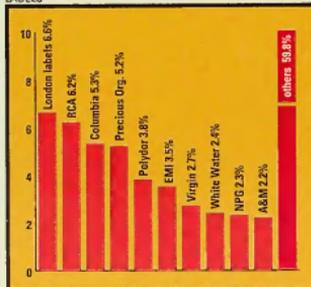
pany will third quarter running and the company will feel unlucky not to have ousted

SINGLES: QUARTERLY SNAPSHOT

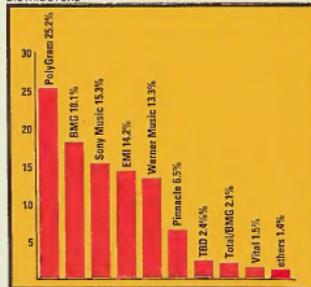
COMPANIES



LABELS

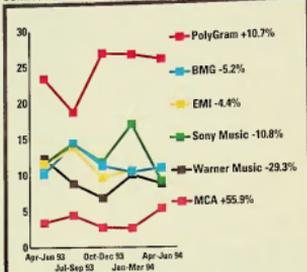


DISTRIBUTORS

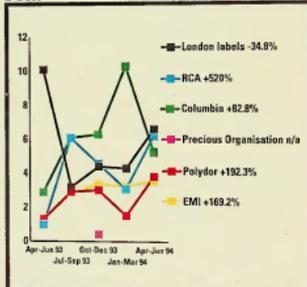


SINGLES: 12 MONTH TEND

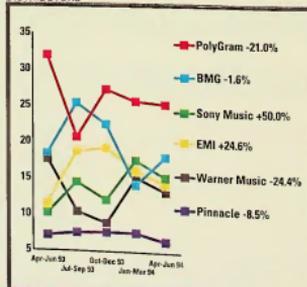
COMPANIES



LABELS



DISTRIBUTORS



Source: © CIN compiled by ERA from Millward Brown figures. Survey based on a weekly sample of singles sales and full-price and mid-price

Capital gains

pany thanks to the success of London, A&M and Polydor, the latter benefiting substantially from Manchester United's Come On You Reds. The track was allocated to PolyGram TV but is allocated to Polydor for market share purposes.

RC's good performance helped BMG jump from fourth to second among the most successful singles companies with a 11% share, up nearly 6% on the last

quarter. It swaps places with Sony which saw its share fall to 9.1%, down 4% on the first quarter and nearly 11% on the same period last year.

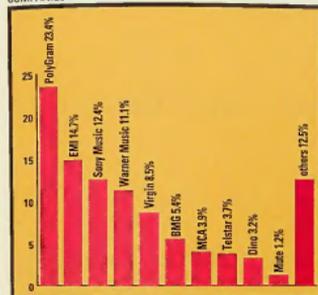
It is BMG's best position since it enjoyed a quarter of last year when it third 14.5% slice of sales, although its share is still 5% down on a year ago. PolyGram also remains dominant in the albums league, increasing its share by 3% to 23.4%. EMI, Sony and Warner

Music remain second, third and fourth respectively for the second quarter running with just EMI increasing its market share, from 13.6% to 14.7%.

EMI keeps its title as number one albums distributor with a 3% increase to 23.5%, while PolyGram remains top of the singles distributors' league even though its share has fallen 1.5% to 25.2% in the three months and 21% since the same period last year.

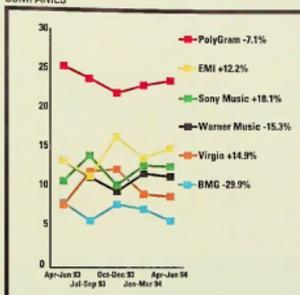
ALBUMS: QUARTERLY SNAPSHOT

COMPANIES

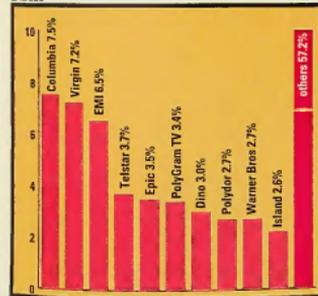


ALBUMS: 12 MONTH TRENDS

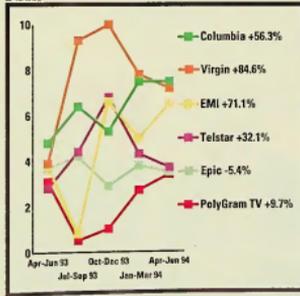
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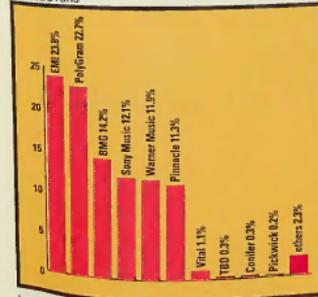
LABELS



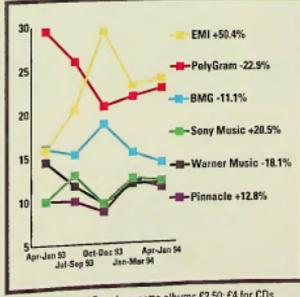
LABELS



DISTRIBUTORS



DISTRIBUTORS



ALBUMS

Columbia and EMI enjoyed the most visible success in the albums market in the second quarter, both scoring two albums among the Top 10 best sellers. Columbia held on to pole position among labels thanks to *Deacon Blue's Our Town - Greatest Hits* which replaces *Stablemate*.

Mariah Carey's four-times platinum *Music Box* as the quarter's most successful album.

The Scottish band hit number one in the albums rundown in May to record their second.

TOP 10 PRODUCERS*

- 1 Kelly/Livsey/Dakenell/Osborne
- 2 Ernie/Gilmore
- 3 Street
- 4 Carey/Anastasi
- 5 Joker/Buddah/TOEC/Pop/Linden
- 6 Street/Hugh
- 7 Lewis/Faragher/Charles/Winnans/Westend
- 8 Whiffell/Saye/Stevens/AchMer/Simpson/Townsend
- 9 Ware
- 10 Horn

* artist albums

success this time with Pink Floyd's *The Division Bell*, in second, and EMI's *Always And Forever* which was seventh.

Pink Floyd topped the UK albums chart for three weeks during the period and also lasted number one success in Australia, Austria, Belgium, Canada, Germany, the Netherlands, Italy, New Zealand, Norway, Portugal and the US. The debut album from EMI was released at the end of last year when it entered the albums chart at number 33, but sales did not pick up substantially until the second quarter of this year when it peaked at number three.

Island enjoyed consistent success during the three months with *The Cranberries' Everybody Else Is Doing It* which, after falling back to number 17 in April, peaked at number one at the end of June to make it the period's third best selling title.

Blair's much acclaimed *Parklife* album, tipped to win this year's Mercury Music Prize, was the best performing album of new material, and it earned *Food/Parlophone* the sixth best selling release. It debuted at number one at the beginning of May, before being knocked off the top spot by *Deacon Blue* a week later. WEA's biggest campaign of the year so far helped make Seal's second solo album on ZTT the 10th best seller for the three months, even though the title was not released until May 22. The huge promotion pushed the album straight in at number one where it stayed for two weeks. EMI/Virgin/PolyGram once again saw success with their new series. Now 27 ruled the compilations chart throughout April.

Overall, album sales were up only 0.7% in the second quarter on the same period last year and were 2.9% lower than for the first quarter.

TOP ARTISTS

- 1 PINK FLOYD
- 2 DEACON BLUE
- 3 MARIAH CAREY
- 4 THE CRANBERRIES
- 5 ACE OF BASE
- 6 BLUR
- 7 ERASURE
- 8 ETERNAL
- 9 NINA SIMONE
- 10 MARVIN GAYE

following the success of *When The World Knows Your Name* which reached the summit in 1989.

EMI, which had Diana Ross' *One Woman - The Ultimate Collection* among the first quarter's Top 10 best sellers, scored a double

success this time with Pink Floyd's *The Division Bell*, in second, and EMI's *Always And Forever* which was seventh.

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TOP 10 ALBUMS

- 1 OUR TOWN - GREATEST HITS Deacon Blue (Columbia)
- 2 THE DIVISION BELL Pink Floyd (EMI)
- 3 EVERYBODY ELSE IS DOING IT SO WHY CAN'T WE? The Cranberries (Island)
- 4 MUSIC BOX Mariah Carey (Columbia)
- 5 HAPPY NATION Ace Of Base (Mega/Metromusic/London)
- 6 PARKLIFE Blur (Food/Parlophone)
- 7 ALWAYS AND FOREVER EMI (EMI)
- 8 THE VERY BEST OF MARVIN GAYE Marvin Gaye (Motown)
- 9 I SAY I SAY I SAY Erasure (Mute)
- 10 SEAL Seal (ZTT)

TOP 10 COMPILATIONS

- 1 NOW THAT'S WHAT I CALL MUSIC 27 (EMI/Virgin/PolyGram)
- 2 PURE MOODS (Virgin)
- 3 DANCE ZONE LEVEL ONE (PolyGram TV)
- 4 IT'S ELECTRIC (Dino)
- 5 100% REGGAE VOLUME 2 (Telstar)
- 6 TOP GEAR (Epic)
- 7 DANCE HITS 94 - VOL 2 (Telstar)
- 8 BLUES BROTHER SOUL SISTER - VOLUME 3 (Dino)
- 9 AWESOME DANCE (Telstar)
- 10 ENERGY RUSH - XTERMINE (Dino)

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Steve Hemley

bum sales through 1,600 outlets in the UK from April to June 1994 inclusive. Minimum prices for LP and cassette albums £2.50, £4 for CDs.

BRIEFLY



While I do not begrudge Tim Rice his knighthood, I do feel there were others ahead of him in the queue for services to the music industry - Cliff Richard, Paul McCartney, Elton John and lyricist Bernie Taupin to name just a few. Or could it be that the public school upper classes are first to recognise their own. With certain company chairman boasting their dinner party relationship with potential prime ministers I suppose it will reach music executives a long time before it reaches any band members unless they change their social circle and join a local polo club. It is a shame to see the people that truly created the foundations of the record industry are least likely to be considered. I hope the future could be different and the creative people who have shaken and rocked the boat will be rewarded. Arise Sir...George Michael, Joe Strummer, Jazzy B, Mark Burrow, (drummer), Oscar Street, London SE8.

LETTERS

Don't shoot me, I'm only the manager!

Following George Michael's submission to the Abolition of Slavery Board, I would like to put forward a case for a much deserving section of the community who have for so long suffered so much for so few - namely the artists' managers.

As a member of the IMP and previously the manager of X-Ray Speck, Adam Ant and The Ants, Classic Nouveaux, Amasaku, Danielle Dax and Trance Dance, I have been privileged to work with a few interesting, talented and exceptional artists. If asked, I would have to say it's not easy.

I'm the first to acknowledge that managers tend to fall into two cate-

gories: selfless social workers or cynical greedy bastards. But if they are doing their job, they soon find themselves ensnared by the two masters of the universe - the rock of artistic obsession and the hard place of commercial reality.

In George's case the status quo was upheld once again by the judge, who described Rob Kahan as a "thoroughly unreliable and untrustworthy witness", whereas George was considered to be candid and honest and Sony was considered also to be above reproach. If in doubt shoot the manager!

But Rob was obviously a man with an impossible job. He had to show total

commitment to his artist in his hour of distress - while dealing with personal anxieties as to where the next advance was coming from, and the prospects for his own career within the industry.

As we all know a management contract carries very little security for the manager - he is always disposable. Give him a break. May I suggest that the used and abused artist's manager could now be treated as a valuable member of the industry, to be nurtured and cherished?

Falcon Stuart,
Moore Park Road,
London SW6.

Outsiders offer additional benefits

Following Jon Webster's comments about appointments in record companies being made from outside what he terms the "mainstream", the reasons are obvious.

Any individual who has already proved they can run a company successfully must be an attractive proposition. The responsibility of earning a living

where there is no guaranteed salary, unless you create the income, engenders a business mentality which record companies would be wise to utilise.

This is why Howard Berman has hired Alan Edwards and why Sony over the last five years have taken on managers such as Richard Griffiths, Ged Doherty, David Massey, Richard Ogden

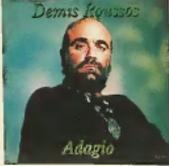
and Matthew Stumpf, not to mention Tommy Mottola, because these people already know how to operate a business, an experience which can only be gained outside of a record company.

John Giddings,
SOLO-ITG,
Fulham High Street,
London SW6 3JZ.

▶▶▶▶▶ SETTING STORE BY THE RIGHT DESIGN -p27▶▶▶▶▶

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Wets make it a double whammy • Erasure take Top 10 singles record.

CHART FOCUS

There is still no sign of Wet Wet Wet losing their grip on the singles chart title (see picture caption). After five weeks at number two **All-4-One** are on the slide - and the gap between their hit *I Swear* and the **BC52s'** *Meet The Flintstones* is slashed by 75th place. The last record to spend so long at number two was Michael Jackson's *Heal The World* in 1993. The all-time record for a single that did not reach number one was the 1963 hit *Line Up* by Frank Chacksfield, which meandered up and down the chart, accumulating a total of eight weeks in runners-up position before its challenge faded for the last time.

The oddest pairing to chart for some time must be that of **Kate Bush** and **Larry Adler** who enter the chart at number 27 with *The Man I Love*. The song is taken from an album called *The Glory* of Gershwin, which has been recorded to commemorate *Adler's* 92nd birthday. It makes the veteran music organist the oldest chart debutant, while the song is quite ancient too, being written by George and Ira Gershwin when Adler was just 10 years old.

Going back further, classical legends **Jose Carreras**, **Placido Domingo** and **Luciano Pavarotti** enter the chart at number 21 by their version of two classical airs - *Libiamo Neletti Calice* and *La Donna E Mobile* - written more than 100 years ago by Verdi. And the three tenors constitute the oldest



Wet Wet Wet's single *Love Is All Around* has been at the top for nine weeks and its sales are declining at such a slow rate that it still has a 50% lead over its nearest rival. But what is more unexpected is that the group's *End Of Part One* - their greatest hits is also number one. Nowadays, as many as 90% of one number one albums debut in that position, but *Wet Wet Wet's* hits album has taken 24 weeks to reach the summit. It's the group's third number one album, following 1987's debut *Popped In Sueded Out* and 1992's *High On The Happy Side*.

group to have a hit with an average age of 52, two years older than the Rolling Stones' average top set-up. *Love Is Strong* was a hit a couple of weeks ago.

While classical music rarely makes the singles chart, reggae has been doing so consistently for 30 years. The current **Top 30** includes seven reggae hits, an all-time record. The latest arrival is **Red Dragon** with *Brian and Tony Gold* and the single *Compliments On Your Kiss*. It features original lyrics but its melody sounds very much like *Lower Doll*, penned by Sid Wayne and **Alvin Silver** for the 1958 soundtrack to the Elvis Presley movie *King Creole*.

Of the 20 singles debuting on the chart this week, the highest placed is **Erasure's** *Run To The Sun*, which debuts at number six. It's the 20th hit for **Vince Clarke** and **Andy Bell**, nine fewer than the **Everly Brothers**, whose tally of 29 is the highest for any duo.

But when **Wet Wet Wet** and **Big and Easy** have hit number one and big ones - they have now had 15 Top 10 entries, beating the record tally for a duo previously held by the **Pet Shop Boys** and the **Everly Brothers** who have actually had 13 Top 10 hits.

Finally, congratulations to **Wet Wet Wet** to **XL Recordings**, the **Beggars Banquet** dance offshoot which is the only label to have two albums in the Top 10 courtesy of **The Prodigy's** *Music For The Jilted Generation* at number three, and **House Of Pain's** *Same As It Ever Was* at number eight.

The albums also occupy the top two places in the dance albums chart and help to further prove the theory that dance music does sell all year.

Alan Jones

SALES AWARDS

● **Double Platinum:** **Mike Oldfield: Tubular Bells 3**
● **Gold:** **All-4-One: I Swear (Single); The Prodigy: Music For The Jilted Generation**
● **Silver:** **Dave Navin: You Don't Love Me (Single); Take That: Love Ain't Here Anymore; Various: Best Dance Albums III**

AIRPLAY ADDS

Radio 1: **FM: 20:57:56 B List:** **Richard Marx: The Way She Loves Me; Tony Di Bart: On It; Soundgarden: Black Hole Sun; Janet Jackson: Control (Re-Release); This Generation: Make - No More (Car) - Stand In; Lightning Seeds: Lucky 13; N List:** **Oasis: Live Through This; McEwan: Go Into The Light**
Capital FM: 19:07:34 A List: **Joe Cocker: The Simple Things; B List:** **Richard Marx: The Way She Loves Me; Prince featuring Nona Gaye: Love Love Love; Joe Roberts - Adore**
Virgin 102.5: 20:57:56 B List: **Richard Marx: This Generation; C List:** **Collective Soul - Shake; D List:** **Counting Down - Run King; Frankie: Square Love; Frank: Joe McEwan - Go Into The Light**
The Box: 22:07:58 Three Towers: The Brindis; Deep Forest: Savana Diriti; Two Cowboys - Everybody's Got A Way To Say; Sade: Love; Dalliance - Twisted Den; Bad Boys Inc. - Take Me Away; Comanche Park - Gully; E.M.C. - Black Box; Drive-By: First In The Summerline; Aerosmith - Sweet Emotion; Maxx - No More (Car) Stand In; Prince feat. Nona Gaye - Love Love Love; Patra - Romantic Call; Sonia - Anthem; Medley - Possum Dixon - Watch The Girl Destroy; Robert Palmer - Get It Wot; Lampholms: It's About Time; Salt N' Pea - Haven't I Told You - Labour Of Love; Jazzy Jay & Fresh Prince - Summerize
MTV Europe: 20:57:56 Rolling Stones: Love Is Strong; Sinéad O'Connell: Doggy Doggy World; Collective Soul - Shake

SALES UPDATE

SINGLES
+3%
versus last week

+3.2%
Year to date versus last year

ALBUMS
+7%
versus last week

+1.0%
Year to date versus last year

MUSIC VIDEO
+18%
versus last week

-23.4%
Year to date versus last year

NEXT WEEK'S HITS

Singles: **Oasis: Subst; Sade (Album); Diddy: Move Me (You); JAY-Z: General Santos & Don Campbell; Save The Last Dance (Copacabana); Greenhouse: Lift My Cup; Paula Abdul: Sophie B Hawkins: Right Beside You; Columbia: Level 2; Live: A Peaceful World; Lisa Lisa & The Funky Bunch: Stay If Missed You; Rascal: Billy McEwan: What Goes Around (Delisted); Maxx: No More Please Be On Ce Perdition; Hi By You (AMM); S*P*O*S*H: I Want To Know How You Feel; Status Quo: I Don't Mean It (Prod); Whitecranes: The Love I Gave You; Lisa Lisa & The Funky Bunch: Bryan Adams: Level Level Live (AMM); Neil Diamond: Best Of (AMM). Predictions compiled by Ian. Last week's score: 2 out of 10.**

NEWCOMERS

14 SHAMPOO: Trouble (Foxy) UK debut.
Line-up: **Jacqui VJ, Carlie VJ, Notes:** Hailed as the punk-pop princesses from Plymouth, the teenage duo of previously rejected top 50 *Spence's* Ice Rock label. They have also supported the electronic at the personal invitation of **Devo** in 1992, and Vanessa Paradis. **Album:** new planned.

17 RED DRAGON with BRIAN and TONY GOLD: Compliments On Your Kiss (Mango) Jamaican debut. **Notes:** Red Dragon (one of Jamaica's best known DJ's) and has previously recorded with reggae legends King Tubby, Harry J., Steely & Cleve and Mafia & Funky Bunch and Tony Gold, who are unrelated and have been friends since childhood, made their recording debut in 1987, today they're among Jamaica's most in-demand session vocalists. **Album:** new planned.

21 THE THREE TENORS - CARRERAS, DOMINGO, PAVAROTTI with MEHTA: Libiamo La Donna E Mobile (Telos). Classical Spanish/Italian debut. **Notes:** The Three Tenors' spectacular concert, the prelude to the World Cup Final, was seen by more than one billion people in 170 countries. The trio's first recording in 1987 became the biggest classical seller with video and alone sales of more than 11 million. **Libiamo**, popularly known as the *Barcelona*, is from Verdi's opera *La Traviata* and *La Donna E Mobile* is taken from Verdi's *Traviata*. **Album:** The Three Tenors (August 15).

22 JESUS AND MARY CHAIN: Sometimes Always (Balance v reage) UK 16th hit. **First hit:** *Never Understood* (47, 1986). **Album:** *Jesus and Mary Chain* (48, 1987). **Last hit:** *The Ocean* (30, 1993). **Line-up:** Jim Reid (v), William Reid (v). **Notes:** Music vocals provided by Mazzy Star's Hope Sandoval, the group celebrates their 10th year in the music industry with one of their biggest hits. **Album:** *Jesus And Mary Chain* (October 15).



27 KATE BUSH (pictured) & LARRY ADLER: The Man I Love (Mercury) UK 25th hit/debut. **First/Biggest hit:** *Wuthering Heights* (1, 1978). **Last hit:** *The Red Shoes* (12, 1990). **Notes:** Bush marks her quarter century of hit singles with a song featuring her former partner Larry Adler, who recently celebrated his 80th birthday. The single is the first from an actor/telegenic album of Gershwin material, produced by George Martin. **Album:** *The Glory Of Gershwin* (July now).

36 MICHAEL BALL: From Here To Eternity (Columbia) UK 6th hit. **First/Biggest hit:** *Sunset Boulevard* (17, 1983). **Notes:** Ball's first single for Columbia since his move from Polydor. A new series of the *Michael Ball*

Show returns to TV on Wednesday which will feature a different track from his new album each week. **Album:** *One Careful Owner* (August 11).

43 DEE-LITE: Love Changes (The Summerline) (Elektra) Ukraine/US 6th hit. **First/Biggest hit:** *Groove Is In The Heart* (What Is Love 12, 1990). **Last hit:** *Runaway* (65, 1992). **Notes:** *Lady Killer*, DJ Drin'ity, (A) (K) **Notes:** Since the group's last single in 1992, Towal Tai has temporarily departed to record a solo album. The 1993 inspired by American retro-styler, the alter ego of DJ O'5. **Album:** *Deep Drops In The Garden* (August 11).

45 STEREOLAB: Ping Pong (Daughnlie) (UHF) UK 2nd hit. **First/Big hit:** *Jenny On Divine/French Disk* (75, 1994). **Line-up:** *Duncan Brown* (DJ), *Tom Gine* (DJ), *Harry Hansen* (DJ), *Andy Rimensy* (DJ), *Katharine Gifford* (DJ), *Laetitia Sadie* (v). **Notes:** Formed in 1991, the group's only previous chart foray was one week at No.75 in January. *StereoLab's* early success are now much in demand - their debut release, *Super 45*, from May 1993, has a 640 price tag. **Album:** *Max Audice* (Quintet August 8).

62 SLO-MOSHUN: Help My Friend (Sixty) UK 2nd hit. **First/Big hit:** *Bells Of Ivy* (23, 1994). **Line-up:** *Mark Archer* (B), *Darcy White* (B), *Ann Saunders* (v). **Notes:** Substituted 1,005 *Seconds Of Deep Beats* (B) *Genetics*, with 16-minute danceable electro vocals by *Inver City* and *Reese Project* member *Ann Saunders*. **Album:** *Early 1995*.

95 X-PRESS 2 featuring LO-PRO: Rock 2 (Newson) UK 2nd hit. **First/Biggest hit:** *Laminar Ocean* (Own) UK 2nd hit. **First/Biggest hit:** *See What?* (27, 1993). **Last hit:** *LO-PRO X-PRESS 2*, 1993. **Line-up:** *Ricky Hill*, *Diemel*, *Al*, *Ashley*, *Al*, *Lo-Prop*. **Notes:** This double/triple +ve recent AMK single of the week - finds the group in away-to-much mood on *Rock 2*, while *Hip-House* 'n' a throwback to the late 1970s club scene of high-horse. **Album:** *Early 1995*.

