

# music week

SECOND QUARTER MARKET SHARES

For Everyone in the Business of Music

JULY 26 1997 £3.35

## McGee and Branson: 'We'll fight for music'

by Martin Talbot

Creation president Alan McGee and Virgin founder Richard Branson are vowing to fly the flag for the music industry as members of the government's new "creative taskforce".

McGee and Branson have been appointed to the panel as well as film producer David Puttnam and fashion designer Paul Smith to help develop the UK's creative industries.

The decision to appoint two music industry representatives to the committee – the most from any individual sector – came as the industry was recognised at the centre of the newly-renamed government Department of Culture, Media and Sport (DCMS).

McGee declared himself delighted with his new role, vowing to:

- speak up for small labels and budding musicians;
- offer a voice of reason on drugs issues; and
- fight the corner against censorship.

EMI Music Publishing scooped its second significant deal in quick succession last week, winning the worldwide publishing rights to Sting's entire catalogue. The deal, which follows its acquisition of a half share in the Jobete Music catalogue a fortnight ago, is understood to be worth £20m and brings Sting's publishing under one worldwide deal for the first time. The deal, finalised last Wednesday, covers all Sting and Police works past, present and future, says EMI Music Publishing worldwide chairman/ceo Martin Bandier.

Sting is pictured with (left to right) EMI Music Publishing UK senior business affairs manager Chris Mileson, director of finance and administration Tom Bradley, managing director Peter Reichardt, manager Miles Copeland, publishing consultant Jim Doyle and (front) Bandier.

He says the creation of the committee underlines the government's commitment to the music industry and grass roots issues. "This shows that Tony Blair and the government, for the first time in 18 years, are in touch with real people," he says. "I'm 36, and I have a role advising the government. I think that says it all."

"Richard Branson and I know how to build a business, how to turn a small company into a £40m turnover enterprise," he says.

"I want to help people who want to start record labels and I want to help people who want to be musicians," he adds. "But in general I want to be a voice of reason, when people are going on about drugs and when they look to censorship of music. Because I've had drug problems and I've been through the rehabilitation and recovery process, I can be that voice of reason."

"I'm sure the whole censorship thing could come up again, and I'm in a position to knock it back."

A spokesman for Branson says he will fight for the film industry and education and training in creative skills, but adds, "Richard will want to fly the flag for the most successful music industry in the world and obviously play his part in keeping it that way."

Secretary of State for the DCMS Chris Smith says, "These are the people who understand how to build and develop creative businesses. They will help us to ensure we provide the support and encouragement needed to help them continue to thrive. They will be a powerhouse of ideas."

BPI director general John Deacon was invited to Smith's House of Commons offices on Monday morning last week to be informed of the changes. And Music Publishers' Association general secretary Sarah Faulder says the move shows that the industry will be taken even more seriously than in the past.

It is understood that Mark Fisher will remain as minister for arts.

## Mercury faces name change

This year's Mercury Music Prize may be the last under its current name.

It is understood that a change may be prompted as a result of Cable & Wireless Communications's decision to phase out the Mercury brand by September.

Mercury Music Prize director David Wilkinson, who unveiled the new 1997 shortlist last week, says no decision has been taken on whether to change the name. "We won't be launching the 1998 Prize until next April and at the moment we don't know if it will have a different name," he says.

Prodigy's The Fat Of The Land and Spice Girls' Spice were installed as favourites after the sixth Mercury Music Prize shortlist was unveiled on Tuesday. The winner of the award will be announced on August 28 in a ceremony which will be broadcast by BBC2 and Radio One.

A CD sampler is now being put together for release on August 11. The cover design for the album will be decided through the Art & Music competition for art students across the country.

- See story, p5

### THIS WEEK

4 Strong pound sees imports rise

5 Mercury Music Prize: the final list

8 Telstar: expanding the portfolio



9 Levellers shake off crusty image

35 Dooley: no place on the shortlist



## DMX goes off air and into liquidation

Direct-to-home digital music company DMX Europe went into liquidation on Friday (18) after shutting down its signal to subscribers earlier this month.

It is understood that DMX Europe, effectively a licensing and distribution service for US parent DMX Inc, ceased trading at the beginning of the month operating with a skeleton staff until the signal was shut down at midnight on July 10.

Although the liquidation means the end of the current structure of the

European operation, Jerry Rubinstein, who runs DMX Inc in the US, is attempting to continue a European service by using the other company he controls – XTRA Music – to acquire the rights to programming across Europe.

Rubinstein says he hopes the new service will be available within the next six weeks and subscribers to DMX will receive bonuses from XTRA to compensate for interruption.

"We are looking forward to continu-

ing and expanding the best and the largest programmed digital service in the world," he says.

Coopers & Lybrand insolvency manager Mike Smith, who would not reveal the size of the company's debt, estimates there could be up to 178,000 potential creditors because there are 3,000 subscribers in the UK and around 170,000 across Europe.

"That is one of the reasons why the service has gone down – because of the low take-up in the UK," he says.



THE RIVERDANCE EXTRAVAGANZA HAS FINALLY RETURNED TO THE UK

BILL WHELAN

# Riverdance

MUSIC FROM THE SHOW

RIVERDANCE EVOKES THE CELTIC PASSION AND RICH EMOTION  
THAT HAS CAPTIVATED AUDIENCES OF ALL AGES

THE SENSATIONAL ALBUM IS OUT ON CD AND CASSETTE  
IN STORES FROM 28TH JULY



CD - UMG 53076 - £8.99  
MC - UMG 53076 - £5.95

CELEBRATING 50 YEARS

## James aims to raise MPA's profile

The new Music Publishers' Association chairman Stephen James is vowing to raise the organisation's profile and canvas grassroots opinion to make it a more responsive body.

James, the chairman of Dejamus Music, was elected as MPA president at the association's agm a fortnight ago, replacing Momentum Music's Andy Heach.

James says he aims to build on Heach's success in increasing the wider understanding of the role of music publishers. "Andy did a great

job in raising the profile, but I still think a lot of people think recording companies do all the creative work when, in fact, we have a lot of impact," he says.

James also wants to survey the MPA membership. "The past recertification did extremely well, but they didn't have the time or the resources to get to the grassroots level and find out what issues they really want addressed," he says.

James hopes for a closer working relationship with the BPI. "With the onset of electronic delivery,

labels could learn from the publishers in terms of licensing rights," he says. "I want to work on a way of creating a central point for licensing of rights, a sort of one-stop licensing."

James is standing down as chairman of the pop publishers' committee; his place is being taken by MPA council member and Peermusic managing director Nigel Elderton.

The agm also saw the election of International Music Network's managing director Edijs Rihis as a new council member.

## Marsh builds RCA team ready for autumn attack

by Martin Talbot

BMG's new division president Jeremy Marsh has announced a series of senior changes at RCA, which will follow the departure of managing director Hugh Goldsmith and marketing director Kristina Kyriacou.

Marsh, who is temporarily returning to RCA as acting managing director, says he does not expect to appoint a new managing director until the new year. But he says he was keen to get a new senior management structure in place before leaving for a three-month advanced management course at Harvard Business School in the US on September 1.

He has appointed Simon Robinson to the new position of commercial director and David Joseph has been promoted to head of marketing.

Robinson will have day-to-day financial responsibility at the label. He was financial controller for BMG UK until 1995 and has spent the past two years

working for the company in New York, most recently as worldwide head of finance for BMG Classics.

"He is a very senior player with a real commercial background," says Marsh. "Simon will be the administrative interface between marketing and A&R. His job is to balance the books and give the creative boys a real commercial awareness."

Joseph joined the label as head of press from Sega UK two years ago. He has worked on acts including Olive, Mark Owen and North & South since moving to marketing two years ago, becoming senior product manager.

In parallel moves, head of promotions Dave Shack becomes director of promotions, also taking a place on RCA's senior management board, while artist relations manager Susanne Old has been promoted to head of artist relations. Robinson, Joseph and Shack will report to Marsh along with head of international Anna Broughton and director of A&R Mike McCormack. In

Marsh's absence, they will report to BMG chairman John Preston.

Marsh says it was important to put in place a strong management team for the company, which has a busy autumn schedule ahead.

Besides continuing work with Gary Barlow, Mark Owen, Olive, Robyn and Wu-Tang Clan, RCA is planning the first release by former Take That star Howard Donald, former Neighbours soap star Natalie Imbruglia, London's Burning's Steven Houghton and hotly-piped pop quintet Five. The company has also scheduled a new Heartbeat LP, plus albums by Robson & Jerome, Sleser and Clannad.

Marsh will return from Harvard towards the end of November.

He is only the second BMG executive to go on the business course - worldwide president Rudi Gassner was the first - which is designed to train senior executives from all industries in advanced strategy and new practices in business and management.

## Poole and Edwards end PR partnership

Leading independent PR partnership Poole Edwards is being disbanded following the decision by founders Chris Poole and Alan Edwards to go their separate ways.

Edwards, who is launching his new company Outside on August 1, says it is an entirely amicable separation. "There was no dramatic bust-up over the coffee machine," he says. "Chris and I have felt over the past couple of years that we have been increasingly pursuing different directions."

Poole, who is launching his new operation later this summer, is retaining a number of accounts, including Peter Andre, Mica Paris and George Michael's label Agave. He will be joined in the new venture by some Poole Edwards staff including Peter Mounsteven and Liam McCoy. Further details are expected soon.

Edwards has launched Outside with former Poole Edwards employees including director Judy Lipsey, associate director Gerard Franklin and senior press officer Joolie Bosson. Outside's client roster includes UB40, INXS, Deee Nee, David Bowie, the V97 festival, The Cure and Mula.

Edwards is also maintaining his association with independent PR man Dave Woolf, who will continue to represent his own clients, including Jamiroquai, Kwest and Beverly Knight. Woolf will also concentrate on developing Three 4 Music, the publishing company launched by Edwards in conjunction with Bucks Music earlier this year, and he is involved in Edwards' management company Famechart as co-manager of Knight.



One Little Indian artist Björk played a select 40-minute showcase following an international press conference at London's Truman Brewery last Monday (14). The Icelandic singer performed a selection of old and new material, previewing several tracks from her forthcoming LP, *Homogenic*, with an eight-piece string quartet and LFO programmer Mark Bell. She describes the album, which is due in September, as "braver, darker and simpler".

## EMI enjoys market share rise

EMI Group increased its global market share by 1% last year to a total of 19%, group chairman Sir Colin Southgate told the company's agm on Friday. Southgate said it had been a difficult year, but EMI Music had delivered satisfactory results while HMV outperformed the market. Southgate also suggested the US\$5m savings expected to result from its US restructuring should rise quicker than originally planned, as it had closed the EMI US label earlier than envisaged.

## Creation imposes strict embargo

Creation has reached an agreement with PPL in its bid to stop early radio broadcasts of Oasis tracks. PPL has circulated a letter to every radio and TV station restricting them from broadcasting anything from the Oasis album before 6.30pm on August 11. Any early broadcast will be deemed to be a breach of the broadcaster's PPL licence. The move follows the breaking of an embargo on the band's new single by three stations last month.

## Reid takes new role in Canada

John Reid, the ex-marketing director of London Records, has been named chairman of PolyGram Group Canada. He will assume the role in October when current chairman Joe Summers retires. Reid has been president of A&M/Island/Motown Records of Canada since 1995.

## KLF's Cauty returns to recording

Jimmy Cauty, one half of the KLF, has made his first foray into a recording studio since he split with partner Bill Drummond. Cauty, a former member of Brilliant before linking with Zoo Records founder and Echo & The Bunnymen manager Drummond, has been working on tracks at north London's Konk Studios. It is believed the solo project - titled Triple A - will coincide with a special event in October.

## Evangeli switches to Logic

Former Proto founder and label boss Barry Evangeli has been appointed general manager of Logic Records. He has hired Lee Follis from BMG as product manager and Jan Melhose from Sony as A&R co-ordinator, and also expects to appoint a new sales team.

## Tower pulls out of Kingston

Tower Records has reduced its UK operation from six to five stores with the closure of its Kingston, Surrey store, but the retailer is set to open a new store in Camden, north London this September.

## HMV Classics is relaunched

HMV has teamed up with EMI Classics to relaunch the budget price HMV Classics label today (Monday) with an initial batch of 50 popular titles. A sampler album containing selections from these and future releases is being issued at the same time.

## Silva Screen and Maverick

Silva Screen Records' recently-acquired German label is CMP Records, not CP as stated in last week's MW. And the partner and head of A&R at Maverick in the US is Guy Osborn, and not as published.

## Cardigans collect BPI double

Swedish band The Cardigans scooped two BPI sales awards last week, with their single Lovefool going gold and their album First Band On The Moon being certified silver. The Rembrandts' 'I'll Be There For You' went platinum and the compilation Big Mix '97 went gold, while silver awards were earned by Mr President's *Coco Jamboo* and The Best Album In The World... Ever 6.

**.dotmusic**

The latest industry news ON THE NET.  
From Music Week Updated Mondays at 19.00 GMT.  
<http://www.dotmusic.com>

## COMMENT

**McGee: a welcome friend in high places**  
There will be few who will begrudge Alan McGee his personal triumph in achieving political recognition as one of the chosen few on the government's new creative taskforce.

The past five years have provided quite a rollercoaster ride for the one-time British Rail worker, from the personal hell of drug problems and rehabilitation, to the glory of Oasis's -- and thus Creation's -- relentless rise into global record industry legend.

Talking to McGee, it's impossible to miss his huge enthusiasm for the task. There remains one nagging doubt however -- that this whole taskforce idea could turn out to be little more than a government PR stunt. Luckily, if there is one person who will be determined to prevent that it is McGee.

### Virgin: and there's more

There will be plenty of record companies hoping Virgin will ease up the pressure after two years in which he has swept all before them. But, after a sneak view last week of Virgin product for 1997 and 1998 I have to say those rivals will be bitterly disappointed.

Messrs Cooper, Cooper and Newton have lined up a frankly breathtaking line-up of releases, including up to the range of strong new acts lined up and the broad spread of musical genres in which they excel.

Carleen Anderson sounds cooler and funkier than ever after working with Paul Weller, McAlmont, The Verve and Catch sound ready to break through, and that's before both The Rolling Stones and Janet Jackson deliver albums for the autumn.

The scariest thing of all is the continuing form of the Spice Girls. Their next single set for October sounds to me like it could easily emulate the success of Wannabe, wrapping their ever-infectious pop sound in a seductive samba. Listen and weep. *Martin Talbot*

## PAUL'S QUIRKS

### Encouraging signs for indie stores

After a quiet start to the year, music retail has at last moved up a gear on the back of some excellent new albums and singles. The upturn, however, appears to be too late for some independents who for various reasons have been forced to shut up shop through no fault of their own.

The opening of a rival HMV or Virgin store plus the advent of a new supermarket in town is often the straw that breaks the camel's back and despite, in some cases, 25 years of success, the lone independent is nearly always the first one to suffer.

Many major distributors now recognise the importance of the independent and are making an effort to understand the problems facing this sector of the retail business. Progress is being made, but there is still a long way to go to ensure that all music retailers have the same chance to prosper on the High Street.

One welcome improvement has been the willingness of some companies to allow a re-order facility, with a deal, on new release albums. This not only eases the cash-flow situation, but often allows retailers to hear an album and gauge its sales potential before making a final stock commitment.

### Time to slam the embargo cheats

Stories about early sales of new releases are again circulating within the industry and, unless positive action is taken and an example made of proven offenders, the problem will increase. As it stands, rival dealers are often the only way of policing the situation but it may be time for the labels and distributors to do more investigations on a Saturday and Sunday, possibly setting up a legitimate buying team to uncover the offenders. This may even provide an opportunity for former poachers to turn game-keepers.

*Paul Quirk's column is a personal view*

## NEWS

# Strong pound prompts record imports growth

by Paul Williams

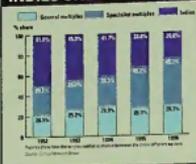
The strength of the pound sent imports recording to record levels last year with the growth in exports slowing sharply, according to new BPI data.

Around 133m CDs entered the UK market from overseas in 1996, compared with 140.1m units going out, as the gap between imports and exports narrowed significantly.

The new figures, outlined in the BPI's 1997 Statistical Handbook, show that CD exports rose by just 5.8m units over the year, while imports shot up by 19.3m units, representing the highest increase since the BPI started recording import/export figures for CDs in 1988. In all, CDs, cassettes and vinyl accounted for 162m imports (worth £278.1m) and 173.9m exports (£359.2m). BPI research director Peter Scapling says that if the trend continues, imports will overtake exports by the end of the year.

He says the BPI is attempting to set up meetings with the DTI to make the government aware of the potential problems, he adds. One record company executive says the imports are focused increasingly on catalogue titles and are

### SALES FIGURES SHOW INDIES UNDER PRESSURE



undermining the UK market.

The BPI statistical handbook also highlights the continuing decline in the independent retail sector, with numbers of indie stores down by a further 53 last year to 1,207. This compares with 1,792 indie stores operating in 1988.

At the same time, the power of the supermarkets has been growing with their market share doubling to 6% in the past year.

The BPI figures show that indies accounted for 14.2% of album sales in 1996 (6.9% in 1995), specialist multi-

ples 49.3% (46.2%) and general multiples 36.5% (36.9%).

But it is the singles market in which the indies have lost most of their strength, declining from a 51.0% share of the market in 1992 to 26.0% last year (see table).

At the same time the specialist multiples' share has risen from 28.1% to 45.7%, further emphasising the effects of the wider availability of free product offers on singles, which were once prevalent in the indie market. General multiples -- ranging from Woolies and WH Smith to Asda and Tesco -- claimed 28.3% of the market.

The supermarkets' greatest success has been in attracting volume shoppers, according to the Music Buyers Survey conducted for the BPI by BMRB in February: 8% bought their last album in a supermarket, compared with just 5% of men.

And age is highlighted as a factor in consumers' choice of store. HMV captured 22% of the album market for 15- to 24-year-olds but only 6% for the 55-plus market, while WH Smith's share was 6% for the younger group but rose to 23% among the over-55s.

## BPI begins legal action over CD piracy offence

The BPI has begun court proceedings against three companies in Wales over alleged copyright infringement on more than 300 titles.

The case against manufacturer PC Wise, handling home Lyric Technology and alleged bootlegger John Bradley -- who trades as Sonico -- was adjourned by Merthyr Tydfil magistrates at a preliminary hearing last Tuesday (July 15) and will now be heard on September 5.

The BPI's technical adviser Derek Varnals says legal proceedings followed the seizure of masters and stamper from PC Wise's plant in Merthyr Tydfil on March 29, 1996 and a raid on John Bradley's home in Sheffield on September 17, 1996 when a quantity of CDs were confiscated. It is understood that Lyric asked PC Wise to supply the CDs in behalf of its client Sonico, but that the manufacturer failed to check if the audio content was licensed.

PC Wise's managing director Alan Watkins, launched the company in 1990 as a duplication business. In 1995, he announced a £1m investment to increase the production of CDs for the games industry and several music clients.



Island releases its first Soul II Soul album Time For Change on September 1. The album, the sixth by the band but the first since their split from Virgin, will be preceded by the single Represent on August 18. The company is planning a campaign for the two releases which is designed to challenge perceptions of bigotry and racism. The single sleeve will feature a picture of a closely-cropped white man. "One of the key areas of the campaign is to make it about provoking; is the man a friend of Jazzie's, an ordinary man off the street or part of Combat 18?" says senior product manager Simon Quance. A second single, Pleasure Dome, is scheduled for October 6.

## THE sets out its manifesto

THE has underlined its commitment to forging closer relationships with its suppliers and customers in a promise of performance unveiled last week.

The distributor set out its aims in a 25-page manifesto which was unveiled to the music industry in central London last Wednesday (15).

The policy document follows a restructuring of THE's business, which has split into four groups covering entertainment, books, games and international operations. THE has also brought in a new management team and moved its buying team from Newcastle-under-Lyme to London.

Managing director Dick Francis says, "During the past few months, the busi-

ness has changed substantially and we're building a strong platform for THE."

THE plans to build closer relationships with its suppliers through joint business plans and sharing information. It is also looking to create unique promotions, a move that begins with a "two CDs for £15" offer starting today (Monday) on titles by artists including Fugees, Genesis, Lightning Seeds and Take That. THE also aims to offer free posters or money-off schemes more often.

And on singles, it is hoping to boost its market share by extending the period of re-orders releases after they drop out of the top end of the chart.

## Radio Authority gives Capital the go-ahead

The Radio Authority has given a clean bill of health to Capital Radio Group's proposed acquisition of Virgin Radio.

The association has ruled that the merger of the two companies is not against the public interest. However, it must wait until after a detailed study by the Office of Fair Trading into the implications of the purchase before it can make a final announcement.

The Authority proposes to amend Virgin FM's promise of performance, and limit its alternative rock output to 20%. It has also received assurances from Capital that any release of Virgin FM would not be promoted before Christmas 1997 at the earliest.

▶▶▶ MERCURY TAKES TOP SPOT IN SINGLES - p6 ▶▶▶

Nude signings Suede were among four acts to receive their second nomination when this year's Mercury Music Prize shortlist was announced last Tuesday at London's Queen's Gate Terrace. Besides Suede – who won with their self-titled debut in 1993 – previous nominees Primal Scream – who in 1992 – The Prodigy and John Tavener appeared on the final rundown. Nude managing director Saul Galperns says, "To win twice would be fantastic, but even if we don't win it's great that Suede's Coming Up has been shortlisted." Galperns is pictured (right) with Dylan White of Anglo Plugging, responsible for promoting the release.