Chart Newsweek compiled by Dea Lovell/Dea. See chart for full week ending/previous chart details.

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E·X·P·O·S·U·R·E
AIRING THIS WEEK

Bananas In Pyjamas, an album aimed at pre-school children which ties in with the current TV series, will be released next Monday through Pickwick and advertised with a national Adbel campaign. There will be press and TV promotion supporting the release plus POS material available to all retailers.

Bottom Line Volume 2, a 12-track compilation which will be released next Monday through Esoteric Records, will be advertised in *DJ Magazine*, *Touch*, *Blues & Soul*, *The Ticket* and *Echoes*. There will be a two-week radio advertising campaign on Kiss FM and specialist JLR stations.

Committed To Soul, a 40-track compilation featuring classic soul tracks from the last four decades, will be released next Monday through Arcade and is nationally TV-advertised on Channel Four in conjunction with HMV for the first week of the campaign. There will also be sales TV advertising in the Central, Granada, Border, Anglia and Scotland ITV regions. In week two, there will be a sales national advertising campaign on Channel Four and in weeks three and four the advertising rolls out to all ITV regions. Radio ads will run on Capital, Virgin 1215 and regional stations.

John Gorka's Out Of The Valley, released next Monday through BMG/RCA, will be press advertised in *Country Music International* as part of the HMV selection.

Jim Hendrix's Monday Morning Live at Woodstock, released next Monday through Polydor, will be advertised in *Mix*, *The Observer* and *The Guardian*. The album is an Our Price recommended release and there will be in-store displays with Virgin and HMV. **No Primadonna**, a collection of Van Morrison tracks covered by



CAMPAIGN OF THE WEEK
M I C H A E L B A L L
One Careful Owner

With Michael Ball's new TV series kicking off at peak time on ITV on Friday, Columbia is anticipating an audience of 10m will be aware of the singer's new album, *One Careful Owner*, out next Monday. The marketing campaign is aimed squarely at the masses - especially women - with TV advertising backed up with in-store displays. Ball's current single, *From Here To Eternity*, has already been given full marketing and TV support to build anticipation for the album featuring song writing and production from Gary Clark, Gus Dudgeon, Alan Tammy and Andrew Gold. **Record label:** Columbia.

Media agency/Media executive: David Pilton.
Production manager: Jo Headland.
TV: National advertising on GMTV in week one plus a co-op campaign with Our Price in the Central and Granada ITV regions. Week two sees sales advertising in the Central and Harlech ITV regions followed by a regional roll-out.
Press: Ads in *Hellor*, *Daily Mail*, *Daily Express* and *TV Times*.
In-store: The release is album of the week with WH Smith and Woolworths, with both running window and in-store displays. It is a featured release with Menzies and will be promoted with counter risers in Boots and in-store displays with Virgin. HMV is running West End window displays and nationwide in-store displays.
Target audience: Mass market biased towards females.

various artists including Elvis Costello, Hothouse Flowers and Liam Neeson, will be released next Monday through Polydor and press advertised in *The Guardian*, *Radio Times*, *Time Out*, *Q* and *Vox* - with HMV. The album is an Our

Price recommended release and there will be in-store displays with HMV, Menzies and Virgin. There will be in-store displays with independent retailers and a nationwide street poster campaign. **Now! 28**, the latest hits

compilation from EMI/Virgin/PolyGram, will be TV-advertised nationally on Channel Four, ITV and the satellite channels for two weeks from its release next Monday. There will also be in-store displays with Our Price, Woolworths, WH Smith, HMV, Menzies, Virgin and selected independent retailers.

100% Rap 2, Teister's latest rap compilation released next Monday, will be advertised nationally on Channel Four for three weeks. There will also be a three-week TV advertising campaign in the ITV LWT, Carlton, Central, Granada, Yorkshire, Tyne Tees, Grampian, HTV, Meridian, Anglia and West Country regions. Satellite advertising will run on BSkyB and radio advertising will run on Capital, Kiss, Atlantic 252 and Choice FM.

Strangelove's self-titled album, released next Monday through Parlophone, will be press advertised in *NME* and *Melody Maker*. There will also be an ad in *Vox* with HMV which is distributing leaflets in-store and in *Q* with Our Price where the album is a recommended release. In-store displays will run with multiples and independents and the release will feature on Virgin listening posts.

That Loving Feeling Volume 7, released next Monday through Dins, will be backed by national TV advertising on Channel Four for three weeks. Regional TV advertising will run in the Scotland, Border and Grampian ITV regions for two weeks from week two of the campaign, with the HTV, Yorkshire, Tyne Tees and Granada regions coming on stream in week three. The release is Menzies' album of the week and there will also be in-store displays with Menzies and Woolworths. **Compiled by Sue Sillito: 071-228 6547.**



PICK OF THE WEEK
The O Zone, Tuesday July 26, BBC2: 10.45-11am. A double helping of the popular children's programme gets under way to coincide with the school holidays. Broadcast on Tuesday with a repeat on Sunday, this week's guests benefiting from the extra exposure include Dase-Lite (pictured), Sonia, Level 42 and Spin Doctors.

MONDAY JULY 25

- The Big Breakfast** featuring **Billy McLean**, Channel Four: 7-9pm
- Hangar 17** featuring **Dr:Ream**, BBC1: 9.05-9.30am

TUESDAY JULY 26

- GMTV** featuring **EYC**, ITV: 6-9am
- The One FM Roadshow** featuring **Carter USM** and **Bad Boys Inc**, Radio One: 11am-12noon
- The Beat** featuring **Crowded House**, ITV: 12.30-1.30am

WEDNESDAY JULY 27

- Folk On Two** featuring **Christy Moore**, **Ralph McTell**, **Tanita Tikaram** and **Loudon Wicks**, Radio 7: 7.03-8.30pm

THURSDAY JULY 28

- GMTV** featuring **CJ Lewis**, ITV: 6-9am
- Pebble Mill** featuring **Status Quo**, BBC1: 12.15-12.65pm

FRIDAY JULY 29

- The One FM Roadshow** featuring **The Brand New Heavies**, Radio One: 11am-12noon
- John Peel** featuring **The Palace Brothers** and **The Grifters**, Radio One: 10pm-1am
- Passengers** featuring **L7**, Channel Four: 11.05pm-12.10am
- Loudon & Co** featuring **James Taylor** and country singer **Iris DeMent**, BBC1: 11.15-11.55pm

SATURDAY JULY 30

- Johnnie Walker** featuring **The Cranberries**, Radio One: 7.11pm
- MTV Live!** featuring **Radiohead**, MTV: 10.30-11pm

SUNDAY JULY 31

- Cue The Music** featuring **Richard Marx**, LWT: 2.45-3.45am

NEW SIGNINGS

ARTIST	MUSICAL STYLE	SIGNED TO	MANAGEMENT	TYPE OF DEAL	SIGNED BY
BEAR	pop/dance duo from Royston	BELL/ARISTA	Bill Stonebridge	album	Simon Cowell - "Absolutely delighted to have them join Bell/Arista. We've seen high hopes of releasing product in the autumn."
BIG EYE	danceable psycho-techno-jungle with guitars band from Luton	HYDROGEN DUKEBOX	Violation Management	singles and albums	Matthew Lee - "If you're willing to try a quality adventure in the score world that you're ready for the Big Eye."
ARON FRIEDMAN	South African soul/dance/RnB songwriter	CHRYSALIS MUSIC	Billy Budis, Kudos	worldwide exclusive songwriting deal	Cheryl Robson - "We met via collaborations with Serious Roze (Damon Rochefort)."
PORTISHEAD	duo and producer from Bristol	CHRYSALIS MUSIC	Caroline Killory, Fruit Management	worldwide exclusive songwriting deal	Cheryl Robson
THOMAS RIBIERO	blues flavoured pop artist from London	4TH & BROADWAY	Mark Lewis, Car-Jam	album	Darcus Beese/Julian Palmer - "The baddest motherfucker on Earth." - Darcus Beese
SHERARONE	Amsterdam based pop/dance act	BMG MUSIC	Jim Madgwick	long term exclusive worldwide publishing	Justin Perry
SUCK LILLY	Lynrd Skynrd meets Aerosmith - a five piece from Birmingham, Alabama	HIT AND RUN	Conrad Raffald, Airway Productions	long-term publishing	Dave Massey/Joey Gemek - "Best shit kickin' Southern rock band in years! We've got Waddy Wachtel to produce the demos." - Dave Massey
THE ORIGINAL ROCKERS	hiphop duo from Birmingham	4TH AND BROADWAY	Nigel Blunt	album	Darcus Beese/Julian Palmer
GRAHAM WILSON	Glaswegian pop/soul/dance/hiphop songwriter	CHRYSALIS MUSIC	none	worldwide exclusive songwriting deal	Cheryl Robson - "We had an introduction through the fabulous Ian Levine"
WITHIN A DREAM	pop/dance duo from Coventry	DECONSTRUCTION/IMG MUSIC	Stonebridge	exclusive worldwide publishing	the DeCon A&R team

Compiled by Sarah Davis 081-946 2320

“Ken fires people in such a way that they just accept it... You go into his office wanting to shout and come out calm as anything.”

Why Ken Berry is a man whose time has come

MUSIC BUSINESS INTERNATIONAL



SOUTH AFRICA
HORN OF PLENTY

FAMOUS ON
THE BLOCK
REDSTONE
TURNS TO OVIITZ

GEORGE
MICHAEL
WHO WILL HE PUT
HIS FAITH IN NOW?

WARNER MUSIC
SYNERGY AT WORK



ken berry

THE ENIGMA AT THE HEART OF EMI

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Sony's \$12m target for merchandise sales

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DANCE

CARLEEN ANDERSON: *True Spirit* (Circa YRT 118). The title track from Carleen Anderson's debut album has been housed up by K-Klass to good effect. Like their reworking of Mama Said, it has topped the Club Chart, while Ian Green's funky Domino Mix has been attracting radio play. **★★★**

BRAND NEW HEAVIES: *Midnight At The Oasis* (ffrr BNHX5). This cover of Maria Muldrup's 1974 hit has been plucked from the Brother Sister album and given some fine house mixes by Roger Sanchez. There is also an excellent laidback funk version from Ray Hayden. **★★★**

WHOOLIGANZ: *Put Your Hands Up* (Positiva 12TV17). This is an impressive debut from the West Coast rap duo who are proteges of Cypress Hill and House Of Pain. The radio friendly *Track Cross* Remix combines the boy's crowd pleasing rap with Maceo And The Macks' infectious funk instrumental, *Cross The Track*. The rest of the package features tougher mixes that should keep hip hop purists happy. **★★★**

TIN TIN OUT featuring **SWEET TEE:** *The Feeling* (Deep Distraxion OILY29). This happy house track which samples Sweet Tee's 1988 rap track *I Got Da Feelin'* first appeared as a promo on the Hot Choons label. The switch to Deep Distraxion happened because its US parent, Profile, owns the rights to the rap. The tune is a huge club hit and looks certain to be the label's biggest seller yet. **★★★**

VARIOUS: *Junior Boy's Own Collection* (Junior Boy's Own JBOLP2). This compilation sees the eclectic but consistently excellent JBO operation pausing to recap on its achievements over the past three years. It features a winning line-up of established favourites and sought after obscurities from the likes of Fire Island, London X-Press, Underworld and The Dust Brothers. **★★★**

DELTA HOUSE OF FUNK: *The State Types* (Go! Beat GO117). Ashley Beedle's latest side project sees him indulging his love of the finest in blues, southern soul, dub, hip hop and country. Be Here and the excellent *Changed*, are atmospheric productions infused with humour as well as a sense of adventure. This is not going to be a big seller, but followers of Beedle's other

projects may be tempted. **★★★**

PICK OF THE WEEK: **THE SOUNDS OF BLACKNESS:** *Everything Is Gonna Be Alright* (Perspective/A&M 587467-1). The latest single from Africa To America is shaping up to be another uplifting hit for the world's coolest choir. Foundation and Junior Vasquez turn in strong up-tempo house mixes, while CJ Mackintosh provides funky variations. **★★★**

Andy Beeters

ROCK

GILBY CLARKE: *Pawn Shop Guitars* (Virgin CDVUS 76). Poor Clarke, one moment a Guns N' Roses gunslinger set for life, the next unceremoniously sacked from the band, no apparent reason. Yet from the evidence of this set, melodic solo debut, he is clearly better off without Rose and Co. A stirring Jail Guitar Doors begs to be a single, and the future looks far from bleak for Clarke. **★★**

G-LOVE AND SPECIAL SAUCE: *G-Love And Special Sauce* (Okeh/Epic 476632). This US hit from the Boston trio would be Tom Waits meets hip hop. That does no justice to this inventive, compulsive album. In-store play will prompt many an enquiry. **★★★**

FRANCIS DUNNERY: *American Life In The Summertime* (Atlantic



Guns: they're from Glasgow and they rock

A7254CD 756-85661-2). Last sighted adding wit and invention to Robert Plant's tour, the former It Bites mainman returns with a quirky, flippant and winsome single that may, however, be too clever by far for radio. **★★**

COLLECTIVE SOUL: *Shine* (A6647CD 7567-85648-2). This US hit from the young Americans is a pleasant, if lightweight song which needs to win radio play to fulfil its undoubted promise. **★★**

HEADSWIM: *Gone To Pot* (Epic XPR 2066). Headswin, Essex man at his most belligerent, sees this truculent

single released to coincide with an extensive tour. Radio will not like it, but the word is spreading. **★★**

PICK OF THE WEEK: **GUN:** *Swagger* (A&M 5400254-4/2). The Scots band's third album and third line-up (they are now a slimmed down, close-cropped four-piece) adds further credence to the claim that they are indeed Britain's brightest and best young rock band. Swagger outstrips Skin with arrogant ease. The success of the ferocious single *Word Up* and an extensive tour will ensure this is one of the summer's top rock albums. **★★★★**

Andy Martin

ALTERNATIVE

S'M'A'S'H: *I Want To Kill Somebody* (Hi-Rise FLAT 5). Available for one day only (July 25), S'M'A'S'H's controversial namecheck of the Tory politicians they love to hate won't get much daytime radio but it is bound to cause a media fuss, as well as being in demand for its caustic atmosphere and razor melody. Remixed by Keith Leblanc (dub), Gunshot (rap) and a solo acoustic version can only spread the word. **★★★**

A HOUSE: Here Come The Good Times (Parlophone AHOU 5). Taken from the new Wide Eyed And Ignorant album, *Good Times* gleefully borrows from Gary Glitter and all other glam-pop soundtracks for a rousing three minutes plus. Being so blatantly commercial, can this track fail to be a hit? **★★★**

STEREO LAB: *Mars Audiac Quintet* (DuoPhonic D-UHF-DU06). Stereolab's last single, *French Disko*, was playlisted by Radio One and made the Top 75. The band continue to build confidence and strength with their second full-length album, where their uniquely mesmeric Euro-pop groove reaches new heights. **★★**

FRENTE: *Bizarro Love Triangle* (Muzerum D11839). Frente successfully scale down the classic New Order single, bringing out the melody's sublime prettiness with just a guitar and Angie Hart's sugar-sweet vocal. The

MAINSTREAM - SINGLES

FUN FACTORY: *Close To You* (Control CN 40855). Marie-Annette sings, Rod D raps and the hugely communal chorus surfaces at frequent intervals to reinforce the message that this is yet another continental invader that is bound for UK glory. **★★**

SHANICE: *I Like* (Motown 8602152). Shanice is hitbound with this sinewy and hypnotic jack swing track, pushed in a more mainstream dance direction by Masters At Work's house re-styling. **★★★**

DODDY: *The Melod-EP* (A&M 5806772). The lead track, *Melodies Haunt You*, is probably the one most like their previous output. The other contender, as far as airplay is concerned, must be their soul-free rendition of Al Wilson's hit *The Snake*. Not a smash, though they have a big enough



Shanice: hitbound

fanbase to ensure lower end of chart respectability. **★★★**

RICHARD MARX: *The Way She Loves Me* (Capitol CDCL 721). This midtempo chugger has none of the beguiling power of some of Marx's earlier ballads, and it does not seem up to the job of becoming the third hit single from his *Paid Vacation* album. **★★**

THE NEWBEATS: *Bread And Butter* (Sequel CDSEQ 1). This perfect pop song is being used for Birds Eye's

Lean Cuisine TV ads. It could be a hit, though even higher profile TV ads, like Volkswagen's use of *Feelin' Good*, have failed to conquer the top of the chart as expected recently. **★★**

THINK TWICE: *Waiting For You* (EMI 12EM 338). With lead vocals from Paulette Ivory, this is a superior offering, with enough melody and sleekness to cross over to radio, and ultimately to the charts, too. **★★★**

PORTISHEAD: *Sour Times* (Go! Discs GOLCD 116). This lead single, Numb, was a non-starter, but Portishead make a quantum jump with this single. This is a melancholy, wistful and worthy successor to the widescreen meanderings of fellow Bristolians *Massive Attack*, with a soulful vocal and tense backing track that evokes Bond movies and spaghetti

westerns in equal measure. A spinechiller, and a hit. **★★★**

SINCLAIR: *Don't Lie* (Dome CDHOME 101). Swing, funk, rare groove and house mixes put many different complexions on the basic track, but all sound like winners. Already a Top 10 club hit, and with a fair amount of TV exposure, it should win this personable and accomplished singer another Top 30 entry. **★★★**

PICK OF THE WEEK: **STATUS QUO:** *I Didn't Mean It* (Polydor QUOCQ 34). Quo return in their own right, with a good-time boogie that could have been recorded at almost any time in the past 20 years. A large hit, then, especially as the CD is like a mini greatest hits package, with *Whatever You Want*, *Down Down* and *Rockin' All Over The World* included. **★★★★**

Alan Jones

band's current Stateside success should further encourage radio to pick up on this individual track. **★★★**

STRANGELOVE: Time For The Rest Of Your Life (Food FOOD 11). The single of the same name is one of 1994's best to date, updating the kind of epic, brooding rock that Echo & The Bunnymen and The The made so well in the mid-Eighties. StrangeLove's debut album works on the same principle to electrifying effect, while the band are currently on a wave of music press acclaim. **★★★**

HEADLESS CHICKENS: Chopper (Mushroom D11835). Having made it to the upper echelons of the New Zealand charts, Headless Chickens are at last taking their excellent rock/dance fusion to a wider audience. Choppers is a commercial mix of a barrow-boy male rap, female croon on the chorus and driving rhythms. **★★**

PICK OF THE WEEK
OASIS: Live Forever (Creation CRE 185). With only their second single, Shakermaker, entering the charts at number 11, world domination appears within reach for Oasis. Live Forever is another example of the

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



Oasis: crunchy melodic, punchy dynamic and a Top 10 certainty

Mancunians' crunchy melodic, punchy dynamic and air of brazen confidence, except that the track plays at a more measured pace. Live Forever is definitely Top 10 material but has the potential to go higher. **★★★**

Martin Aston

CLASSICAL
VARIOUS: Songs, Hampson (EMI 5 55147 2). The profile of US singer Thomas Hampson is on the rise; he is the cover feature of the August issue of *Classic CD* and appears at the Salzburg Festival. So this release of

Beethoven, Schumann, Grieg and others, recorded at last year's Edinburgh Festival is timely, backed by ads in the August edition of *Classic CD* and *Gramophone* in September. **★★★**

MOZART: Horn Concertos, Quintet K452, Dennis Brain (EMI CD/MC 5 55087 24). Brain's account of the Mozart concertos have long been a jewel in EMI's archive, and this recouping offers the Quintet as a bonus, backed by classical magazine advertising and the Proms 100th season jogging memories of this artist. **★★★**

HOVHANNES: Spirit Murmur, Shanhai Quartet (Delos/Conifer DE 3162). Two symphonic albums from Hohvannes have built up a cult following for the haunting mysticism of the US composer, evidenced by the recent *Q* feature. There will be eager interest in the first release of his string quartets, advertised in classical magazines but relying on airplay to draw the buyers. **★★★**

RUBBERA: Violin And Viola Concertos, Tasmin Little, Rivka Golani, Royal Philharmonic Orchestra/Handley (Conifer CDCF 225). The proms should also stir interest in these works, with a revival of interest in Rubbra and a film appearance at the Albert Hall festival by Little. **★★★**

PICK OF THE WEEK
VARIOUS: The Essential Music Of America. Various Artists (Decca CD/MC 444 451-2/4). Building on the success of Decca's *The Essential Music Of England*, which has sold 30,000 units over the summer, this two-disc album also capitalises on interest in the recent World Cup finals staged in the US, offering a familiar and unusual mix of Copland, Bernstein, Gershwin, Barber and others. It is spotlighted by at least two weeks of Classic FM advertising, one of them a co-op with WH Smith, and national displays, with under consideration to maintain the sales momentum. **★★★**

Phil Sommerich

REISSUES
VARIOUS: Walking On Sunshine Volumes 1-4 (Kenwest KNEWCD 742-745). Sixteen tracks per album, mixing and matching hits from the Seventies to the current day. A few rarities creep in, like Alessi's Oh Lori, the Lotus Eaters' First Picture Of You and Albert Hammond's It Never Rains In Southern California as well as a couple of non-hits - The Cornelius Brothers' fabulous early Seventies US success *To Late To Turn Back Now* is an outstanding example. There is enough familiar fare on each of these colourful albums to make them pay for their keep. Order all four with confidence. **★★★**

LEAF HOUND: Growers Of Mushrooms (See For Miles SECCD 403). "Classic rock album - ultra collectable - original worth £700" trumpets the sticker on this and, remarkably, it is true. This rare 1971 Decca album has attracted a great deal of attention in recent years, forcing the bidding for the few available copies through the roof. In reality, it is a derivative, but enjoyable progressive rock album, very much of its time, with more than a hint of Led Zeppelin and Black Sabbath. Great interest surrounds this release, which includes a previously unreleased bonus track. **★★★**

VARIOUS: Funk Funk - The Best Of Funk Essentials 2 (Mercury 5226482). Named after Cameo's superior slab of nonsense, this album naturally rescues relevant funk outings from Parliament, Joe Quartermain, Con Funk Shun, Parlet and Kurtis Blow, and mixes in more commercial offerings from the Gap Band (a 18-minute You Dropped A Bomb On Me), Kool & The Gang (Get Down On It), and Carl Carlton (She's A Bad Mama Jama). An excellent primer. **★★★**

PICK OF THE WEEK
SHARON REDD: Essential Dancefloor Artists Volume 3 (Deep Blue DGPC 698). A dozen tracks from the late Sharon Redd act as a reminder of how well she rode her fame at the cutting edge of the early Eighties dance movement. Tracks such as Can You Handle It, Beat The Street, In The Name Of Love and best of all, Never Give You Up accurately reflected the then style better than any other. Their power and excitement still stand today as a tribute to Ms Redd. **★★★**

Alan Jones

MAINSTREAM - ALBUMS

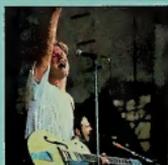
LIGHTER SHADE OF BROWN: Layin' In The Dot (Mercury 5224792). Not entirely suitable for minors, but LOSB's friendly rap makes a change from the more hardcore type. Songs such as Let's Get It On (Marvin Gaye), She's Strange (Cameo) and Too Hot (Kool & The Gang) are the basis for their rapping, most of it at cooler tempos, creating a summer breeze that could blow you into a storm if they have another hit or two to follow their adaptation of Malcolm McLaren's Hey DJ. **★★★**

MURRAY TORKILDSEN: Sex, Lies & Videogames (Amazing Feet AMZT 4003). An occasional member of John O'Jays's Big Band, Torkildsen is a very shy and reserved observer himself as this, his debut collection, illustrates. Torkildsen has a strong and expressive voice, and uses it with only his guitar for backing on all but two songs here.