# Spice Girls v Prodigy as Mercury goes pop

by Sue Sillitoe

Virgin Records and the independent sector emerged as the biggest winners in the Mercury Prize Albums Of The Year list, which was unveiled last Tuesday to a mixed response from the music business.

Three independent labels picked up nominations – Creation through Primal Scream, XL with The Prodigy and Nude with Suede.

Virgin scored nominations for Spice Girls and The Chemical Brothers, while PolyGram UK also achieved two nominations with Talkin' Loud's Roni Size and Decca/Argo's Mark-Anthony Turnage.

David Wilkinson, director of the Mercury Music Prize, says the 1997 shortlist is a testament to the creativity of British artists. "It provides a snapshot of a year in British music and highlights the quality of British artists," he says.

Jonathan Green, Mercury's general manager and marketing director, says, "I thought the aim of the prize was to highlight innovative albums and bring them to the attention of a wider public."

And Finnacle managing director Tony Powell adds, "The Mercury Music Prize was always seen as an opportunity to

## Dark horses take their chance in the limelight



Cellist Steven Isserlis, who was recently named instrumentalist of the year by the

Royal Philharmonic Orchestra, is a long-standing collaborator with John Tavener and is widely considered the ideal foil for the composer's dark, atmospheric style.

Isserlis commissioned Svyati from Tavener and the piece was first performed in London in 1996.

Tavener and Isserlis had been working with a choir in London and, as Isserlis is signed to BMG Classics – Tavener has no record deal – the label got first option on the new work. "Dolly Williamson from our A&R department made an immediate decision to record it," says BMG Classics marketing director Richard Dinnage. "The minute we heard the masters we knew it was something very special."

### THE NOMINEES

Act/Title	label	released	chart peak	sales	odds to date
THE PRODIGY: The Fat Of The Land	XL Recordings	June 97	one	600,000	2/1
SPICE GIRLS: Spice	Virgin	Nov 96	one	3m	3/1
RADIOHEAD: OK Computer	Parlophone	June 97	one	400,000	3/1
SUEDE: Coming Up	Nude	Sept 96	one	425,000	6/1
CHEMICAL BROTHERS: Dig Your Own Hole	Virgin	Mar 97	one	250,000	7/1
PRIMAL SCREAM: Vanishing Point	Creation	July 97	two	490,000	6/1
RONI SIZE: New Forms	Talkin' Loud	June 97	34	20,000	16/1
BETH ORTON: Trailer Park	Heavenly	Oct 96	68	50,000	20/1
JOHN TAVENER & STEVEN ISSERLIS: Svyati	BMG Classics	May 97	n/a	12,000	20/1
MARK-ANTHONY TURNAGE: Your Rockaby	Decca/Argo	Aug 96	n/a	n/a	20/1

\* Single. † classical chart position. Chart and sales data refer to UK market

recognise great acts that were not necessarily mainstream. With this shortlist, it is in danger of looking like an alternative to the Brits."

Of the albums not included, Mansun's Attack Of The Grey Lantern and Jamiroquai's Travelling Without Moving were considered to be the most surprising omissions.

But Parlophone managing director Tony Wadsworth believes the Mercury prize will always be controversial because it is based on subjective decisions by the judging panel. "But I'm thrilled that Radiohead has been recognised, particularly as The Bends was left off the list two years ago," he says.

Although sales success is not one of the judging criteria, many executives voiced disappointment at the inclusion of Spice, which is already nine-times platinum.

But Ray Cooper, managing director of Virgin, disagrees. "It's the icing on the cake for Spice Girls," he says. "Notwithstanding the fact that we have two albums on this year's shortlist, I think it's a good list and very representative of the excitement and dynamism in the industry today."

Heavenly managing director Jeff Barrett is delighted by the inclusion of Spice Girls. "I'm glad they are in, because they will guarantee plenty of media coverage," he says.

For the first time, the list includes two classical albums, by John Tavener & Steven Isserlis and Mark-Anthony Turnage. Richard Dinnage, marketing director of BMG Classics, says, "I'm delighted the judges have lent their support to this genre and to Svyati, which is a great album."



Heavenly managing director Jeff Barrett first met Beth Orton six years ago, after she had just completed her first musical project – a cover version of John Martyn's Don't Wanna Know About Evil recorded with William Orbit.

She was looking for a deal and, two years later, she signed to Barro's label.

Trailer Park was given its live, acoustic feel by Australian producer Victor Van Vught, who has worked with Tindersticks and Nick Cave & The Bad Seeds.

Three of the album's tracks were mixed by The Chemical Brothers' Andrew Weatherall, who had previously used Orton's vocals on Alive: Alone, the final track on Exit Planet Dust.

Orton's second album is almost completed and will be ready for release later this year, says Barrett.



Mark-Anthony Turnage is composer in association with the English National Opera and artistic consultant to the

ENO's Contemporary Opera Studio. His distinctively lyrical works have earned him critical acclaim and he is widely regarded as one of the UK's most significant contemporary composers.

Your Rockaby, a saxophone concerto featuring soloist Martin Robertson and the BBC Symphony Orchestra, was released in August last year by Decca/Argo, which signed Turnage in 1993.

Dickon Stainer, head of Decca/Argo, says, "It's a very eclectic fusion of jazz and orchestral music and as such I'm not surprised it made the shortlist because the Mercury prize is all about redefining boundaries."

## NEWSFILE

### APRS appoints new chief

The Association of Professional Recording Services (APRS) has appointed Mark Broad as its new chief executive. He replaces Philip Vaughan who is retiring after 10 years in the position. Broad, a Basca member and co-founder of production and music publishing company Barnes Music, says he aims to help upgrade the services offered by the APRS and broaden its membership.

### Hanson lead sales awards list

Sales certificates were awarded to 20 singles in the three months April to June, with a further 113 albums awarded in the second quarter. Two singles – I Believe I Can Fly by R Kelly and MMMBop by Hanson – achieved platinum status, compared with five for the same period last year. Among the albums honoured were Crowded House's quadruple platinum Recurring Dream – The Very Best Of Woodface, which went double platinum.

### RA issues East Sussex licences

The Radio Authority has issued FM radio licences in East Sussex to Arrow FM (Conqueror Radio Broadcasting) in Hastings, Easy 107 (East Sussex Radio) in Eastbourne and Surf 107 (Brighton & Hove Local Radio) in Brighton. At the same time, the Radio Authority has received 10 applications for two new small-scale Independent Local Radio licences in Cheshire. The applicants include Chester FM, Chester Radio, Diamond FM and Fun Radio.

### New offices for Universal Music

Universal Music is moving offices at the end of this week. The company will close its Piccadilly, London, premises on Thursday July 24 at 6pm and re-open on July 28 at 5-7 Mandeville Place, London, W1M 5LB. The new telephone number is 0171-535 3500.



28.07.97

## Electricity

### Spiritualized®

CD 1  
A. Electricity edit.  
B. Take your time live.  
C. All of my tears live.  
D. Cool waves live.

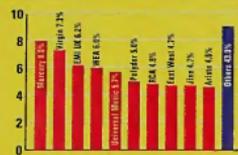
CD 2  
A. Electricity album version.  
B. Cop shoot cop live.  
C. Shine a light live.  
D. Electric machine live.

Limited edition 7"  
A. Electricity edit.  
B. Cool waves live.

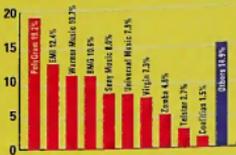
Taken from the album Ladies and gentlemen we are floating in space, out now on Dedicated. Distributed by Vital 0177 988 3333.

## SINGLES: QUARTERLY SNAPSHOT

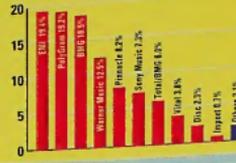
## COMPANIES



## CORPORATE GROUPS



## DISTRIBUTORS

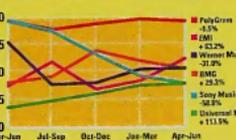


## SINGLES: 2-MONTH TREND

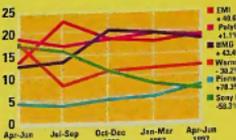
## COMPANIES



## CORPORATE GROUPS



## DISTRIBUTORS



## TOP SINGLES

- 1 MMMBOP Hanson (Mercury)
- 2 I BELIEVE (CAN FLY R Kelly (Live))
- 3 I WANNA BE THE ONLY ONE  
Eternal featuring BeBe Winans  
(1st Avenue/EMI)
- 4 TIME TO SAY GOODBYE  
(CONTE PARTIRO) Sarah Brightman & Andrea Bocelli  
(Capitol)
- 5 BELLISSIMA DJ Quicksilver  
(Pashiva)
- 6 LOVEFOOL The Cardigans  
(Stockholm)
- 7 YOU MIGHT NEED SOMEBODY  
Shola Ama (WEA)
- 8 YOU'RE NOT ALONE Olivia (RCA)
- 9 I'LL BE MISSING YOU Puff Daddy &  
Faith Evans (Puff Daddy/Arista)
- 10 CLOSER THAN CLOSE Rosie Gaines  
(Big Bang)

## TOP ARTISTS

- 1 HANSON
- 2 R KELLY
- 3 ETERNAL
- 4 SARAH BRIGHTMAN & ANDREA  
BOCELLI
- 5 DJ QUICKSILVER
- 6 THE CARDIGANS
- 7 SHOLA AMA
- 8 OLIVIA
- 9 PUFF DADDY & FAITH EVANS
- 10 SASHI

## TOP PRODUCERS

- 1 THE DUST BROTHERS/JRONI
- 2 R KELLY
- 3 LOWIS/MINANS
- 4 PETERSON
- 5 DE DONATIS/TERZI
- 6 JOHANSSON
- 7 D'INFUENCE
- 8 TAYLOR-FIRTH/KELLET
- 9 COMBS/STEVIE J
- 10 TORALES/MENDOZA/GAINES

## DATA SOURCE

Compiled by ERA from Millward Brown figures. Survey based on a weekly sample of singles sales and full-price and mid-price album sales through 1,000 UK outlets from April to June 1997 inclusive. Minimum prices for LP and cassette albums £2.50, £4 for CDs. Source: © CN.

# Mercury up as pop

Pop continues to boom and Mercury seized its chance to go top thanks to

## SINGLES

Virgin and Spice Girls' fate were inextricably linked in the second quarter as a new name emerged at the top of the company rankings for singles for the first time in a year.

It had been the quintessential unrepentant run of four opening number ones that had helped power Virgin to the top in convincing style in the previous three quarters. But, with its new Spice Girls singles coming out in the second quarter, the opportunity was there for another company to grab the glory.

That company was Mercury which built on the strong singles progress it made in quarter one by grabbing an unbeatable 8.6% market share, largely on the back of the quarter's biggest-selling single, MMMBop by Hanson. It helped rise Mercury a 135.3% year-on-year price rise, although the company's two other biggest singles, by Jon Bon Jovi and Texas, were only the 43rd and 44th biggest sellers of the quarter.

Virgin's share declined from 10.4% to 7.3% over the quarter, but that still accounted for a 15.9% year-on-year increase. Without its biggest-selling act releasing anything new in the period, Virgin demonstrated it was far more than a one-artist operation with 911, George Michael and The Verve all registering high. And Spice Girls' Mama Who Do You Think You Are hung around long enough to give the company four singles in the quarter's Top 30.

Among those with the biggest smiles on their faces during the second quarter was Neil Ferris who arrived to take the helm at EMI UK as it enjoyed its strongest singles showing in more than a year — albeit with two singles from Clive Black's reign. Its market share jumped 229.6% over the last quarter and by 138.5% year-on-year to take it to 6.2% overall. Leading the way were Eternal who pulled off their first



HANSON

chart topper, their biggest hit to date and the third biggest single of the quarter with the BeBe Winans collaboration I Wanna Be The Only One. It was one of two singles the company managed in the quarter's top five with its dance label Positive represented at number four with DJ Quicksilver's Bellissima. The release spent 10 straight weeks in the Top 10 despite getting no higher than number seven.

A similar situation befell Shola Ama's You Might Need Somebody, WEA's biggest single of the period, which enjoyed a seven-week run in the Top 10, peaking at number four. It helped lift WEA to fourth biggest singles company with a 6.0% share, although year-on-year it registered a 56.2% drop, a decline which is attributable to an exceptionally strong showing during 1996's second quarter when the likes of Mark Morrison's Return Of The Mack and Gina G's Ooh...Aah Just A Little Bit were reaching their peaks.

East West could not match its 5.9% first quarter showing, although hits from the likes of a reissued

Rembrandts helped give it a respectable 4.7% share, a 61.1% increase over last year. Flying just as high was Jive which experienced a 370.0% year-on-year rise after landing the second biggest single of the quarter with R Kelly's Believe I Can Fly.

Universal Music is currently proving to be the most consistent of the big companies. It registered a 5.7% share, down just 0.1% on both the previous two quarters, with its success spread more evenly over several titles.

PolyGram comfortably held on at one in the corporate group listings, although with a reduced margin, as EMI leapt over BMG, Warner Music, Virgin and Sony Music to take second place with a 12.4% market share. Its 63.2% year-on-year rise was impressive, but could not match Zomba which registered a 380.0% increase on the back of a R Kelly-audience performance, while Telstar — with two big Sash! hits to its credit — and Universal Music produced 12 month increases of 200.0% and 113.5% respectively. There was not such good news for Sony whose share fell by 58.8%, and Warner Music's down 31.0% over the year, but Coalition powered its way from nowhere to 10 on the back of the quarter's fourth biggest single, Time To Say Goodbye by Sarah Brightman & Andrea Bocelli.

Just as it moved up the corporate table, EMI was doing the same on the distribution listings where it overtook BMG and PolyGram to become the quarter's biggest distributor. Its 19.4% share gave it a narrow 0.2% lead over second placed PolyGram with last quarter's champion BMG moving down to third in 18.5% in what is becoming a consistently close-fought battle.

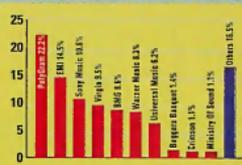
Much like the first quarter, the April to June period was dominated by high entries and short-stay numbers. But, as Shola Ama and DJ Quicksilver demonstrated, if a single captures the public's imagination, it can have real staying power.

# ALBUMS: QUARTERLY SNAPSHOT

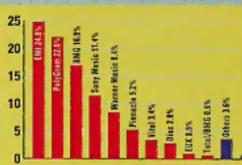
## COMPANIES



## CORPORATE GROUPS

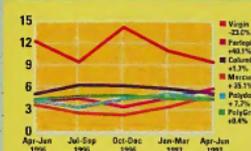


## DISTRIBUTORS

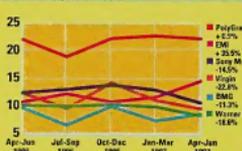


# ALBUMS: 12-MONTH TREND

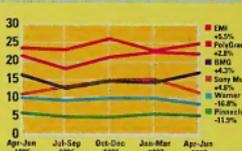
## COMPANIES



## CORPORATE GROUPS



## DISTRIBUTORS



# Power pips girl power

to Hanson. But in albums, Harrow Road still remains the dominant force

## ALBUMS

Just one week on sale at the end of June was enough to catapult Radiohead's *OK Computer* into the bestsellers list for the second quarter.

It sold more than 136,000 units in a week to defy the timing of its release and finish runner-up to Spice Girls for the entire three-month period.

Great news for Radiohead, and their record company Parlophone, but hardly indicative of a vintage quarter for album sales.

Unseen above the market aside, Parlophone could celebrate moving up the companies' league from sixth to second place with a 6.9% share representing a 40% year-on-year improvement. As well as Radiohead, labelmates Supergass played a significant part in Parlophone's success. Their second album, *In It For The Money*, also finished among the quarter's Top 10 sellers, albeit with more of a run-up, as it was released at the end of April.

The top slot in the company rankings is still occupied by Virgin, although by a reduced margin. The company's would-be successors should pause before assuming any vulnerability over at Harrow Road, however. The 14% reduction in share since the last quarter, and an apparent 28% slump year-on-year, can be at least partly explained by EMI Music's new arrangements for compilations, with EMI and Virgin dealing with compilations jointly, and splitting the resulting market share between them. On recent form, this is good news for EMI's share and less so for Virgin.

Virgin's success with artist albums was not in fact diminished, with aforementioned nine-times platinum Spice Girls coming out on top even after 33 weeks on the chart (although behind *No 36* in the combined list). Significantly, too, Spice only provided around 20% of Virgin's total share,



SPICE GIRLS

compared with nearer 40% last quarter. Virgin's other big success was with fellow Mercury nominees The Chemical Brothers - their *Dig Your Own Hole* was the quarter's fifth biggest artist album - while George Michael, back in 29th place overall, continued to sell strongly.

The other companies with most to celebrate at the end of the second quarter are Universal and Mercury. The latter kept from ninth to fourth place after scoring with Texas and Wet Wet Wet (both among the quarter's Top 10) as well as Alisha's Attie (48th), Hanson (58th) and Jon Bon Jovi (61st). Its 5% share represented a leap of more than a third year-on-year. Universal, meanwhile, looks ready for this Thursday's (24) big split after notching up a share of 4.4% - up 69% year-on-year - through the success of *No Doubt*, *Erykah Badu* and *Telstar* TV.

As a corporate group, Universal does even better, as its Seahorses release on Geffen is also factored in, taking it to a share of 6.2% - up 82% year-on-year. Universal is still dig way off the pace in the corporate group stakes, however. It is back in seventh place with

PolyGram holding at the top with a barely-wavering 22.2%.

EMI, benefiting from the compilations boost mentioned above, storms into second place from sixth with a 14.5% share, which is a third bigger than the slice it took this time last year. Compilations aside, EMI had four big albums among the quarter's Top 20 - *OK Computer*, *In It For The Money*, the *Romeo & Juliet* soundtrack and *Eternal's Before The Rain*.

Elsewhere among the majors, it was a flat quarter all round. More notable was the appearance of the independent *Beggars Banquet* in eighth place with a 1.4% share, up 260% year-on-year, thanks primarily to The Charlatans' *Tellin' Stories*. One wonders where *Beggars* will appear in next quarter's Prodigy-fueled market share figures.

A notable addition to the corporate group ranks is Crimson, back in ninth place with a 1.1% market share. Not one Crimston title finishes among the Top 500 albums of the quarter, but the company set up by former Warner exec man Phil Knox-Roberts has a very different business to most of its rivals - in the past three months it has focused on selling around 60 releases through Woolworth.

It was business as usual in albums distribution in the second quarter, with EMI and PolyGram holding on to the top two places, although EMI has pulled away from its rival. The gap between them is now 2.8 percentage points, compared with a minuscule 0.4 three months ago, with EMI distributing seven of the 10 biggest selling albums of the quarter.

Back in third place, BMG provides some action by leapfrogging Sony with a 6.9% share, representing a 4.9% year-on-year improvement. Its biggest successes were with the Warner/Global/Sony TV compilation *New Hits 1997* (third place overall) and *Deconstruction's Republica* (18th).

Selina Webb

## TOP ARTIST ALBUMS

- 1 SPICE GIRLS (Virgin)
- 2 OK COMPUTER Radiohead (Parlophone)
- 3 WHITE ON BLONDE Texas (Mercury)
- 4 TELLIN' STORIES The Charlatans (Beggars Banquet)
- 5 DIG YOUR OWN HOLE The Chemical Brothers (Virgin)
- 6 10 Wet Wet Wet (Precious Organisation/Mercury)
- 7 IN IT For The Money Supergass (Parlophone)
- 8 BEFORE THE RAIN Eternal (1st Avenue/EMI)
- 9 TRAVELLING... Jamiroquai (Sony S2)
- 10 OCEAN DRIVE Lightshow Family (Wind Car/Polygram)

## TOP ARTISTS

- 1 SPICE GIRLS
- 2 RADIOHEAD
- 3 TEXAS
- 4 THE CHARLATANS
- 5 THE CHEMICAL BROTHERS
- 6 WET WET WET
- 7 BEE GEES
- 8 JAMIROQUAI
- 9 SUPERGRASS
- 10 ETHERNAL

## TOP PRODUCERS

- 1 ABSOLUTE/STANANAD/ROWE
- 2 GODRICH/RADIOHEAD
- 3 TEXAS/HEDGES/STEWART/PARLOPHONE
- 4 CHRISTIAN/ROLLESTON/BOYD
- 5 THE CHARLATANS/CHARLES
- 6 THE CHEMICAL BROTHERS
- 7 CLARK/DUFFIN
- 8 SUPERGRASS/CORNFIELD/WILLIAMS
- 9 CHARLES/WILSON/LOWIS/MASON/KUMY
- 10 PEDEN

## TOP COMPILATIONS

- 1 NOW...36 (EMI/Virgin/PolyGram)
- 2 NEW HITS 1997 (Warner/EMI/Global TV/Sony TV)
- 3 ROMEO & JULIET (OST) (Premier Soundtracks)
- 4 IN THE MIX 97-2 (Virgin/EMI)
- 5 THE BEST CLUB/EVER! (Virgin/EMI)
- 6 DANCE NATION 3 - PETE TONG & JUDGE JULES (Ministry Of Sound)
- 7 WHAT A FEELING! (PolyGram TV)
- 8 WHAT A FEELING! (Columbia)
- 9 BIG MIX '97 (Virgin/EMI/Warner)
- 10 SPICE GIRLS PRESENT THE BEST GIRL POWER ALBUM...EVER! (Virgin/EMI)

# Decisiveness and diversification are secrets of O'Brien's success

The past few months have been pretty frantic for Telstar founder and chairman Sean O'Brien.

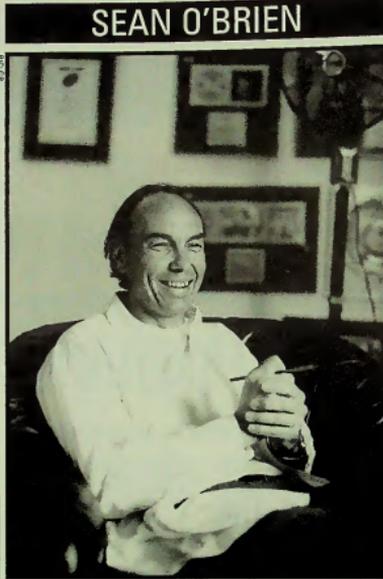
A series of acquisitions, joint ventures and label launches have, in the past two years, broadened Telstar away from the TV marketing business in which it made its reputation.

And the first half of this year has provided its most frenzied period of activity to date, through a label launch with Capital Radio, the creation of joint venture company Telstar TV with Universal Music, a new distribution deal with Warner Music and the announcement of plans to move into regional radio as part of the MotionSound consortium.

Add to that the arrival of Saah, as company's biggest success in the singles market, and O'Brien is buzzing.

"So far, 1997 has been fantastic—we've achieved all we set out to do by the halfway mark of the year," he says. Today, 15 years after the company was launched, Telstar is a highly diversified, £100m-turnover business which has not only survived the market saturation in TV compilations but used it as the springboard to become one of the UK's biggest independent music companies.

The new initiatives sit alongside a portfolio which includes a distribution wing, an export division, and a 50% stake in indie label and distributor Total.



SEAN O'BRIEN

As the business head of the company—his partner Neil Palmer is the creative force—44-year-old O'Brien has driven the refocusing of the company.

"Sean's great strength is that he makes decisions quickly," says Total's Henry Semmence, who reveals that the Telstar/Total deal was wrapped up within 24 hours. "We met one night in a pub to discuss it, had a load to drink and the next day he was back on to me with a deal."

"Telstar is now well placed in a broad range of activities," adds industry financial expert Cliff Dane. "They have successfully developed away from their mid-Eighties' roots."

Telstar has been forced into these new areas as its TV advertising business suffered in the face of fierce competition from major repertoire owners—TV-advertised compilations now account for less than 25% of Telstar's total sales, which reached £108m last year. Indeed, the company's singles market share is now bigger than its album share, due primarily to the success of acts such as Saah, whose latest hit Ecuador crashed into the chart at number two at the end of June.

When it launched in 1982, Telstar's aim was to bring a "quality" approach to TV advertising. Early success with great hit packages by the likes of Michael Jackson and Odyssey was followed by a slew of big-selling releases by the likes of Black Lace and Jive Bunny, as well as "concept albums" by MCR acts such as Foster & Allen, James Galway and Michael Crawford.

Such hits were racked up as the TV music market began to gradually

overheat, with costs rising and independents such as Telstar squeezed by pressures both from the major labels and the retail multiples.

These days it costs an average £100,000 to launch a TV release, says O'Brien, but the premium on shelf-space and the increasing number of compilations released on to the market today mean that retailers no longer necessarily order every title.

"In the heyday we had 5% of the album market," says O'Brien. The arrival of the majors resulted in a squeeze on licensing; generally, while BMG's decision to strike a label deal with TV specialist Global effectively barred Telstar access to the major's catalogue, O'Brien says. It was this move which prompted him to not renew the 15-year distribution deal with BMG and instead move to Warner Music.

O'Brien's willingness to branch out is key to the group's survival, according to Warner Music UK chairman Rob Dickins. "Over the years Telstar has adjusted to the prevailing market circumstances," he adds. "Sean is very single-minded and his team have a feel for that business which is sufficiently different to the majors."

Telstar's ill-fated link-up with Big Life may not have been a business success—it acquired 75% of the indie label in 1994 for a reported £1.5m and was pulled out two years later—but it illustrates O'Brien's fast-moving, sometimes opportunistic, nature.

"Sean is prepared to move in and out very swiftly," says one industry observer. "If something's not working, then Telstar is out of there."

## O'BRIEN'S PROGRESS

- 1978: O'Brien trains in the City as a chartered accountant. Meets Ian Dewar—later to become Telstar's financial director—on his first day
- 1978: works in UK film business as a freelance production accountant
- 1978: appointed financial director of Ronco, becoming managing director three years later
- 1982: persuades fellow Ronco executive Neil Palmer to launch Telstar with him. Strikes distribution deal with BMG
- 1983: Telstar scores first sizeable hit with Michael Jackson/Jackson 5 collection
- 1990: acquires Parkfield jukebox distribution and export business from receiver. Forms basis for Telstar Distribution and Lightning Exports
- 1991: Telstar provides seed money for the launch of Total, a joint venture with founders Henry Semmence and Fran O'Donnell
- 1994: launches games company Telstar Electronic Studios. Acquires 75% share in Big Life Records
- July 1994: renews BMG deal for last time. BMG reaches agreement with new TV specialist Global
- 1995: acquires Corinthian TV facility from Giffon for £2m-plus. Launches radio ad specialist Zoo Studios as joint venture with Commercial Breaks
- 1996: launches Multiply imprint, signing Saah, Basement Jaxx and N-Tyce. Terry Hall signed to South Sea Bubble sub-label. Telstar pulls out of Big Life
- January 1997: launches Wildstar, a joint venture with Capital Radio to release albums from Live At Capital Cafe TV show
- April 1997: part of MotionSound consortium bid for North West radio franchise. Has plans for two more regional radio bids
- May 1997: unveils Telstar TV, new joint venture label with MCA/Universal
- June 1997: Ecuador by Saah featuring Rodriguez enters the singles chart at number two
- July 1997: Telstar drops BMG distribution deal after 15 years and strikes agreement with Warner Music

There are no signs that this will occur in the newly-ventured Telstar TV launch with Universal Music. This provides the group with another power base, says O'Brien.

"Between us we reckon we have around 10% of the singles market," he says. "This means we can barter for tracks with other companies—if they want Telstar/Universal repertoire they will have to give us access to their repertoire."

However, it is unlikely that the Universal deal will increase Telstar's rate of TV compilation releases beyond the current annual figure of around 50 (compared with 80-90 three years ago).

Instead, the company intends to focus on raising the quality of its product, at the same time investigating new business areas such as radio, in which it is bidding for regional licences in the Midlands, North West and parts of central Scotland as part of the MotionSound consortium. As main financier, says O'Brien, his company has committed £500,000 to the bidding process over the next three years and anticipates that start-up costs for a successful licence could reach £4m.

Such willingness to reinvest is typical of O'Brien. He estimates that more than 60% of his company's profits are regularly ploughed into start-ups such as Telstar Electronic Studios, which recently won the licence to market games for the Nintendo 64 system.

And he is clearly not prepared to stop there. "We're moving forward on a lot of fronts," he says, "and we're doing things a lot of major record companies can't do."

Paul Gorman

**Komm in!**

**POP**

**komm.** August 14 - 17, 1997

congress center east cologne fair

Never before were there so many good reasons for coming to Popkomm. This year, 645 exhibitors from 22 countries will be exhibiting on an area of 30,000 sq. m. — and they're just waiting for you to come along and talk to them. At the high-calibre international Congress current developments in the music and entertainment world will be discussed by experts — a detailed list of the topics and all important information can be accessed on our Web site. Come to Popkomm 97. Have your say, and make your mark!

**Walk-up registration: DM 390.00**

**Popkomm. Get yourself connected!**




music/komm. Contact: Grotz/Welsh Ring 20 · D-50672 Köln  
phone +49 21 91620-0 · fax +49 21 91620-110  
mailto:info@popkomm.de · E-Mail: popkomm@popkomm.de

As if to make plain the fact that musical changes are afoot in the Levellers' camp, there is a kaleidoscopic selection of cover versions featuring on the second CD of the Brighton-based quintet's new single What A Beautiful Day.

A primal, almost garage punk reading of the Everly Brothers' gem The Price Of Love (reminiscent of Bryan Ferry's version) is followed by a faithful rendition of The Beach Boys' sublime Hang On To Your ego, which leads into Gern Free Adolescence, the 1977 classic by day-glo punks X-Ray Spex.

Meanwhile, the summery What A Beautiful Day is getting strong support from Radio One. The station was attracted by the song's singalong style and has been playing the track weeks ahead of the July 28 release date.

The broadening of the Levellers' musical palette is most evident on their forthcoming album Mouth To Mouth. Out on August 25, their fifth LP finds the group eager to escape the boundaries of traditional rock/folk instrumentation.

For the first time, they use drum loops on a number of tracks (to best effect on the menacing The Real), as well as a 20-piece string orchestra and brass section on five songs.

Recorded at the group's home-from-home Metway Studios in Brighton, the album features Eddi Reader, who sings lead on the outstanding Celebrate and provides backing vocals on other tracks.

The group's adoption of a new sound follows a "healthy battle" after which they decided to take a more modern approach.

Fiddle player Jon Sevink says, "We've been together for around 10 years and this time we promised ourselves we'd do things differently. Some of us wanted to use samplers and computers, because we have got into dance music," he says, citing Leftfield and the local Skint roster as influences.

## LEVELLERS' LPs

Weapon Called The Word (Musicdisc)	1990	did not chart
Levelling The Land (China)	1992	number 14
Levellers (China)	1993	number two
Zeitgeist (China)	1995	number one

"That doesn't mean we are turning ourselves into a dance act. We just wanted to take those bits we think are cool and merge them with our sound."

Sevink suffered a blow early on in the recording of Mouth To Mouth when



# LEVELLERS

## SHAKING OFF THEIR 'CRUSTY' IMAGE

he broke both his wrists in a football match. Now fully recovered, he believes this actually had a positive effect on the outcome.

"It meant that we were forced to take more risks," he says. "We used a lot more samples. By the time I had recovered, I was able to record my fiddle over the mix, which made for a more interesting set of textures."

China Records managing director Derek Green points out that the Levellers' strong live following shows the breadth of their appeal.

"Go to one of our regular gigs at the Britton Academy and you will see a real cross-section of 5,000 kids," says Green, who signed the act six years ago. "That fixed idea of them as 'crusty' or 'new age travellers' should have died years ago and their new releases show how untrue it is."

Both Green and Sevink believe a crucial factor in the group's development has been the decision to use producer Jon Kelly and engineer

Andrew Scarth. "Working with different people allowed us a fresh approach," says Sevink.

"We didn't necessarily go into the studio and think about how a track might be played live. It was more

'We promised ourselves we'd do things differently. Some of us wanted to use samplers and computers because we have got into dance music' – Jon Sevink

directed towards recording the music for the music's sake. A lot of us played different things from usual."

Green introduced the act to the production team when they worked on last year's live video *Headlights*, White

Lines, Black Tar Rivers. "For this album, the Levellers have decided to become slave to the songs and Andy and Jon provided them with the space to achieve that," he says.

"We at China work very closely with them on the direction they choose," Green says. "We're only a small label with just seven acts, so we tend to keep up to speed on what is going on, on an almost daily basis and comment and make suggestions as we see fit."

But the final test will surely come when the Levellers embark on their live tour in September and October, following a stint on the European festival circuit this summer and appearances at two UK festivals – at Middlesbrough (July 26) and Guildford (August 1).

"They work brilliantly live," says Green. "That and the fact that Mouth To Mouth will be their biggest-selling album to date will finally get rid of this 'narrowcast' view of where the Levellers are at."

Paul Gemm

Act: Levellers Project; single/album Label: China Records; Songwriters: band; Producer: Jon Kelly; Publisher: Empire Music Control; Released: July 28/August 25

## STEVE LAMACO ON A&R

Two festivals in consecutive weekends means that, by the time you read this, I'll have written off three pairs of old DMs, lost a Walkman and got down to jockey weight again. Which is a kind of excuse for missing various gigs over the past fortnight, although I can tell you that the Asian Dub Foundation rocked the LA2 last Tuesday in front of a near sell-out crowd. The ADF were picked to support Primal Scream, before the tour was cancelled due to illness. Unperturbed by that disappointment, ADF have a split single out this week on *Damaged Goods*, with Atari Teenage Riot on the flip. The ADF track, *Free Satpal Ram*, is raw and almost demo-like stuff, but gives a good representation of what they are about (and it's

more than just an Asian Beastie Boys). Rumours are going around about record deals – but it sounds like there are at least two offers on the table (finally) and that they are very close to signing... Back at the starting block, *Lemon Incest* won the Loot Music Awards, which did, as predicted in this column, feature a token rock band. There was much talk afterwards, though, about fellow competitors *Spud*, who caught the attention of several judges, not least our own Evening Session producer Claire Pattenden and Columbia's Dave Balfe. (That has landed them with besieging phone calls for the next six months. Sorry...) And while we're on the subject of contest winners, *Stealers*, the band who won

themselves a day's recording in a top BBC studio following the Talent 2000 showcase in Manchester, have emerged from the studio with three very promising tracks... Demos – can't move for them. Don't unsigned bands ever go on holiday? Anyway, here's a good one from *Cast Iron Shoes*, who hail from Salisbury, Wiltshire. The first track, *Sunbreak*, is a yearning, Manc-indie inspired pop song (how many vocalists these days have that Mancunian/Liam lilt in their voices, regardless of where they come from?). The second track whines on a little, but E-Type Lovechild scores well on the song title front. More demos next week...



FAMILY OF FIVE LOVE

This Liverpool quartet fronted by songwriter Gary O'Donnell have released an EP of powerful, expressive rock songs on their own label. It shows Liverpool has more to offer than just poppy bit groups.



Sometimes in A&R you can tell from one play that you are hearing something exceptional. This was Deconstruction managing director Keith Blackhurst's experience when he first heard Sylvia Powell sing.

"I fell in love with her voice straight away," he says. "Mike Sefton, who works for our publishing company, played me some of her demos and they just blew me away. Sylvia didn't sound like anyone I had ever heard before. Like most great singers, she is incredibly distinctive."

The 26-year-old singer/songwriter also impressed Blackhurst with the strength of her material. "She already has almost an album's worth of exceptional songs," he says.

Blackhurst beat several other interested parties by signing Powell just over 18 months ago.

The former session singer has now completed her debut album, *Revue*, a classy collection of poetic, romantic, mid-tempo tracks, which take in a myriad folk, funk and R&B influences.

"We gave Sylvia as much time as she needed to be sure she was happy with the recording process," says Blackhurst. "She certainly didn't want us to team her up with a load of trendy, hotshot producers or try to change her sound to any great extent. It was more a case of finding a sympathetic producer, who understood what she wanted."

From the outset, Powell had extremely strong views about her songs and her voice and the music that would surround them. She is therefore delighted with that autonomy. "The reason I signed to Deconstruction was because I could tell that Keith really believed in me," she says. "He didn't impose any ideas. He just told me to go

**'I'm affected by R&B and reggae because of my culture, but you can't grow up in Britain and not be influenced by rock and pop'**



## SYLVIA POWELL

### STRONG SONGS, STRONG PERSONALITY

away and make an album that I was happy with."

*Revue* was recorded with Rob Casu, who had produced Powell's original demos, and was written almost entirely by the singer herself. Of the 10 tracks, only two—including forthcoming debut

single *Butterfly*—have co-credits. In fact, *Revue* is essentially a re-recording of the demos that Blackhurst heard almost two years ago.

"We reprogrammed some of the backing tracks and re-recorded the vocals on all but one of the songs," says

Powell. "We worked mainly in the kitchen of the producer's house in London. I've never heard anything like the sound we got from that kitchen, it was amazing! I did try to record in a couple of big studios, but it never felt right. I have to feel comfortable." Born in Nigeria, Powell moved to England as a child when her mother remarried, but returned frequently to Africa during school summer holidays. "Those contrasting cultures play an important part in her music."

"So much of my childhood is reflected in my songs," says Powell. "When I was growing up, my family travelled a lot by car and my parents always played Carole King and Simon & Garfunkel. I literally know all of their albums off by heart and I certainly hear their influence in my music."

"A lot of people tell me that my songs have a real African sound, which shocked me at first. But they're right. Obviously I'm affected by R&B and reggae because of my culture, but you can't grow up in Britain and not be influenced by rock and pop, because they are the mainstream. When I was doing sessions, I sang for bands that played anything from jazz, funk and soul to rock and reggae. I wasn't fussy."

Blackhurst claims the climate is now right for Powell's work. "Acts used to have to be pure rock or pop or dance or metal to find an audience. Innovation now means a lot more," he says. "It's a plus that Sylvia sounds so unique. I'm sure her songs will make it on to TV and radio and that the album will be huge, but if it doesn't happen straight away, we can be patient."

"We spent time on the record and I'm certain we've got it right. I'm looking forward to finding out just how many people agree." Lisa Verico

Act: Sylvia Powell Project: single/album Label: Deconstruction Songwriter: Powell Studio: home Producer: Powell/Casu Publisher: Deconstruction Songs Released: September 8/15

**One to Watch**  
**ROCKERS**  
**HI-FI**  
 Don Rickles  
 Whittington  
 and One Bush  
 release their  
 debut (WEA)  
 Illmatic  
 Muste, a diverse  
 and beguiling  
 sound of soul  
 beats featuring  
 the UK's leading  
 talents plus  
 instant Procter  
 One.

## DAVE ANGEL

### UK TECHNO'S LEADING JETSETTER

Being a top DJ these days means plying your trade around the world, jetting between continents and city-hopping night after night.

For Dave Angel, techno artist and DJ extraordinaire, the results of continually circling the world can be heard on his new album for Fourth & Broadway, *Globetrotting*, and its steady second single, *Tokyo Stealth Fighter*, which is released on July 21.

Although recorded in his home studio, tracks like *Sensor Zurich*, *Liquid Rooms* and *Chicago Emerald City* reflect Angel's experiences in clubs around the world.

The resulting sound is a heady melange of smooth, funky Detroit techno with a difference. There are dashes of disco, on the aptly-named *This Is Disco*, the first single from the album, a trace of garage on *Liquid Rooms*, named after the Tokyo club, and even a hint of drum & bass on *K Road NZ*, all spiced up with his hallmark jazz vibes.

Indeed, Angel has taken a significant step forward from 1995's *Tales Of The Unexpected*, a respected slice of deep techno on Island's now-defunct Blunted Vinyl imprint.

Island A&R manager Jim Reid says,

"The last album showcased his more musical side and his production, which is second to none. This album is a real progression. It goes for a more direct feel, straight for the jugular. It's an album made on the dancefloor, for the dancefloor. Dave and I discussed it and he wanted to give something back to the dancefloor, to the DJs."

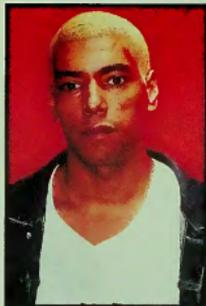
Angel's assured yet minimal style, with his smooth, jazzy feel, owes a lot to the fact that he is a musician first, unlike many DJs or technoheads. He comes from a musical family: his sister is rapper Monie Love, while his father was a jazz musician who taught him to play drums at the age of eight. Angel went on to become a session player in a number of bands and his percussive skills can be heard in live drum sounds on several of *Globetrotting*'s tracks.

His first record, released back in 1991, was quite a different story, though. He put out an unauthorized mix of The Eurythmics' *Sweet Dreams (Are Made Of This)*, recorded using two record decks, two tape recorders and a toy Casio.

Armed with a list of record shops in and around London, he personally distributed all 500 white labels. Fortunately, Karda Marshall, then head of A&R at RCA, was impressed with the track and decided to release it.

A productive streak of working with acclaimed Belgian techno label R&S followed, plus a host of one-offs and remixes. Then Angel launched his own label *Rotation Records*. In the meantime, he was also building a hugely successful DJing career.

"Offers of deals soon materialised, with Island proving the most persuasive. Reid says, "He was one of the first techno producers to have major labels stand up and take interest. He's one of the best in his field



and he's one of the world's best DJs as well. These were prime reasons for us to want him on the label."

Island is marketing Angel carefully to retain his solid core of fans while also expanding his sales base. The release of *Tokyo Stealth Fighter*, the second single from the album—with mixes from techno stars Dave Clarke, Carl Craig and Slam—was specifically planned to come out on the back of *Angel's Phoenix Festival* performance to attract a crossover crowd.

"Although this album is more diverse, he is still a slightly leftfield, experimental artist, so we have to be careful not to overplay him," says Island product manager Chris Dwyer.

The result is a strong package from an imaginative artist fast heading towards the mainstream. Looks like another stint of global jetsetting beckons.