His lyrical twists and turns are best heard on songs like Bedrock ('If the South is gonna rise again, it'll be sponsored by McDonald's') and the touching Beverly Hills 9210, an acid observation on the nature of love. Torkildsen has quite a following at Radio One, so this should do well. **★★★**

VARIOUS: My Girl 2 (DST) (Epic Soundtrax 475742). A tasteful selection of odies from the forthcoming sequel to one of the biggest movies of 1992. The inclusion of songs such as Reason To Believe (Rod Stewart), Our House (Crosby Stills, Nash & Young), Baby Love (Supremes) and Bennie & the Jets (Elton John) is likely to stimulate considerable demand for this album. **★★★**

GIpsy KINGS: Greatest Hits (Columbia 477422). It is hard to be apathetic about the Gipsy Kings -



Adams: where are the hits?

you either love 'em or hate 'em, and enough people feel the former to ensure that this collection makes a fair splash. Their unusual style, a sort of punk flamenco, has brought the Gipsy Kings much success, and this primer is just right for beginners, completists and casual admirers. **★★★**

BRYAN ADAMS: Live! Live! Live! (A&M 2910942). A chance to hear candid renditions of (Everything I Do) I Do It For You, Can't Stop This

Thing We've Started and Thought I'd Died And Gone To Heaven? Incredibly, no as this album was recorded in Belgium more than six years ago, and is only now belatedly seeing the light of day here, though it has been out elsewhere. Adams is a superb live performer, and turns in first rate readings of Run To You, Heaven, Somebody and the like, but the omissions are more important than the inclusions. **★★★**

PICK OF THE WEEK
VARIOUS: Now That's What I Call Music! 28 (EMI/Virgin/PolyGram CDND 28). The usual irresistible mix of hits, 40 in number, including all but three of last week's Top 10, as well as new and breaking hits by the likes of DJ Miko and China Black. Massive TV spend, huge sales, and the 27th number one of the series. **★★★★**

Alan Jones

THE OFFICIAL CHARTS - 30 JULY

SINGLES

1 LOVE IS ALL AROUND

	Wot Wot Wat	Picture's Description
2	02 I SWEAR	Atlantic
3	03 (MEE) THE FUNKISTONES	MCA
4	04 CRAZY FOR YOU	Mercury
5	05 REGULATE	Brain Research
6	06 RUN TO THE SUN	Warner B. Nat'l Disc
7	07 SEARCHING	Enigma
8	08 SHINE	Cuba Black
9	09 SWAMP THING	Axaxo
10	10 EVERYTHING IS ALRIGHT (UPTIGHT)	The End
11	11 LET'S GET READY TO RUMBLE	Discography/RCA
12	12 EVERYBODY COME-GON	CJ Loves
13	13 BLACK BOOK	Backstreet/MCA
14	14 TROUBLE	X-Scream/Tristan
15	15 BABY, I LOVE YOUR WAY	3 Beat/Interscope
16	16 LOVE Ain't Here ANYMORE	ETC
17	17 COMPLIMENTS ON YOUR KISS	MCA
18	18 WORD UP	Swarco
19	19 CAN YOU FEEL THE LOVE TONIGHT	Foot Parade/Interscope
20	20 TAKE ME AWAY (I'LL FOLLOW YOU)	Big Mountain
21	21 LIBIANO/LA DONNA E MOBILE	Face That
22	22 SOMETIMES ALWAYS	Red Dancers/Born And Torn/Go
23	23 GO ON MOVE	Go
24	24	AMM
25	25	Mercury
26	26	ABM
27	27	Tricac
28	28	Blacky Music
29	29	Blacky Music
30	30	Postiva

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The Beatmasters and

ALBUMS

1 END OF PART ONE (THEIR GREATEST HITS)

	Wot Wot Wat	Picture's Description
2	02 Voodoo Lounge	Virgin
3	03 Music For The Jilted Generation	The Prodigy
4	04 The Very Best Of ...	Enigma
5	05 Happy Nation	Age Of Rage
6	06 God Shuffled His Feet	Deus Ter Dives
7	07 Music Box	Mariah Carey
8	08 Same As I Ever Was	House Of Pain
9	09 Greatest Hits	Whitnauer
10	10 The Very Best Of The Electric Light Orchestra	The Electric Light Orchestra
11	11 In Concert	Dino
12	12 Everything Is Done In So What Can We?	Decca
13	13 Feeling Good - The Very Best Of Nina Simone	Isosco
14	14 Seal	Seal
15	15 Our Town - Greatest Hits	Douglas Blue
16	16 Everything Changes	Teet Nat
17	17 Parlane	Blur
18	18 The Division Bell	Parlophone
19	19 Crazy	Judas Priest
20	20 Turn It Upside Down	Sam DeGroat
21	21 EMI Reader	EMI
22	22 Nevermind	Nirvana
23	23 Always & Forever	Enigma
24	24	FourPlay
25	25	EMI
26	26	Columbia
27	27	Eric
28	28	Black & Blue
29	29	Green
30	30	EMI

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coincides with this week's release of their new single 'Drums Are Dangerous'. The album, with the same title, is out on August 8 on Butterfly/Big Life. The nine-track set features guest appearances by former KLF vocalist Maxine Horver, Republic's Saffron and Butterfly label boss and Killing Joke member Youth who join The Drum Club's Charlie Hall and Lal Hammond. The band has just one gig lined-up, at The Ministry Of Sound in London on August 5.



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fails inside

- 1 objectives and will be 3 smaller events along the me lines in 16 different cities in Britain. Germany once between August and nbor," it says. Meanwhile, one dance event going ahead is action's The Event II in argh on Saturday (July
- 2 Infonet decides to quit creation stable
- 3 Look on his box: Jan of the pleased wimmin
- 4
- 5
- 6 **xtra** dance music is set to dominate proceedings when 15,000 people turn up for next month's pubcrawl event in Cologne, Germany

Outdoor all-nighter, taking in two huge marquees, as Lenny Dee, Richie 1, Carl Cox, Laurent 3r, Robert Leiner/The 3, Human Resource and Jim Yasi. Tickets for the at the 16,500-capacity Highland Showground 18.

club chart: TRUE SPIRIT Carleen Anderson
cool cuts: EIGHTEEN STRINGS Timpan

kiss pairs up with manchester station

London's Kiss 100 FM has agreed to share its name with a new Manchester-based dance station being launched in the autumn. The company, formerly known as Faze FM, will license the name Kiss 102 FM. Although the two companies will remain independently owned, they will share a national advertising and sponsorship team. Kiss head of marketing Gordon Drummond says, "It's not a big ownership deal but a partnership that's come about because their promise of performance is the same as ours. "It's in all our interests that dance music goes from strength to strength, so this is a simple thing that stands us all in good stead." Part of the deal will also see the Manchester station include some of Kiss 100's shows in its output. Following the original Kiss formula, the new station will play mainstream dance music during the day and have special shows in the evening.

(I WANT TO) KILL SOMEBODY (HIGH RISE)
S·M·A·S·H
10 HOT HITS TIPPED TO CHART NEXT WEEK

17	25	Don't T.U.
18	26	Kiss From
19	27	The May
20	28	You Don't
21	29	Living In
22	30	Afternoon
23	31	Tower Of
24	32	No Good
25	33	Anytime
26	34	More To
27	35	Reachin
28	36	From Her
29	37	Tyford
30	38	Wire Cut
31	39	Willin'
32	40	Smells L
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ARTIST DJ

TRACK TITLE WH

ETHIC & NON DL

The Beatmasters and 17 24 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40

THE OFFICIAL CHARTS - 30 JULY

SINGLES

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ALBUMS

	W/1 W/1 W/1	PRODUCT/DISTRIBUTION
1	SWEAR	ATLANTIC
2	02 I SWEAR	ALL-4-0/IE
3	03 (MEET) THE FUJITONES	BC-SB
4	04 CRY FOR YOU	Mercury
5	05 REGULATE	Warner G & M/Int'l Disc
6	06 RUN TO THE SUN	DUKE ROADBLOCKS
7	07 SEARCHING	EMERSON
8	08 SHINE	Wile Cap
9	09 SWAMP THING	Barclay
10	10 EVERYTHING IS ALRIGHT (UPTIGHT)	THE END
11	11 LET'S GET READY TO RUINABLE	CA LIVE
12	12 EVERYBODY GOMP-GON	PJ AND DICKIN
13	13 BLACK BOOK	THE CARPENTERS
14	14 TROUBLE	ETC
15	15 BABY, I LOVE YOUR WAY	SWAMP
16	16 LOVE AW'Y H'RE ANYMORE	BE-MOONLARK
17	17 COMPLIMENTS ON YOUR KISS	THE TURTLES
18	18 WOLO UP	RO DUCKS WITH BRAW AND TONY GOLD
19	19 CAN YOU FEEL THE LOVE TONIGHT	GUN
20	20 TAKE ME AWAY (I'LL FOLLOW YOU)	ETOW JAW
21	21 LIPANO/LA DONNA E MOBILE	BOB BENS INC
22	22 SOMETIMES ALWAYS	CAROLINA/CA/IMPACT/IMPACT/IMPACT
23	23 GO ON ABOVE	ALICE AND MARY DUIN
24	24	PIETZ BIK
25	25	THE M&S



ROZ
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FOUR
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The Bo

	W/1 W/1 W/1	PRODUCT/DISTRIBUTION
1	02 VOODOO LOUNGE	THE ROCKIN' STONES
2	03 MUSIC FOR THE JUNETE GENERATION	THE PASTOR
3	04 THE VERY BEST OF...	EMERSON
4	05	EMERSON

21

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festival folds as finance fails

The United Club Federation's dance festival planned for the end of August has collapsed despite initial claims by the organisers that it would be certain to go ahead.

When UCF of Temple Newsam on August 29 was announced three months ago, the federation – a group of Leeds-based club promoters – said it would not be a "here today, gone tomorrow" promotion like many other dance festivals. It had even received permission from the police and Leeds City Council.

But UCF now says the withdrawal of financial support from backers including Eastern Bloc and one private investor

has led to the cancellation which has cost its directors £50,000.

The UCF adds, "The event has been cancelled due to various circumstances that are genuinely beyond the control of the promotion team. Ticket sales were postponed due to the problems encountered, so no ticket refunds will be necessary."

UCF chairman and Lion Saints member Keith Langley says problems began when, under police advice, the event had to be moved from a Sunday to a Monday. This resulted in headlines M-People being forced to pull out of the gig.

Dee-Lite were brought in as a replacement.

Manchester's Eastern Bloc label boss Paul Taylor says it dropped out when the UCF asked for an increase on the initial advance offer for a compilation album planned to tie-in with the event.

"We were never the major backers – we were just involved in the album which was ancillary to the event," he says.

Langley adds that he hopes the festival will go ahead in 1995 and pledges that the organisation will continue to work as a collective to organise dance events.

"The United Club Federation intends to follow through on the considerable momentum already surrounding this project

and its objectives and will be staging smaller events along the same lines in 16 different locations in Britain, Germany, and France between August and November," it says.

Meanwhile, one dance event that is going ahead is Rezection's The Event II in Edinburgh on Saturday (July 30).

The outdoor all-nighter, taking place in two huge marquees, features Lenry Dee, Richie Howlin, Carl Cox, Laurent Garnier, Robert Leiner/The Source, Human Resource and Ege Beroz. Tickets for the event at the 16,500-capacity Royal Highland Showground are £28.

inside

1 Intenet decides to quit creation stable

4 Jack on his box: Jon of the pleased waxman

6 **xtra** dance music is set to dominate proceedings when 15,000 people turn up for next month's popkorn event in Cologne, Germany

club chart: TRUE SPIRIT Carleen Anderson

cool cuts: EIGHTEEN STRINGS Trifon

With their acclaimed London club having closed down, The Drum Club are now turning their attentions to their studio output.

The band have just completed a week of shows in Japan with Underworld. Their return coincides with this week's release of their new single 'Drums Are Dangerous'. The album, with the same title, is out on August 8 on Butterfy Big Life.

The nine-track set features guest appearances by former KLF vocalist Maxine Hervey, Republica's Satron and Butterfy label boss and Killing Joke member Youth who join The Drum Club's Charlie Hall and Lol Hammond. The band has just one gig lined-up, at The Ministry Of Sound in London on August 5.



kiss pairs up with manchester station

London's Kiss 100 FM has agreed to share its name with a new Manchester-based dance station being launched in the autumn.

The company, formerly known as Foze FM, will license the name Kiss 102 FM. Although the two companies will remain independently owned, they will share a national advertising and sponsorship team.

Kiss head of marketing Gordon Drummond says, "It's not a big ownership deal but a partnership that's come about because their promise of performance is the same as ours."

"It's in all our interests that dance music goes from strength to strength, so this is a simple thing that stands us all in good stead."

Part of the deal will also see the Manchester station include some of Kiss 100's shows in its output. Following the original Kiss formula, the new station will play mainstream dance music during the day and have special shows in the evening.

espritu

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IT WANT TO! KILL SOMEBODY - (HIGH RISE)
S*U*P*A*S*H
TO HOT TITS TIPPED TO CHART NEXT WEEK

SPECIALS
RELEASING

17	25	Don't Tux	19	32	Tower
18	26	Kiss Frost	20	33	No God
19	27	The Map	21	34	Avrora
20	28	You Do	22	35	More T
21	29	Living It	23	36	Reclaim
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80	88	88	82	95	95
81	89	89	83	96	96
82	90	90	84	97	97
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84	92	92	86	99	99
85	93	93	87	100	100

OUT: 187 AU
ARTIST: DJ
TRACK TITLE: WH
THE 4 NON BL

The Best

Escapade

THE OFFICIAL CHARTS - 30 JULY



Club:
Love To Be At The Music Factory, 33 London Road, Sheffield, S10 4UR
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DJs:
Residents Tony and Steve Walker, Winston Hazel, Greg Robinson. Guests Lenny Fontana, Greg Fenton, DJ Pierre, Angel.

Spinning:
D-Mob 'One Day' Loveland remix; Ronni Simon 'Be Good To Me' DJ Duke 'Music Madness, Proxix and Cathy Brown 'Turn Me Up' Italian remixes.
DJ's view:
"The sound system is fantastic - a delight to play on." **Steve Walker Industry view:**
"The promoters have done it properly with a full-on sound system and promotion." - **Katherine Cleghery, Venus**
Ticket price:
£6. £8 non-members.

news
infonet goes indie

Infonet is leaving the Creation Records stable to go underground.

The label - home to Bandulu (right) and run by Chris Abbott - wants to remain totally independent and doesn't even have a distributor at present.

Abbott will handle all the label's interests, including sales, when the two-year Creation deal runs out after Bandulu's new album, "Animators" is released this month.

"The situation with Creation wasn't really going anywhere. We had grown from simply being a dance offshoot but there was no budget to do what we wanted to do," says Abbott. But he adds the split was



totally amicable and was more of a natural parting. Over the past two months, Infonet has headed back underground with three white label releases - Koh Tao's 'Sundown' featuring Andrea from Inky Blackness, Thunderground's 'Phobias' and Ben Long and Jamie Bismmie's 'Loose

Change EP'. All were limited pressings and all have sold out. Next up is a live-track EP from Sons Of The Subway.

"We want to keep the music varied and develop artists out of the base of Bandulu's studio. That's how we have lined up with most of the people we work with," adds Abbott.

"For now, I'm selling the records direct myself. Distributors have approached me about the label but I think it's wait until after the summer before thinking about that."

Meanwhile, Bandulu plan a follow-up to their 'Pressure' single at the end of August and they will also make concert appearances.

cool comeback

One of the most successful dancefloor jazz compilations returns in August after a two-year break.

The fourth volume of Island/Fourth & Broadway's 'Rebirth Of Cool' has again been compiled by DJ Patrick Forge, encompassing the full range of clubland jazz, ranging from the jazz rap of Dana Bryn to Ronny Jordan and The Priority to the Brazilian sounds of Bola. Legitimate jazz compilations like Rebirth are finding stiff opposition in some shops from bootlegs of rare jazz and funk tracks.

What happens when you combine a bunch of the UK's finest clubs and a load of Drum Cider? No, not a drunken mess but a fine dance compilation.

Clubs such as Strut, Cream and Back 2 Basics have provided tracks for 'The Drum Album' and RM has three copies to win along with a six-pack of Drum Cider for the first prize. Tell us in which city Strut is based and send you entry by August 2 to Drum, RM, Ludgate House, 245 Brixton Road, London SE1 9UR.

say what?

Ethan Reid, Soul Jazz record label and shop, London
"There aren't too many legitimate compilations but there are too many bootleg compilations. There are as many bootlegs being released as normal compilations and people are making a lot of money out of them. It pisses off companies like us because for our compilations we license tracks properly and

are there too many jazz compilations on the market?

Cathy Furness, Time Warp distribution
"Luvin' Height Records have just issued Don Cunningham's 'Jaboo' on a compilation and if you wanted the original it would cost hundreds of pounds. I think it's good for tracks like that to be on compilations because otherwise people just can't get them."
Hugh, Mr Bongo's Record Shop, London
"There are too many and they make people wary of buying original records because they

know eventually they'll turn up on a compilation. But for people who are just getting into the music, it's a way of getting a very good record collection cheaply - that's a good thing."
Dean Radland, Acid Jazz label
"We do one compilation a year because you either end up putting out tracks you've had out before or cheaply licensed jazz and funk tracks. We wait until we have really good material."

fletcher achieves precious dream

Lise Fletcher set out to create a record label with the ultimate aim of ending up on its roster of artists. And this release she achieves that dream with the release of her first solo single, under the name Precious.

Fletcher set up the label, Jump Records, at the beginning of 1993 with partner Nick Woolston, who had previously run a recording studio. The two had also worked together on a couple of tracks with Fletcher guesting on vocals.

Mark Shimmion [joined the label last year and, with Woolston, has handled most of the label's productions. Most other Jump artists have come to the label via its studio in south London.

After contributing her vocals to Alpha Mattie's 'Love's A Groove' single last month, Lise (29) aka Precious now has her own release on August 8 called 'Another Way'.

"It's nice that I've now been able to be a businesswoman and an artist rather than just one of the two. It's like having a serious side and a glam side to what I do, which I love," she says. Now Fletcher is hoping that her glamorous alter ego will attract attention from the bigger record companies and help her realise another dream - to record an album.



Tommy Boy POSITIVA

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the WHOOLIGANZ on tour with **HOUSE OF PAIN**

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23 July **WOLVERHAMPTON CIVIC HALL** 27 July **NOTTINGHAM ROCK CITY**
25 July **LEEDS TOWN & COUNTRY** 28 July **LONDON BRITTON ACADEMY**

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

1	LOVIN' MARY	2	02	SWEAR	3	03	MEET TR	4	04	COZY FOR	5	05	REGULATE	6	06	RAW TO T	7	07	SCARBORN	8	08	SHINE	9	09	SWAMP T	10	10	EVERYTH	11	11	LET'S GET	12	12	EVERNO	13	13	BLACK B	14	14	TREUBLE	15	15	BABY, I L	16	16	LOVE AUK	17	17	COMPUSE	18	18	WIND UP	19	19	CAN YOU	20	20	TAKE ME	21	21	LIABAND/L	22	22	SOMETHI	23	23	GO ON M
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COOL cuts

Shop:
Icon Record Bar, New
Street, Burton-On-Trent
(25F X 15F)

irb

Specialist areas:

Mostly vinyl, some CDs and DJ mix tapes. US, UK and Italian house, jungle, breakbeats, gabba, techno, trance techno plus old classics. Iconoclastic labels such as Cleveland City, Stress, Moving Melodies, Rotterdam, Knor. Extensive worldwide mail order service. For a small charge, subscribers receive fortnightly catalogue and hardcore/house sample tapes every three months.

Merchandise: Sweatshirts, record bags, slipmats. Tickets for most big events. Interested in licensing tracks - send demos to Mark.

Owner's view:
"We started two years ago, selling mainly jungle hardcore. During the past year it's gone more towards house and demand is now split 50-50. The business is much improved with the aid of mail order as trade from the street is pretty quiet. Our mail order service is growing all the time - I'd say we're one of the top 5 in the country." - Mark Aldrich

Distributors' view:

"Wayne (the manager) is down to earth and the atmosphere is good for the market they're catering for. There's a market for hardcore where they are and they sell a lot." - Andy Stanley, Network.

DJs view:
"Icon was my little secret - they're a bit out of the way so not many people go in - so I'm a bit pissed people have to find out! They tend to get in different music and come up with a few good tunes." Tony de Vit, Trade.

club & shop focus
compiled by sarah davis.
tel: 081-948 2320.

1	(2)	EIGHTEEN STRINGS Tinman	frr
2	NEW	THE SINGLE Rise Paul Oakenfold and Steve Osborne's techno creation	Perfecto
3	NEW	I WANT YOU Secret Life Another superb vocal performance with mixes from Morales and Play Boys	Cowboy
4	(3)	CONGO The Boss	Cooltempo
5	NEW	KICKIN' IN THE BEAT Pamela Fernandez Another classic revived with new mixes from Todd Terry, Alex Party and others	Ore
6	(8)	DREAMER Livin' Joy	MCA
7	NEW	DO DA DOO Robotman An underground acid cut track finally gets a UK release	Novamute
8	(7)	TRIPWIRE Llanocll	Deconstruction
9	NEW	ACID FOLK Perplexer Hard house epic with bagpipe breakdown	DEF
10	NEW	THIS IS THE SOUND OF TRIBAL Various Artists Compilation with several hot, unreleased tracks	Tribal UK
11	(10)	KEEP THE FIRES BURNING Clock	Media
12	NEW	HAPPINESS/YOU MAKE ME HAPPY Serious Rope Around again with new mixes from Morales and Uno Cio	Mercury
13	(13)	WALKIN' ON Sheer Bronze	Go Beat
14	NEW	ANGEL Sub Sub Bouncy UK house	Robs
15	NEW	RIO CALLING Jason Nevins The prolific New Yorker strikes again with some catchy cut 'n' paste	Black Label
16	NEW	LET ME BE Black Diamond Hi-energy house with a great vocal	Hooj Choons
17	(11)	STEPPIN' TO THE SOUND Flammable	Hard Hands
18	NEW	DOWN THAT ROAD Shara Nelson Morales, Knuckles and Underdog on the mix	Cooltempo
19	NEW	SEXY MOVEMAKER 5th Circuit Excellent house groove from Manchester	Manchester Underground
20	NEW	DOGGY DOGG WORLD Snoop Doggy Dogg With funky Perfecto mixes	Death Row

a guide to the most essential new club tunes as featured on 11m's "essential selection", with sets long, broadcast every Friday between 7pm and 10pm. Compiled by dj feedback and data collected from leading clubs and the following stores: city sounds/flying/zoom/black market (london), eastern bloc/underground (manchester), 22nd precinct (glasgow), 3 beats (liverpool), warp (sheffield), box (newcastle), joy for life (nottingham).



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rm ads namecheck: ad manager: rudi blackett @ deputy ad manager: judith rivers @ senior ad executive: stive masters @ ad executive: ben cherrill @ marketing manager: mark ryan

AM
LIVE: October 1st, Manchester, Apollo
2nd Birmingham, Symphony Hall
3rd London, Hammersmith Apollo

10 HOT HITS TIPPED TO CHART NEXT WEEK

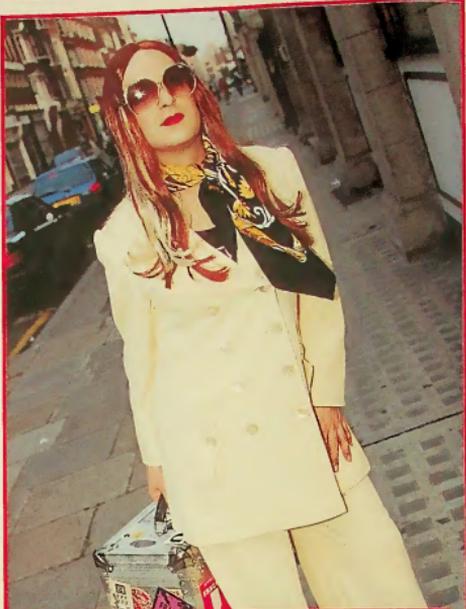
(I WANT TO) KILL SOMEBODY - (HIGH RISE)
S-M-T-A-S*H

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jock on his box

'massive pop fan' Jon of the pleased wimmin reveals the classic glam, synth and hi-nrg tunes in his record box



jon of the pleased wimmin

'after the rainbow' - joanne daniels (break records): This is a hi-nrg record I got in 1985. It's so escapist, so over the top. I used to play it a lot in gay clubs in the 80s it's a real anthem!

'fade to grey' - visage (polydor): I bought it when I was about 12 and I completely flipped. Then there was the make up factor on the video - it sums up the whole era!

'heart of glass' - blondeie chrysalis: I remember seeing my nger on a staple in Smash Hits trying to get the words out. It was agony and I was six on my way to church! I've been a Blondie fan ever since!

'passion' gat decor (effective): I used to work in The Trocadero and spend all my wages in Tag Records around the corner. This was one of the first white tobis which I got in Tag in 1991 - it's so original, no-one's come close to that record since. It creates such an atmosphere in a club. It is an absolute classic, it'll never age.

'those eyes, that mouth' - cocaine twins (ADD): I got this in 1987 and I love nearly everything they do. I find their music really emotive. I've never been a big soul fan, I was bred on white music and find records like this really moving.

'baby turns blue' - virgin prunes (rough trade): I got this in 1984. I met them after one of their concerts and I hitched over to Dublin to stay with them when I was at college. They were really nice. I love their neurotic sound.

'life in tokyo' - japan (hansa): I was 15 and loved Japan, they were really ahead of their time. They had such a perfect look - so clean cut. They made sure everything was perfect which is so important, it builds up an image.

'memorabilia' - soft cell (some bizarre): I bought this when I was about 13 or 14 - I was completely obsessed with them and I used to hang around their offices. They kept me going through school. I liked their attitude - they couldn't give a shit.

'i feel love, patrick cowley remix 1987' - donna summer: It's 15 minutes long and the ideas on it are fantastic. It's ahead of its time. So innovative.

'visitors' - koto (ZYX): Another hi-nrg anthem. I got it in 1991, before acid started, then it got played in acid clubs although I didn't go to them, I hated acid clubs!

steamini tips for the week

- 'brilliant feeling' - the Fall (many all stars) (all many club)
- 'theme from soul train' - johnny viscous (vintag network)
- 'peace and joyget it or' - sound station (white label)
- 'that music' - romeo blue (stator union records)
- 'merch' - the look (sassy acids)
- 'missing' - everything but the girl (blanco y negro)
- 'colours of love remixes' - reese (aged network)
- 'and i'm telling you i'm not going' - donna giles v kitchash (one)
- 'tree and 18 string remixes' - man (drg)
- 'hallelujah' - or banan (logis)

compiled by sarah daniels
tel: 011-948 2370

BORN: 1969, Brazzaville, The Congo. My parents were Salvation Army missionaries. HOME TOWN: Croydon. LIFE BEFORE DJING: Degree in fashion; had a shop in Kensington Market; worked for DJ Rachel Auburn. FIRST DJ GIG: Glam at The Milk Bar in 1991. Danny Romping's club. Darren, Peter and myself did a cabaret there as The Pleased Wimmin. Danny knew I wanted to DJ and had lots of records. When he went on holiday he gave me the worn up shit for seven weeks. MOST MEMORABLE GIG: Worst: a wrap party at Danbury on the Kings Road, full of hideous yuppies who kept asking me for remixes. Best: Universe in 1992. It was a fantastic, advertive. It's just word of mouth and we're turning hundreds away every Wednesday. NEXT THREE GIGS: ROAR, Cardiff (July 29), giving it up. It takes ages and it's expensive! OTHER INTERESTS: Deal with East West for three singles, one track completed. Remix for The Fall Monty All Stars Brilliant Feeling on Full Monty Club. Sewing and designing.

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namecheck: ralph tee • brad beatnik • tim jeffery • andy bevvers

tune of the week

empirion: 'quark' (Wanted Records)

techno

A collage of sound and a riot of colour heralds this stunning track. Empirion weaves three Essex joys behind the wonderful 'Narcotic Influences' and they return with a harder, menacing techno thumper which ingeniously evolves into a sweeping piece of mood music that would perfectly suit the soundtrack for the likes of 'Blade Runner' or 'Terminator'. It's one of those tunes that you can hear something different in every time you play it. Large. **★★★★** **bb**



house

TINMAN: 'Eighteen Strings' (Ttr). At long last the Nirvana sampling house stomper is cleared for take off. The shops can take down their 'Don't even think about asking for Eighteen Strings' notices. Abigail can hang her head in shame and the nation can finally rock the party. The Full On Kitchen Mix uses every trick in the book - chiming bells, a pumping Hammond, shuddered commands plus that guitar riff - to create a crowd pleasing tune of huge proportions. The new Chris and James remix is more of a

builder, teasing with snatches of guitars on the way to its full-on-tilt-laden climax. Also check the bonus track 'Free', which uses the Peter Fonda 'We wanna be free' sample (as used on Primal Scream's 'Loaded') over trancey synths and yet more organ and grunge riffs. **★★★★** **ab**

- ★★★★ Tastier than a Magnum
- ★★★★ As fab as a Feb
- ★★★★ Regular vanilla with a flick
- ★★★★ One Minvi too many
- ★★★★ A scraping from the freezer door

RIDE COMMITTEE feat ROXY 'Get Hum' (Phat As Phuck). The latest and probably the best release so far from this enterprising Northern label that has put out some fine, deep and very funky house tracks. This double pack is chock full of long chunky grooves in very NY style, with Vasquez on the mix on one or two of them. There's a camp vocal version, a techno interpretation, garage, hip hop - it's all here in this varied package. **★★★★** **lj**

OPUS III 'Hand In Hand' (PWL). Paul Oakenfold provides the mixes and they're

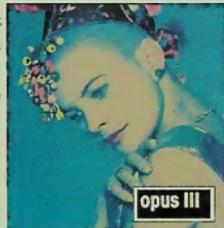
very pleasant, quite mellow trancey excursions that are listenable but very unremarkable due to a lacklustre sound which drifts along but goes nowhere. As a result the vocal-less trance mix is the best. **★★**

VARIOUS 'Objects D'Art' (New Electronica). An unusual release from Beachwood's New Electronica offshoot. This four-EP, 16-track set includes the first releases - now deleted! - from Kirk Degliero's ART label. Familiar names such as As One, Bail and Psyche are included along with Alkyia, FuturePost, Neuro Pollution,

double header with one side being a neat, skipping American style house bouncer with some samples which have perhaps been rather overused but are put together well with catchy piano hooks. The other side is a good, straightforward UK house track with bold synth lines. Well worth checking. **★★★★** **lj**

RISE 'The Single' (Perfecto). With probably a hundred remixes under their belt, Paul Oakenfold and Steve Osborne finally strike out with something of their own and a real baller it is. Full on, Euro

Esoteric, Cosmic, and BFG, Beautifully, experimental and colourful, then this set is one for your box as there are more than a few discs within it. **★★★★** **bb**



X PRESIDENTS 'God Bless America/Gotta Move' (Urban Hero). A useful

best of the compilations

Highlights of the latest compilations include **JUNIOR BOYS OWN'S** must-have 'The Collection' featuring rare and unreleased tracks from the likes of Underworld and Outrage. **★★★★**... **TRIBAL UK'S** debut compilation 'This Is the Sound of Tribal United Kingdom' that not only features new mixes and tracks from Vasquez, Pató Benton, Kupper and Tenaglia classics but also a wicked Vasquez mix of the cassette and CD versions. **★★★★**... **A fine STRICTLY RHYTHM** set featuring DJ Pierre, Killa Green Budds and Morell's Grooves. Very NY, very tasty. **★★★★**... **The phat beat-loaded 'Give 'Em Enough Dope' from WALL OF SOUND** that has contributions from a number of black Sunshine/Hot Wax-related acts. Nutt said. **★★★★**... **A thundering, poscy set from SUPERSTITIOn, 'Volume Two'**, featuring Morrison, Paraglidiers and LSG with different mixes on the CD and vinyl. **★★★★**... **RISING**

HIGH'S 'Secret Life of Trance 3', a four-vinyl, two-CD set of trance cuts taken from the label's diverse roster including classics from Paraglidiers & Union Jack. **★★★★**... **One of the best techno compilations for a long while, on 'Types', a RUDOS** label sampler that has Pentatonik, Dave Angel and Sandoz among its contributors. **★★★★**... **BEECHWOOD'S 'Jazzfusions One'**, Okay, Kenny G may not be particularly ered but who really cares when the vibes are this mellow. **★★★★**... **Alongside Xtreme's own CUTTING RECORDS** compilation, the US label also gives us 'Cutting Trax II' on import featuring a host of new artists and fine cuts and mixes from the likes of Robbie Fleming, Danny Morales and Ricky Morrison. **★★★★**... and finally, a mad one, 'World Sonic, Domination' showcases GENERATOR RECORDS from Detroit and is a damn impressive, rowdy affair. **★★★★**

• albums

PORTISHEAD 'Dubny' (Go! Beat). Haunting, brooding, creepy and swooning - and that's just the first track. Yes, Portishead's debut album lives up to all the hype by simply sounding refreshingly original. At times, it's like a SoXes British gangster b-movie soundtrack, at others just simply a blissful sleep back in time to dreamy vocals and gentle melodies (as on the latest single 'Sour Times'). The first single 'Numb's' is also included but it really is difficult to find stand-out tracks - they're all so strong. Next year's Mercury Music Prize winners? **★★★★** **bb**

LOVE: TKO 'Head Turner' (Mo Wax). First surfacing as Sexy TKO with their 'Tribes Of Love' track in 1991, Japanese duo Tosh and Kuto have been working on many projects for Japan's Major Force West label. Now they have their own debut album with a string of guest vocalists. It's a tremendous album with a breezy laid-back Californian feel on some tracks such as 'Slay', 'Desert Song' and their cover of Buffalo Springfield's 'For What It's Worth'. It should reach music fans of all ages and reach its own right the push by this record label. **★★★★** **bb**

sinclair don't lie

the new single - released July 25
 12" features the g & q rare groove mix and mixes by the ethnic boyz, ken kessie and joey negro
 second 12" on a reggae tip features the administrators lovers mix and new g & q
 summer groove mixes of "honey love" + cassette single and 6 track CD single

dōme

mastered by Parlophone

17	25	Don't You	18	26	Kiss From
19	27	The Man	20	28	You Don't
21	29	Living In	22	30	AFTERNOON
23	31	TOWER OF	24	32	No Good
25	33	ANYTIME	26	34	MONIE TO
27	35	REACHIN	28	36	From Her
29	37	TWYFOOD	30	38	WIRE OUT
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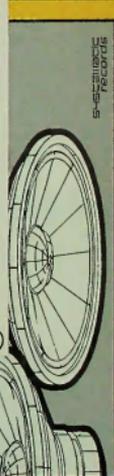
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 2nd Birmingham, Symphony Hall
 3rd London, Hammermith Apollo



TOP UNUSUALITY

IF I WANT TO KILL SOMEBODY - (HIGH RISE)
 S-M-T-A-S-H

10 HOT TIPS TIPPED TO CHART NEXT WEEK



Popkomm

steps into the gap

With the pound struggling against the dollar, America's New Music Seminar proved too costly for some, while the annual trek to Miami — as good as it may be — is leaving a void to be filled for the remainder of the year. So into the gap has come Popkomm, Germany's annual music industry trade fair.

Now in its sixth year, the Cologne-based Popkomm has become a major rival to its New York and Cannes counterparts. Between August 18-21, the Congress Center East, part of the Kohn Messe trade fair complex, will become home to Europe's music industry elite. In the past five years the multi-media and music fair has grown rapidly. Just over 1,000 participants attended in the first year, 1989, rising to more than 15,000 trade and public visitors last year.

Popkomm plays host to numerous musical genres — although this year the emphasis is strongly biased towards the dominant force of dance. Surprisingly, however, outside of Germany and central Europe the convention has yet to be fully recognised. The organisers hope to change that this year and for the second year running the doors are open to international exhibitors and, again, more than 15,000 visitors are expected.

"We have been attending since the music conference was founded," says Jorg Hoeker, A&R manager for Intercord — one of Germany's largest dance distributors. "We are running a stand for the third year and, with the growth of Popkomm, our stand has grown, too. This year our stand will be sponsored by Heineken Beer, which should ensure we get a lot of visitors gathering around our stand!"

Intercord, like many of those in attendance, sees the exhibition as prime ground for finding licensees for their product in overseas territories. Marnik Brackelwett, A&R manager for Belgium's Antler-Subway label, agrees. "That's the main reason we are going to Popkomm — to increase our business in Germany and interest labels to license our product to their territories."

However it's not just the Benelux and GAS countries that are benefiting from the fair. Strictly Rhythm, one of dance music's most respected and much-loved labels, will cross the Atlantic to preview some of its upcoming releases and officially

launch its new Freshly Squeezed imprint. This is in addition to showcasing several of its top artists.

"Popkomm is the most important promotional event in Germany, particularly if you want to break new talent and music styles," says Dittmar Frohmann, the German label manager at its Berlin office.

Similarly Amber Records label manager Doris Dischner is hoping to expose her label's material — which includes Chinese and the Cool Strutin' 2 compilation — to a wider market.

London radio station Kiss FM was one of the first in the UK to be championed and played the label's Daddy On The Run by Misch Belle With Step Three.

Mark Reader, Managing Director of Berlin-based MFS Records, views Popkomm as a serious rival to the existing competition. "As the seminar has grown from a strictly German music gathering to one of international importance to rival Midem, so has the business value of the conference increased. The beauty of Popkomm is that it isn't ridiculously expensive to participate in. This means smaller labels with

Lewis Dene reports on Popkomm, the dance music convention that's already won the hearts of central Europe and should attract many more Britons this year



house of vinylism

guide to the popkomm events, p11

guide to the popkomm exhibitors, p13

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BILLY WILKINSON

(I WANT TO) KILL SOMEBODY - (HIGH RISE)
S*MT*A*S*H

10 HOT TITS TIPPED TO CHART NEXT WEEK



17	25	DOIT TUI
18	26	KISS FROW
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21	29	LYING IN'
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23	31	TOWER OF
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THE OFFICIAL CHARTS - 30 JULY



the **Official Charts**

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8 **12** Everday

8 **13** BLACK BO

8 **14** TROUBLE

12 **15** Baby, I

7 **16** LOVE AN'

17 **17** COMPUKE

13 **18** Wino Up

14 **19** Can You

15 **20** TAKE ME

21 LIBANO/L

22 SOMETIME

16 **23** Go On M

17 **24** I'm A

17 **25** Don't T

⊕ compiled by Alan Jones from a sample of over 500 dj returns ⊕

1 **TRUE SPIRIT (K-KLASS/RONIN INC/DJ POGO MIXES)**
Carleen Anderson

2 **THE FEELING TIN TIN OUT (MIX/DIESEL & ETHER MIX)/MONUMENTAL MIX**
Tin Tin Out featuring Sweet Tea

3 **GOODBYE BABY AND AMEN BROTHERS IN RHYTHM/KLASSIK/REBRIDGE REMIXES** Libi Dome doubleback

4 **TRIPPIN' ON SUNSHINE (MIXES)** Pozaman

5 **LET'S GET DOWN (LUV/UP/AQUARIUS MIXES)** Aquarius

6 **ONE DAY D-Mob**

7 **EVERYTHING IS GONNA BE ALRIGHT (FOUNDATION/JUNIOR VASQUEZ/CJ MACKINTOSH REMIXES)** Sounds of Blackness

8 **LUKE (KENNY DOPPE MIXES)** Shance

9 **NEVER GONNA GIVE YOU UP (BUMP MIXES)** Ruby Turner

10 **GIRLS & BOYS (SELA MIX)** Hed Boys

11 **SO GOOD (WEST ENJOJOE REMIXES)** Eternal

12 **MAGIC (SASHA'S BLACK MAGIC/MAX/JUNIOR'S FACTORY MIX)/JUNGLE MAGIC (Sasha)** Deconstruction

13 **DO IT (ORIGINAL MIX)** Tony Di Bart

14 **HIT BY LOVE (DAVID MORALES REMIXES)** Go Go Peniston

15 **CONGO (DAVID MORALES MIXES)** The Boss

16 **DREAMER (LUV/UP/PEPPERONI/SWING 52 REMIXES)** Luv'n Joy

17 **EIGHTEEN STRINGS (FULL ON KITCHEN MIX)/CHRIS & JAMES REMIX/IFREEDOM TO**

18 **MIDWINTER AT THE OASIS (THE ROGER S REMIXES)** The Brand New Heavies

19 **SWEET DREAMS (LOVELAND REMIXES)** La Bouché

20 **ANGEL SWIM (PRIMITIVE/REGGAE/SOUL TO INFINITY MIXES)** Sub Sub

21 **ON MY WAY (HELLO/UP/7LES & SONJA/MACKENZIE ORIGINAL MIXES)** Helicopter doubleback

22 **WORKIN' IN THE BEAT (TODD TERRY/ALEX PARTY/TOMMY MUSTO/DANCING DIVAZ MIXES)** Planet Funksters

23 **UNJUST WORLD (DAVID MORALES MIXES)** Morgan Heritage

24 **RIPE LIFE (MIXES)** Kim English

25 **SPEED OF LOVE (SPURD UP MIX)/SHINE YE MIX/(GINN)STRETCHER MIX/**

26 **SPICE STEPS (DUB) (Digi U)** Vicious (Guru) Remixes

27 **AND YOU'RE TELLING YOU YOU HAT GOING (STONER/LOVELAND/JUNIOR VASQUEZ)** Columbia doubleback

28 **WAVE 3 (REBRIDGE & CLUBBEE MIX/UBO'S VIBE/UNDER MIX)/GEORGE'S FEELTREVUE**

29 **WAVE 3 (REBRIDGE & CLUBBEE MIX/UBO'S VIBE/UNDER MIX)/GEORGE'S FEELTREVUE**

30 **WAVE 3 (REBRIDGE & CLUBBEE MIX/UBO'S VIBE/UNDER MIX)/GEORGE'S FEELTREVUE**

31 **WAVE 3 (REBRIDGE & CLUBBEE MIX/UBO'S VIBE/UNDER MIX)/GEORGE'S FEELTREVUE**

32 **WAVE 3 (REBRIDGE & CLUBBEE MIX/UBO'S VIBE/UNDER MIX)/GEORGE'S FEELTREVUE**

33 **WAVE 3 (REBRIDGE & CLUBBEE MIX/UBO'S VIBE/UNDER MIX)/GEORGE'S FEELTREVUE**

34 **WAVE 3 (REBRIDGE & CLUBBEE MIX/UBO'S VIBE/UNDER MIX)/GEORGE'S FEELTREVUE**

51 **BODY AND SOUL (PLS ARENAT/RO CHILD DARK BLACK/CHRIS & JAMES/PLAY BOYS FULLY LOADED DUB MIXES)** Cowboy

52 **THIS TIME I FOUND LOVE (EXTENDED MIX)/BEATMASTERS HOLY MODAL MIX/UDUB MIX/THE CLASSIC VOCAL MIX** Epic

53 **HAPPY (HANGE FROM SOUL TRAIN '98)/JOHNNY VICTORUS (REMIX)** Lethal Weapon Vs. MESS Network

54 **PREFECTO TRANCE MIX/PERFECTO MIX/OPEN IT** PVL

55 **LISTEN (ORIGINAL/SHANE/RELOADED/NEWY '00S)** Gonzalez (MIXES) Tullin lead doubleback

56 **BRING ME YOUR LOVE (MIXES)** PIONEER IN THE SUMMERTIME (MIXES) Dams & Leo Elektra

57 **THINK ABOUT THE WAY (BOM DIDI DIDI BOM DIDI BOM...)** (LUV/UP) JULES & VEA doubleback

58 **THE SCOURGE OF MIXES** To a C VEA doubleback

59 **THE COLOURS OF LOVE (PLAY BOYS REMIXES)** The Rescue Project Network

60 **PUT YOUR HANDEZ UP (MIXES)** Sabatini Postiva

61 **SUMMER PROMISE (VOCAL MIX/UDUB MIX)** Shape Navigator Opening

62 **NO MORE (MIXES)** Melted Pulse-8

63 **DOUGGY DOG WORLD (PERFECTO MIX/UP VERSION)/PERFECTO X-RATED MIX** Sheep Doggy Doggy

64 **SNAP! IT! LOVE (HOUSE FACTOR MIX)/JOHNNY BOY'S MONDAY PULL ON MIX/JOHAN MIX/JOHAN'S DUB** Sabrina Johnson

65 **BURNIN' MUKUNA** Limpoo

66 **UPRICKS (AL REBRIDGE/JERRY'S HOOKS/SHINE BOTH MIXES MIX/SHAKE IT CLUB MIX)** Bush Burned Fire

67 **INNER CITY BUZZES (UP VERSION)/REMIX VERSION** Angela Windush

68 **MANTRA TO THE BUDDHA** Hyperepax

69 **THE BRIDGE (ISCREW BACK BLENDER MIX/RESO MIX)** Bullet Proof

70 **SAY PARTY (MIXES)** Shut Up And Dance

71 **INTROBARY BE MINXED BLOW MY MIND/PHYSICAL THING/JOY/LOVE'S IN REEZE LIP** The Way You Work Blackstreet

72 **BURNHOUSE PARTY** Centurions

73 **25c (IRAS KWAME/JERMANO/PITCHARD/PEPPERONI MIXES)** Addictions

74 **STEEP UP (LUV/UP/7LES & SONJA/MACKENZIE ORIGINAL MIXES)** Helicopter

75 **PETAL (ENGLISH ROSE/MIY/REXEN/STANLEY CLEARS THE THROAT)/CAT IN THE GARDEN WITH**

76 **NO GRAND/DEEP IN THE UNDERGROUND (Wobble-U) feat. Professor Stanley Uman**

77 **SYSTEM 1/SYSTEM 2/SYSTEM 2** 2 Hoth

78 **IN THE MIX** Romanthony

79 **EVERYBODY CLUB (SLAP CLUB/SLAPBACK)** (SLAPBACK CLUB/SLAP DUB)

80 **SLAPBACK CLUB (SLAP CLUB/SLAPBACK)** Slapback

81 **REBRIDGE (UP VERSION)/UP VERISION/DJ Jazzy Jeff & The Fresh Prince**

82 **HELP MY FRIEND** Sjo Magush

83 **HELP MY FRIEND** Sjo Magush

84 **HELP MY FRIEND** Sjo Magush

85 **HELP MY FRIEND** Sjo Magush

86 **HELP MY FRIEND** Sjo Magush

87 **HELP MY FRIEND** Sjo Magush

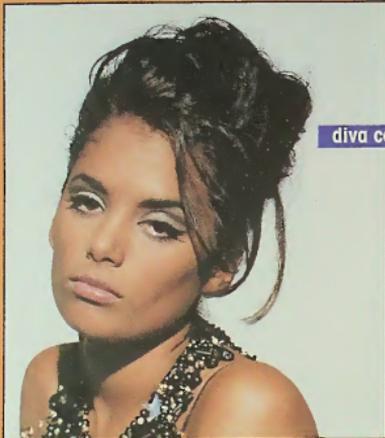
88 **HELP MY FRIEND** Sjo Magush

89 **HELP MY FRIEND** Sjo Magush

90 **HELP MY FRIEND** Sjo Magush

chart

Fresh
The Fresh Prince
S16



diva connection



perhaps innovative music but without a large budget can make contact with larger labels and distributors without overrunning their label's budget - for example with the fee we spend at Midem we could make a 12-inch single*

- Sjon Marjens, A&R and promoters manager for Belgium's KK Records, adds,
- "Popkomm is becoming more important because it's not concentrating on the

'popkomm is the most important promotional event in Germany, particularly if you want to break new talent'

- dittmar frohmann

German market any more. More foreign companies are attending as well."