Sarah Davis

Act: Dave Angel Project: single/album Label: Fourth & Broadway Songwriter: Dave Angel Studio: own Publisher: Chrysalis Released: July 21/Aug 2

## northern uproar

### a girl I once knew



**new single**  
**released 4th August**  
**CD"/Cassette**

coming soon: the new LP 'Northern Transverse Today' order March 20th/trackers 081 970 0805



## CAMPAIGNS OF THE WEEK

## ARTIST OF THE WEEK



**DREADZONE - BIOLOGICAL RADIO**  
Record label: Virgin. Media agency/executive:  
MCS/Mark Holden. Product manager: Orla Lee.  
Creative concept: Madark

With Dreadzone lined up to play just about all the festivals this summer, it is these audiences that Virgin is targeting with its marketing campaign for the band's new album. From release next Monday the album will be advertised in NME with independent retailers, *MixMag*, *Time Out* and the *Independent*. There will be extensive poster advertising and leaflets at all festivals. The campaign includes a mailout to the fanbase and POS with independent retailers.

ARTIST/TITLE/LABEL	RELEASE DATE	TV	RA	POSTER	CAMPAIGN
HOWIE B Turn The Dark On (Polyder)	July 28			●	Ads will run in the music and style press backed by posters and displays with independents
LIMP BIXIT Three Dollar Bill Y'all (MCA/Universal)	July 21			●	Rock press advertising will include NME, Metal Hammer and Kerrang! and there will be a mailout.
DREADZONE Biological Radio (Virgin)	July 28			●	Press ads will run in the <i>Independent</i> , <i>Time Out</i> , <i>MixMag</i> and <i>NME</i> backed by posters and leaflets.
MARVIN GAYE Vulnerable (Polyder)	July 28			●	There will be specialist press advertising to support this re-release.
GRACE H I Could Fly (East West)	July 28			●	Advertising will run in the teen press and there will be posters to support this release.
ZIGGY MARLEY Fallen In Babylon (East West)	July 21		●	●	Radio ads will be supported by nationwide posters.
PRINUS The Brown Album (MCA/Universal)	July 21			●	Ads will run in <i>Kerrang!</i> , <i>Metal Hammer</i> and <i>Select</i> with Virgin. There will also be college promotion.
RAMPAGE Scots Honor (East West)	July 28			●	Advertising will run in the specialist music press to support this release.
CLIFF RICHARD The Rock And Roll Years (EMI)	July 21	●	●	●	An all-media campaign includes national TV and press advertising backed by posters.
JUNE TABOR Aleya (Topic)	July 28			●	Co-op ads will run in <i>The Observer</i> , <i>Times</i> , <i>Guardian</i> , <i>Folk Roots</i> and <i>Top</i> backed by displays at Tower.
VARIOUS Brazilica 2 (Mercury)	out now			●	Ads will run in <i>The Face</i> , <i>Straight No Chaser</i> and <i>Herb Garden</i> . There will also be a database mailout.
VARIOUS Drum & Bass Virtual DJ (Breakdown)	out now			●	Advertising will run on IRL stations with press ads in the specialist music press.
VARIOUS Get On The Bus (MCA)	out now			●	This OST featuring The Neville Brothers and Stevie Wonder will be advertised in the specialist press.
VARIOUS Hardcore Heaven Vol. 2 (Heaven Music)	July 28			●	TV ads on Channel Four, ITV and satellite are backed by extensive press, radio and poster advertising.
VARIOUS Long Live Tibet (EMI)	out now			●	Ads in <i>NME</i> , <i>Melody Maker</i> , <i>The Guardian</i> , <i>Mirror</i> and <i>Big Issue</i> are backed by mailouts and posters.
VARIOUS The Mother Of All Swing II (Telstar TV)	July 21	●	●	●	ITV and Channel Four South ads are backed by radio spots and ads in <i>Smash Hits</i> and <i>Blues &amp; Soul</i> .
VARIOUS The Old Skool Reunion (Global TV)	out now			●	Ads will run on Channel Four, BSkyB and in ITV regions backed by ads on Capital, Kiss and Choice.
VARIOUS Returns To The Source: Sacred Sites (EMI)	out now			●	Specialist dance press advertising includes co-op ads with HMV, Tower, Andy's, Menzies and Virgin.
VARIOUS Summer Of Love (PolyGram TV/Sony EM)	July 21	●	●	●	There will be national TV advertising and radio ads on Heart, Virgin and IRL god stations.
VARIOUS 100% Summer Mix '91 (Telstar TV)	out now			●	Ads will run on GMTV and ITV and there will be radio ads on all 'big IRL stations.

Compiled by Sue Sillito: 0181-767 2255

## COMPILATION OF THE WEEK

## HARDCORE HEAVEN VOL. 2



Record label: Heaven Music. Media agency/  
executive: RMS/David Cecil. Product manager:  
Claire Power. Creative concept: John Kalkan,  
Design Asylum

Heaven Music's second release is backed by national TV ads - including some co-op advertising with Woolworths - on Channel Four, ITV and satellite stations. The compilation, due out on Monday, will also be radio advertised on Kiss, Key, Choice, Galaxy and Radio Forth with HMV tagging the ads. There will be ads in the style, football, car and music press including *M3* which is offering a covermounted promotional cassette.

# PETER ANDRE

THE NEW SINGLE  
**ALL ABOUT US**  
RELEASED JULY 28TH

AVAILABLE ON CD1, CD2 & CASSETTE • MUSH5CD/COX/MC • DISTRIBUTED BY 3MV/PINNACLE



# THE OFFICIAL UK CHARTS

## CHART FOCUS



It's close but Puff Daddy, Faith Evans and 112 return to the top of the singles chart this week, reclaiming

pole position from **Oasis**. I'll Be Missing You sold 124,000 copies last week, nearly 2,000 more than Oasis's **You Know What I Mean?**. I'll Be Missing You is the fourth single to return to the summit in the Nineties, following Mr Blobby's self-titled 1993 abomination, **Lightning Seeds** (Three Lions and **Fugees** Killuz Me Softly), which were playing catch-up with each other a year ago.

I'll Be Missing You has now sold more than 700,000 copies, and has shown great consistency. It stands a good chance of topping No Doubt's **Don't Speak** to become the best-seller of 1997, and could have the record within three weeks. I'll Be Missing You has spent four weeks at number one, the longest residency since **Spice Girls'** seven-week engagement with **Wannabe**, a run which started exactly a year ago.

For the first time since **Take That** split, **Robbie Williams** has got the upper hand on **Gary Barlow** — but it's a hollow victory as both underperform weekly, with Gary's **So Help Me Girl** debuting at 11, and Robbie's **Lazy Days** at number eight. Seven of the last eight **Take That** singles reached number one; only two of the first eight singles by former members of the group (**Gary**, **Robbie** and **Mark Owen**) have done likewise. Gary's fall after two consecutive number ones is particularly spectacular, although it's extremely likely that he would have had a safe Top 10 berth and a higher position than Robbie if **So Help Me Girl** hadn't been impossible to find for less than £3.99, while **Lazy Days** was £2.99 everywhere.

**Ultra Nate's** bizarre chart rollercoaster ride continues, with **Free** rising yet again. In seven weeks on the Top 10 so far, it has moved 5-4-7-6-4-8-5, never selling fewer than 40,000 or more than 46,000 copies per week. Its cumulative sales are 307,000. It's one of 15 singles in this week's chart shown with a ballot for out-performing the market but not one of them actually experienced a rise in week-on-week sales; they simply took a larger part of a much reduced pie, with sales returning to normal after the **Oasis** single and related hit product pushed sales 34% higher the week before last.

**Prodigy's** **The Fat Of The Land** certainly gave artist album sales a fillip but, while it continues to rule the roost with a highly respectable 66,000 sales on its third week, the rest of the market is collapsing once again. It out-sold the number two album — **Radiohead's** **OK Computer** by a margin of more than



### AT-A-GLANCE WEEKLY MARKET SHARE



**SINGLES:** Figures show top 10 companies by % of total sales of the Top 75; and corporate group shares by % of total sales of the Top 75. **ALBUMS:** Figures show top 10 companies by % of total sales of the combined Top 75; and corporate group shares by % of total sales of the combined Top 75.



**AIRPLAY:** Figures show top 10 companies by % of total airplay audience of the Music Control Top 50; and corporate group shares by % of total airplay audience of the Music Control Top 50.

four to one last week. Meanwhile, **Now That's What I Call Music!** 37 easily maintained the mighty **Now** series' impeccable track record, debuting at number one while selling seven times as many copies as its nearest rivals.

**Michael Jackson's** two dates helped him to make impressive gains on the album chart. The new **Best Of Michael Jackson & The Jackson Five** climbed 7-4, while **Blood On The Dancefloor** sprinted 21-10 and **HISTORY — Past Present And Future Book One** climbed 54-1, the latter two increasing sales by more than 50% week-on-week, having made impressive spurts the week before.

Alan Jones



A savage 67% dip in week-on-week sales of **D'You Know What I Mean** by **Oasis** suggests that despite the enormous interest in the single, it's having great problems penetrating beyond the group's now admittedly huge fan-base, and not perceived as a classic by the majority of record buyers.

It's puzzling then that it should win such unanimous approval at radio, more so than acknowledged greats like **Wonderwall**, which never managed anything like the 1,817 plays and 70m audience that keep **D'You Know What I Mean?** at the top of the airplay chart

for a second week, a good 10% ahead of **Ultra Nate's** still-growing **Free**. It's the least dynamic week at radio since **Music Control** started its monitoring, with no change whatsoever in the top six.

The **Robbie/Gary** head-to-head produced apparent victories for Robbie on both the sales and airplay charts but further investigation suggests **Gary** may have been the real victor in both. On the sales side, a "value" chart based on takings would certainly have put **Gary's So Help Me Girl** ahead of **Robbie's Lazy Days** — and although **Robbie's** 16th place on the airplay chart with an audience of nearly 37m sounds much more impressive than **Gary's** 26th place with 27m listeners, there are mitigating circumstances here too. **Robbie's** single was easily the winner at **Radio One** with 29 plays, while **Gary** got by with just nine, this simple fact alone more than explaining the difference in audience figures between the two records. On the **Music Monitor** panel as a whole, **Gary** got far more plays — 725 against **Robbie's** 642.

**Meredith Brooks'** **Itch** is a huge hit in America, and its title is apparently not proving too controversial for radio here. **Brooks'** debut single climbs 34-20 this week, with nearly a thousand logged plays. It's easily the most popular record on the airwaves by an untried artist, the only other one in the Top 50 being **Bobby D'Ambrosio** and **Michelle Williams'** **Moment Of My Life**, which is ranked 40th.

**Texa's** **Black-Eyed Boy** continues its rapid march toward the top. Looking for their third number one airplay hit of the year, the **Scots** group climb 23-9 with **Black-Eyed Boy**, which is even getting played on specialist dance stations, thanks to the **Traiterer's** mix. Its climb was aided enormously by **Capital**, where it ranks sixth with 42 plays, and **Radio One**, which aired it 24 times last week.

Contrary to what was printed here last week, **Texa** aren't the only act to have two number ones on the airplay chart this year, however, as **Eternal** also did the double with both **Don't You Love Me** and **I Wanna Be The Only One**.

**Atlantic** 252's lone campaign on behalf of **Kym Mazelle's** version of **You Hearts Run Free**, from the **Romeo & Juliet** soundtrack, continues, although it is now down to 58 plays a week, compared to its high point of 64. The conservative programming of the **Dublin**-based station means it lags behind both other programmers and the chart — but this week it actually agrees with the record-buying public, moving just **Daddy** out of the top of its list, after airing **I'll Be Missing You** 68 times last week.

Alan Jones

Need to be kept up to date with the live music scene in the UK?

...**tours report** is the answer.

- New tours, support slots, showcases, festivals and one-off dates
- Full alphabetical listings of forthcoming live dates and festivals
- Long range day by day diary of live dates, grouped by town
- Listings right up to the end of '97 and into '98 - updated every week
- Contact numbers for management, booking agents, pr, promoters and labels

If you would like to find out why **Tours Report** should land on your desk every Monday, call **Richard Coles** or **Anna Spain** on 0171 921 5906/5957 for a sample copy, or fax us on 0171 921 5910.

# tours report

the UK's only dedicated weekly tours guide

Brought to you by **MIRO**

# TOP 75 SINGLES

26 JULY 1997

Label/Cat/Costs (Distributor) 7712

TITLES A-Z

Pos	Week	Title	Artist (Producer/Publisher/Writer)	Label/Cat/Costs (Distributor)	7712
1	2	I'LL BE MISSING YOU	Ruff Maffia (Savoca/Stein/Young/Johnson/Smith)	VC Recordings VCRR 22/VCRR 22 (VC)	NEW
2	1	D'YOU KNOW WHAT I MEAN? *	Creation CRESCD 236/CRECS 236 (GMVJ)		
3	4	FREED FROM DESIRE	Big Life BLRD 132/BLRCS 135 (P)		
4	3	C U WHEN U GET THERE	Tommy Boy TBCT 175/TCB 175 (NDCS)		
5	6	FREE	AM-PM 582/32/582/32A (P)		
6	4	ECUADOR	Multiple COMULITY 22/CAMULTY 23 (TRC/BMG)		
7	NEW	BLINDED BY THE SUN	Def Jam DFJ 2236/DFJ 2236 (BMG)		
8	NEW	L'AZY DAYS	Chrysalis CDCHS 300/TCCHS 300 (E)		
9	5	HISTORY/GHOSTS	Epice 6547/6236/4756A (E) (SM)		
10	NEW	G.H.E.T.T.O.U.T.	Atlantic AT 00302/AT 00302 (V)		
11	NEW	SO HELP ME GIRL	RCA 74321101/0274321101/02 (BMG)		
12	7	PIECE OF MY HEART	Virgin VSCDT 150/VC 150 (E)		
13	2	GOTHAM CITY	Jive JIVECD 428/JIVEC 428 (P)		
14	5	BITTER SWEET SYMPHONY	Hut/Virgin HUTJG 82/HUTJG 82 (E)		
15	3	SOMETHING GOIN' ON	Manifesto FESC 23/ESC 25 (P)		
16	NEW	LOOK INTO MY EYES	Epice 6547/6236/4756A (SM)		
17	1	I WANNA BE THE ONLY ONE	1st Avenue/EMI CEM4 470/EM 470 (E)		
18	1	MMMMB *	Mercury 57450/21574494 (P)		
19	1	HOW COME HOW LONG	Epice 654620/654620A (SM)		
20	NEW	PROMISE	Fonit 57450/21574494 (P)		
21	1	COCO JAMBOO	WEA WEA 1100/WEA 1100 (V)		
22	17	THE JOURNEY	Virgin VSCDT 1845/VC 1845 (E)		
23	15	JUST A GIRL	Nonesuch 601 55539/1 55539 (BMG)		
24	NEW	THE INTERNATIONAL LANGUAGE OF SCREAMING	Capitol 09235/09235 30 (SM)		
25	2	I'LL BE THERE FOR YOU	East West A 4380/DIA 4300 (V)		
26	1	FLAMING JUNG	Perfecto PERF 145/VC (W)		
27	5	CLOSER THAN CLOSE	Big Bang CDBSANG 1/CDBSANG 1 (TRC/BMG)		
28	14	TIME TO SAY GOODBYE (GON TE PARTIRO)	Capitol 09235/09235 30 (SM)		
29	1	DOWN TO EARTH	Epice 654620/654620A (SM)		
30	1	RISINGSONG	Circu WRBX 8 (V)		
31	2	A CHANGE WOULD YOU GO GOOD	ASM 82202 (P)		
32	1	WHERE HAVE ALL THE COWBOYS GONE?	Warner Bros W 9602/W 9602 (V)		
33	1	NO MORE TALK	Food/Parlophone CDF00D 96/CDF00D 96 (E)		
34	NEW	SHAKE YOUR BODY (DOWN TO THE GROUND)	Super Dandy CDSTR 82 (P)		
35	1	AINT NOBODY	The Brothers CDBRW 1/ICABRW 1 (TRC/BMG)		
36	NEW	THE GREATEST SHOW ON EARTH	Food/Parlophone CDF00DS 97 (E)		
37	1	ALL THAT GOT IS YOU	Epice 654648/284648A/4648 (SM)		
38	NEW	SOMEbody LIKE YOU	VC Recordings VCRR 22/VCRR 22 (VC)		
39	NEW	OUT OF MY HEAD 97	Sogaqa SPCD 11 (W)		
40	31	HUNDRE MILL HIGH CITY	MCA MCSTO 403/MCSC 403 (BMG)		
41	32	AIR WE BREATHE	Mercury AATCD 4A/ATMC 4 (P)		
42	34	CALL THE MAN	Epice 6468202/6468204 (SM)		
43	34	I'M NOT IN LOVE/SOBBY SNACKS	Chrysalis CDCHS 300/TCCHS 300 (E)		
44	27	LOVE ROLLERASTER	Guffin DSD 22188/DFG 22188 (BMG)		
45	1	ONE BIG FAMILY EP	Hut/Virgin HUTJC 08/HUTJC 08 (E)		
46	2	SLOW FLOW	Atlantic AT 0001/AT 0001 (V)		
47	35	NOTHING LASTS FOREVER	London LONCP 398A (V)		
48	NEW	HARVEST FOR THE WORLD	Darius/DSD 40/DELIMC 4 (BMG)		
49	36	HARD TO SAY I'M SORRY	Afana/Afana 743211482/743211482 (BMG)		
50	NEW	STOP	MCA MCSTO 403/MCSC 403 (BMG)		
51	4	SOMEWHERE	Parlophone CR 6407/CR 6407 (E)		
52	33	THE WORLD TONIGHT	Parlophone CR 6472 (E)		
53	NEW	SURVIVAL CAR	Atlantic AT 000A/AT 000A (V)		
54	NEW	WHERE IS THE LOVE?/THE WAY THAT YOU FEEL	Destructive DISCD 31 (P)		
55	NEW	STILL A THRILL	Capitol 09235/09235 30 (SM)		
56	2	ANGELS GO BALD: TWO HOWIE B (Howie D) Sony AT (Howie B)	Polygram 5711872 (P)		
57	1	YOU'RE NOT ALONE	RCA 743214322/743214322A (BMG)		
58	NEW	MOVING ON	Virgin VSCDT 1835/VC 1835 (E)		
59	41	THE GOOD LIFE	NPS 0901815 NPGCON1518 NPG1 0901815 NPG (P)		
60	43	I WANT YOU	Columbia 664562/664564/54 (SM)		
61	44	THE AGE OF LOVE - THE REMIXES	React COREACT 100 (V)		
62	4	GUIDING STAR	Capitol 09235/09235 30 (SM)		
63	51	STAR PEOPLE '97	Virgin VSCDT 1841/VC 1841 (E)		
64	RE	GEORGE MICHAEL 'NOT WAIT' O	RCA 743214308A/2/743214308A (BMG)		
65	57	LOVEFOOL	Stockholm 571905/572499A (P)		
66	2	ABUSE ME	Murmu/Columbia 664730/5 (SM)		
67	50	ON YOUR OWN	Food/Parlophone CDF00D 96 (E)		
68	5	SUNDAY SHINING	Epice 654652/654654 (SM)		
69	5	WE TRYING TO STAY ALIVE	Columbia 664815/664814 (P)		
70	12	LOVE SHINE A LIGHT	Eternal/WEA WEA 106C/D/WEA 106C (W)		
71	NEW	ROLLERBLADE	Moviel Melodies 82232/3 (P)		
72	47	AINT THAT ENOUGH	Creation CRESCD 228 (GMVJ)		
73	46	WALTZING ALONG	Fonitane JIMM 184 (P)		
74	5	MIDNIGHT IN CHELSEA	Mercury MERC 488/MERC 488 (P)		
75	13	BELISSIMA	Positive CDTV 72/CTV 72 (E)		