KK will be here for the second year and MFS is attending for the third time while Clubvision is one of a growing number of new labels attending for the first time. The Swedish home to several recent crossover club hits by House Of Virginity, Donna Gilles, Clubland, Diva Convention and, most recently, Skobbie will be showcasing new material from Christopher Cone and Hypermatore - two new artists on their impressive roster of artists.

"We're looking for an alternative to Midem and the New Music Seminar, which are becoming less interesting over years," says the label's general manager, Jon Ekholm.

"We hope Popkomm will fill the gap as European dance labels need a meeting place. We also hope to increase Clubvision's profile in Europe and make other territories aware of the success we've had with our artists in the UK and the US."

A meeting pot of the dance music genre, the conference promises to feature a potent mix of styles - from the mainstream Euro-beat sound of pop to the smooth jazz tinged blend of acid-jazz soul, to the ubiquitous progressive underground sounds of techno, trance and ambient music, with rap, funk, reggae and the increasing dominance of jungle all featuring prominently.

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REMAKE UNO
MR. ROY SOMETHING ABOUT U
THE OUTHERE BROS. FUK U IN THE ASS/
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THE FOG BEEN A LONG TIME

LICENSOR OF ...

TNN LA CUCAMARCHA
BASS BUMPERS THE MUSIC'S GOT ME/
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17	25	DON'T U	

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LIVE: October 1st Manchester Apollo
2nd Birmingham Symphony Hall
3rd Leeds Millennium Apollo

the rm guide
to who's
doing what,
when and
where over
the four days
of Popkomm

see feel



apex twin

In addition to more than 300 exhibitors, Popkomm will showcase the cream of dance music artists in the evening club sessions and parties.

Traditionally renowned for delivering some of the hardest and darkest sounds of the dance genre, KK Records hosts its party on the opening night of the Warehouse (Thursday, August 18). It will feature p Zen Paradox, Lumakanda and Psychick Warriors Ov Gola.

On the same night of the Oshos club, NTT hosts the 'ultimate drop out party' with a line up including DJ Hypo, Dr.S, Gachet, Bleed, Luno-C, Jaoathan and the BKA Crew.

The following night (Friday, August 19), the hosts of the big guns takes place in the red corner, the RM Club Night (see box), in



Europe's best at rm club night

The RM night promises to be one of the highlights of the convention with clubland's premiere DJs spinning an eclectic mix of musical sounds.

- From the UK, Sasha - the International Dance Awards DJ of the year - will be playing a house set that will no doubt feature his new Deconstruction single, 'Magic'.
 - From Liverpool's Cream club Paul Bleasdale will be spinning a set he refers to as "hard handbag music".
 - Leading techno DJ Carl Cox will be mixing up house with techno.
 - Mexican native and Berlin-based ACV recording artist, Leo Anibaldi, will take care of experimental techno.
 - Trance is covered by German DJ artist Paul van Dijk.
 - Amsterdam's leading female spinner, DJ Eva completes the line up. In between slowing over the SL1200s, she A&R's for PolyGram Benelux.
- It's also highly rumoured that Boy George, a respected DJ in his own right, will also be putting in an appearance to seduce the crowd with his exotic blend of musical styles.

- Kk 089 : KODE IV - Faust: 12/ cds
- Kk 120 : KODE IV - Dissolve vapour space remix: 12/ cds
- Kk 124 : ULTIMATE LIFE EXPERIENCE: lp/ cd
- Kk 126 : NUMB - Wasted sky: cd
- Kk 127 : LASSIGUE BENDTHAUS - Soul access: mlp/ mcd
- Kk 128 : SIELWOLF - Beweglich Animalisch: cds
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Future releases

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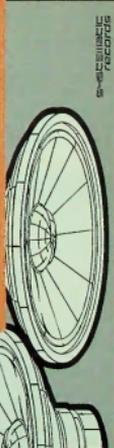
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BRAX

BITTY McLEAN (BRILLIANT)

(I WANT TO) KILL SOMEBODY - (HIGH RISE) S-M-P-A *S*H

10 HOT HITS TIPPED TO CHART NEXT WEEK

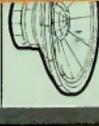


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the blue corner, the Strictly Rhythm Showcase.

NYC's Strictly Rhythm Showcase at the Gloria club will feature **George Morel** and **DJ EFX & Digi** plus PAs from **Barbara Tucker** and appearance by **Armond van Helden** of the group **Hardheads**, **Working Class**, **Hans Nieswand** and **Toezer** among others. The party's been billed by the organisers of Popkorn as "probably the best party of the year", so don't miss it!

The Friday night die-harder's can also make pit stop visits to the Low Split 'Universal Spirit' party at the Live Music Hall where label owner **Westbam** will be DJing alongside fellow artists **Marusha**, **DJ Dick** and **Marssequencer**. An assortment of PAs are also planned. The hip-hop crowd converges at the Petit Prince where **Wild Card** recording artist **Dorkman** will be previewing his new single 'Who's the Dorkman?' and tracks from his forthcoming album. Finally on the Friday, **Rough Trade** presents the Warp Records Showcase at the Oshos club where you'll be able to hear the new singles by **Seefeel** ('Fractured'), **Autobahn** ('Lost') and **LFO** ('Tied Up'), with the **Aphex Twin** DJing on the night.

Saturday night (August 20) of the Ales Presswerk finds the EMI party 'Dance Night', **Reel 2 Real** perform material from their September release album and Germany's **Magic Affair** perform the single 'Give Me All Your Love' and tracks from their album.

The party will also introduce UK attendees to **Basic Element**, a Swedish techno act whose single 'Touch' is forecast for domestic success.

Over at the Gloria club, Intercord's club night promises to feature a plethora of artists including **Moby**, **Underworld**, **Liquid**, **Exkimos** & **Egyptis**, **Scorn** and **June Reactor**. While soul and acid-jazz fans are catered for at Oshos and Petit Prince which



marusha

will house two Family Tree parties. Up and coming soul singer **Quale Williams** will perform tracks from his album, 'Comin' From The Heart Of The Ghettos' (Yo Mama) and jazz-funkers the **Reality Brothers** will showcase their

excellent 'Lowlife' (Philips) album which fuses rap with jazz and soul over a hip-hop back drop. In a similar vein, **Weep Not Child** will perform tracks from their acclaimed 'Urbanation Tru' Music & Lyrics' (Groove Attack) set.

Waltin' Large Like Bigfoot perform their current German single 'I Play The Talkbox' (Groove Attack) and **Easy Business** will debut their 'Encyclopedia' (Intercord) album. Also included on the bill are Yo Mama artists **Frettes Brot** and **Dis Jam**.

For those still standing after four days of logging and three nights of partying on the final evening (Sunday, August 21) of the Live Music Hall, the **Butle Proof** label presents a live show by American rapper the **Boo Yaa T.I.L.B.E.** dropping tracks from their new 'Doomsday' album.

Popkorn '84 promises to be the biggest set with representatives from all walks of the dance industry participating. In four days more than 15,000 people are expected to come through the exhibition doors, many with cheque books in hand.

As one executive remarked 'Miami's all fine and well, but we (the industry) just can't afford to wait for 12 months to meet up with all our international distributors and overseas licensees. We need a viable alternative - Popkorn is that alternative.'

by **extra**



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AND
DANCE

1	LOV	2	02	SWAMP	3	03	(MEET) T	6	04	CRAZY FOR	9	05	REGULATE	11	07	SEARCHIN'	5	08	SHINE	4	09	SWAMP T	10	10	EVERYTHIN	18	11	LET'S GET	8	12	EVERROD	13	BLACK BO	14	TRUBLE	12	15	BABY, I U	7	16	LOVE ANY	17	COMPUZE	13	18	WORD UP	14	19	CAN YOU	15	20	TAKE ME A	21	LIBRANO/L	22	SOMETIME	16	23	GO ON MI	17	25	T SECOND	DO NOT T
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thE rm guide to popkoMm's eXhiBitors

ACV Records

Contact: Tony Verdio, MD
Address: Via Antonio Coppi 4/C, 00179 Roma, Italy
Tel: 39.87.806441
Promoting: new material by Robert Armani, Chose, Taboroth Adams and Shame Or Fame, plus Leo Anibaldi DJing at the RM party.

Amber Records

Contact: Doris Ditscher, label manager
Address: Yockstrasse 19, 10965 Berlin, Germany
Tel: 49.30.2163827
Promoting: Misten Bello, Chinyara, Chill Factor and Step Three, plus the Cool Strumia! Vol.2 compilation.

Antler-Subway Records

Contact: Olivier Morella, international manager
Address: Leuvenestraat 87, 3200 Aarschot, Belgium
Tel: 32.16.567666
Promoting: new material on their Dance Opera, Barramund and First Impression labels. Launching Virtual Records and Book To Books Records and debuting new material from Lords Of Acid, Channel X, Mellow Mellow and Graylock.

Clubvision Recordings

Contact: Jan Ekholm, general manager
Address: PO Box 7793, 10396 Stockholm, Sweden
Tel: 46.8.6656062

Promoting: new material from Hoase Of Virginitism, Donna Giles, Clubland, Shobbs, Christopher Cane and Hyperature.

Dance International Records

Contact: Lex van Cooeverden, MD, A&R
Address: PO Box 480, 2700 AL Zoetermeer, Holland
Tel: 31.73.614271
Promoting: Atlantic Ocean, Somebody and Disco Anthem, plus unveiling details of new artists and projects.

Dance Street Records

Contact: Dieter Stemmer, MD/Emma Herkes, International A&R
Address: Schwanebnwall 33-55, 44135 Dortmund, Germany
Tel: 49.231.52027
Promoting: exhibition stand at conference.

Digit International

Contact: Giuliano Saggio, MD
Address: Fancioli 15, 20138 Milan, Italy
Tel: 39.2.58011771
Promoting: new material by various Digit artists.

Discomania Musikvertriebs Distribution

Contact: Uwe Kohlwies, general manager
Address: Ralfersstrasse 4, 61191 Rostbach, Germany
Tel: 49.6003.91000
Promoting: exhibition stand at conference.

Djax Records

Contact: Saskia Slegers, MD
Address: PO Box 2408, 6600 CK Eindhoven, Holland
Tel: 31.40.115547
Promoting: new material from the Acid Junkies.



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2nd Birmingham, Symphony Hall
3rd London, Hammersmith Apollo



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LABEL MANAGEMENT	MARKETING	TELESALES	VAN SERVICE
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INTERNAL	UPIN TUBE	DORADO	NOVA MUTE
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HARTHOUSE	STUDIO K7	DEEPER BRESHAES ME	HOJO CHOONS
BOMBA	JUNIOR BOYS OWN	PHAT AS PHUCK	WATER
ONESTEP	SOMA	RINFLEX	INTER MODD
WARP	PRODEKULT	ST. WHEEL	U.M.M.
VINYL SOLUTION	KLIPSCH	HARD HANDS	SILVER SHANTI

RECENT RELEASES

X-PRESS 2, HARD FLOOR, UNDERWORLD, JOEY BELTRAM, PFWO, JX, ORBITAL, CAPPELLA, SCURMASH, JUNIOR BOYS OWN COLLECTION, SECRET LIFE OF TRANCE 3, GUNSHOT

FORTHCOMING RELEASES

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TEL: 071 284 1155
FAX: 071 284 2211

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TRM

2A-24 1 Second

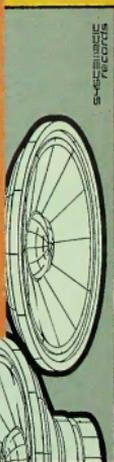
- 17 25 Don't T
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- © CIN. PRODUCT BASED ON A S7

OUT 1ST AU

ARTIST **DJ**

TRACK TITLE **WH**

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the rm guide to popKomm's exhibitors

EMI Records

Contact: Julian Close, senior A&R/David Robertson, product manager
Address: 20 Manchester Square, London W1A 1ES, UK
Tel: 44 71 4964488
Promoting: the **Positiva** label, plus the EMI Dance Night party featuring **Real 2 Real**, **Magic Affair** and **Baso Element**.

Freaky Records

Contact: Coen Noordendorp, MD
Address: PO Box 6021, 5600 HA Eindhoven, Holland
Tel: 31 40 435599
Promoting: looking for new material to licence.

Freibank Records

Contact: Mark Chung, MD
Address: Spaldingstrasse 74, 20097 Hamburg, Germany
Tel: 49 40 231011
Promoting: Snakes, the new single by **IQ**, which will be performed at Family Tree party.

Happy Music

Contact: Pierre Forgeas, MD/Fred Giteau, label manager

Address: 38 rue Voltaire, Puteaux, France
Tel: 33 1 47260015
Promoting: **Step 2 House** label, plus looking for new material to licence this and other dance related labels for France.

Intercord Distribution

Contact: Herbert Kolsch, MD/Juri Hacker, A&R/Jürgen Kiemar, A&R International/Arno Müller, A&R dance
Address: Altheimerstr. 26, D70619 Stuttgart, Germany
Tel: 49 711 47630
Promoting: **Intercord Club Night** at the Gloria club featuring performances from **Underworld**, **Moby**, **Juno Reactor** and **Eskimos & Egyptians**. Buffet Pop Records party with **Boo Yaa T.R.I.B.E.** and **Dub War**.

KKK Records/Nova Zembra Records

Contact: Stan Marlen, A&R/Dirk Ivens, distribution manager
Address: Krijgsbaan 240, Zwijndrecht, 2070 Antwerp, Belgium
Tel: 32 3 2631490
Promoting: **KK/Nova Zembra** party night featuring **Psychick Warriors Ov Gola**, **Zen Paradox** and **Lumukenda**.

MFS (Masterminded For Success) Records

Contact: Mark Reeder, MD/Tonin Jurk, label manager
Address: Leuschnerdamm 19, 10999 Berlin, Germany
Tel: 49 30 6145044
Promoting: various artists on the labels roster, including **Microjobe**, **Effective Force**, **VOOV**, **Positive Thinking** and **Get-It-Later** plus **Paul van Dijk** DJing at the RM party.

MNW Records

Contact: Jonas Sjostrom, MD/John Cloud, International
Address: Box 271, 18523 Vaxholm, Sweden
Tel: 46 8 45133450
Promoting: exhibition stand at conference.

Network Music Group (Airplay Records/Active Music/Panic Records)

Contact: Franck Decoudun, International/Beaf Paul, producer/Frankie Fischer, producer
Address: 39 rue de la Rochefoucauld, 92100 Boulogne, France
Tel: 33 1 46086888
Promoting: new singles by **Daz**, **Skip Rabbit** and **Stella Spice**.

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SI

1	LOV	2	02	I SWEAR	3	03	(MEET) T	4	04	COREY FOL	5	05	REGULATE	6	06	RUN TO T	7	07	SEARCHING	8	08	SHINE	9	09	SWAMP T	10	10	EVERYTH	11	11	LET'S GET	12	12	EVERBOD	13	13	BLACK B	14	14	TRUBLE	15	15	BASH, I	16	16	LOVE AN	17	17	CONFLIM	18	18	Wino U	19	19	CAN YOU	20	20	TAKE ME	21	21	LIAMMO/A	22	22	SOMETIME	23	23	GO ON M	24	24	7 SXSAND	25	25	DOON'T
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the rm guide to popKomM's eXhibiToRs

NTT Distribution

Contact: Dirk Husger, MD
Address: Schornhorststrasse 13, 44147, Dortmund,
Germany
Tel: 49.231.881481
Promoting: NTT party night featuring DJ Hype, Drs.,
Luna-2 and BKA Crew.

Play It Again Sam Records

Contact: Willy van Middendorp, general
manager/Sonja van der Straeten, International/Carl
Koppf, International/Christophe Lebreton, export
manager
Address: 30 Rue de Weweyde, 1070 Brussels,
Belgium
Tel: 32.2.5206670
Promoting: the launch of Felix Da Housecat's new
Rockafella Fever label. Speedy J's Beam Me Up label
and Laurent Gentler's latest album on F
Communications.

Rough Trade Records

Contact: Vian Zourlas, label manager/Stefan Staver,
label manager
Address: Eckfelder Strasse 25, D44651 Herne,
Germany
Tel: 49.23.256970
Promoting: Warp Records Showcase (see Warp
Records artp)

RTM Distribution

Contact: Pete Dodge, distribution manager/Debbie
Kavanagh, Demix label manager
Address: 98 St Pancras Way, London NW1 9NF, UK
Tel: 44.71.2841165
Promoting: Demix dance division which some of the
UK's leading independent dance label. Looking for new
labels to distribute in the UK and partners to handle
releases in territories outside the UK.

Scorpio Music

Contact: Jean Francois Paquette, International/Tony
Alexandre, International
Address: 12, Avenue George V, 75008 Paris, France
Tel: 33.1.47204395
Promoting: exhibition stand at conference.

Strictly Rhythm Records

Contact: Dithmar Frehmann, label manager
Address: Janssostasse 14, 12045 Berlin, Germany
Tel: 49.30.6247284
Promoting: Strictly Rhythm Showcase night featuring
George Morel, Barbara Tucker, Hardheads and DJ
EPK & Digi! plus the launch of new Strictly imprint
Freshly Squeezed Records.

Studio K7

Contact: Horst Wiedenmuller, MD
Address: Leipzigstrasse 54, 10117 Berlin, Germany

Tel: 49.30.2080132
Promoting: looking for new material to license.

Superstition Records

Contact: Tobias Lampe, label manager
Address: Spaldingstrasse 74, 20097 Hamburg,
Germany
Tel: 49.40.231015
Promoting: various artists on their label including Kid
Paul, LSG and Velocity.

Warp Records

Contact: Steve Beckel/Rob Mitchell, directors
Address: Studio 2, 1 Brown Street, Sheffield S1 2BS,
UK
Tel: 44.(0)742.757586
Promoting: Warp Showcase night featuring Aphex
Twist, LFO and See-ee.

ZYX Music

Contact: Reinhard Piel, A&R
Address: Industriegebiet Benzstrasse, D35797
Marenberg, Germany
Tel: 49.64.715050
Promoting: new distribution deal with Italy's Expanded
Music highlighting artists including Afrika Bambaata
and Mo-Da, plus the new House Of Jazz Presents
Reggie Hall single.

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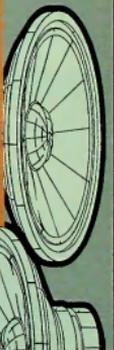


BRILLIANT!

BITTY MCLEAN
(I WANT TO) KILL SOMEBODY -
S+M+A+S+H

10 HOT HITS TIPPED TO CHART NEXT WEEK

5-STAR MUSIC RECORDS



VA 24 1 Second

17	25	Don't Turn
18	26	Kiss From
19	27	The Man
20	28	You Don't
21	29	Living In
22	30	Afternoon
23	31	Tower O
24	32	No Good
25	33	Anytime
26	34	More TC
27	35	Reaction
28	36	From The
29	37	Twynford
30	38	Wire Du
31	39	Willing
32	40	Smells L
© CIN. PRODUCE BASED ON A S4		

DUET - 187 AU

ARTIST
DJ



TRACK TITLE
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TYPE 4 - NON BLC



beats

& pieces

Wedding bells are about to chime in clubland. DJ **Rachel Auburn** woke on her birthday last week to see a banner outside her home saying "Happy Birthday, Rachel darling. Will you marry me? Love John". The John in question was a certain **John Truelove** and the dance duo are now unofficially engaged... Former "Hippychick" stars **Soho** thought long and hard when they decided on a name change. In the end, they switched the letters around and **Oosh** was born. They make their debut at a new series of events, **Night Of the Low Down Groove**, at **Hubble & Co.**, London EC1 on Saturday (30). The gig also features DJs **Dave Jarvis** and **The Power Family**... A toast to **Kirk's** club in Kirkclevington, Cleveland, which celebrated its 50th birthday on Saturday with a special appearance from Nigel Benn on the decks! This Saturday, it's back to normality with **Erik Morillo** and **Christian Woodyard**... Promotions company **H Enterprises** is suing Millwall Football Club and agents Ogden Entertainment Services in the High Court for failing or refusing to stage this year's Caribbean Music Festival on July 31. The promoter alleges the club and agent are contravening a written agreement... Get this - the new **Cyborgs From Hell** single on Red Records is called "Executive Relief" and features a Secret



Knowledge mix titled "The Intergalactic Blowjob Remix With Oral Relief From Wonder". Let's just hope she knows about this!... Congratulations to **Generator** magazine whose football team "did a Brazil" and took the trophy at a five-a-side tournament at London's Leisure Lounge club last week, beating **Club UK** in the final 5-4. Others competing included **MixMag**, **24-7**, **Leisure Lounge**, **Rad Rice's Stumble club**, **Time Out** and **Deadline**... **David Morales** is to spend five hours of his birthday on the decks at **Ministry Of Sound**, London, on Saturday(30)... **Cream** in Liverpool has unveiled a ridiculously large and talented line-up for its second birthday party on October 14. You name 'em, they're playing... **Alex Gold** would like it known that his label **Escapee** is behind the new DJ Power mix album series... Also, the **Black Entertainment Society** says it is open to all colours and not just black people in the industry and if anyone wants to provide discounted services for the society's members, they should call 071-221 3292... **Gerideau** brings it back to the UK this weekend and appears at **Mirage**, Windsor and London's **Hippodrome** on July 29 and **Batchwood Hall**, St Albans, SW1 Club in London and **Hollywood's**, Romford on July 30. Just one date at **Queer Nation** in London, follows the next night!... **AND THE BEAT GOES ON!**





special issue

august 27th's rm will be looking at house, techno, ambient and trance plus distribution update and more

booking deadline 12 aug call ben cherrill now..
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SI

...latest

Lazy, aka Adamski, and former Bomb The Bass singer Lorena Heywood to release "When We Were Young" on ZTT....

Ripe Recordings to release '94 remix of Rocker's Revenge' Walking On Sunshine....

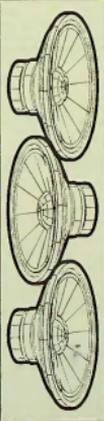
1	7	LOV	2	02	I SWEAR	10	10	EVERYTH	18	11	LET'S BR	8	12	EVERYB	16	13	BLACK E	14	TRU	12	15	BA	7	16	LOVE AL	17	COMPU	13	18	WIND	14	19	CAN Y	15	20	TAKE M	21	LUNAM	22	SOMETH	16	23	GO ON
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17	25	DON'T TURN AROUND	Az Of Baz	Musical/and/now
18	26	KISS FROM A ROSE	Sak	ZIT
19	27	THE MAN I LOVE	Kate Burand/Liam Asur	Miscun
20	28	YOU DON'T LOVE ME (No, No, No)	Dawn Bow	Big Bad/ALADDIN
21	29	LIVING IN THE SUNSHINE	Claire/Red/Barney Carl	PWL/CONTRAVEL
22	30	AFTERNOONS & CORRESPONDENTS	Deez/Ten/Dwites	RCA
19	31	TOWER OF STRENGTH	Sen	Parade/ent
22	32	NO GOOD (START THE DANCE)	The Prossy	XL/BLOODS
27	33	ANYTIME YOU NEED A FRIEND	Marian Carey	COLUMBIA
32	34	MORE TO LOVE	Volcano	DISCOVERY/NUCA
33	35	REACHIN	Host Of Harmonia	FRM
33	36	FROM HERE TO ETERNITY	Michael Ball	COLOMBIA
33	37	TWYFORD DOWN	Gullam	TALKIN' LOOP
39	38	WIPE OUT	Avant	BMG/KAZ
29	39	WILLING TO FORGIVE	Aeris/Franck	ARTEA
30	40	SMELLS LIKE TEEN SPIRIT	Auzul	KUNCI/MAJAO

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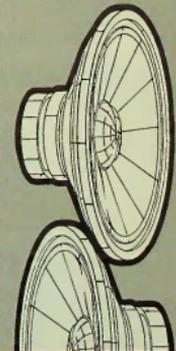
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ARTIST **DJ MIKO**



TRACK TITLE **WHATS UP**

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OUT THIS

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 - JAZZY JEFF & FRIENDS
 - SAVE THE LAST DANCE
 - GENERAL SUIT & DANCE
 - HIT BY LOVE - (Polydor)
 - CE CE PENISTON
 - ADORE - (EMI)
 - JOE ROBERTS
 - I DIDN'T MEAN IT - (EMI)
 - STATUS QUO
 - IS THIS LOVE - (RCA)
 - WHITESNAKE
 - LOVE IN A PEACEFUL WORLD - (PULSE B)
 - LEVEL 42
 - I LEFT MY CUP - (BRILLIANT)
 - GLOWORM
 - WHAT GOES AROUND - (High Rise)
 - BITTY MCLEAN
 - (I WANT TO) KILL SOMEBODY - (High Rise)
 - S*H*T*A*S*H
- 10 HOT HITS TIPPED TO CHART NEXT WEEK



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2nd Birmingham Symphony Hall
3rd London Hammerstein Apollo

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Wedding bells are about to chime in clubland. DJ Rachel Auburn woke on her birthday last week to see a banner outside her home saying "Happy Birthday, Rachel darling. Will you marry me? Love John". The John in question was a certain John Truelove and the dance duo are now unofficially engaged... Former "Hippychick" stars **Soho** thought long and hard when they decided on a name change. In the end, they switched the letters around and **Oosh** was born. They make their debut at a new series of events, Night Of the Low Down Groove, at **Hubble & Co**, London EC1 on Saturday (30). The gig also features DJs **Dave Jarvis** and **The Power Family**... A toast to **Kirk's** club in Kirk! its 50th birthday on Saturday with a special decks! This Saturday, it's back to normality v **Woodyatt**... Promotions company **H Enterpr** and agents Ogden Entertainment Services in stage this year's Caribbean Music Festival at club and agent are confrovening a written **From Hell** single on Red Records is called 'E

THE MUSIC INDUSTRY 'BIBLE'



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...latest

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Ripe Recordings to release '94 remix of Rocker's Revenge' Waiting On Sunshine...

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17 24	DON'T TURN AROUND	ACE OF BASE	MERCURY/CAJON
18 25	KISS FROM A ROSE	SEX	ZIT
19 26	THE MAN I LOVE	KAY BARRY AND LARRY FALKS	MERCURY
20 27	YOU DON'T LOVE ME (NO, NO, NO)	DAVE NAVO	BIG BAD/ATLANTIC
21 28	LIVING IN THE SUNSHINE	GUINOTON VICTORINO CARL	PWL/COMPAGNOL
22 29	ATEMPTIONS & CORRESPONDENCE	DEAN TAYLOR	RCA
23 30	TOWER OF STRENGTH	SEX	PARLOPHONE
24 31	NO GOOD (START THE DANCE)	TRE PHOENIX	XL/BUZZONES
25 32	ANYTIME YOU NEED A FRIEND	MARCEL DUREY	COLUMBIA
26 33	MORE TO LOVE	VICTORINO	DISTRIBUTION/RCA
27 34	REACHIN'	HOUSE OF NEWSPAPERS	FINN
28 35	FROM HERE TO ETERNITY	MONTE BALL	COLUMBIA
29 36	TWYFORD DOWN	GALLIANO	TAKEN/LOU
30 37	WIPE OUT	SEXUAL	BMG/EGG
31 38	WILLING TO FORGIVE	ACTRESS/STARS	ARISTA
32 39	SMELLS LIKE TEEN SPIRIT	ARISTA	KLON/BURGAR

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Stuart Crichton

Out Now

HOT

OUT THIS WEEK

●	SUMMERTIME - JAZZY JEFF & FRESH PRINCE (JIVE)
●	SAVE THE LAST DANCE FOR ME - GENERAL SNAIT & DON CAMPBELL (COPASETIC)
●	HIT BY LOVE - CE CE PENISTON (A&M)
●	ADORE - JOE ROBERTS (FFRR)
●	I DIDN'T MEAN IT - STATUS QUO (POLYDOR)
●	IS THIS LOVE - WHITESNAKE (EMI)
●	LOVE IN A PEACEFUL WORLD - LEVEL 42 (RCA)
●	I LEFT MY CUP - GLOWORM (PULSE 8)
●	WHAT GOES AROUND - BITTY MCLEAN (BRILLIANT)
●	(I WANT TO) KILL SOMEBODY - S+M+A+S+H (HIGH RISE)

10 HOT HITS TIPPED TO CHART NEXT WEEK

32 25	BROTHER SISTER	THE BRUCE NEW HEARNS	ARIS/LAZARUS
24 26	THE CROSS OF CHANGES	EMERALD	VERONA
22 27	ONE WOMAN - THE ULTIMATE COLLECTION	DAVID BASS	BMG
34 28	ELEGANT SUMMING	M PERLES	RCA
25 29	ALL-4-ONE	ALL-4-ONE	ATLANTIC
28 30	ILL COMMUNICATION	BRIGITTE ERIS	GENE PERIN/COMPAGNOL
30 31	REAL THINGS	2 UNLIMITED	PWL/COMPAGNOL
31 32	MIRAO	THE BEAUMAIS SOURCE	DISCO2
33 33	GET A GRIP	ARONNATHY	GREEN
23 34	AGE AM'T NOTHING BUT A NUMBER	ARONNATHY	JIVE
45 35	I SAY I SAY I SAY	EMERALD	MUS
36 36	THE PLOT THICKENS	GALLIANO	TAKEN/LOU
29 37	GREATEST HITS	THE TROUSERS	PARLOPHONE TV
46 38	SO FAR SO GOOD	BREVE AZOVED	ARIST
37 39	LAST OF THE INDEPENDENTS	PERIPHEROS	WEA
39 40	DREAM ON VOL 1	DREAM	POLYMARKET

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ROCK

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1	1	GREATEST HITS	Whitesnake	EMI CDDEM 1065 (E)
2	1	HUNGRY FOR STINK	L7	Slash 8295312 (F)
3	3	PURPLE	Stone Temple Pilots	Atlantic 7567829072 (W)
4	2	NEVERMIND	Nirvana	DGC DGGC 24425 (BMG)
5	4	HOW TO MAKE FRIENDS...	Terraviva	Total Vegas VEGASDC 2 (E)
6	7	SUPERUNKOWN	Soundgarden	A&M 542152 (F)
7	11	RAGE AGAINST THE MACHINE	Rage Against The Machine	Epic 4722242 (SM)
8	5	GET A GRIP	Aerosmith	Geffen GED 24444 (BMG)
9	9	IN UTERO	Nirvana	Geffen GED 24536 (BMG)
10	15	BLOOD SUGAR SEX MAGIK	Red Hot Chili Peppers	Warner Bros 759926812 (W)

11	19	AROUND THE NEXT DREAM	BBM	Virgin CDV 2745 (E)
12	14	SO FAR SO GOOD	Bryan Adams	A&M 5401572 (F)
13	6	BLIND MELON	Blind Melon	Capitol CDEST 2188 (E)
14	10	TROUBLEGUM	Therapy?	A&M 5401962 (F)
15	13	THE LAST TEMPTATION	Alice Cooper	Epic 4765942 (SM)
16	16	TEN	Pearl Jam	Epic 4688842 (SM)
17	20	VS	Pearl Jam	Epic 4745492 (F)
18	12	WALK ON	Boston	MCA MCD 10973 (BMG)
19	18	FAIR BEYOND DRIVEN	Pantera	Atco 7567923002 (W)
20	17	BAT OUT OF HELL II - BACK ...	Meatloaf	Virgin CDV 2710 (E)

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CLASSICAL CHART

This Last

1	3	IN CONCERT	Carreras, Pavarotti, Domingo	Decca 4304332 (F)
2	1	TRANQUILITY	Various Artists	EMI CDC5552432 (E)
3	2	CANTO GREGORIANO	Monsi Chorus Silos	EMI Classics CMS 9852172 (F)
4	4	THE PIANO	Michael Nyman	Venture CDVE9X19 (E)
5	NEW	AMANDA THOMPSON AND FRIENDS	Various Artists	HMV CDCE52292 (E)
6	5	MELANCHOLY	Various Artists	EMI CDC5552422 (E)
7	6	POWER	Various Artists	EMI CDC5552412 (E)
8	8	CLASSIC ADS	Various Artists	EMI CDZ 5681162 (E)
9	9	THE CLASSIC EXPERIENCE	Various	EMI EMTVD 45 (E)
10	10	ESSENTIAL MUSIC OF ENGLAND	Various Artists	Decca 4639362 (F)

11	12	SCHINDLER'S LIST	Original Soundtrack	MCA MCD 10969 (BMG)
12	13	BERNSTEIN: WEST SIDE STORY	Kiri Te Kanawa/Jose Carreras	Deutsche Grammophon 119320 (F)
13	7	TOGETHER - THE ULTIMATE COLLECTION	Julian Bream & John Williams	RCA Victor 7422121342 (BMG)
14	11	PASSION	Various Artists	EMI CDC5552442 (E)
15	20	THE JULIAN LLOYD WEBBER COLLECTION	Julian Lloyd Webber	Philips 4460502 (F)
16	17	GOREJKI SYMPHONY 3	Zemlin/Lyghton/Leiden/Sinfaritsa	Edtna Nemest 75619302 (W)
17	NEW	THE ESSENTIAL THREE TENORS	Carreras/Pavarotti/Domingo	BMG Classics 7423121232 (BMG)
18	RE	THE ESSENTIAL PAVAROTTI	Luciano Pavarotti	Decca 4302102 (F)
19	14	KIRI!	Kiri Te Kanawa	Decca 4436002 (F)
20	RE	THE ALBUM	Lesley Garrett	Telstar CDZ 2705 (BMG)

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CLASSIC fm

MID PRICE

This Last

1	1	POMMEFRITZ	The Orb	Island ORBCD 1 (F)
2	2	SLIPPERY WHEN WET	Ben Jovi	Vertigo 8302642 (F)
3	3	TOO POOH TO MOSH	Little Angels	Essential ESSCD 213 (BMG)
4	8	TOO SUSSEDT?	These Animal Men	Hut FLATMCD 4 (P)
5	5	GOOD MORNING VIETNAM	Original Soundtrack	A&M CDMD 163 (F)
6	4	PUMP	Aerosmith	Geffen GFCD 24254 (BMG)
7	7	VELVET UNDERGROUND/NICO	Velvet Underground/Nico	Polydor 8223902 (F)
8	6	TIME PIECES - THE BEST OF ERIC CLAPTON	Eric Clapton	RSD 8000142 (F)
9	10	MURMUR	R.E.M.	A&M CDMD 129 (F)
10	9	PERMANENT VACATION	Aerosmith	Geffen GFCD 24162 (BMG)

11	RE	HITS OUT OF HELL	Meat Loaf	Epic 4504472 (SM)
12	13	LIVE AND DANGEROUS	Thin Lizzy	Vertigo 8380032 (F)
13	11	MAKIN' MOVIES	Dire Straits	Vertigo 8000505 (F)
14	15	WONDERFUL LIFE	Black	A&M CDMD 166 (F)
15	NEW	MODERN LIFE IS RUBBISH	Blur	Food FOODCD 9 (E)
16	17	INTO THE MUSIC	Van Morrison	Polydor 8396032 (F)
17	18	HEAVEN AND HELL	Bonnie Tyler/Meat Loaf	Columbia 4736662 (F)
18	NEW	WHAT'S GOING ON	Marvin Gaye	Matstown 5300222 (F)
19	RE	MY UNPLUGGED EP	Marian Carey	Columbia 4718692 (F)
20	RE	NEW JERSEY	Ben Jovi	Vertigo 8363452 (F)

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INDEPENDENT SINGLES

This Last Wks

1	1	2	SMELLS LIKE TEEN SPIRIT	Abigail	Klone CDKONE 25 (P)
2	RE	1	U GIRLS	Nash	Blunted Vinyl BLNCD 308 (V)
3	NEW	1	CASANOVA	Baby D	Production House PNC 005 (JS/Sel)
4	2	4	AINT NOBODY (LOVES ME BETTER)	KWS/Gwen Dickey	X-Clusive XCLU 010CD (P)
5	NEW	1	FANTASTIC VOYAGE	Coolio	Tommy Boy TB 0617CD (RTM/P)
6	3	2	THE PANDEMONIUM SINGLE	Killing Joke	Bitarchy BRDLS 17 (P)
7	NEW	1	HEAD TO TOE	Breaders	4AD BADD 402 (RTM/P)
8	5	6	U & ME	Cappella	Internal Discs IDCC 5 (RTM/P)
9	NEW	1	AGE OF PANIC	Senser	Ultimate TOPP 027CD (3MV/V)
10	4	4	SHAKERMAKER	Dance	Creation CRESCD 192 (3MV/V)
11	NEW	1	THE CALIBER EP	Joy Byrum	Wang WAP 05CD (RTM/P)
12	NEW	1	DEF IN THE FAMILY	Hyper Dr Experience	Moving Shadow SHADOW 302 (SR)
13	6	2	TERRORIST/SOMETHING I FEEL	Renegade/Ray Keith	Moving Shadow SHADOW 6 (SR)
14	9	4	JESUS HAIRD	The Charlatans	Beggars Banquet BBG 3201 (RTM/P)
15	NEW	1	PRESNCE	Bandulu	Internal RPSCD 14 (3MV/V)
16	7	3	ROK DA HOUSE	Tall Paul	Effective EPFS 04CD (P)
17	12	4	I CAN'T IMAGINE THE WORLD...	Echobelly	Faive FAUV 2CD (3MV/V)
18	11	2	YOUR MAP/LANK	Salad	Island RED CIRB 103 (V)
19	16	3	ECHO DROP	Taiko	Consolidated CSO 22001 (ADD)
20	NEW	1	HORSEWORK	Vinyl Blair	Hard Heads HANCD 1402 (RTM/P)

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INDEPENDENT ALBUMS

This Last Wks

1	2	4	THE VERY BEST OF	Electric Light Orchestra	Dino DINCD 90 (P)
2	1	2	AUTOGEDDON	Julian Cope	Echo Label ECHCD 13 (P)
3	6	12	STACKED UP	Senser	Ultimate TOPPCD 908 (3MV/V)
4	4	4	CARNIVAL OF LIGHT	Ride	Creation CRECCD 147 (P)
5	9	4	90 DEGREES AND RISING	Wayne Marshall	Soul Town SOULCD 31 (P)
6	5	5	IMPLANT	Sat Static	Planet Dog BARKCD 005 (3MV/V)
7	3	3	ARBORSCENCE	Oric Tactacles	Downland DOWCD 23 (P)
8	8	16	GIVE OUT BUT DON'T GIVE UP	Primal Scream	Creation CRECCD 146 (P)
9	11	53	DEBUT	Bjork	One Little Indian TPLP 31CD (P)
10	NEW	1	DOMSDAY	Boo Yaa Tribe	Bullet Proof BUDVST 20 (P)
11	10	4	TOO SUSSEDT	These Animal Men	Hi-Rise Recordings FLAMICD (P)
12	19	9	I SAY I SAY I SAY	Erasure	Mute COSTUM 115 (RTM/P)
13	12	4	LEVELLING THE LAND	The Levellers	China WOLCD 1022 (P)
14	20	5	SIEZE THE DAY	Fun-Da-Mental	Nation NATCD 23 (RTM/P)
15	15	3	ANARCHY	Chumbawamba	One Little Indian TPLP 84CD (P)
16	NEW	1	KING OF ALL SPACEHEADS	Terminal Chesapeake	Creation JAKCD (P)
17	13	2	THE LEVELLERS	The Levellers	China WOLCD 1004 (P)
18	14	2	TEENAGE SYMPHONIES TO GOD	Velvet Crush	Creation CRECCD 130 (P)
19	17	7	U GOT 2 KNOW	Cappella	Internal CAPCD 1 (RTM/P)
20	RE	1	LET LOVE IN	Nick Cave & The Bad Seeds	Mute COSTUM 123 (RTM/P)

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

THE OFFICIAL
music week
CHARTS
30 JULY 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; 96.4 FM BRMB; 96.7 BCR; Aire FM; Atlantic 252; BBC Radio 1; Beacon Borders; Broadland; CNFM; Capital FM; Central FM; Chiltern Network; City; Clyde One FM; Cool FM; County Sound; Forth RFM; Fox FM; GWR FM; Hallam FM; Hereford; Invicta FM; Lincs FM; MFM 103.4 & 97.1; Manx; Mercury; NorthSound; Orchard FM; Piccadilly Key 103 FM; Pirate FM; Power FM; Red Dragon; SGR FM; Swansea Sound; TFM; Tay; The Pulse; Trent; Viking FM; Virgin 1215; Wyvern.

THIS REPRESENTS AROUND 83.38% OF POP RADIO LISTENING IN THE UK

This Week	Last Week	Title Artist (Label)	Last weeks 1FM Playlist	Station with most plays
1	1	LOVE IS ALL AROUND (vs. Wet Wet Wet) (Previous)	P	Forth RFM
2	1	I SWEAR (vs. A-One) (Mercury)	A	Power FM
3	1	MEET THE FLINTSTONES (vs. DC-12) (Mercury)	A	MFM 103.4 & 97.1
4	1	SHINE (vs. David) (Mercury)	P	Power FM
5	4	SEARCHING (vs. Black) (BBC World)	A	Chiltern Network
6	1	ANYTIME YOU NEED A FRIEND (vs. Cher) (Columbia)	A	Power FM
7	1	(MEET) THE FLINTSTONES (vs. DC-12) (Mercury)	P	102.6 FM Signal One
8	1	DONT TURN AROUND (vs. A-One) (Mercury)	A	Power FM
9	1	CRAZY FOR YOU (vs. Les) (Mercury)	P	MFM 103.4 & 97.1
10	1	LOVE IS STRONG (vs. The Rolling Stones) (Virgin)	P	Power FM
11	1	WILLING TO FORGIVE (vs. Aretha Franklin) (Arista)	A	Power FM
12	1	NIGHT IN MY VEINS (vs. The Pretenders) (WEA) (Arista)	A	Red Dragon
13	1	LOVE AINT HERE ANYMORE (vs. Take That) (RCA) (Arista)	P	Power FM
14	1	CAN YOU FEEL THE LOVE TONIGHT (vs. John) (Mercury) (Arista)	A	City
15	1	YOU MEAN THE WORLD TO ME (vs. Tom) (Arista) (Arista)	A	Chiltern Network
16	1	EVERYBODY'S TALKIN' (vs. The Beautiful South) (Capitol) (Arista)	P	Piccadilly Key 103 FM
17	1	RUN TO THE SUN (vs. Erasure) (Mercury)	A	Chiltern Network
18	1	7 SECONDS (vs. Youssou N'Dour) (Columbia)	B	City
19	1	CAUGHT IN THE MIDDLE (vs. Jai) (Mercury) (Arista)	A	Chiltern Network
20	1	AFTERNOONS & COFFEE SPOONS (vs. Rush) (Mercury) (Arista)	B	MFM 103.4 & 97.1

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This Week	Last Week	Title Artist (Label)	Last weeks 1FM Playlist	Station with most plays
21	1	YOU DONT LOVE ME (NO NO NO) (vs. Dawn Penn) (Big Small) (Arista)	A	Power FM
22	1	WORD UP (vs. Run-DMC) (Arista)	A	Virgin 1215
23	1	REGULATE (vs. Warren G & Nas) (Jive) (Arista)	A	Essex
24	1	SWAMP THING (The Good, the Beautiful & the Ugly) (Arista)	A	Essex
25	1	ADORE (vs. Joe) (Mercury) (Arista)	A	Red Dragon
26	1	ROCK BOTTOM (vs. Babyface) (Arista)	A	Red Dragon
27	1	EVERYTHING'S ALRIGHT (UPTIGHT) (vs. Carlos) (Black) (Mercury) (Arista)	A	Power FM
28	1	AROUND THE WORLD (vs. East 17) (London)	B	Chiltern Network
29	1	FM NO ANGEL (vs. Mariah Carey) (Arista)	B	Red Dragon
30	1	MIDNIGHT AT THE OASIS (vs. Brand) (Mercury) (Arista)	B	102.6 FM Signal One
31	1	YOU LET YOUR HEART GO TOO FAST (vs. Spin Doctors) (Epic) (Arista)	B	102.6 FM Signal One
32	1	KISS FROM A ROSE (vs. Seal) (ZTT)	B	Red Dragon
33	1	COMPLIMENTS ON YOUR KISS (vs. Red) (Mercury) (Arista)	A	102.6 FM Signal One
34	1	TAKE ME AWAY (I'LL FOLLOW YOU) (vs. Bad Boy) (Mercury) (Arista)	B	Essex
35	1	LOVESON (vs. MFM)	A	BBC Radio 1
36	1	SOMETIMES ALWAYS (vs. Joss) (Mercury) (Arista)	B	BBC Radio 1
37	1	LET'S GET READY TO RUMBLE (vs. PJ & Duncan) (Arista) (Arista)	A	BBC Radio 1
38	1	WHAT GOES AROUND (vs. Billy) (Mercury) (Arista)	B	Central FM
39	1	GET-A-WAY (vs. Mousse) (Mercury) (Arista)	A	BBC Radio 1
40	1	TROUBLE (vs. Shampoo) (Mercury) (Arista)	B	BBC Radio 1

BREAKERS

#	Title Artist	(Label)	#	Title Artist	(Label)
1	BLACK BOOK (vs. E.C.) (Mercury)	(Mercury)	11	FOREVER UP (vs. Mike) (Mercury)	(Mercury)
2	RIGHT BESIDE YOU (vs. Sophie B. Hawkins) (Columbia)	(Columbia)	12	WHENEVER LOVE (vs. Bobby) (Mercury)	(Mercury)
3	LUCAS WITH THE LID OFF (vs. Lucas) (WEA)	(WEA)	13	PING PONG (vs. Stereo) (Mercury)	(Mercury)
4	MELODIES HAUNT YOU (vs. Delays) (Arista)	(Arista)	14	LISTEN (vs. Urban) (Mercury)	(Mercury)
5	THIS TIME I FOUND LOVE (vs. Rozella) (Epic)	(Epic)	15	SHE (vs. Angel) (Mercury)	(Mercury)
6	LOVE IN A PEACEFUL WORLD (vs. Luvah) (Mercury)	(Mercury)	16	LUCKY YOU (vs. The Lightning Seeds) (Mercury)	(Mercury)
7	B GOOD 2 ME (vs. Ronni) (Mercury)	(Mercury)	17	THINK ABOUT THE WAY (vs. MC) (Mercury)	(Mercury)
8	DEUCE (vs. Lenny) (Mercury)	(Mercury)	18	IF YOU WANT (vs. Luciana) (Mercury)	(Mercury)
9	C'MON C'MON (I'M NOT IN...) (vs. Velvet) (Mercury)	(Mercury)	19	BOOTI CALL (vs. Blackstreet) (Mercury)	(Mercury)
10	JOKE (I'M LAUGHING) (vs. Reader) (Mercury)	(Mercury)	20	MESSIAH (vs. The Firm) (Mercury)	(Mercury)

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

NETWORK CHART

#	Title Artist	(Label)	#	Title Artist	(Label)
1	LOVE IS ALL AROUND (vs. Wet Wet Wet) (Previous)	(Mercury)	21	NIGHT IN MY VEINS (vs. The Pretenders) (Arista)	(Arista)
2	I SWEAR (vs. A-One) (Mercury)	(Mercury)	22	YOU MEAN THE WORLD TO ME (vs. Tom) (Arista) (Arista)	(Arista)
3	(MEET) THE FLINTSTONES (vs. DC-12) (Mercury)	(Mercury)	23	KISS FROM A ROSE (vs. Seal) (ZTT)	(ZTT)
4	CRAZY FOR YOU (vs. Les) (Mercury)	(Mercury)	24	YOU DONT LOVE ME (NO NO NO) (vs. Dawn Penn) (Big Small) (Arista)	(Arista)
5	REGULATE (vs. Warren G & Nas) (Jive) (Arista)	(Arista)	25	EVERYBODY GONNA-FUN (vs. Two) (Mercury) (Arista)	(Arista)
6	RUN TO THE SUN (vs. Erasure) (Mercury)	(Mercury)	26	FM NO ANGEL (vs. Mariah Carey) (Arista)	(Arista)
7	SEARCHING (vs. Black) (BBC World)	(BBC World)	27	BLACK BOOK (vs. E.C.) (Mercury)	(Mercury)
8	SHINE (vs. David) (Mercury)	(Mercury)	28	WORD UP (vs. Run-DMC) (Arista)	(Arista)
9	SWAMP THING (The Good, the Beautiful & the Ugly) (Arista)	(Arista)	29	TAKE ME AWAY (I'LL FOLLOW YOU) (vs. Bad Boy) (Mercury) (Arista)	(Arista)
10	EVERYTHING'S ALRIGHT (UPTIGHT) (vs. Carlos) (Black) (Mercury) (Arista)	(Mercury)	30	LET'S GET READY TO RUMBLE (vs. PJ & Duncan) (Arista) (Arista)	(Arista)
11	ADORE (vs. Joe) (Mercury) (Arista)	(Mercury)	31	AROUND THE WORLD (vs. East 17) (London)	(London)
12	ANYTIME YOU NEED A FRIEND (vs. Cher) (Columbia)	(Columbia)	32	COMPLIMENTS ON YOUR KISS (vs. Red) (Mercury) (Arista)	(Mercury)
13	CAN YOU FEEL THE LOVE TONIGHT (vs. John) (Mercury) (Arista)	(Mercury)	33	MIDNIGHT AT THE OASIS (vs. Brand) (Mercury) (Arista)	(Mercury)
14	LOVE AINT HERE ANYMORE (vs. Take That) (RCA) (Arista)	(Arista)	34	GIRL, U WANT (vs. Rubin) (Mercury) (Arista)	(Mercury)
15	EVERYBODY'S TALKIN' (vs. The Beautiful South) (Capitol) (Arista)	(Arista)	35	CAUGHT IN THE MIDDLE (vs. Jai) (Mercury) (Arista)	(Mercury)
16	DONT TURN AROUND (vs. A-One) (Mercury)	(Mercury)	36	I'LL STAND BY YOU (vs. The Pretenders) (Arista)	(Arista)
17	WILLING TO FORGIVE (vs. Aretha Franklin) (Arista)	(Arista)	37	WHY DO FOOLS FALL IN LOVE (vs. Decca) (Mercury) (Arista)	(Mercury)
18	7 SECONDS (vs. Youssou N'Dour) (Columbia)	(Columbia)	38	YOU LET YOUR HEART GO TOO FAST (vs. Spin Doctors) (Mercury) (Arista)	(Mercury)
19	AFTERNOONS & COFFEE SPOONS (vs. Rush) (Mercury) (Arista)	(Mercury)	39	TROUBLE (vs. Shampoo) (Mercury) (Arista)	(Mercury)
20	LOVE IS STRONG (vs. The Rolling Stones) (Virgin)	(Virgin)	40	ANYBODY LOVES ME BETTER (vs. Mike) (Mercury) (Arista)	(Mercury)

© EMI. The Network Chart is compiled by ERA for Independent Radio using airplay data and CN sales data.