As used by Top Of The Pops and Radio One

**Jawoll**  
you were meant for me  
The U.S. smash hit single OUT NEXT WEEK

**ORKARM**  
SO LITTLE TIME  
MADE BY ENVIRONMENTAL SCIENCE/ANDY UNGRIGVISTE RECEIVED CONSTRUCTION AND ASKARVA

# TOP 75 ALBUMS in

26 JULY 1997

This Week	Title Artist (Producer)	Label/CD (Distributor) Cass/Vinyl
1	<b>THE FAT OF THE LAND</b> ★ The Prodigy (Howard) XL RECORDINGS (P) 684622 (W) XMGD 12 (XCLP 12)	
2	<b>OK COMPUTER</b> ★ Radiohead (Goshawk/Dobson) Parlophone CDPCD 56201 (E) TODDATA (G)NDGATA (E)	
3	<b>VANISHING POINT</b> ★ Creation CDPCD 178 (DMV) (W) Primal Scream (Primal Scream) CBS 179231P 178	
4	<b>SPICE</b> ★ #1 Virgin CDV 2812 (E) The Spice Girls (Abitohla/Stannard/Rowe) VIRG 2812/2812	
5	<b>THE BEST OF</b> ★ PolyGram TV 530042 (E) Natalie Imbruglia (Percival/Heath/Gold/Gibbs/Organ) 53004	
6	<b>HAVE A HEAL</b> ★ Paul Weller (Lynch/Weller) MCA 45352 (E) ICT 8059/IF 8058	
7	<b>COME FIND YOURSELF</b> ★ Chrysalis CDCHR 6113 (E) Fave/Love/Comin' (Fun/Love/Comin') TCCBR 6113/CR 6113	
8	<b>EVERGREEN</b> ★ London 828952 (E) Echo & The Bunnymen (Echo & The Bunnymen) 828954	
9	<b>WHITE ON BLACK</b> ★ Mercury 534355/534354 (E) Texas (Texas/Hedges/Stewart/Roe & Christian/Balchouse/Boys)	
10	<b>BLOOD ON THE DANCE FLOOR</b> ★ Mercury 485750 (E) Michael Jackson (Jackson/Lewis/Harris II/Bray) 485750/487501	
11	<b>SHERYL CROW</b> ★ #2 ASB 540582 (E) Sheryl Crow (Sheryl Crow) 540584	
12	<b>TROG KINGDOM</b> ★ InterScope IND 50003 (EMG) No Doubt (Trog) 50003	
13	<b>BEFORE THE RAIN</b> ★ Blam! CDCHR 1103 (E) Blam! (Charles/Johnson/Low/Mason/Clay) TSCMD 1103	
14	<b>ESSENTIALS</b> ★ Garners/Espe/Wife (Garners/Espe/Wife) 95403/94984	
15	<b>DO IT YOURSELF</b> ★ Geffen GED 25134 (EMG) Soulstars (Vicent) GED 25134/GED 25134	
16	<b>OPEN ROAD</b> ★ RCA 7432141720 (EMG) Gary Barlow (Watrous) 7432141720/4	
17	<b>ALISHA RAISE THE WORLD</b> ★ Mercury 534622 (E) Alisha's Acid (Shawnt) 534622/534021	
18	<b>STOOSH</b> ★ One Life LP TLP 85CD (E) Shank Abnegan (Goggin) TLP 85/721P 85	
19	<b>SHELTER</b> ★ Epic 828892 (E) The Brand New Heavies (The Brand New Heavies) 828892/828881	
20	<b>THE BEST OF</b> ★ Columbia SONYTV 28CD (SM) Bob Dylan (Vanous) SONYTV 28MCD	
21	<b>DESTINATION ANYWHERE</b> ★ Mercury P4CR 1346 (E) Jon Bon Jovi (Jon Bon Jovi/Jarvis/Stewart) 530014/14	
22	<b>ITS MY LIFE - THE ALBUM</b> ★ MCA/MLTYMCD 1170D (EMG) Sashi (Tokop/Gash) MLTYMCD 1170/MLTYLP 1	
23	<b>ALWAYS ON MY MIND - ULTIMATE LOVE SONGS</b> ★ Epic Presley (Vanous) RCA 7432148934/2/7432148934A (EMG)	
24	<b>TIMELISS</b> ★ Columbia 6303131812 (E) Sarah Brightman (Peterson) 6303131814	
25	<b>MOTHER NATURE CALLS</b> ★ Polygram 5379672 (E) Cost (Leckie) 5379674/5379671	

26	<b>WHAT'S THE STORY MORNING GLORY?</b> ★ #2 Dessa (Morris/Gallagher) CREED 18VCD 189 (ORCLP 18)
27	<b>FALLING INTO YOU</b> ★ #6 Epic 483782/483784 (E) Gina G (Santag/Ron/Golden/Walton/Reese/Cheney/Liz/Lo)
28	<b>TRAVELLING WITHOUT MOVING</b> ★ #3 Sony 52151 (E) Jamiroquai (Ray/Conrad/Beal) 423899/423934/423931
29	<b>MIDDLE OF NOWHERE</b> ★ Mercury 5386152 (E) The Roots (The Roots) 5386152
30	<b>GUNS IN THE GHETTO</b> ★ DEP Interscope DEP 1310 (E) UB40 (UB40) DEP 1310/DEP 1310
31	<b>ONE SECOND</b> ★ Parade Ltd (Sanket) Music For Nations CDNFM 122 (E) TMEN 222/MFN 122
32	<b>BLUR</b> ★ Parlophone CDPCD 178 (E) Blur (Street) FDDTDC 18/FOODLP 178
33	<b>OCEAN DRIVE</b> ★ #4 Wild Card CDPCD 537373 (E) Lighthouse Family (Pedel) 537373/4
34	<b>POP</b> ★ Island CDU 210 (E) Liz (Hood/Howie/B/Gaberne) CDU 210/210
35	<b>FLAMING PIE</b> ★ Parlophone CDPCD 171 (E) Paul McCartney (McCarthy/Lynn/Martin) TCCPD 171/PDGS 171
36	<b>SECRETS</b> ★ #2 Lafca 7300286202 (EMG) Tom Barrett (Babyface/Vanous) 7300286204/7300286201
37	<b>SOME OTHER SUCKER'S PARADE</b> ★ Del Amet (Freagar) 546754/547051
38	<b>TULLY STORIES</b> ★ Beggars Banquet BB80D 190/P14053 (E) The Charlatans (The Charlatans/Charlatans) BB80D 190/SB2D 190
39	<b>OLDER</b> ★ #5 Virgin CDU 2802 (E) George Michael (Michael/Douglas) TCD 2802/P 2802
40	<b>ROMANZA</b> ★ Philly Classics 454962 (E) Andrea Schilling (Malaysia/Torpedo) 454964
41	<b>HISTORY-FACE. PRESENT AND FUTURE. BOOK 1</b> ★ Epic 42086 (E) Michael Jackson (Alderson/Jackson/Vanous) 42086/42089
42	<b>REPUBLICA</b> ★ Deconstruction 7432141522 (EMG) Republica (Republica) 7432141522/4
43	<b>ODELAY</b> ★ Geffen GED 24626 (EMG) Best Dumb Orders/Beck/Mahood/Schryg/Clayton GED 24626/38
44	<b>THE WAR OF THE WORLDS</b> ★ Columbia CDG 96000 (SM) Jeff Wayne (Wayne) CDG 96000/96000
45	<b>MTV UNPLUGGED</b> ★ Columbia 488292 (E) Maxwell (Maxwell) 488292/488291
46	<b>BLUE IS THE COLOUR</b> ★ #4 Golf Discs CDV 2823 (E) The Beautiful South (Kathy) GED2894/282451
47	<b>THE JOURNEY</b> ★ Virgin CDV 2823 (E) 911 (Kennedy/Lover/Percy) TCD 2823
48	<b>BADJUBU</b> ★ MCA UL 5302 (EMG) Enyah Budu (Badu) UL 5302/UL 5302 (E)
49	<b>ARKOLOGY</b> ★ Linn Jamaica CDNCB 03 (E) Scratch Perry (Perry/The Medallions) -/-
50	<b>Wet Wet Wet</b> (Clark/Duffin) Precious Org. Mercury 534582 (E) 534584/534581
51	<b>THE BENDS</b> ★ Parlophone CDPCS 1732 (E) Radford (Leckie) TCCPS 1732/P 1732

52	<b>IN IT FOR THE MONEY</b> ★ Supergroup (Supergroup/Confield/Wildman) TCCPS 286PS 286
53	<b>THE JOSHUA TREE</b> ★ Island CDU 281 (E) U2 (Laniano/Lo) CDU 281/281
54	<b>EVS</b> ○ East West 755928072 (W) Dignus (Dignus/Notus/Mulder/Peeters/McVey/Lo) 75592804
55	<b>LADIES &amp; GENTLEMEN WE ARE FLOATING IN SPACE</b> ★ Decca 0450 (E) Sax/Flute (Spaceman) DECCD 0450/DECM 0450/DECC 0450
56	<b>GLOW</b> ★ Sony 5249042 (EMG) Ruff (Drak/Lo/Lo/Lo/Lo/Lo) 5249042/49042
57	<b>DRAG</b> ★ Warner Bros 930246422 (W) Ick Lang (Street/Lang) 930246422
58	<b>EVERYTHING MUST GO</b> ★ #2 Epic 4293252 (E) Manic Street Preachers (Hague/Reynolds) 4293252/48031
59	<b>JAGGED TITLES</b> ★ #1 Maverick Regatta 932450181 (E) Alanis Morisette (Morisette/Ballard) 932450181/932450111
60	<b>THIS FIRE</b> ★ Paula Cole (Cole/Klein) Warner Bros 930246424 (W) 930246424
61	<b>BEAUTIFUL FREAK</b> ★ Dreamwork DRDA0 5001 (EMG) Eis (E/Simpson) DRMC 5001/1
62	<b>MOSELEY SHOALS</b> ★ #3 MCA MCD 80006 (EMG) Osian Colour Scene (Lynch/River/Cole/Colour Scene) MCA MCD 80006
63	<b>WU-TANG FOREVER</b> ○ Loud 7432145786 (EMG) Wu-Tang Clan (The RZA) Loud 7432145786/7432145785
64	<b>VERY BEST OF THE BEE GEES</b> ★ Polydor 847390 (E) Bee Gees (Bee Gees/Gibb/Gibb/Vanous) 847390/4
65	<b>DIG YOUR OWN HOLE</b> ★ Virgin XDUSTD 2 (E) The Charlatans (The Charlatans/Charlatans) XDUSTD 179D/2179 (E)
66	<b>BILINGUAL</b> ★ Parlophone CDPCD 178 (E) The Top Tens (Elliott/Thompson/Walsh) TCCPD 178/CD 178
67	<b>BLUE LINES</b> ★ Wild Bunch WRBDD 1 (E) Massive Attack (Massive Attack/Oldow/Low/Walsh) WRBDD 1
68	<b>DEFINITELY MAYBE</b> ★ #1 Crescent 6919C (EMG) Oasis (Oasis/Coyne) CRECD 6919C/CRECD 169
69	<b>SHARE MY WORLD</b> ★ MCA MCD 11616 (EMG) Mary J Blige (E) MCD 11616/1
70	<b>WHIPLASH</b> ★ Fortuna 534342 (E) James Hagan (Eto) 534344/534341
71	<b>B-SIDES, SEASIDES &amp; FREEDOMS</b> ★ MCA MCD 80006 (EMG) Osian Colour Scene (Lynch/River/Cole/Colour Scene) MCA MCD 80006
72	<b>ALBA - GREATEST HITS</b> ★ #3 Polydor 5170073 (E) Alba (Anderson/Uusaus/Anderson) 5170074/510071
73	<b>PABLO HENRY</b> ★ Parlophone CDG 781409E (E) Radiohead (Slade/Koldier) TCCPS 730APCS 730E
74	<b>LISA STANFIELD</b> ★ Arista 7432145812 (EMG) Radiohead (Slade/Koldier) 7432145814
75	<b>HOMEWORK</b> ○ Dish Pump (Bangalore/Horn/Chnstro) Virgin CDV 2821 (E) CDV 2821/21

PLATINUM (1,000,000) GOLD (500,000) SILVER (100,000)  
 \* On the UK 75 and contains a certified sales price of £10 or more and £10 or more of the UK 75.  
 † Peak sales in the UK 75.  
 ‡ Peak sales in the UK 75.  
 § Peak sales in the UK 75.  
 ¶ Peak sales in the UK 75.  
 \*\* Peak sales in the UK 75.  
 †† Peak sales in the UK 75.  
 ††† Peak sales in the UK 75.  
 †††† Peak sales in the UK 75.  
 ††††† Peak sales in the UK 75.

# TOP COMPILATIONS

This Week	Title Artist	Label/CD (Distributor) Cass/Vinyl
1	<b>NOW THAT'S WHAT I CALL MUSIC! 37</b> EMI/Virgin/PolyGram CDN0W 37/CDN0W 37 (E)	
2	<b>THE BEST DISCO ALBUM IN THE WORLD... EVER!</b> ★ Virgin/EMI VTDCD 134VTDMC 143E (E)	
3	<b>CLUB CUTS 97 - VOLUME 2</b> ★ Telstar TV TTVCD 2910/TV 2910E (W)	
4	<b>KISS 100FM - SMOOTH GROOVES</b> ★ PolyGram TV 5352412/5353414 (E)	
5	<b>THE BEST SUMMER ALBUM IN THE WORLD... EVER!</b> ★ Virgin/EMI VTDCD 144VTDMC 144E (E)	
6	<b>THE ULTIMATE SUMMER PARTY ANNUAL</b> ★ Global Television RADD CD 83RADM 63A (EMG)	
7	<b>A DECADE OF IBIZA - 1987-1997</b> ★ Telstar TV TTVCD 2302/STAC 2302E (EMG)	
8	<b>100% SUMMER MIX 97</b> ★ Telstar TV TTVCD 2302/TV 2302E (W)	
9	<b>THE BEST...ALBUM IN THE WORLD... EVER!</b> ○ Virgin/EMI VTDCD 134VTDMC 134E (E)	

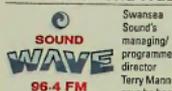
10	<b>THE BEST CLUB ANTHEMS... EVER!</b> ★ Virgin/EMI VTDCD 134VTDMC 124E (E)
11	<b>SESSIONS EIGHT - TODD TERRY</b> ★ Mercury M 534812 (E) Mistry of Sound MIND MINDING MINDM 8
12	<b>THE OLD SKOOL REUNION</b> ★ PolyGram TV 5352412/5353414 (E)
13	<b>SIXTIES SUMMER MIX</b> ★ Telstar TV TCD 2396/STAC 2396E (EMG)
14	<b>WHAT A FEELING!</b> ★ Columbia SONYTV 28CD (SM) SONYTV 28MCD (SM)
15	<b>SUGAR HITS!</b> ○ PolyGram TV 535892/535894 (E)
16	<b>CLUBLAND</b> ★ Telstar TV TCD 2312/STAC 2312E (EMG)
17	<b>ROMEO + JULIET (OST)</b> ★ Premier Soundtracks PRMCD 28/PRMCD 28V (E)
18	<b>CLUB MIX 97 - VOLUME 3</b> ★ PolyGram TV 535891/535894 (E)
19	<b>SMASH HITS - SUMMER 97</b> ★ Virgin/EMI VTDCD 144VTDMC 144E (E)
20	<b>THE BEST SCOTCH ALBUM IN THE WORLD... EVER!</b> ○ Virgin/EMI VTDCD 133VTDMC 133E (E)

# ARTISTS A-Z

A 13	47	MARKWELL	45
ABBA	72	MICHAEL, George	21
ALBIZIA, ALTHA	17	MORRISSETTE, Alison	18
BACKLASH	10	MURRAY CLOSE	10
BARLOW, Gary	16	NO DOUBT	12
BEAUTIFUL SOUTH, The	45	DAGE	26
BECK	43	OCEAN COLOUR SCENE	42
BEET GEES	64	PARADE LODGE	31
BLAZE, Mary J	1	PERCY, Len	20
BLOND	32	PT EMPH SOVS	26
BON JOVI, Jon	11	PRIMAL SCREAM	3
BRAND NEW HEAVIES, The	19	PRINCE & THE NEW POWER GENERATION	14
BRAXTON, Toni	25	RADIOHEAD	2,513
BRIGHTMAN, Sarah	24	REBEL	16
BUENA VISTA	42	REPUBLICA	42
CHARLANT, The	38	SASH!	22
CHEMICAL BROTHERS, The	43	SEASIDES	22
COLE PAUL	11	SILK ANJANAH	18
CROOK, Brian	22	SMITH, The	14
DANN, Luke	15	SPIRITUALIZED	25
DILLMUTH, David	27	STANFIELD, Lisa	74
DICK, Claire	27	SUPERGRASS	62
DYLAN, Bob	20	TEXAS	40
ECHO & THE BUNNYMEN	8	U2	34,63
EELS	61	UB40	31
EN Vogue	54	WAYNE, Jai	30
ETERNAL	7	WELLER, Paul	14
FINE LOVIN' CRIMINALS	2	WET WET WET	46
GATES, DIK & BREAD	14	WHIPLASH	70
HANSON	29	WU-TANG CLAN	63
JACKSON, Michael	16,41		
JAMES, J	39		
JARMONDINO	23		
LAKES, G	67		
LIGHTHOUSE FAMILY	33		
MANIC STREET PREACHERS	58		
MASSIVE ATTACK	67		

# AIRPLAY PROFILE

## STATION OF THE WEEK



**SOUND WAVE**  
96.4 FM  
managing/programmer  
Terry Mann  
who has much in common with Radio Two's head of music policy Geoff Mullin. "We have both realized that you must bring the music more up to date if you want to attract new listeners to a station that has traditionally targeted an older audience - which is eroding through natural wastage," says Mann. "I am trying to address the lack of stations in this region for the young middle aged - the rock 'n' roll generation - who grew up in the Sixties, but still appreciate good music."

When Mann took up his post in September 1995, he already knew Swansea Sound 1170AM extremely well because he was its programme controller in the mid-Seventies. The station celebrates its 23rd birthday this year as the market leader with a 25% reach, ahead of Radio One's 22%. Mann took one key radical decision when he was appointed which has enabled Swansea Sound to broaden its playlist. The station had been broadcasting on both FM and AM, but he decided to launch a new station called Sound Wave on FM aimed at a much younger audience.

Sound Wave was third in the market share stakes in the last Rajar survey with 21%, and Mann expects it to be number one when the new audience figures are published on August 2. "I always knew it would overtake

## SOUND WAVE TOP 10

Track/Artist (Label)	(London)	(Mercury)	(Parlophone)	(A&M)	(RCA)	(A&M)	(Mercury)	(Capitol)	(WEA)	(Capitol)	(Epic)
Nothing Lasts Forever											
Echo & The Bunnymen											
AMM											
Wherever He Got His Feet											
Air We Breath Alisha's Act											
A Change Would Do You Good											
Sheryl Crow											
I Wanna Be The Only One											
Where Have All The Cowboys Gone?											
Paula Cole											
Coco Jamarc											
Time To Say Goodbye											
Brightman & Andrea Bocelli											
Call The Man											

the AM station eventually, but it is my aim to have the number one and two stations in the market. This is possible as the two playlists do overlap," he says. "Swansea Sound will play Hanson and Veve, for example, because it is a sound our audience can relate to."

He adds that many pluggers are unaware of how modern its music policy is. "We are not monitored by Music Control, so there is not the incentive for the promotions companies to target us," he says. "You may not be able to hear a dog whistle on AM, but the signal is clear and that is all our listeners care about."

Swansea Sound is owned by the Radio Partnership which has invested more than £100,000 in new equipment since 1995. **Steve Hemsley**



## RADIO 1

© Music Control UK. Titles ranked by total number of plays on Radio One from 00.00 on Sunday 13 July until 24.00 on Saturday 15 July 1997

Rank	Title/Artist (Label)	Plays									
1	I WANNA BE THE ONLY ONE	1632	1678								
2	DY YOU KNOW WHAT I MEAN?	1495	1650								
3	BITTER SWEET SYMPHONY	1448	1109								
4	WALTING ALONG	1388	1386								
5	FREE URS NINE	1371	1676								
6	WHERE HAVE ALL THE COWBOYS GONE?	1205	1060								
7	NOTHING LASTS FOREVER	1190	1031								
8	PIECE OF MY HEART	1127	1187								
9	WALKING ALONG	1107	1197								
10	NOTHING LASTS FOREVER	1107	1197								
11	WALKING ALONG	1070	1197								
12	WALKING ALONG	1070	1197								
13	WALKING ALONG	1070	1197								
14	WALKING ALONG	1070	1197								
15	WALKING ALONG	1070	1197								
16	WALKING ALONG	1070	1197								
17	WALKING ALONG	1070	1197								
18	WALKING ALONG	1070	1197								
19	WALKING ALONG	1070	1197								
20	WALKING ALONG	1070	1197								

## ILR

© Music Control UK. Titles ranked by total number of plays on 46 mainstream independent local stations from 00.00 on Sunday 13 July until 24.00 on Saturday 15 July 1997

Rank	Title/Artist (Label)	Plays									
1	I WANNA BE THE ONLY ONE	1632	1678								
2	DY YOU KNOW WHAT I MEAN?	1495	1650								
3	BITTER SWEET SYMPHONY	1448	1109								
4	WALTING ALONG	1388	1386								
5	FREE URS NINE	1371	1676								
6	WHERE HAVE ALL THE COWBOYS GONE?	1205	1060								
7	NOTHING LASTS FOREVER	1190	1031								
8	PIECE OF MY HEART	1127	1187								
9	WALKING ALONG	1107	1197								
10	NOTHING LASTS FOREVER	1107	1197								
11	WALKING ALONG	1070	1197								
12	WALKING ALONG	1070	1197								
13	WALKING ALONG	1070	1197								
14	WALKING ALONG	1070	1197								
15	WALKING ALONG	1070	1197								
16	WALKING ALONG	1070	1197								
17	WALKING ALONG	1070	1197								
18	WALKING ALONG	1070	1197								
19	WALKING ALONG	1070	1197								
20	WALKING ALONG	1070	1197								

## TRACK OF THE WEEK



**CAST'S GUIDING STAR**  
Radio has been a keen supporter of Cast's Guiding Star - sending the single into the Top 10 and providing a boost for the parent album Mother Nature Calls. The track has spent a month at the top of Virgin Radio's airplay chart, with spins peaking at 42 a week and not falling below 40 during that period.

But while Virgin may have kept faith in the track for longer, each week there have been other stations who have given Guiding Star even more plays. For example, Hallam FM and Aire FM both played it nearly 50 times a week at some stage of its radio life. "All stations are finding Cast accessible to their audience," says Polydor's head of radio promotion Ruth Parish. "The track fits in with specialist shows and daytime schedules."

Nationwide airplay for Guiding Star did not pick up significantly until its June 18 release, but once the song entered the C1N sales chart at number nine on June 28, weekly plays remained at more than 1,000 with the track on 82 regional playlists at its peak.