VIRGIN 1215 CHART

#	Title Artist	(Label)	#	Title Artist	(Label)
1	WOODFACE (vs. The Rolling Stones) (Mercury)	(Mercury)	21	LOUISIANA (vs. The Jackson 5) (Mercury) (Arista)	(Mercury)
2	LODGE (vs. The Rolling Stones) (Mercury)	(Mercury)	22	IN UTERO (vs. Nirvana) (Mercury)	(Mercury)
3	GREATEST HITS (vs. The Rolling Stones) (Mercury)	(Mercury)	23	HIS 'N' HEIRS (vs. Jody) (Mercury)	(Mercury)
4	THE VERY BEST OF THE BEATING (vs. The Police) (Mercury) (Arista)	(Mercury)	24	SO FAR SO GOOD (vs. Bryan Adams) (Mercury)	(Mercury)
5	THE VERY BEST OF... (vs. The Police) (Mercury) (Arista)	(Mercury)	25	ALIVE AND EVERYTHING AFTER (vs. The Police) (Mercury) (Arista)	(Mercury)
6	EVERYBODY'S TALKIN' (vs. The Beautiful South) (Capitol) (Arista)	(Arista)	26	GIVE OUT, BUT DONT GIVE UP (vs. The Police) (Mercury) (Arista)	(Mercury)
7	GOOD SHUFFLES (vs. The Police) (Mercury) (Arista)	(Mercury)	27	HOW TO MAKE FRIENDS AND INFLUENCE PEOPLE (vs. The Police) (Mercury) (Arista)	(Mercury)
8	OUR TOWN - GREATEST HITS (vs. The Police) (Mercury) (Arista)	(Mercury)	28	PURPLE (vs. The Police) (Mercury) (Arista)	(Mercury)
9	PARLUE (vs. The Police) (Mercury) (Arista)	(Mercury)	29	BAT OUT OF THE HELL - BACK TO HELL (vs. The Police) (Mercury) (Arista)	(Mercury)
10	TURN IT UPSIDE DOWN (vs. The Police) (Mercury) (Arista)	(Mercury)	30	SUPERUNKNOWN (vs. The Police) (Mercury) (Arista)	(Mercury)
11	THE DIVISION BELL (vs. The Police) (Mercury) (Arista)	(Mercury)	31	WOODFACE (vs. The Police) (Mercury) (Arista)	(Mercury)
12	SEAL (vs. The Police) (Mercury) (Arista)	(Mercury)	32	LEGEND (vs. The Police) (Mercury) (Arista)	(Mercury)
13	LODDER (vs. The Police) (Mercury) (Arista)	(Mercury)	33	CRASH BOOM BANG (vs. The Police) (Mercury) (Arista)	(Mercury)
14	NEVERMIND (vs. The Police) (Mercury) (Arista)	(Mercury)	34	PERMANENT SHADE OF BLUE (vs. The Police) (Mercury) (Arista)	(Mercury)
15	GREATEST HITS (vs. The Police) (Mercury) (Arista)	(Mercury)	35	THE VERY BEST OF MARVIN GAYE (vs. The Police) (Mercury) (Arista)	(Mercury)
16	MIDWINTER (vs. The Police) (Mercury) (Arista)	(Mercury)	36	CARNIVAL OF LIGHT (vs. The Police) (Mercury) (Arista)	(Mercury)
17	LET THE GIRL SPEAK (vs. The Police) (Mercury) (Arista)	(Mercury)	37	BLOOD SUGAR SEX MAGIK (vs. The Police) (Mercury) (Arista)	(Mercury)
18	THE PLOT THICKENS (vs. The Police) (Mercury) (Arista)	(Mercury)	38	THE BEST OF VAN MORRISON (vs. The Police) (Mercury) (Arista)	(Mercury)
19	LAST OF THE INDEPENDENTS (vs. The Police) (Mercury) (Arista)	(Mercury)	39	POCKET FULL OF KRYPTONITE (vs. The Police) (Mercury) (Arista)	(Mercury)
20	SUPPER WHEN I WENT AWAY (vs. The Police) (Mercury) (Arista)	(Mercury)	40	DEBUT (vs. The Police) (Mercury) (Arista)	(Mercury)

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US SINGLES

#	Title/Artist	(UK)	#	Title/Artist	(UK)
1	I WEAR IT 4 U	(BR)	26	THE MOST BEAUTIFUL GIRL IN THE WORLD (Pharos/FX)	(BR)
2	STAY (I MISSED YOU) Lisa Loeb & Nine Stories	(HC)	27	COME TO MY WINDOW Melissa Etheridge	(BR)
3	FAKASTIC VOYAGE (Coco)	(FR)	28	BACK IN THE DAY Aha	(BR)
4	ANY TIME, ANY PLACE (Janet Jackson)	(W)	29	WILLING TO FORGIVE Anita Franklin	(BR)
5	CAN YOU FEEL THE LOVE TONIGHT (John Mellencamp)	(W)	30	RETURN TO INNOCENCE Ernie	(W)
6	REGULATE (Erin O'Brien & Naveed)	(FR)	31	BEAUTIFUL IN MY EYES Jada Husbands	(BR)
7	DON'T TURN AROUND Ace Of Base	(W)	32	DON'T TAKE THE GIRL TOO FAR (Tom McEvoy)	(BR)
8	FUNKADISE (Da Soul)	(FR)	33	THE WAY SHE LOVES ME (Lionel Richie)	(BR)
9	BACK & FORTH (Karyn White)	(BR)	34	GIVE IT UP Paula Abdul	(BR)
10	WILD NIGHT (John Mellencamp)	(W)	35	THE PLACE WHERE YOU BELONG (Janet Jackson)	(BR)
11	IF YOU GO (Janet Jackson)	(BR)	36	100% PURE LOVE Crystal Waters	(W)
12	SHINE (Celine Dion)	(W)	37	YOU BETTER WAIT (Shane Harper)	(BR)
13	YOU MEAN THE WORLD TO ME (Tommy Boy)	(BR)	38	FALL DOWN (The Notorious B.I.G.)	(BR)
14	ANYTIME YOU NEED A FRIEND (Mishy Croy/Colombus)	(BR)	39	ANYTHING (Jody Watley)	(BR)
15	I'LL REMEMBER (Anita Franklin)	(BR)	40	SENDING YOU LOVE (Cher)	(BR)
16	I MISS YOU (Janet Jackson)	(BR)	41	I'M NOT OVER YOU (C.C. Patterson)	(BR)
17	CRAZY (Sade)	(BR)	42	3 A.M. (Tina Turner)	(BR)
18	YOUR BODY'S CALLING (Ricky Martin)	(BR)	43	FUNNY Y 2-C (The Pogues)	(BR)
19	WHEN CAN I SEE YOU (Beverly Sills)	(BR)	44	BODY CALL (New Edition)	(BR)
20	BABY, LOVE YOUR WAY (Byron Lee)	(BR)	45	SELLING THE DREAM (Lena)	(BR)
21	ALWAYS (Janet Jackson)	(BR)	46	WHATTA MAN (Sade)	(BR)
22	THE SIGN (Ace Of Base)	(BR)	47	STROKE YOU UP (Changing Faces)	(BR)
23	THIS DJ (Warren G)	(BR)	48	I'LL TAKE YOU THERE (General Public)	(BR)
24	PRAYER FOR THE DYING (Sade)	(BR)	49	YOU LET YOUR HEART GO TO FAST (John Deacon)	(BR)
25	ALWAYS IN MY HEART (Tommy Boy)	(BR)	50	BACKWATER (Mott)	(BR)

US ALBUMS

#	Title/Artist	(UK)	#	Title/Artist	(UK)
1	THE LINKIN PARK (Linkin Park)	(BR)	26	REALITY BITES (OST) (RCA)	(BR)
2	VOODOO LOUNGE (Various Artists)	(BR)	27	THE DIVISION BELL (Eric Burdon)	(BR)
3	THE SIGN (Ace Of Base)	(BR)	28	DANCE NAKED (John Mellencamp)	(BR)
4	PEOPLE (Sade)	(BR)	29	STAL (JTT)	(BR)
5	ADJUST & EVERYTHING AFTER (Various Artists)	(BR)	30	WHEN LOVE FINDS YOU (Various Artists)	(BR)
6	REGULATE (Erin O'Brien & Naveed)	(BR)	31	GET A GRIP (Various Artists)	(BR)
7	FUNKADISE (Da Soul)	(BR)	32	SIAMER DREAM (Various Artists)	(BR)
8	NOT A MOMENT TOO SOON (Tom McEvoy)	(BR)	33	MUSIC BOX (Various Artists)	(BR)
9	WHO AM I (Janet Jackson)	(BR)	34	LIVE AT THE ACROPOLES (Various Artists)	(BR)
10	ALL 4 ONE (Janet Jackson)	(BR)	35	12 PLAY (Janet Jackson)	(BR)
11	CHRYSTAL (Janet Jackson)	(BR)	36	HEART, SOUL & VOICE (Janet Jackson)	(BR)
12	CANDIDLY (Janet Jackson)	(BR)	37	SOMETHING SERIOUS (Janet Jackson)	(BR)
13	GET UP ON IT (Janet Jackson)	(BR)	38	WALK ON (Janet Jackson)	(BR)
14	HITS, ALLEGATIONS & THINGS LEFT (Various Artists)	(BR)	39	SOUTHERNPLAYVISTICALACADZIK (Various Artists)	(BR)
15	ABOVE THE RIM (Various Artists)	(BR)	40	LONGING IN THEIR HEARTS (Various Artists)	(BR)
16	SAME AS IT EVER WAS (Various Artists)	(BR)	41	NUTTY! BUT LOVE (Various Artists)	(BR)
17	DOOKIE (Green Day)	(BR)	42	JANET (Janet Jackson)	(BR)
18	SMASH (Various Artists)	(BR)	43	THE CROSS OF CHANGES (Various Artists)	(BR)
19	ACENT NOTHING BUT A NUMBER (Various Artists)	(BR)	44	MTV PARTY TO GO, VOLUME 5 (Various Artists)	(BR)
20	ILL COMMUNICATION (Various Artists)	(BR)	45	NEW MISERABLE EXPERIENCE (Various Artists)	(BR)
21	THE BRONX (Various Artists)	(BR)	46	TURN IT UPSIDE DOWN (Various Artists)	(BR)
22	SHE (Various Artists)	(BR)			
23	THE CROWD (Various Artists)	(BR)			

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

AUSTRALIA

- 1 (1) LOVE IS ALL AROUND (Various Artists)
- 2 (3) ABSOLUTELY FABULOUS (Various Artists)
- 3 (1) STAY (Various Artists)
- 4 (1) YOU GOTTA BE (Various Artists)
- 5 (1) FILLING UP YOU THE PEXIDERS (Various Artists)

Source: Australian Record Industry Assn.

DENMARK

- 1 (1) COME ON YOU NEED (Various Artists)
- 2 (1) LOVE IS ALL AROUND (Various Artists)
- 3 (1) LOVE IS ALL AROUND (Various Artists)
- 4 (1) LOVE IS ALL AROUND (Various Artists)
- 5 (1) LOVE IS ALL AROUND (Various Artists)

Source: IFPI/National Marketing Research

NETHERLANDS

- 1 (1) NO GOOD (START THE DANCE) (Various Artists)
- 2 (1) LOVE IS ALL AROUND (Various Artists)
- 3 (1) INSIDE (Various Artists)
- 4 (1) LOVE IS ALL AROUND (Various Artists)
- 5 (1) AROUND THE WORLD (Various Artists)

Source: Stichting Top 50

SWEDEN

- 1 (1) LOVE IS ALL AROUND (Various Artists)
- 2 (1) INSIDE (Various Artists)
- 3 (1) SWEETS FOR MY SWEET (Various Artists)
- 4 (1) NO GOOD (START THE DANCE) (Various Artists)
- 5 (1) ALWAYS (Various Artists)

Source: GLF/IFI

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- Untouchables: Soundtrack
- Parliament: Greatest Hits
- Barry White: Greatest Hits

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V.I.D.E.O

THE OFFICIAL
music week
CHARTS
30 JULY 1994

This Week	Last Week	Artist Title	Category/running time	Label Cat No.
1	NEW	TAKE THAT: EVERYTHING CHANGES	BMG Video 7432129423	
2	NEW	PASSENGER 57	Warner Home Video SV012559	
3	2	RED DWARF V - BACK TO REALITY	BBC BBCV20159	
4	1	STAR TREK NEXT GENERATION 83	CIC Video VHR0282	
5	21	BAMBI	Walt Disney DV09422	
6	14	FAWLY TOWERS - THE GERMANS	BBC Video BBCV4000	
7	21	A FEW GOOD MEN	Columbia TriStar CVR54553	
8	20	MR MOTIVATOR BLT WORKOUT	PolyGram Video 6807100	
9	30	BRAM STOKERS DRACULA	Columbia TriStar CVR5191C	
10	2	STAR TREK DEEP SPACE NINE 17	CIC Video VHR0270	
11	RE	CARRERAS/DOMINGO/PAVAROTTI In Concert	PolyGram Video 6291122	
12	NEW	ONLY FOOLS AND HORSES - MAY THE FORCE	BBC BBCV4044	
13	17	FAWLY TOWERS - KIPPER AND THE CORPSE	BBC Video BBCV4002	
14	11	MANCHESTER UNITED - CHAMPIONS 1993/4	Manchester Utd MUV9	

This Week	Last Week	Artist Title	Category/running time	Label Cat No.
15	9	MR MOTIVATOR 2 - BODY CONDITIONER	PolyGram Video 887123	
16	26	FAMILY TOWERS - THE PSYCHIATRIST	BBC Video BBCV5203	
17	29	WALLACE & GROMIT - THE WRONG TROUSERS	BBC Video BBCV5201	
18	7	MANCHESTER UNITED VIDEO MAGAZINE NO 4	Manchester Utd MJUM1004	
19	23	FAMILY TOWERS - BASIL THE RAT	BBC Video BBCV4003	
20	NEW	TEA FOR THREE	BBC Video BBCV4949	
21	10	CHILD OF TOM KITTEN AND JEMIMA PUDDLEDUCK	Pickwick PIV2193	
22	NEW	POSTMAN PAT'S BIG VIDEO	BBC BBCV4068	
23	NEW	POLICE IN PURSUIT	NIV 68001N1TV	
24	13	PETER RABBIT AND BENJAMIN BUNNY	Pickwick PIV2193	
25	20	THE JUNGLE BOOK	Walt Disney DV21592	
26	RE	BEAUTY & THE BEAST	Walt Disney DV19159	
27	15	MADE IN AMERICA	Warner Home Video SV012652	
28	13	TAILOR OF GLOUCESTER	Pickwick PIV2036	
29	23	CAHILL - UNITED STATES MARSHAL	Warner Home Video SV012181	
30	29	MAGIC EYE	Lumina LUM2183	

This Week	Last Week	Artist Title	Category/running time	Label Cat No.
1	NEW	TAKE THAT: EVERYTHING CHANGES	Compilation/1hr 50min	BMG Video 7432129423
2	7	CARRERAS/DOMINGO/PAVAROTTI: In Concert	Live/1hr 26min	PolyGram Video 6291122
3	8	JOE LONGTHORNE: Live In Concert	Live/1hr 15min	PMI MNP4912543
4	17	U2: Zoo TV - Live In Sydney	Live/2hr 35min	PolyGram Video 6311550
5	23	TAKE THAT: The Party - Live At Wembley	Live/2hr 22min	BMG Video 7432116460
6	3	THE WHO: Thirty Years Of Maximum R&B	Live/2hr 35min	PolyGram Video 6310121
7	4	TAKE THAT: Take That & Party	Compilation/1hr 12min	BMG Video 7432121086
8	12	BRYAN ADAMS: So Far So Good	Live/2hr 35min	VVL 859593
9	11	WET WET WET: Greatest Hits	Compilation/1hr 30mins	PolyGram Video 862743
10	24	MARIAH CAREY: Here Is Mariah Carey	Live/2hr 35min	SMV Columbia 491792
11	13	MADONNA: The Girlie Show Down Under	Live/2hr 35min	Warner Music Video 7593032613
12	10	VARIOUS ARTISTS: Songs That Won The War	Compilation/1hr 15min	VVL 813223
13	13	GUNS N' ROSES: The Making Of Estranged	Documentary/1hr	Geffen Home Video GEFV20545
14	15	EAST 17: Pie And Mash	Compilation/1hr	PolyGram Video 877823
15	24	MADONNA: The Unauthorised Biography	Documentary/1hr	Missing In Action DCL1048

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

THE OFFICIAL
music week
CHARTS
30 JULY 1994

This Week	Last Week	Title Artist	Label (127) (Distributor)
1	NEW	ROCK 2 HOUSE/HIP HOUSIN'	X-Press 2 feat Lo-Pie Junior Boy's Own JB0 21 (RTMP)
2	NEW	HELP MY FRIEND	Six 6 SIXTR 117 (SM)
3	NEW	REGULATE	House Of Virginium flr FX 238 (F)
4	2	MORE TO LOVE	Deconstruction 74321221831 (BMG)
5	1	U GIRLS	Blunted Vinyl 12BLUN 005 (V)
6	2	NITE LIFE	Hi Life/Polydor P2 323 (F)
7	8	LIVING IN THE SUNSHINE	Dwellhouse featuring Carl PWL PWLT 309 (W)
8	9	CASANOVA	Baby D Production House PNT 065 (JLS/Geff)
9	NEW	PICNIC IN THE SUMMERTIME	Dries-Lite Elektra EKT 186 (W)
10	11	ECHO DROP	Consolidated CSD 2201 (GMV/SM)
11	NEW	2-ON-1 VOLUME 6	Various Moving Shadow SHAD09/06 (SRD)
12	24	TRIPPIN' ON SUNSHINE	Pizzaman Loaded LOAD 16 (SAF)
13	11	ROK DA HOUSE	Tall Paul Effective EFP5 014 (P)
14	15	SWAMP THING	This Grid Deconstruction 7432122581 (BMG)
15	16	EVERYBODY GONFI-GON	Treo Cowboys Freedom TABX 221 (F)
16	17	HORSEWORK	Vinyl Blaz Hard Hands HAND 14 (V)

This Week	Last Week	Title Artist	Label (127) (Distributor)
18	7	FEENIN'	Jokers MCA MCST 1894 (BMG)
19	NEW	EXPANDER	Grave Sinner London Jumpin' & Pumpin' 12T07 37 (SMV/SM)
20	33	GO ON MOVE	Real 2 Real feat Mad Stuntman Positiva 12TV 15 (E)
21	10	TURN IT UP	DJ Duke flr FX 235 (F)
22	NEW	DRUMS ARE DANGEROUS	Drum Club Butterfly BFLT 15 (V)

DANCE ALBUMS

This Week	Last Week	Title Artist	Label (P/Cassette) (Distributor)
1	NEW	SAME AS IT EVER WAS	House Of Pain XL XLPL 150XLMC 15 (V)
2	1	MUSIC FOR THE JILTED GENERATION	The Prodigy XL XLPL 114OKLMC 114 (V)
3	2	AGE AIN'T NOTHING BUT A NUMBER	Aalyan Jive HIP 149NHP 149 (BMG)
4	3	BLACKSTREET	Blackstreet Interscope/Atlantic 65449251/185448251
5	NEW	REACTIVE 9	Various React REACTLP 44REACTMC 44 (BMG)
6	6	GET UP ON IT	Keith Sweat Elektra EV 7559615501/7559615504 (V)
7	NEW	DISCO DISCIPLE EP	Terence Parker Sivad SIXTD 113: (SM)
8	NEW	BEST DANCE ALBUM IN THE WORLD... EVER!	Various Virgin -VTDMC 32 (E)
9	NEW	JUNGLE TEKNO VOLUME 3	Various Jumpin' & Pumpin' LP1DT 14MCT07 14 (SM)
10	3	ILL COMMUNICATION	Bosazin Boys Capitol EP5 2229/CEST 2229 (E)

This Week	Last Week	Title Artist	Label (127) (Distributor)
23	13	SMELLS LIKE TEEN SPIRIT	Abigail Klone KLONE 25 (P)
24	13	FANTASTIC VOYAGE	Gracie Tommy Boy TB 081TV (RTMP)
25	3	TERRORIST/SOMETHING I FEEL	Renegade feat Ray Keith Moving Shadow SHAD09/45 (SRD)
26	NEW	TWYFORD DOWN	Galliano Talkin Loud 12TLK 49 (F)
27	35	CAUGHT IN THE MIDDLE	Juliet Roberts Cooltemp CDOLX 291 (E)
28	3	THE AWAKENING/CALAMITY JANE	Mrs Wood React 12REACT 42 (SRD)
29	NEW	I WANT YOU BOY	Crashy Wizz WIZZ 13 (GRV/P)
30	4	CRAZY MAN	Black featuring VDC MCA MCST 1982 (BMG)
31	NEW	SPANISH LULLABY	Blue Sun -Sun 5UN 49 (SRD)
32	14	90'S GIRL	Blackgirl RCA 7432121891 (BMG)
33	NEW	DON'T GIVE IT UP	Sonic Surfers Brilliant BRIL 61 (TRC/BMG)
34	2	THE CALIBER EP	Jody Blotman Warp WAP 49 (RTMP)
35	37	ON POINT	House Of Pain XL XL 52 (W)
36	32	SOMEDAY	Edicy Positiva 12TV 14 (E)
37	NEW	OH MY GOODNESS ANTHEM DOPE JAM	Dope feat Ray Heyden Dope DPE 001 (P)
38	22	OUTSIDE	Onair RCA 7432121391 (BMG)
39	NEW	INNER CITY BLUES	Angela Winobach Elektra EKT 187 (W)
40	NEW	SURVIVORS	Planet Dog BARK 003 (SMV/P)

RETAIL SERVICES

Entertainment retailing is an especially challenging sector for shopfitters. Music's speed of turnover – which makes most other fast-moving consumer goods look positively slow – creates its own particular pressures. The need to stock in depth and across different formats means retail suppliers must come up with imaginative solutions. For the chains, providing their own unique shopping experiences is important. At HMV, for example, the emphasis

is very much on an upmarket environment that serves the dedicated music shopper, with investment being made in an in-store database which enables customers to access information on artists, back catalogue and merchandise. At Virgin Retail much thought has been given to creating synergy between different product areas. Independents, like reggae specialist Dub Vendor, concentrate on creating an intimate atmosphere with in-store sound systems. Shopfitting specialists are winning business and keeping customers by providing flexible systems which are visually exciting, show a high density of product and are guaranteed not to fall apart when in-store traffic gets heavy.

SETTING STORE BY THE RIGHT DESIGN

TO SUPPLY THE RIGHT RACKING FOR INCREASINGLY SALUBRIOUS STORES IS THE BRIEF THAT CONFRONTS SHOPFITTERS. NOW A HOST OF SPECIALISTS ARE PROVIDING SOLUTIONS FOR SUCH EXACTING DEMANDS. RONNIE DUNGAN REPORTS

The store which succeeds in maximising sales opportunities in every area of entertainment product while providing the right atmosphere for the dedicated music shopper is one that has been regularly overhauled and upgraded.

And with the trend towards music outlets springing up in more department stores, motorway service stations and other non-traditional outlets, the shopfitter's brief has broadened considerably.

Specialist suppliers now not only have to rise to the challenge of providing multi-purpose systems for multiple and independent music stores but also use their creativity to furnish a user-friendly environment for music and video, in a variety of locations.

International Designs, for example, specialises in low-cost retail display systems that can be



GAMES WITHOUT FRONTIERS: THE INNOVATIVE REVAMP OF VIRGIN'S GAMES DEPARTMENTS BROUGHT DRONES TO THE DRONES

adapted to any type of outlet. The company recently refitted the 12-strong New chain of concessions in Debenhams, run by former

Virgin Retail managing director Steve Mandy.

ID partner John Findlay says, "Now wanted something very

flexible to display new releases and back catalogue titles, and also be flexible enough to accommodate new formats, as

and when they take off. We supplied and designed all their metal racking, neons, counters and storage."

ID, which has recently expanded its premises to include a 4,500 sq ft manufacturing plant, says much of its business still comes from shops refitting with CD racks as vinyl continues to tail off, and its most successful lines are chart displays and browsers.

Suppliers recognise that retailers can struggle to accommodate a variety of formats to their best advantage. One solution is free-standing racks which can be shuffled according to needs, and display a variety of different cases.

The London-based I:Sys recently refitted many of Virgin Retail's European stores and is now marketing a new, free-standing, fully adjustable racking system, designed for quick assembly and flexibility. ▶

CASE STUDY: HARRODS

One of the world's most prestigious department stores has just completed a refit of its 6,500 sq ft entertainment department as part of a face-lift for the entire premises.

Lit UK was commissioned for the refit, working with the design company XMPR. Harrods' music manager Michael Mulligan says, "We were working with an historical building so we had to be sympathetic to the surroundings. Although we had a good department, it didn't compete with Tower or HMV, so we had to have a good design. What we did was to incorporate a hi-tech design with a traditional one."

The allocation of space to genre worked out at 45% rock and pop, 15% classical music and 40% video.

"What we tried to do is establish a good range of product and give the customer a nice place to shop, with good service," says Mulligan. "We sat down and worked out how much racking was needed and XMPR worked on the layout. We wanted to make it the department that people would head for. Most of the customers come through from the radio and TV and musical instrument departments, but you can see the video wall as you come up the stairs so that draws people in."

With the sound system designed and

installed by Linn at a cost of £30,000, the refit, including air conditioning and lighting, cost close to £1m.

Lit incorporated features such as signage with interchangeable graphics for the various departments and back-illuminated sign boxes carrying corporate identities or product.

Three different types of listening station were installed. There are seven multi-play posts with a choice of five different discs, eight promotional listening stations on the walkways and two counter auditioning facilities for the customers' own choices.

"We're generally known for our quality metal work," says Lit UK managing

director Robert Walker. "But on this project we produced all the woodwork as well and supplied and fitted it. We kept the layout on our CAD [Computer Aided Design] system so our customers can change anything they want to, and we're quite happy to help them plan and get the best use out of the system."

Walker stresses that the benefits to Harrods of choosing a modular system is its flexibility.

"The cherry-stained veneer on the racks with complementary coloured metal creates a soft, warm and inviting image, appropriate to the store's upmarket ambience," he adds.

"Penny Lane."

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► Merchandising units, cladding panels, shelves and accessories can be bolted on in any sequence, and single units can be lifted out without moving the framework. This enables different formats to be displayed next to each other.

"We've expanded it into a complete system," says L3Sys managing director Peter Lewis. "It's visually exciting, and another important feature is that it has a high product density. So far the people who have inquired about it have responded favourably and we've had a huge amount of enquiries from independents."

Meanwhile, the market leader, Lift UK, continues to develop new lines to complement its existing systems. The latest products include the Counter System, with modular components that can be adapted to a circular or rectangular shape, New Shop Line, which can accommodate videos, games, books and accessories, and Slat Wall which can hold a high density of different products. "We recognise that entertainment retailing is becoming more diverse," says managing director Robert Walker. "We're using our high-tech manufacturing facilities to introduce fresh and innovative ranges to sit alongside our core range of music and video products. We're aiming to provide a bigger, better and faster service."

While most shops rely on their in-store sound systems to produce ambience, listening posts are increasingly being recognised as an important addition to the armoury. With costs starting at around £300 for a post, they are clearly an investment that even small independents can afford to consider.

Listening post manufacturers are using imaginative marketing tactics to get more posts into the stores. Mokon, for example, recently experimented with a scheme in association with companies such as Chrysalis, BMG and PolyGram. The posts were installed at no cost to the retailers while the record companies were charged to have releases played on them. Now this has been superseded by an exclusive deal with PolyGram, in which Mokon has installed 150 of its new posts into its original network of stores, all dedicated to PolyGram releases.

The posts hold 12 discs with two players and sets of headphones and are updated by

PolyGram every week. There is also the opportunity for third parties to sponsor the posts and have them positioned in other locations, such as student unions. Money-off vouchers for the featured artists are racked close by.

For stores which want to adhere to the tried-and-tested concept of sampling records in-store, Lift has produced the Multi-Play Listening Station which enables the customer to listen to the CD of his or her choice.

With video becoming an increasingly important line, Oxford-based Electron has a range of video viewing posts it is marketing aggressively. The posts feature LCD screens with sound transmitted through individual sets of headphones. With three or four screens, the posts can be used to simultaneously feature a selection of films from a particular actor or director, or to any given theme. Virgin Retail has recently taken these posts on board and says the response of its customers has been favourable.

While retailers continually address new ways to maximise profitability, they are equally keen to find ways of minimising loss through theft. According to a survey sponsored by security specialist Sensormatic, shrinkage costs music retailers more than £69m every year and there is ongoing debate about the most viable and cost-effective systems to reduce this.

Sensormatic believes electronic article surveillance (EAS) is currently the most effective pilfering prevention option and is pushing its Ultramax as the state-of-the-art system.

EAS works by using a small adhesive electronic tag disguised as a bar code which is discreet enough to avoid spilling the look of the packaging. This is removed, or deactivated, by the cashier when the sale is made.

Manufacturer Koop also offers a number of security solutions, tailored to individual stores, including its Micro Magnetic tagging system which can be installed for a few pence per tag, although it involves substantial investment in the detectors at the door.

For those retailers which find many of their inlay cards mysteriously disappearing, TND Marketing's Kwik Case system also protects the product by sealing it in an electronically tagged plastic case on the shelf, which can then be removed at the counter when the purchase is made. The system also prevents CD, cassette and video cases being damaged on display and, unlike some forms of tagging, the security case can be used more than once.

Most retailers agree that tagging at source would be the most efficient method of bending the thieves but as this requires co-operation from manufacturers and record companies, it seems some way off.

Inevitably retailers remain more worried about who is coming in through the door than who is going out. In the Nineties, specialist suppliers recognise that the priority for chains and independents is to sustain a trading identity which keeps their in-store environments spot-on for their target markets.

"WE RECOGNISE THAT ENTERTAINMENT RETAILING IS BECOMING MORE DIVERSE. WE'RE AIMING TO PROVIDE A BIGGER, BETTER AND FASTER SERVICE." — ROBERT WALKER, MANAGING DIRECTOR, LIFT UK.

RACK AND ROLL

RONNIE DUNGAN PROFILES SIX INDEPENDENTS AND CHAINS WHICH ARE MAKING THEIR SHOPS THE BEST AROUND

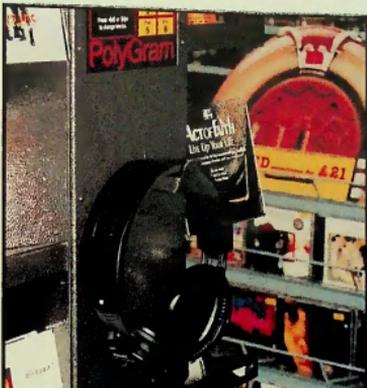
DUB VENDOR

Reggae specialist Dub Vendor has stores in London's Clapham Junction and Ladbroke Grove which sell mainly imported CDs and 12-inch singles. So its racking system is geared to vinyl, with CDs accounting for about 20% of Dub Vendor's business.

The Clapham store was refitted 18 months ago, with International Displays replacing the original made-to-measure wooden racking with its free-standing metal racking systems.

"There's a lot of overground interest in reggae at the moment," says shop owner Noel Hawks. "That's wonderful, but it's not really our market. People tend to think that it rubs off on us, but people don't come to us to buy Chaka Demus & Fliers, so the increased interest hasn't meant a rise in customer traffic for us. But I'd like to think it will result in more of an interest in the future."

Dub Vendor has no listening posts, although Hawks says he



WIRED FOR SOUND: LISTENING POSTS PROVIDE VALUABLE EXPOSURE FOR ALBUMS

CASE STUDY: VIRGIN

Virgin Retail has engaged in a rolling programme of refits for the past three years, its most recent overhaul being that of its Glasgow store, with Leeds, Edinburgh and Marble Arch now due for revamps in the coming months.

Racking for the three-floor 14,000 sq ft Glasgow store is based on an original design by 20/20 which has evolved slightly over the years. CD racking is supplied mainly by Amenka, with games racking from Impala and any special fittings designed by the specialist Watson. All racking is mobile.

Virgin stresses the importance of clear signposting so its customers can find what they want quickly. All signage was produced by The Design Clinic

which did a soft-fit, information-based design suspended from the ceiling.

Information on the signs – including the directional arrows – can be changed if the store layout is altered in any way.

Dave Alder, head of marketing at Virgin Retail explains, "You can't really direct the customer traffic flow in a store of that size, so we go for space first and foremost. The front is always for new releases, then chart albums, then singles and the dedicated campaign areas as well."

"We need to get across that we sell three formats, not just music but games and video as well so every store has to incorporate a games and video chart on the ground floor."

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SPACE IS THE FINAL FRONTIER: HMV PLANS ITS STORES TO HAVE ROOM FOR ITS CUSTOMERS TO BROWSE WITH EASE

► has considered installing them. Many specialists such as Dub Vendor prefer to depend on their own in-store system to create the atmosphere and promote certain tracks.

HMV

For HMV space is the final frontier and finding the balance between a good, well-stocked selection and a decent amount of room for customers to browse with ease is the aim.

HMV favours half-moon displays, with special signage added to the end of the usual browsers, used effectively in its flagship Oxford Street store.

Substantial investment has been made in listening posts, with the aim that every store should have them installed by

the end of the year.

Multiply listening systems are becoming increasingly popular with the chain's customers, according to an HMV spokesperson. "They are very effective. It's an area where people want the choice to be able to listen to a number of new albums. It's important in a very competitive market place because it helps customers to make a choice."

In the same way that many specialists create the right vibe with the music they play, HMV relies on its in-store radio, which gives out information on new releases and helps create atmosphere.

Investment is currently being made in in-store database display systems which allow customers access to information on artists, back catalogue and merchandise.

Given the turnover in HMV's stores, electronic point of sale (Epos) is vital for accurately registering sales and automatically re-ordering stock, by being linked directly to suppliers.

"IF HMV sees a particular title doing well it can order more and pass the information on to its other stores as well. It means it has a more accurate idea of whether that is selling," says HMV.

VIRGIN RETAIL

"Environment is vitally important to us," asserts Dave Alder, head of marketing. Over the past four years the company has increased the space it devotes to other areas of entertainment alongside its core music product.

The most recent design change is in the video section with the incorporation of a number of Video Dromes, self-contained video departments. The design has been changed so that the sections now look different from the rest of the store.

"It's important that we position ourselves as a specialist in those areas. Otherwise we can be seen to be relegating the product as less important," says Alder.

Listening posts still remain of utmost importance to the retailer which was the first to introduce them more than five years ago. Each store has an average of 25 posts, and the Oxford Street store now has 60, used mostly to promote product that does not get vast amounts of airplay.

Alder breaks down Virgin's product commitment as being 60% music, 20% video and 20% games.

"The important thing with all Virgin stores is that they have to be seen to be part of the Virgin portfolio, but at the same time be recognised as an individual store," says Alder.

"The bottom line is to create the best environment for entertainment."

Virgin is continuing to develop its ELVIS (Epos Linked Virgin Information System) on its tills, which is now installed and linked to nearly every Virgin store, allowing instant re-ordering and continual monitoring of stock levels.

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► recently been remodelled with a slightly different, modern look. Last year, Our Price worked with Apollo Systems to develop a new racking system to bring together elements of old and new design. "Other than that we're using pretty much the same system we've always used," says Neil Boote, senior product manager. "When you've got 300 hundred stores the best option is to evolve what you've got rather than go for something completely new."

Our Price uses flexible free-standing units to highlight new product and the chain is incorporating more face-on CD displays which it believes are better suited to back catalogue releases.

Listening posts are starting to appear with more frequency and, like HMV, Our Price is becoming interested in electronic information posts, although Boote feels they are not yet worth the investment.

"It's essential for entertainment stores to be entertaining themselves; they need to be fun places to visit. We're in a fashionable business and new trends and sub-trends come and go all the time."

To keep on top of trends Our Price operates an ICL-supplied retail management system "similar to the things that Epos does".

Games and video have not made such an impact on Our Price's shelf space and the chain sticks to music at a ratio of about 80:20 in its stores.

"The chain of Our Price Video stores ensure that we haven't



WINNING WAYS: LEICESTER STORE AINLEY'S UNDERWENT A REFIT AND MANAGED TO ADD ANOTHER 600 SQ FT OF SPACE

missed out on the sell through video boom though," says Boote.

AINLEY'S

Last year the Music Week Award-winning Leicester store underwent a complete refit and managed to add another 600 sq ft of floor space, yet still keeping dead stock behind the counter.

"The idea was to create space to browse and work around," says owner Richard Wootton. "We wanted as logical a layout as possible. So if you start at rock and pop it goes through A-Z without a break."

All CDs are deliberately positioned at waist height using Lift display browsers, with the

product sitting in small aluminium trays. Vinyl is stored in white metal racks from International Displays, while the cassette racking is supplied by Apollo.

"I think it's healthy to have a wide variety of display methods," says Wootton. "We also have 20 listening stations which feature

lots of new and interesting music. There's no point in putting New 21 on them because everybody's heard the songs, so we use it to promote new acts."

There is also a video wall, as video now forms a large part of the store's turnover. The technology stops there, though.

Ainley's has no Epos or similar system yet, although Wootton says he has looked at a few. "We keep our eye open, but I've just not seen one that I'm entirely happy with and I don't want to commit to something and then in six months find it's out of date."

ANDY'S RECORDS

With five new stores opening last year, Andy's is continually evaluating new designs and stocking systems, but space remains of paramount consideration.

"We always try to make the stores more user friendly," says owner Andy Gray. "We designed our end-of-rack gondolas and we try and make sure there is enough space between the aisles so that people can actually shop."

"That's not such a concern now, in the summer months when it's a bit quiet, but it's vital at Christmas. It makes the whole thing accessible for the customer and the staff as well."

Andy's has recently been experimenting with in-store merchandising techniques, one of which is floor mat advertising. Celine Dion's album was promoted by replacing ordinary floorplates with a perspex blow-up of the album cover near the entrance, so customers could hardly avoid it.



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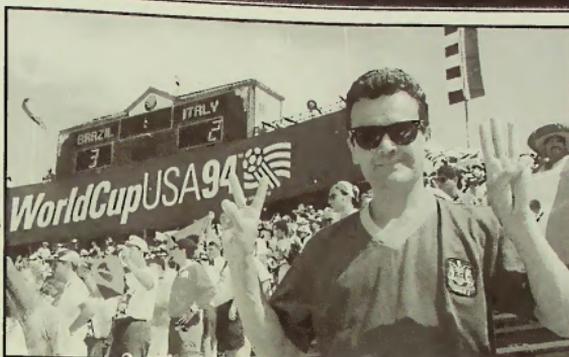
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DOOLEY'S DIARY

Remember where you heard it: **Tony Blair** beware: new heritage minister **Stephen Dorrell** organised the Tory backbench use of score-cards for Neil Kinnock's maiden performance as Labour leader in 1984...Industry lobbyists should note that **Dorrell** is a **keen pilot**, and has a quarter share in a **Tiger Moth**... Although **Tony Wilson** is not penitent about missing out on signing **Shriek** to **Factory 2** ("they were **Elastica fans** anyway," he shrugs), he could never be compared to **Edith Piaf**. "My biggest regret after the **Factory** collapse was that we let down our suppliers, who we struggled to keep happy for the year before," he says ruefully. "The second is that **Factory** was in too weak a state to help the **Happy Mondays** when they imploded."... Asked how difficult it was to produce his latest album, **Spirits**, at a sweaty but storming **Polydor** showcase at **London's Jazz Cafe** last week, **Gil**



While the rest of us were sat at home in our armchairs, lucky **Sony** sales rep **Ian Do-Whytell** watched the **World Cup** Final between **Italy** and **Brazil** just yards from the action. By winning **Music Week's World Cup** competition last month, the clever chap won an all-expenses paid trip to the **Los Angeles Rose Bowl** for himself and his girlfriend **Andrea** Spencer, manager of **Our Price** in **Kinghley, West Yorkshire**. And what a great time he had. "I go to watch **Leeds United** every time they're at home, but to go to a **World Cup** Final was a different planet altogether," he enthuses. But the excitement didn't stop there: **Ian** found himself five rows in front of two of **England's 1966 World Cup** heroes **Geoff Hurst** and **Martin Peters** on the flight back.

Scott-Heron said: "You don't have to sing a non-stop Gregorian monks' chant to be spiritual,..." Watch out for a new label from producer/songwriter **Nicky Graham**, currently climbing the singles charts with **PJ & Duncan** and **Let Loose**... You can also expect news of the imminent return of **Jeff Young**, and not just as a replacement DJ for **Robbie Vincent**... **Carlton TV's Paul Jackson** will no doubt be a few quid lighter in pocket after betting **BBC** head honcho **John Birt** that the **Three Tenors** concert would only attract a piffling 4m viewers... **MTV** Stateside was very interested to hear the news that the **US Justice Department** is launching an **Anti-Trust Investigation** into **US record companies'** plans for a competitive network... **Tower Records** must be a place of love and joy. Partygoers at a celebration to launch the **Piccadilly Circus** store's newly-refurbished ground floor were sent away with a bag of goodies including a special **Tower condom**... To spoil the celebrations, **Tower's Dublin** branch has been hit by a fire at a flat above it. The store will remain closed until further notice because of **water damage**. Thankfully, no-one was hurt... When it's not getting planning permission to put **satellite dishes** on all its 30 stores, **Virgin Retail** is busy beating allcomers on the race track. A team

led by marketing woman **Jane Mills** beat the likes of **HMV**, **Woolies**, **Our Price**, **TBD** and **Pickwick** to win with the top prize at last Thursday's **Fox 500 go-kart** racing event, organised by **Fox Video**... **WH Smith** had trouble creating the right atmosphere for last week's launch of its **Christmas** promotional campaign. It briefed the press in a room with the windows open, thus knocking the air-conditioning and reducing everyone to **tiny pools of perspiration**... When **Sony** chief **Paul Russell** continued a chain letter offering the opportunity to get thousands of **free golf balls**, his first response was a ball from **London** solicitor **Mr CD Organ** from a company quite close to home - **George Michael's lawyers Russells**... **Conifer's Anne-Louise Hyde** is leaving the classical label to settle in **Auckland, New Zealand** with husband **Alan**. "We don't have jobs there but I might just set up a **Maori Classics** label," she says... **PR** extraordinaire **Jenny Halsall** tickled **Her Majesty's** ribs at a **garden party** last week when she told the **Queen** the secret of her success in the record business - a good supply of **G&T**... Finally, **Eddie Gordon** may have been "in the building" sorting out his new position at **Phonogram** last week, but in the meantime his **Song & Dance** company continues to operate.....



These habits are contagious. No sooner had we gone to press with last week's pic of **Alain Levy** in a cape than this fetching snap of **EMI** henchman **Jim Filfield** arrived on **Dooley's** desk. **Filfield** has cause to celebrate, albeit in this unusual fashion - **EMI Classics'** **Angel Records** is planning a big Christmas push for the October release of **Chant Noel** by the **Benedictine Monks of Santo Domingo de Silos**, to cap the platinum success of their first release, **Chant**.

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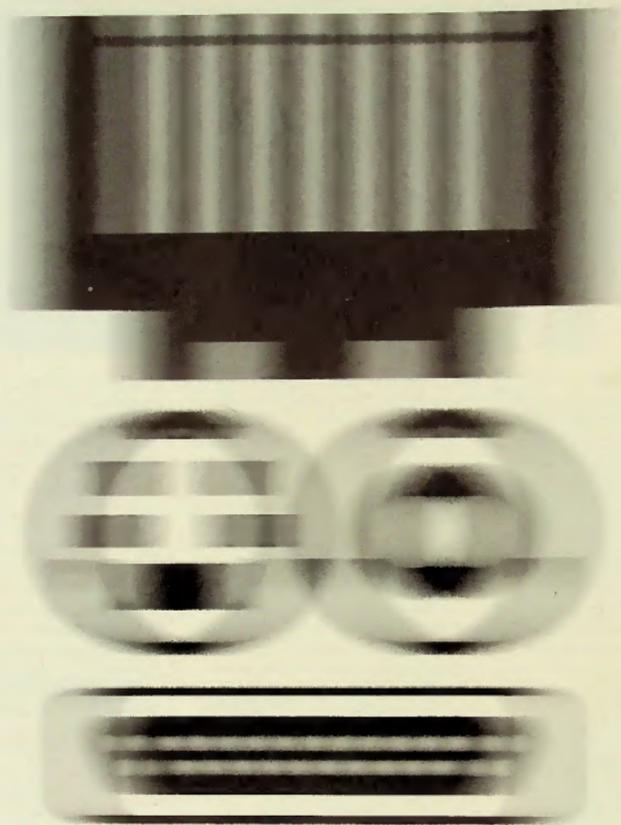
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