Although the song dipped to 24 on the sales rundown following its debut, airplay support in early July helped push the album Mother Nature Calls up from number 26 to 17 before it dropped back again. The band's new single, Live The Dream, is released on August 18 and promotion for the track starts on August 4 with a two-week tour of ILR stations around the country.

"Cast will promote tracks if there is a musical way to do so. Gigs have been recorded for Radio One, for example," says Parish. **Steve Hemsley**



## VIRGIN

Rank	Title/Artist (Label)	Plays									
1	I WANNA BE THE ONLY ONE	1632	1678								
2	DY YOU KNOW WHAT I MEAN?	1495	1650								
3	BITTER SWEET SYMPHONY	1448	1109								
4	WALTING ALONG	1388	1386								
5	FREE URS NINE	1371	1676								
6	WHERE HAVE ALL THE COWBOYS GONE?	1205	1060								
7	NOTHING LASTS FOREVER	1190	1031								
8	PIECE OF MY HEART	1127	1187								
9	WALKING ALONG	1107	1197								
10	NOTHING LASTS FOREVER	1107	1197								
11	WALKING ALONG	1070	1197								
12	WALKING ALONG	1070	1197								
13	WALKING ALONG	1070	1197								
14	WALKING ALONG	1070	1197								
15	WALKING ALONG	1070	1197								
16	WALKING ALONG	1070	1197								
17	WALKING ALONG	1070	1197								
18	WALKING ALONG	1070	1197								
19	WALKING ALONG	1070	1197								
20	WALKING ALONG	1070	1197								

## ATLANTIC 252

Rank	Title/Artist (Label)	Plays									
1	I WANNA BE THE ONLY ONE	1632	1678								
2	DY YOU KNOW WHAT I MEAN?	1495	1650								
3	BITTER SWEET SYMPHONY	1448	1109								
4	WALTING ALONG	1388	1386								
5	FREE URS NINE	1371	1676								
6	WHERE HAVE ALL THE COWBOYS GONE?	1205	1060								
7	NOTHING LASTS FOREVER	1190	1031								
8	PIECE OF MY HEART	1127	1187								
9	WALKING ALONG	1107	1197								
10	NOTHING LASTS FOREVER	1107	1197								
11	WALKING ALONG	1070	1197								
12	WALKING ALONG	1070	1197								
13	WALKING ALONG	1070	1197								
14	WALKING ALONG	1070	1197								
15	WALKING ALONG	1070	1197								
16	WALKING ALONG	1070	1197								
17	WALKING ALONG	1070	1197								
18	WALKING ALONG	1070	1197								
19	WALKING ALONG	1070	1197								
20	WALKING ALONG	1070	1197								

© Music Control UK. Station profile charts rank titles by total number of plays per station from 00.00 on Sunday 13 July until 24.00 on Saturday 15 July 1997

# TOP 50 AIRPLAY HITS

26 JULY 1997



Pos	This Week	Last Week	Weeks on chart	Title	Artist	Label	Total plays	Plays % + or -	Total audience	Audience % + or -
1	3	5		<b>D'YOU KNOW WHAT I MEAN?</b>	Oasis	Creation	1817	+13	69.89	+5
2	2	1	9	<b>FREE</b>	Ultra Nate	AM-PM/A&M	1824	+2	63.94	n/c
3	3	2	3	<b>I'LL BE MISSING YOU</b>	Puff Daddy & Faith Evans (feat. 112)	Bad Boy/Arista	1783	-6	60.81	-3
4	4	3	3	<b>A CHANGE WOULD DO YOU GOOD</b>	Sheryl Crow	A&M	1534	+2	60.39	-1
5	5	5	8	<b>BITTER SWEET SYMPHONY</b>	Verve	Hut	1250	-5	53.94	-5
6	6	4	11	<b>I WANNA BE THE ONLY ONE</b>	Eternal Featuring Bebe Winans	1st Avenue/EMI	1801	-3	49.43	+3
7	15	19	4	<b>C U WHEN U GET THERE</b>	Cooldio	Tommy Boy	925	+53	46.15	+39
8	7	12	6	<b>SOMETHING GOING ON</b>	Terry Callier	Manifesto/Mercury	1289	+15	45.67	-3
<b>HIGHEST CLIMBER</b>										
9	22	22	2	<b>BLACK EYED BOY</b>	Texas	Mercury	818	+99	44.06	+71
10	31	39	2	<b>GOTHAM CITY</b>	R Kelly	Jive	874	+76	42.74	+61
11	33	30	3	<b>PICTURE OF YOU</b>	Boyzone	Polydor	911	+29	42.40	+24
12	9	10	4	<b>JUST A GIRL</b>	No Doubt	Interscope/Trauma/Universal	731	-5	38.41	-4
13	10	7	9	<b>GUIDING STAR</b>	Cast	Polydor	1310	+11	37.40	-5
14	10	6	9	<b>EGUADOR</b>	Sash!	Multiply	763	-5	37.39	-15
15	11	17	5	<b>HISTORY</b>	Michael Jackson	Epic	1045	+15	36.94	-4
16	14	23	4	<b>LAZY DAYS</b>	Robbie Williams	Chrysalis	643	+47	36.78	+16
17	12	26	2	<b>NO MORE TALK</b>	Dubstar	Food/EMI	627	+17	33.33	+26
18	18	18	9	<b>NOTHING LASTS FOREVER</b>	Echo And The Bunnymen	London	441	-15	32.38	+4
19	16	16	8	<b>WHERE HAVE ALL THE COWBOYS GONE?</b>	Paula Cole	Warner Bros	1085	+6	31.78	-1
20	24	40	2	<b>BITCH (NOTHING IN BETWEEN)</b>	Meredith Brooks	Capitol	970	+58	31.70	+55
21	19	8	12	<b>MINIBOP</b>	Hanson	Mercury	1118	-13	27.87	-27
22	29	33	2	<b>BLINDED BY THE SUN</b>	Seahorses	Geffen	567	+62	27.00	+20
23	25	15	13	<b>CLOSER THAN CLOSE</b>	Rosie Gaines	Big Bang	662	-17	26.88	-12
24	23	26	2	<b>LAST NIGHT ON EARTH</b>	U2	Island	253	+20	26.71	+19
<b>BIGGEST INCREASE IN PLAYS</b>										
25	23	23	2	<b>PIECE OF MY HEART</b>	Shaggy Feat. Marsha	Virgin	498	+109	26.64	+24
26	25	18	2	<b>SO HELP ME GIRL</b>	Gary Barlow	RCA	725	+28	26.55	+33
27	14	6	8	<b>YOU ARE THE UNIVERSE</b>	Brand New Heavies	Ffr/London	1127	-14	24.65	-37
<b>BIGGEST INCREASE IN AUDIENCE</b>										
28	57	33	1	<b>MEN IN BLACK</b>	Will Smith	Columbia	545	+69	24.40	+132
29	40	41	3	<b>FREED FROM DESIRE</b>	Gala	Big Life	873	+37	23.63	+43
30	25	18	10	<b>LOVEFOOL</b>	Cordigans	Stockholm/Polydor	810	-9	21.98	-12
31	34	26	5	<b>HUNDRED MILE HIGH CITY</b>	Ocean Colour Scene	MCA	303	-29	21.30	-11
32	30	27	17	<b>YOU MIGHT NEED SOMEBODY</b>	Shola Ama	WEA	806	-8	20.56	-17
33	29	28	20	<b>I'LL BE THERE FOR YOU</b>	Rembrandts	Elektra	509	-4	19.46	-10
34	31	24	4	<b>STEP TO ME</b>	Spice Girls	Virgin	398	-21	18.77	-17
35	44	16	2	<b>NO MONEY NO PROBLEMS</b>	Notorious B.I.G.	Bad Boy/Arista	218	+9	18.76	+38
36	32	29	3	<b>JOURNEY</b>	911	Ginga/Virgin	423	-14	18.58	-19
37	16	12	11	<b>HOW COME HOW LONG</b>	Babyface And Stevie Wonder	Epic	323	+91	18.34	+91
38	41	28	6	<b>CALL THE MAN</b>	Celine Dion	Epic	652	+23	16.44	+4
39	27	27	3	<b>I WANT YOU</b>	Savage Garden	Columbia	887	-22	15.54	-15
40	55	104	1	<b>MOMENT OF MY LIFE</b>	Bobby D'ambrosio Featuring Michelle Weeks	Ministry Of Sound	242	+38	14.85	+39
41	17	11	3	<b>WALTZING ALONG</b>	James	Mercury	702	-27	14.52	-119
42	22	19	13	<b>YOU'RE NOT ALONE</b>	Olive	RCA	546	+59	14.36	+24
43	61	27	1	<b>ONE BIG FAMILY</b>	Embrace	Hut	62	+72	14.34	+39
44	12	11	1	<b>ALL ABOUT US</b>	Peter Andre	Mushroom	285	+66	14.30	+56
45	55	102	1	<b>FLAMING JUNE</b>	BT	Perfecto	132	+14	13.98	+74
46	65	53	1	<b>TELL ME IS IT TRUE</b>	UB40	Dep International	303	+4	13.85	+40
47	67	38	1	<b>SAY NOTHIN'</b>	Omar	RCA	206	+34	13.84	+41
48	48	32	2	<b>AIN'T THAT ENOUGH</b>	Teenage Fanclub	Creation	151	+7	13.30	+5
49	103	101	1	<b>MAGIC PIPER (OF LOVE)</b>	Edwyn Collins	Setanta	99	+83	12.89	+24
50	51	52	14	<b>STAR PEOPLE</b>	George Michael	Aegean/Virgin	394	-21	12.80	+9

AIRPLAY

Music Control UK monitors disc stations 24 hours a day, seven days a week. Air FM, Alpha 103.2 FM, Accruse 202.85 FM, BBC Radio 1, BBC Radio 2, BBC Radio Scotland, BBC Three Counties, BBC Solent, BBC588 FM, Blackburn, BBC FM, Bradford, Capital FM, Cornwall, Cusack FM, Derby, DFM, Dorian, DLR, Gnat North, Radio, GWR, FM, Harlow, Heart 106.2, Heart FM, Horizon FM, Inverclyde, Key 103, Key FM, Key 105, Key FM, Key 107, Key FM, Key 109, Key FM, Key 111, Key FM, Key 113, Key FM, Key 115, Key FM, Key 117, Key FM, Key 119, Key FM, Key 121, Key FM, Key 123, Key FM, Key 125, Key FM, Key 127, Key FM, Key 129, Key FM, Key 131, Key FM, Key 133, Key FM, Key 135, Key FM, Key 137, Key FM, Key 139, Key FM, Key 141, Key FM, Key 143, Key FM, Key 145, Key FM, Key 147, Key FM, Key 149, Key FM, Key 151, Key FM, Key 153, Key FM, Key 155, Key FM, Key 157, Key FM, Key 159, Key FM, Key 161, Key FM, Key 163, Key FM, Key 165, Key FM, Key 167, Key FM, Key 169, Key FM, Key 171, Key FM, Key 173, Key FM, Key 175, Key FM, Key 177, Key FM, Key 179, Key FM, Key 181, Key FM, Key 183, Key FM, Key 185, Key FM, Key 187, Key FM, Key 189, Key FM, Key 191, Key FM, Key 193, Key FM, Key 195, Key FM, Key 197, Key FM, Key 199, Key FM, Key 201, Key FM, Key 203, Key FM, Key 205, Key FM, Key 207, Key FM, Key 209, Key FM, Key 211, Key FM, Key 213, Key FM, Key 215, Key FM, Key 217, Key FM, Key 219, Key FM, Key 221, Key FM, Key 223, Key FM, Key 225, Key FM, Key 227, Key FM, Key 229, Key FM, Key 231, Key FM, Key 233, Key FM, Key 235, Key FM, Key 237, Key FM, Key 239, Key FM, Key 241, Key FM, Key 243, Key FM, Key 245, Key FM, Key 247, Key FM, Key 249, Key FM, Key 251, Key FM, Key 253, Key FM, Key 255, Key FM, Key 257, Key FM, Key 259, Key FM, Key 261, Key FM, Key 263, Key FM, Key 265, Key FM, Key 267, Key FM, Key 269, Key FM, Key 271, Key FM, Key 273, Key FM, Key 275, Key FM, Key 277, Key FM, Key 279, Key FM, Key 281, Key FM, Key 283, Key FM, Key 285, Key FM, Key 287, Key FM, Key 289, Key FM, Key 291, Key FM, Key 293, Key FM, Key 295, Key FM, Key 297, Key FM, Key 299, Key FM, Key 301, Key FM, Key 303, Key FM, Key 305, Key FM, Key 307, Key FM, Key 309, Key FM, Key 311, Key FM, Key 313, Key FM, Key 315, Key FM, Key 317, Key FM, Key 319, Key FM, Key 321, Key FM, Key 323, Key FM, Key 325, Key FM, Key 327, Key FM, Key 329, Key FM, Key 331, Key FM, Key 333, Key FM, Key 335, Key FM, Key 337, Key FM, Key 339, Key FM, Key 341, Key FM, Key 343, Key FM, Key 345, Key FM, Key 347, Key FM, Key 349, Key FM, Key 351, Key FM, Key 353, Key FM, Key 355, Key FM, Key 357, Key FM, Key 359, Key FM, Key 361, Key FM, Key 363, Key FM, Key 365, Key FM, Key 367, Key FM, Key 369, Key FM, Key 371, Key FM, Key 373, Key FM, Key 375, Key FM, Key 377, Key FM, Key 379, Key FM, Key 381, Key FM, Key 383, Key FM, Key 385, Key FM, Key 387, Key FM, Key 389, Key FM, Key 391, Key FM, Key 393, Key FM, Key 395, Key FM, Key 397, Key FM, Key 399, Key FM, Key 401, Key FM, Key 403, Key FM, Key 405, Key FM, Key 407, Key FM, Key 409, Key FM, Key 411, Key FM, Key 413, Key FM, Key 415, Key FM, Key 417, Key FM, Key 419, Key FM, Key 421, Key FM, Key 423, Key FM, Key 425, Key FM, Key 427, Key FM, Key 429, Key FM, Key 431, Key FM, Key 433, Key FM, Key 435, Key FM, Key 437, Key FM, Key 439, Key FM, Key 441, Key FM, Key 443, Key FM, Key 445, Key FM, Key 447, Key FM, Key 449, Key FM, Key 451, Key FM, Key 453, Key FM, Key 455, Key FM, Key 457, Key FM, Key 459, Key FM, Key 461, Key FM, Key 463, Key FM, Key 465, Key FM, Key 467, Key FM, Key 469, Key FM, Key 471, Key FM, Key 473, Key FM, Key 475, Key FM, Key 477, Key FM, Key 479, Key FM, Key 481, Key FM, Key 483, Key FM, Key 485, Key FM, Key 487, Key FM, Key 489, Key FM, Key 491, Key FM, Key 493, Key FM, Key 495, Key FM, Key 497, Key FM, Key 499, Key FM, Key 501, Key FM, Key 503, Key FM, Key 505, Key FM, Key 507, Key FM, Key 509, Key FM, Key 511, Key FM, Key 513, Key FM, Key 515, Key FM, Key 517, Key FM, Key 519, Key FM, Key 521, Key FM, Key 523, Key FM, Key 525, Key FM, Key 527, Key FM, Key 529, Key FM, Key 531, Key FM, Key 533, Key FM, Key 535, Key FM, Key 537, Key FM, Key 539, Key FM, Key 541, Key FM, Key 543, Key FM, Key 545, Key FM, Key 547, Key FM, Key 549, Key FM, Key 551, Key FM, Key 553, Key FM, Key 555, Key FM, Key 557, Key FM, Key 559, Key FM, Key 561, Key FM, Key 563, Key FM, Key 565, Key FM, Key 567, Key FM, Key 569, Key FM, Key 571, Key FM, Key 573, Key FM, Key 575, Key FM, Key 577, Key FM, Key 579, Key FM, Key 581, Key FM, Key 583, Key FM, Key 585, Key FM, Key 587, Key FM, Key 589, Key FM, Key 591, Key FM, Key 593, Key FM, Key 595, Key FM, Key 597, Key FM, Key 599, Key FM, Key 601, Key FM, Key 603, Key FM, Key 605, Key FM, Key 607, Key FM, Key 609, Key FM, Key 611, Key FM, Key 613, Key FM, Key 615, Key FM, Key 617, Key FM, Key 619, Key FM, Key 621, Key FM, Key 623, Key FM, Key 625, Key FM, Key 627, Key FM, Key 629, Key FM, Key 631, Key FM, Key 633, Key FM, Key 635, Key FM, Key 637, Key FM, Key 639, Key FM, Key 641, Key FM, Key 643, Key FM, Key 645, Key FM, Key 647, Key FM, Key 649, Key FM, Key 651, Key FM, Key 653, Key FM, Key 655, Key FM, Key 657, Key FM, Key 659, Key FM, Key 661, Key FM, Key 663, Key FM, Key 665, Key FM, Key 667, Key FM, Key 669, Key FM, Key 671, Key FM, Key 673, Key FM, Key 675, Key FM, Key 677, Key FM, Key 679, Key FM, Key 681, Key FM, Key 683, Key FM, Key 685, Key FM, Key 687, Key FM, Key 689, Key FM, Key 691, Key FM, Key 693, Key FM, Key 695, Key FM, Key 697, Key FM, Key 699, Key FM, Key 701, Key FM, Key 703, Key FM, Key 705, Key FM, Key 707, Key FM, Key 709, Key FM, Key 711, Key FM, Key 713, Key FM, Key 715, Key FM, Key 717, Key FM, Key 719, Key FM, Key 721, Key FM, Key 723, Key FM, Key 725, Key FM, Key 727, Key FM, Key 729, Key FM, Key 731, Key FM, Key 733, Key FM, Key 735, Key FM, Key 737, Key FM, Key 739, Key FM, Key 741, Key FM, Key 743, Key FM, Key 745, Key FM, Key 747, Key FM, Key 749, Key FM, Key 751, Key FM, Key 753, Key FM, Key 755, Key FM, Key 757, Key FM, Key 759, Key FM, Key 761, Key FM, Key 763, Key FM, Key 765, Key FM, Key 767, Key FM, Key 769, Key FM, Key 771, Key FM, Key 773, Key FM, Key 775, Key FM, Key 777, Key FM, Key 779, Key FM, Key 781, Key FM, Key 783, Key FM, Key 785, Key FM, Key 787, Key FM, Key 789, Key FM, Key 791, Key FM, Key 793, Key FM, Key 795, Key FM, Key 797, Key FM, Key 799, Key FM, Key 801, Key FM, Key 803, Key FM, Key 805, Key FM, Key 807, Key FM, Key 809, Key FM, Key 811, Key FM, Key 813, Key FM, Key 815, Key FM, Key 817, Key FM, Key 819, Key FM, Key 821, Key FM, Key 823, Key FM, Key 825, Key FM, Key 827, Key FM, Key 829, Key FM, Key 831, Key FM, Key 833, Key FM, Key 835, Key FM, Key 837, Key FM, Key 839, Key FM, Key 841, Key FM, Key 843, Key FM, Key 845, Key FM, Key 847, Key FM, Key 849, Key FM, Key 851, Key FM, Key 853, Key FM, Key 855, Key FM, Key 857, Key FM, Key 859, Key FM, Key 861, Key FM, Key 863, Key FM, Key 865, Key FM, Key 867, Key FM, Key 869, Key FM, Key 871, Key FM, Key 873, Key FM, Key 875, Key FM, Key 877, Key FM, Key 879, Key FM, Key 881, Key FM, Key 883, Key FM, Key 885, Key FM, Key 887, Key FM, Key 889, Key FM, Key 891, Key FM, Key 893, Key FM, Key 895, Key FM, Key 897, Key FM, Key 899, Key FM, Key 901, Key FM, Key 903, Key FM, Key 905, Key FM, Key 907, Key FM, Key 909, Key FM, Key 911, Key FM, Key 913, Key FM, Key 915, Key FM, Key 917, Key FM, Key 919, Key FM, Key 921, Key FM, Key 923, Key FM, Key 925, Key FM, Key 927, Key FM, Key 929, Key FM, Key 931, Key FM, Key 933, Key FM, Key 935, Key FM, Key 937, Key FM, Key 939, Key FM, Key 941, Key FM, Key 943, Key FM, Key 945, Key FM, Key 947, Key FM, Key 949, Key FM, Key 951, Key FM, Key 953, Key FM, Key 955, Key FM, Key 957, Key FM, Key 959, Key FM, Key 961, Key FM, Key 963, Key FM, Key 965, Key FM, Key 967, Key FM, Key 969, Key FM, Key 971, Key FM, Key 973, Key FM, Key 975, Key FM, Key 977, Key FM, Key 979, Key FM, Key 981, Key FM, Key 983, Key FM, Key 985, Key FM, Key 987, Key FM, Key 989, Key FM, Key 991, Key FM, Key 993, Key FM, Key 995, Key FM, Key 997, Key FM, Key 999, Key FM, Key 1001, Key FM, Key 1003, Key FM, Key 1005, Key FM, Key 1007, Key FM, Key 1009, Key FM, Key 1011, Key FM, Key 1013, Key FM, Key 1015, Key FM, Key 1017, Key FM, Key 1019, Key FM, Key 1021, Key FM, Key 1023, Key FM, Key 1025, Key FM, Key 1027, Key FM, Key 1029, Key FM, Key 1031, Key FM, Key 1033, Key FM, Key 1035, Key FM, Key 1037, Key FM, Key 1039, Key FM, Key 1041, Key FM, Key 1043, Key FM, Key 1045, Key FM, Key 1047, Key FM, Key 1049, Key FM, Key 1051, Key FM, Key 1053, Key FM, Key 1055, Key FM, Key 1057, Key FM, Key 1059, Key FM, Key 1061, Key FM, Key 1063, Key FM, Key 1065, Key FM, Key 1067, Key FM, Key 1069, Key FM, Key 1071, Key FM, Key 1073, Key FM, Key 1075, Key FM, Key 1077, Key FM, Key 1079, Key FM, Key 1081, Key FM, Key 1083, Key FM, Key 1085, Key FM, Key 1087, Key FM, Key 1089, Key FM, Key 1091, Key FM, Key 1093, Key FM, Key 1095, Key FM, Key 1097, Key FM, Key 1099, Key FM, Key 1101, Key FM, Key 1103, Key FM, Key 1105, Key FM, Key 1107, Key FM, Key 1109, Key FM, Key 1111, Key FM, Key 1113, Key FM, Key 1115, Key FM, Key 1117, Key FM, Key 1119, Key FM, Key 1121, Key FM, Key 1123, Key FM, Key 1125, Key FM, Key 1127, Key FM, Key 1129, Key FM, Key 1131, Key FM, Key 1133, Key FM, Key 1135, Key FM, Key 1137, Key FM, Key 1139, Key FM, Key 1141, Key FM, Key 1143, Key FM, Key 1145, Key FM, Key 1147, Key FM, Key 1149, Key FM, Key 1151, Key FM, Key 1153, Key FM, Key 1155, Key FM, Key 1157, Key FM, Key 1159, Key FM, Key 1161, Key FM, Key 1163, Key FM, Key 1165, Key FM, Key 1167, Key FM, Key 1169, Key FM, Key 1171, Key FM, Key 1173, Key FM, Key 1175, Key FM, Key 1177, Key FM, Key 1179, Key FM, Key 1181, Key FM, Key 1183, Key FM, Key 1185, Key FM, Key 1187, Key FM, Key 1189, Key FM, Key 1191, Key FM, Key 1193, Key FM, Key 1195, Key FM, Key 1197, Key FM, Key 1199, Key FM, Key 1201, Key FM, Key 1203, Key FM, Key 1205, Key FM, Key 1207, Key FM, Key 1209, Key FM, Key 1211, Key FM, Key 1213, Key FM, Key 1215, Key FM, Key 1217, Key FM, Key 1219, Key FM, Key 1221, Key FM, Key 1223, Key FM, Key 1225, Key FM, Key 1227, Key FM, Key 1229, Key FM, Key 1231, Key FM, Key 1233, Key FM, Key 1235, Key FM, Key 1237, Key FM, Key 1239, Key FM, Key 1241, Key FM, Key 1243, Key FM, Key 1245, Key FM, Key 1247, Key FM, Key 1249, Key FM, Key 1251, Key FM, Key 1253, Key FM, Key 1255, Key FM, Key 1257, Key FM, Key 1259, Key FM, Key 1261, Key FM, Key 1263, Key FM, Key 1265, Key FM, Key 1267, Key FM, Key 1269, Key FM, Key 1271, Key FM, Key 1273, Key FM, Key 1275, Key FM, Key 1277, Key FM, Key 1279, Key FM, Key 1281, Key FM, Key 1283, Key FM, Key 1285, Key FM, Key 1287, Key FM, Key 1289, Key FM, Key 1291, Key FM, Key 1293, Key FM, Key 1295, Key FM, Key 1297, Key FM, Key 1299, Key FM, Key 1301, Key FM, Key 1303, Key FM, Key 1305, Key FM, Key 1307, Key FM, Key 1309, Key FM, Key 1311, Key FM, Key 1313, Key FM, Key 1315, Key FM, Key 1317, Key FM, Key 1319, Key FM, Key 1321, Key FM, Key 1323, Key FM, Key 1325, Key FM, Key 1327, Key FM, Key 1329, Key FM, Key 1331, Key FM, Key 1333, Key FM, Key 1335, Key FM, Key 1337, Key FM, Key 1339, Key FM, Key 1341, Key FM, Key 1343, Key FM, Key 1345, Key FM, Key 1347, Key FM, Key 1349, Key FM, Key 1351, Key FM, Key 1353, Key FM, Key 1355, Key FM, Key 1357, Key FM, Key 1359, Key FM, Key 1361, Key FM, Key 1363, Key FM, Key 1365, Key FM, Key 1367, Key FM, Key 1369, Key FM, Key 1371, Key FM, Key 1373, Key FM, Key 1375, Key FM, Key 1377, Key FM, Key 1379, Key FM, Key 1381, Key FM, Key 1383, Key FM, Key 1385, Key FM, Key 1387, Key FM, Key 1389, Key FM, Key 1391, Key FM, Key 1393, Key FM, Key 1395, Key FM, Key 1397, Key FM, Key 1399, Key FM, Key 1401, Key FM, Key 1403, Key FM, Key 1405, Key FM, Key 1407, Key FM, Key 1409, Key FM, Key 1411, Key FM, Key 1413, Key FM, Key 1415, Key FM, Key 1417, Key FM, Key 1419, Key FM, Key 1421, Key FM, Key 1423, Key FM, Key 1425, Key FM, Key 1427, Key FM, Key 1429, Key FM, Key 1431, Key FM, Key 1433, Key FM, Key 1435, Key FM, Key 1437, Key FM, Key 1439, Key FM, Key 1441, Key FM, Key 1443, Key FM, Key 1445, Key FM, Key 1447, Key FM, Key 1449, Key FM, Key 1451, Key FM, Key 1453, Key FM, Key 1455, Key FM, Key 1457, Key FM, Key 1459, Key FM, Key 1461, Key FM, Key 1463, Key FM, Key 1465, Key FM, Key 1467, Key FM, Key 1469, Key FM, Key 1471, Key FM, Key 1473, Key FM, Key 1475, Key FM, Key 1477, Key FM, Key 1479, Key FM, Key 1481, Key FM, Key 1483, Key FM, Key 1485, Key FM, Key 1487, Key FM, Key 1489, Key FM, Key 1491, Key FM, Key

# THE OFFICIAL CHARTS - 26 JULY


**music week**  
 AS USED BY



# SINGLES

2	<b>1</b> I'LL BE MISSING YOU	Puff Daddy/Arista
1	2 D'YOU KNOW WHAT I MEAN? Oasys	Creation
4	3 FREED FROM DESIRE Gala	Big Life
3	4 C U WHEN U GET THERE Coolio featuring 40 Thizz	Tommy Boy
8	5 FREE Ultra Nate	AM-PM
6	6 ECUADOR Sash! featuring Rodriguez	Multiply
7	7 BLINDED BY THE SUN Seahorses	Geffin
8	8 LAZY DAYS Robbie Williams	Chrysalis
9	9 HISTORY/GHOSTS Michael Jackson	Epic
10	10 G.H.E.T.T.O.U.T. Changing Faces	Atlantic
11	11 SO HELP ME GIRL Gary Barlow	RCA
12	12 PIECE OF MY HEART Shaggy featuring Marsha	Virgin
13	13 GOTHAM CITY R Kelly	Jive
14	14 BITTER SWEET SYMPHONY The Verve	Hut/Virgin
15	15 SOMETHING GOIN' ON Todd Terry	Manifesto
16	16 LOOK INTO MY EYES Bone Thugs-N-Harmony	Epic
17	17 I WANNA BE THE ONLY ONE Eternal featuring Bubbe Watson	1st Avenue/EMI
18	18 MIMBOP Hanson	Mercury
19	19 HOW COME HOW LONG Babyface featuring Stevie Wonder	Epic
20	20 PROMISE Delicious?	Furious?
21	21 COCO JAMBOO Mr. President	WEA
22	22 THE JOURNEY 911	Virgin
23	23 JUST A GIRL No Doubt	Interscope
24	24 THE INTERNATIONAL LANGUAGE OF SCREENKING Super Furry Animals	Overton
26	26 FLAM!	

# ALBUMS

1	<b>1</b> THE FAT OF THE LAND	The Prodigy	XL Recordings
2	2 OK COMPUTER Radiohead	Parlophone	
3	3 VANISHING POINT Primal Scream	Creation	
4	4 SPICE Spice Girls	Virgin	
5	5 THE BEST OF Michael Jackson & Jackson Five PolyGram TV	Go Discs/Island	
6	6 HEAVY SOUL Paul Weller	Chrysalis	
7	7 COME FIND YOURSELF Fun Lovin' Criminals	London	
8	8 EVERGREEN Echo & The Bunnymen	Mercury	
9	9 WHITE ON BLONDE Texas	Mercury	
10	10 BLOOD ON THE DANCE FLOOR Michael Jackson	Epic	
11	11 SHERYL CROW Sheryl Crow	A&M	
12	12 TRAGIC KINGDOM No Doubt	Interscope	
13	13 BEFORE THE RAIN Eternal	1st Avenue/EMI	
14	14 ESSENTIALS David Gates & Bread	warnerspy/Jive	
15	15 DO IT YOURSELF Seahorses	Geffin	
16	16 OPEN ROAD Gary Barlow	RCA	
17	17 ALISHA RULES THE WORLD Alisha's Attic	Mercury	
18	18 STOUGH Skunk Anansie	One Little Indian	
19	19 SHELTER The Brand New Heavies	ffrr	
20	20 THE BEST OF Bob Dylan	Columbia	
21	21 DESTINATION ANYWHERE Jon Bon Jovi	Mercury	
22	22 IT'S MY LIFE - THE ALBUM Sash! <small>Mercury</small>		
23	23 ALWAYS ON MY MIND - ULTIMATE LOVE SONGS Elvis Presley <small>RCA</small>		







hot vinyl!

[on the decks: james hyman, nicky black market, daisy & havoc, brad beatnik, andy beavers, tim jettifer, chris finan, danny mcmillan, sarah davis]

TUNE OF THE WEEK

TINA MOORE 'NEVER LET YOU GO' (DELIRIOUS) (GARAGE)

Originally on US Scotti Bros and now, after an inevitable bidding war, on Danny D's Delirious label in the UK, this speed garage anthem bounds along with skipping beats, scat prods, deep probing bassline and instantly recognisable Kelly G vocals that hook most effectively when heard in their looped wailing whiney hi-tempo fashion (familiar from Double 99's 'RIP Groove'). On two 12-inches, the previously bootlegged Kelly G remix is included alongside Tuff Jam's UVM dub, the Warehouse Junkie mix, a Tuff Jam Vocal and the original r&b mixes. Echoing the classic status of tracks such as 'Jomanda's 'Got A Love For You' and Roberta Flack's 'Uh-uh ooh ooh' and more recently Rosie Gaines' 'Closer Than Close', this will undoubtedly achieve the chart success it deserves. ●●●●● JH



WILL WEB 'INVASION' EP (ASTRALWERKS) (BREAKBEAT)

This is the first in the 'United Sounds Of Astralwerks' series which not only showcases the various styles of US breakbeat but has been limited to 1,000 pressings. Detroit's Bill Webster slips into his Will Web guise for some downright funky old school electro. 'Chemical Breakdown' squeezes out layers of acid lines and smashed-up beats. On the flip, 'Arrival' heads in a more atmospheric direction while keeping the hard, uncompromising breaks. 'Bilinearas' finishes it off in style, with film dialogue from the needle drop, leading into an ass-shakin' b-line to die for. ●●●●● DM

SHENA FEATURING BYRON STINGLY 'LET THE BEAT HIT 'EM' (VC) (HOUSE)

A remake of the classic Lisa Lisa track utilising the line from the original C&C remix. A club favourite, it's now revised with Shena's own defined vocal with several tasty mixes from Byron (who backs one of the mixes), Derrick Carter and Mike Dunn. A spread of smooth house in varying themes certain to appeal to those who favoured the original and for those that love good quality garage with the sun out. ●●●●● CF

JACKKNIFE 'SPRINGBOARD' EP (HARTHOUSE) (TECHNO)

The Harthouse label once again proves its good ear for solid music with new techno signing Tom Gillieren. South London boy Tom delivers a healthy four-tracker of

groovy DJ tools on the ever popular tech-house tip. 'Montezuma's Revenge' sets the wheels turning with building reversed synths and simple percussion. 'Springboard' moves along smoothly, subtle keys ready and waiting to be soaked up. 'Snare Trap' kicks up the tribal path, gradually peaking with an underpinned acid riff thrown in for good measure. 'Smoke Rings' takes the levels down once again on a deep road to nowhere city. Chilling and easy on the mind, what more do you want? ●●●●● DM

J-H-I 'SOULSEARCHER' (20:20 VISION) (HOUSE)  
This Jazz 'N' Groove production first appeared on US label Soulforce a while back. Leeds-based 20:20 Vision not only picked it up for re-release, but also brought in the new school Rainy City boys to add their touch. The Rainy City crew strip back the track to a minimum, delivering a deeper and more dubby affair with their own signature keyboarding and funk-filled rhythms. Cool early morning stuff for the more eclectic househead. ●●●●● DM

FIRST CHOICE 'THE PLAYER' (MINIMAL) (HOUSE)  
Stat on the heels of 'Armed & Extremely Dangerous' arrives another reverentially updated disco classic from the Philly faves. This time it is Mousse T and Boris Dlugosz who carefully beef up the beats while keeping the original's ecstatic vocals and strings well to the fore. Plus there's a true a capella to have some fun with. ●●●●● AB

KITACHI 'SPIRIT - REMIXES' (ALTERNATIVE) (REACT)  
No wonder it's creeping up all over the place - what with the certainly-sounds-like-a-live-jamming Aloof remix, the reliable Roni-Size-does-it-again remix and the Kitachi 97 mix that sounds like the soundtrack to your average medieval castle storming... or something. Big, meaty, scary sounds. ●●●●● D&H

MARY J BLIGE 'EVERYTHING' (UNIVERSAL) (R&B)  
For me this is the standout song from 'Share My World', the familiarity factor in the music and Mary's best vocal yet having a lot to do with it. The song is largely based on the Diana Ross/Marvin Gaye

Are you ready?

record mirror at popkomm  
saturday 16 august, cologne, germany

don't miss it. record mirror and the bpl present 'Best or Brrrrrr', a showcase of British dance talent throughout the last of the popkomm fair. 5 djs, 1 live PA, 500 vinyls and 1000 clubbers all under one roof. watch out too for details of the record mirror popkomm issue published specially for fair.

Time is running out, so if you're interested in advertising or sponsorship opportunities connected with this event, call Adrian or Louise now on tel: 0171 921 5933 or 8982.

IB P I

scanner's tips for the week

1 'PARIS 25' To Rococo Rot (City Slang)  
2 'REMIXES' Speedy J (Novamute)  
3 'THUGNY-TRUGNY' Tone Rec (SubRosa)  
4 'G.R.R.L.' Terre Thaemlitz (Comotose)  
5 'HYPER CIVILIZADO' (REMIXES) Arto Lindsay (Gramavision)  
6 'RETURN OF THE DJ' Bomb DJs (Bamb/NYC)  
7 'THE KNIGHTS WHO SAY DOT' Various (Dot)  
8 'KRAANERG' Iannis Xenakis (Asphodel)  
9 'RECORDS' Christian Marclay (Atavistic)  
10 'SUBSTRATA' Biosphere (All Saints)

SCANNER (featured in Jack On the Box R&B issue dated June 29, 1995)

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
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
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
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

[upfront house]

Pos	Wk	Wks	Artist	Title	Label
1	5	2	CLOUDS (NOW VONAGERBORIS DULOGSCHUNJA TRUJEVESHARPUJIN) THE DENTIST MIXES	The Source feat. Taka Brown	TrunkoXL Recordings
2	9	2	SATISFIED (TAKE ME HIGHER) (LISA MARIE EXPERIENCE MIX)/NOBODY'S BUSINESS (SQUID CITY MIXES) H2O	Jeannine Day	AM-PM
3	3	3	GET UP! GO INSANE! (MIXES) Stretch & Vern		Spot On
4	12	2	GYPSY BOY GYPSY GIRL (SOUL BROTHERS/DEEPBLUE PRODUCTIONS & GOETZMAN'S MIXES) Sharona House Gang		Deepblue/Gut
5	10	3	ALL THIS LOVE THAT I'M GIVING (MOUNT RUSHMORE MIXES) United State		Indachina
6	15	4	WELCOME TO THE NEIGHBOURHOOD (THE FUNK PHENOMENA BATTLEBROS/REX'S MIXES)/LITZ (MOUNT RUSHMORE) DUGS/PUSH 'EM UP	Armed & Dangerous	NEA
7	2	3	HOME (CHAKRA/SPACE BROTHERS/SOLAR STONE/CALT DANK/HOR GREEN & DANNY HOWELLS MIXES) Chavez		Jackpot
8	7	3	ANSWER MY PRAYER (MOUNT RUSHMORE/VELLOUT/SHIVA MIXES) Danny Campbell		Hi-Life
9	14	1	PANTHER PARTY (DEX & JONES/STAYWILLON & DICKINS/TONY EDWARDS MIXES) Mad Moses		AM-PM
10	10	2	WHY DON'T YOU DANCE WITH ME (KLUBBHEADS/COMANWIDER TOM/JOHN S./SHARANAFUTURE BREEZE MIXES) Future Breeze		AM-PM
11	29	2	CALL ME (MOUNT RUSHMORE) DUBB/CW-BOP/BIRM ONE & MARC ACARD/PHILIN The Clinic		Logic
12	8	6	DISCOHOPPING (KLUBBHEADS/LITZ) DEE/ARNDT/D.O.S./BURGER QUEEN MIXES) KluBBheads		AM-PM
13	6	10	MOMENT OF MY LIFE (M&R/CHES JONES/SHIP MIXES) Bobby D Ambrose		Ministry Of Sound
14	NEW	1	YOUR FACE Slacker		Loaded/CLD Recordings
15	4	4	JOY (MONDO/GRAND LARCENY MIXES) Slaxx		Champion
16	3	2	FLOWATION (ARIEL/JANDY D/CONTINUOUS COOL MIXES) Vincent De Moor		XL Recordings
17	NEW	1	POST MODERN SLAZZ (MATT FERRER ROBERTS/CJ SNEAK/SALT CITY ORCHESTRA MIXES) Sneaker Pimps		Clean Up
18	NEW	1	OUTLAW (MATTHEW ROBERTS/WILLIAM ORBIT/OLIVE MIXES) Olive		PICA
19	NEW	1	YOU GOT THE LOVE (LISA MARIE EXPERIENCE/STONERIDE & NICK NICK/CURTIS & MOORE MIXES) T2 feat. Robin S		Eastern Edge
20	56	2	ANGEL (MOUNT RUSHMORE/FRICHTION/VEHEAD/TALL PAUL/W.P. MIXES) Tina Cousins		Uncovered/MCA
21	4	3	DEEP IN YOU (CUTLATHER & JOEL/M/VIN JOEY/DEE-PAOLO/ZVAGOMO/MARC KULAK MIXES) Livin' Joy		Hojo Choons
22	NEW	1	THE DISTANT VOICES EP- ANGEL (MIXES)/GAMMA/STERN/SEUL LITZ Tribe		Manifesto
23	NEW	1	ROCK THE BELLS (SASH/JOE DUKICK/SILVER WIPFENBU MIXES) Kixx		Loaded/Cowboy
24	NEW	1	DIRT MATH (MYTE & WOOD)/PERSEPOL/GO LO/COLOUR SYSTEM INC. MIXES) Drite & Felix Da Horecual feat. Lynn Cash		Food
25	16	2	GOTTAM (DISTANT DRUM/PZZANAN MIXES) Pizzaman		WZ/Edel
26	1	2	NO MORE TALK (JAMIE MYERSON/BOB KAHN/MASTEVE HILLER MIXES) Debar		Mushroom
27	1	2	LET ME LOVE YOU (TONY KING MIXES) The Incredible Izzaz		Universal
28	2	2	LIKE THE WAY (DAVID MORALES MIXES) Doni Hines		Pulse 8
29	NEW	1	BE MY BABY (BISHAR/MAKIN S/DJ PROF-K/RICHROD DOPHIE MIXES)/TURN IT UP AND DOWN (TODD TERRY MIXES) Capella		Kixx/Edel
30	18	6	MAGIC CARPET RIDE (HIP GROOVES/JOEY MONY/AT FAY BOY SLIM/AFROCK MIXES) Highly Dub Katz		Universal
31	5	2	EVERYTHING (CURTIS & MOORE/INSTANT FLAM/W.L.L. CREW MIXES) Henry J. Sips		PICA
32	NEW	1	CATCH (ANDY LINGMATT DAREY/RED JERRY/SFELF PRESERVATION SOCIETY MIXES) Sunscreen		Elmer
33	11	3	HISTORY (MARK PICHOTT/TOVINO MORANA TRIBE/CALT QUEST MIXES)/GHOSTS (MOLUSSE T MIXES) Michael Jackson		Elmer
34	13	4	ALL I WANNA DO (SHARP/THROUSER ENTHUSIASTS/GATTARADIZZO/XENOMANIAC/BOB MIXES) Danni Minogue		Elmer
35	NEW	1	TRIPPING (ERIK MOORE/MOR/LIOP/PATTIBRETT MIXES) Smooth Touch		Elmer
36	NEW	1	DANCE TO THE MUSIC (THE COUNCIL/GRIS/OLSON CONNEXION MIXES) Smiles 'Vibes featuring Deborah Woodson		Kesmo
37	NEW	1	HEY LITTLE GIRL (DJ DARLING & DJ SORRENCH/BERNARD VON DAVYLE & STEVEN KING MIXES) Iceburn		Central/Edel
38	21	4	YOUR CARESS (ALL I NEED) (DJ FLOUR/VOUS/QUEB MISSION/OPEN ARMS/PORNI KINGS MIXES) DJ Favers		All Around The World
39	17	4	DOUBLE TROUBLE (MANKEY/MAGIC ALLEGORAT/POKLUBBHEADS/THE CHEMIST MIXES) Mankey		Slamm
40	35	3	EXTRA TIME (AMITY/VALLE/OLIVER/VERNON/STRETCH & VER/RENNIE PILGRIM MIXES) Quiver		Perfecto
41	28	4	BEACHBALL (MIXES) Haina & Kays		Hojo Choons
42	3	3	BLACK EYED BOY (TRAILER/HEM MIXES) Texas		Mercury
43	6	3	SOMETHING NEW (DJ TERRY/RYAN MASTERS/ISSON & LORNE/LOP/DOP/LOOP MIXES) Ted Terry feat. Martha Wash & Jocelyne B		Manifesto
44	20	4	LET THE BEAT HIM 'EM (DUNA & STINGLY/DERRICK CARTER MIXES) Shana feat. Byron Stingily		VC Recordings
45	NEW	1	NO FEAR (HYSTERIC EGO MIXES) Ichvia		Pressure/FOX
46	25	5	ROLLERBLADE (CLUB 69/PATRICK FRINGS/LSGO/DOLLON & DICKENS MIXES) Mavin Melodies		AM-PM
47	NEW	1	CLOSER (INTERBRED MIXES) Wilebred		Wyze Recordings
48	32	5	PUT YOUR FAITH IN ME (HYBRID D'S SPIRITS/COSA NOSTRA/BUENA VENTURA/MS/NOI MIXES) Alison Limerick		X-entertainment
49	NEW	1	LOVE COMMANDMENTS (LOOP/DOP/LOOPY/MVNY/TENAL/DA/NOVING DVAZ/USON NEVINS MIXES) Gisela Jackson		Manifesto
50	NEW	1	MR. MANIAC Cassaville 1		Northwestside
51	25	2	DON'T BE AFRAID (TALL PAUL/INSTANT DRUM/BRITANNY MIXES) Moonman		Heat
52	27	4	TRAPPED '97 (DJ TONKAL/FARRIS & ANDREW WOODEN/HORNBOSTEL MIXES) Colonel Abrams		Club Culture/Warner Music
53	7	2	REACH A MELODY (TOTALLY ENERGETIC/BORIS DULOGSCHALEX PARTY/ADRIAN & ALFAREZ MIXES) Victoria Wilson James		S3
54	60	2	NEVER GONNA LET YOU GO The Muses		Delirious
55	NEW	1	RITMO DE LA NOCHE (TONY DE VITAR/N K FOX MIXES)/QUITARRA Grand Fiesta		RCA
56	43	3	DARK SKY (JIMMY SOMERVELL/DOLLON & DICKINS/TOY DE VITURE IS PURE/ONLY CHILD MIXES) Jimmy Somerville		Gut
57	NEW	1	SANAMON (FIRE ISLAND/SOL BROTHERS/THE BLUEBOY MIXES) The Blueboy		Sidewalk Music Inc.
58	NEW	1	I'LL MAKE YOU MINE Spank 5.0		Bullion
59	NEW	1	DO NOT GO AWAY (MIXES)/U SEXY THING/EVERYBODY JUMP AROUND Clock		Power Station
60	59	3	TARANTINO'S NEW STAR (FORN KING/SPATED P/CAATT DAREY/TECT ONE/SURFERS PARADISE MIXES) North And South		RCA

## [commentary]

by alan jones

THE SOURCE register their second number one of 1997. Chart toppers for a fortnight in January with their remixed classic 'You Got The Love', they enjoy an emphatic victory on this week's chart, their latest single 'Clouds' forging a massive 37% ahead of all-comers to become one of the year's clearest winners. 'Clouds' features vocalist T.A.K.A.B.O.M.B., who was the singer on the Undisputed Truth's 'You + Me = Love', one

of the first ever commercial 12-inch releases, and an RM-CM Chart topper in 1977! She last appeared in the chart the following year with her solo single 'Dance Dancin''. Taka's sister Chaka Khan recorded the original version of 'Clouds'. It's been fairly quiet for a while but malling list DJs have been undated with product in the last fortnight, the result of which is that

while few records have the massive penetration that some recent hits have had when competition was lacking, there are loads of new records peering the chart, with 31 new entries to our Top 100 – 21 of them in the published Top 60. Leading this parade, AM-PM's FUTURE BREEZE debut at number 10 with her solo single 'Dance With Me', which is due for a chart ineligibile doublepack release as soon as next

Monday (28), but with full release due in mid-August. It's one of three AM-PM records in the Top 12, marking the highpoint of that label's 1997 campaign, for which it's been rather quiet thus far...The remixes of ARMAND VAN HELDEN's 'Funk Phenomena' – whose appearance caused some confusion a few weeks ago, since the record was a Top 40 hit only four months ago – are now revealed as part of an album project called 'Welcome To The Meat Market', which is due imminently on fr. Three other tracks from the album have appeared on a promo – 'Ultrafunkula', 'Reservoir Dogs' and 'Push 'Em Up'. As they will all appear commercially on the same disc, they have been combined with the 'Funk Phenomena' mixes for chart purposes, pushing it 15-5 this week. More Van Helden confusion is in the offing, however, as ZYX has just promoted new mixes of another of his classics, 'With

Doctor'...Breakers this week include PARADISE PEOPLE FEAT. KYM BAZELLE, OPEN ARMS, VADIS, WARHOL, NU-BIRTH, LIL' KUIR, POP, HIDDEN TALENTS, JUNKHEADZ, ATMOSFEAR and BELLINI.



responsibility www.4711.com

single 28

12.19 SMASH HITS - SUMMER '97

18.20 BEST SMOOTH ALBUM IN THE WORLD... EVER

# Honey Club

Daydreaming **OUT NOW** OPAQUE\*



Vito Benito / Bluntfunkers / Dave Randall Mixes

available on 12" (DSQU 3) & CD (VTOU 3). Distributed by Total / Pinnacle

Pos	Wk	Wks	Artist	Title	Label
19	26	FLAM!			
25	27	CLOSE			
24	28	TIME TO S			
29	29	DOWN			
11	30	RISING			
22	31	A CHA			
30	32	WHERE			
20	33	NO MI			
34	34	SHAKE			
28	35	AIN'T			
27	36	THE BR			
38	37	ALL TH			
39	38	SOME			
39	39	QUIT C			
31	40	HUMI			

Brightest titles



the **URBAN CHART**

(compiled by Alan Jones from a sample of more than 350 DJ returns - i.e. 0175-926 2041)

Pos	LP	Wks	This	Artist
1	22	2	NOT TONIGHT	Lil' Kim
2	17	6	MO MONEY MO PROBLEM	The Notorious B.I.G. featuring Puff Daddy & Mase
3	2	8	YOU BRING ME UP	KC & JoJo
4	23	2	CRUSH	Zhané
5	10	4	TONIGHT	Denosh
6	12	2	EVERYTHING	May J. Bidge
7	41	0	G.I.E.T.O.L.I.T.	Chasing Faces
8	3	2	MY WORLD	O.C.
9	8	4	HYPNOTISE	D-Influence
10	13	2	MEN IN BLACK (LP)	Original Soundtrack
11	6	6	DAYS OF YOUTH	Lauriebeth
12	16	2	YOU'RE THE ONE I LOVE	Shoia Ama
13	7	6	I'LL BE MISSING YOU	Puff Daddy & Faith Evans (featuring 112)
14	17	3	CRAZY/'M NOT FEELING YOU	Yvette Michelle
15	20	4	SAY NOTHING	Omar featuring O'Ji Dirty Bastard
16	18	2	4 PAGE LETTERONE IN A MILLION/DEATH OF A PLAYER	Aaliyah
17	5	5	LUCHINI AKA (THIS IS IT)	Camelo
18	21	3	TOSS IT UP	2Pac/Makaveli
19	30	3	I LIKE THE WAY	Dent Kines
20	30	3	DO YOU KNOW (WHAT IT TAKES)	Robyn
21	26	5	DON'T KNOW	Mano Wimas
22	9	4	WHO YOU WIT	Jay-Z
23	23	2	STRICTLY ROLLIN'	First Class
24	23	2	INSTANT LOVER	Taral Hicks
25	37	2	THE SWEETEST THING	Refugee Camp All-Stars featuring Laryn Hill
26	34	9	SEEN' IS BELIEVING	Adriana Evans
27	32	3	HISTORY	Michael Jackson
28	37	2	PRIVATE PARTY	Akin
29	11	9	CRUSH ON YOU	Lil' Kim
30	15	3	WHAT'VA MAN	The Bradons
31	28	5	SLOW FLOW	Bealouis
32	28	5	STONE CRAZY LP	Charlene Smith
33	35	7	EVERYTHING IS YOU	Wu-Tang Clan
34	33	3	TRIUMPH	En Vogue
35	14	9	WHAT'EVER	Allure featuring Nas
36	19	21	HEAD OVER HEELS	Funky DL featuring M & Em
37	29	8	CIRCLES (GOING ROUND)	Mil Condition
38	24	5	DEFINITION OF A BAND (LP)	SWV featuring Puff Daddy
39	28	5	SOMEONE	Will Smith
40	28	5	MEN IN BLACK	Will Smith

26.07.97

[commentary]

by Tony Sardis

Never mind shooting straight up to number one from 22, whoever thought Lil' Kim would release a record called 'Not Tonight'! Whatever, if you've heard the record you know the motor propelling it to the top of the chart is the Kool & The Gang 'Ladies First' sampling remix. Close behind, ZHANÉ goes to four (from 23) with the 'Clam' doublepack which also contains some new mixes of 'Saturday Night'. From number 20 took out for ROBYN's 'Do You Know (What It Takes)' - poppy but a real grower... Elsewhere, BOYZ II MEN are releasing their third LP, 'Evolution', in September preceded by a single, 'The Seasons Of Loneliness', on September 8th. Babyface, Puff Daddy and Jam & Lewis are on the production. The group will apparently be doing a live show in the UK in August... Delivery has finally been taken to the WU-TANG CLAM's video for the 'Triumph' single, which is reputedly the most expensive video ever made and is as OTT as you'd imagine. However, it will have to go long to beat the Notorious B.I.G.'s 'Mo Money Mo Problems' video which branched half way through for a hilarious gang tournament pastiche with Puffy cast as Tiger Woods and rapper Mase as an interviewer. It's about time that Bad Boy Entertainment did a video compilation. JAY-Z will definitely be coming to the UK in carnival, appearing on the Radio One stage with DJ Clark Kent.



**CHAKRA HOME**

THE NO.1 CLUB RECORD

THE MASSIVE FOLLOW UP TO 'I AM' THE CLUB CHART NO.1

REMIXES BY SOLAR STONE, ROB GREEN & DANNY HOWELLS, THE SPACE BROTHERS AND SALT TANK.

AVAILABLE ON 2 CD'S AND 1" OUT AUGUST 4TH

Motown original 'You Are Everything', though Mary makes it her own with her new distinctive vocal style at its most soulful and expressive. Furthermore, while the original makes for perfect daytime radio, the Curtis & Moore house mixes offer clubland a couple of reworkings with a particularly good dub. The release also includes a previously unreleased D'Angelo produced track 'Everyday' not to be missed. ●●●●

**K-CI & JO JO 'YOU BRING ME UP' (UNIVERSAL) (R&B)**

The Halley brothers stick with the new jack swing beats and continue to utilise them better than most. The track comes from the new album ahead of a promised Jodeci reunion some time in the future, the combination of signature wailing vocals with close upfront harmonies and phat beats making for a serious urban r&b jam. Mixes by the Ignorants and Snoop Doggy Dogg complete the selection of alternative mixes to ensure full support from both the r&b and hip hop RT

**DJ Q '7494 EP' (FILTER) (TECHNO)**

This Glaswegian's third EP for Filter maintains the standards set by its well-received predecessors. 'Delirious' is another techno boogie epic, although this time William Hall's poetry is replaced by standard issue vocal samples. The lovely 'Deep Thoughts' is a more contemplative excursion while 'Going Forward In Reverse' will give you nightmares. Look out for an LP in the autumn. ●●●● AB

**alternative cuts**

- 1 **HERGERS (ANDY C. REMIX) (NON SIZE) (TALON LOUD)**  
THE HISTORY OF THE LAST
- 2 **'L.P.' (MADGAGE) (WRAPP)**  
CLOSING IN FROM THE WAY OUT
- 3 **I'M STRONG (MILLER) (SABRUS)**  
KEY LINES & HEAVY BONES
- 4 **CLARISSE C. (WESTERHALL REMIX) (MONEYBERRY PROJECT) (MUSICBOX)**  
MADNESS BEATS STRIP - KNOW - BEATS - BEATS
- 5 **TRISH REMIX (LA SHADOW) (LIVE MARK)**  
MUSIC BOXES TO LIVE IN
- 6 **HABAMA (ROY HARRISON & CRISOL) (VENUS)**  
CLOSING LAST NUMBER FROM THE VERY END
- 7 **HOW DO THEY DO (GARY)**  
Unbelievable and infectious fusion from San Fran
- 8 **STONE CRABZ (BEATRICE) (CREATIVITY)**  
THE ORIGINAL TECHNOHOUSE PARTY
- 9 **STYLE WARS (HUSSEIN) (MANN HANDED)**  
FRENCH WARS & HOUSE
- 10 **SOUL IN MOTION (DJ KRIST) (TILL CYCLE)**  
CLOSING TO THE DANCEFEST

gilles peterson  
and cover by the incredible north-south. Brothers from Spain. K114 10094

Pos	LP	Wks	This	Artist
1	1	1	I'LL	Puff Daddy
2	2	1	D'YOU	
3	3	1	FREED	
4	4	1	C U WH	
5	5	1	FREE	
6	6	1	EQUATE	
7	7	1	BLIND	
8	8	1	LAZY	
9	9	1	HISTO	
10	10	1	G.H.E.	
11	11	1	SO HE	
12	12	1	PIECE	
13	13	1	GOTH	
14	14	1	BITTE	
15	15	1	SOME	
16	16	1	LOOK	
17	17	1	I WANN	
18	18	1	MMMM	
19	19	1	HOW C	
20	20	1	PRON	
21	21	1	COCO	
22	22	1	THE J	
23	23	1	JUST	
24	24	1	IF YOU	
25	25	1	THE VINT	

# THE POP CHART <sup>97</sup>

(handbag)

COMPILATION BY JAMIE LLOYD, PART 2: RICHIE B. AND GUYTON (SEE PAGE 14) | RECORDS: (L) LAST WEEK'S POSITION | (L) LAST WEEK'S POSITION

POP	LAST WEEK	TITLE	ARTIST
1	1	HISTORY/GHOSTS	Michael Jackson
2	3	DON'T GO AWAY SEXY THING EVERYBODY JUMP AROUND	Cluck
3	2	DEEP IN YOU	Lil' Jon & The J. Bricks
4	NEW	CALL ME	Loyle
5	4	ALL I WANNA DO	Daniell Mingos
6	10	ALL THIS LOVE THAT I'M GIVING	United Sale
7	10	ECHADOR	Sasha featuring Rodriguez
8	3	YOUR CARESS (ALL I NEED)	DJ Flavaux
9	7	JOY	Staxx
10	3	BODY ROCK	Delicious
11	3	CLOUDS	The Source featuring Taka Boom
12	NEW	I BELIEVE I CAN FLY	Kamouflage featuring Louise Evans
13	23	REACH 4 THE MELODY	Victoria Wilson James
14	NEW	HEY LITTLE GIRL	Icehouse
15	10	SOMEWHERE TO STEP ASIDE	North And South
16	12	SOMETHING GOM' ON	Teddy Terry featuring Martha Wash & Jocelyn Brown
17	32	HOMIE	Chakra
18	19	MOMENT OF MY LIFE	Bobby D'Ambrosio featuring Michelle Weeks
19	4	SOMEWHERE TO STEP ASIDE	Pat Sharp Boys
20	NEW	MOVE ME	Planet Ocean
21	20	BAMBA IBIZA!	Planet Grove
22	14	PUT YOUR FAITH IN ME	Alician Limbrick
23	NEW	CYPSY JOY CYPSEY GIRL	Shantia House Gang
24	NEW	NO MORE TALK	Dubstar
25	15	FREE	Ultra Hale
26	13	DON'T WORRY	Razilla
27	21	DON'T STOP OF THE LOVIN'	Full Intention
28	11	SHAKE YOUR BODY	Gala
29	14	FREED FROM DESIRE	Gala
30	28	GIVE ME LOVE	Diddy
31	NEW	SHOUT	Red Rhythm
32	43	WHERE IS THE LOVE	Adina
33	4	KALEIDOSCOPE SKIES	Jam & Spoon
34	NEW	ANSWER MY PRAYER	Danny Campbell
35	NEW	O U WHICH U GET THERE	Cozile
36	29	TRAPPED '97	Culture Abuse
37	NEW	SUGAR SUGAR	Platinum Radics featuring Governor Tippy
38	NEW	LET ME LOVE YOU	The Incredible Krazee
39	NEW	GET YOURSELF TOGETHER	Janelle Corbin
40	22	THE THEME (OF PROGRESSIVE ATTACK)	Brooklyn's Bounce

POP	LAST WEEK	TITLE	ARTIST
1	1	HISTORY/GHOSTS	Michael Jackson
2	3	DON'T GO AWAY SEXY THING EVERYBODY JUMP AROUND	Cluck
3	2	DEEP IN YOU	Lil' Jon & The J. Bricks
4	NEW	CALL ME	Loyle
5	4	ALL I WANNA DO	Daniell Mingos
6	10	ALL THIS LOVE THAT I'M GIVING	United Sale
7	10	ECHADOR	Sasha featuring Rodriguez
8	3	YOUR CARESS (ALL I NEED)	DJ Flavaux
9	7	JOY	Staxx
10	3	BODY ROCK	Delicious
11	3	CLOUDS	The Source featuring Taka Boom
12	NEW	I BELIEVE I CAN FLY	Kamouflage featuring Louise Evans
13	23	REACH 4 THE MELODY	Victoria Wilson James
14	NEW	HEY LITTLE GIRL	Icehouse
15	10	SOMEWHERE TO STEP ASIDE	North And South
16	12	SOMETHING GOM' ON	Teddy Terry featuring Martha Wash & Jocelyn Brown
17	32	HOMIE	Chakra
18	19	MOMENT OF MY LIFE	Bobby D'Ambrosio featuring Michelle Weeks
19	4	SOMEWHERE TO STEP ASIDE	Pat Sharp Boys
20	NEW	MOVE ME	Planet Ocean
21	20	BAMBA IBIZA!	Planet Grove
22	14	PUT YOUR FAITH IN ME	Alician Limbrick
23	NEW	CYPSY JOY CYPSEY GIRL	Shantia House Gang
24	NEW	NO MORE TALK	Dubstar
25	15	FREE	Ultra Hale
26	13	DON'T WORRY	Razilla
27	21	DON'T STOP OF THE LOVIN'	Full Intention
28	11	SHAKE YOUR BODY	Gala
29	14	FREED FROM DESIRE	Gala
30	28	GIVE ME LOVE	Diddy
31	NEW	SHOUT	Red Rhythm
32	43	WHERE IS THE LOVE	Adina
33	4	KALEIDOSCOPE SKIES	Jam & Spoon
34	NEW	ANSWER MY PRAYER	Danny Campbell
35	NEW	O U WHICH U GET THERE	Cozile
36	29	TRAPPED '97	Culture Abuse
37	NEW	SUGAR SUGAR	Platinum Radics featuring Governor Tippy
38	NEW	LET ME LOVE YOU	The Incredible Krazee
39	NEW	GET YOURSELF TOGETHER	Janelle Corbin
40	22	THE THEME (OF PROGRESSIVE ATTACK)	Brooklyn's Bounce

## [commentary]

by alan jones



**MICHAEL JACKSON** missed topping the sales chart with his latest single but the combination of "History" and "Ghosts" proves formidable enough for him to take a third week at the top of the Pop Chart. It's likely to be his last, however, with **CLUCK**, **LIL' JON** and **ICE CLUCK** all looking to pose a challenge. The Ice Cluck record is most likely to succeed. Already a major hit on the continent, it's a typically energetic Euro hit, which has been remixed by a host of big names, including Junior Vasquez, Umbaro and D-Box. At number four, it's the highest of 14 new entries and has been mailed by Hyperactive, Euro Solution and Push & Plug on behalf of Logic. The label has had back times recently but can hold on track with this and a forthcoming Junior Vasquez project, which sees the return of Vicki Sue Robinson, last seen in the Club Chart back in 1976, with her US hit "Turn The Beat Around" more latterly a success here for Gloria Estefan.

Many rock and pop records have had thoroughly suitable remixes which take them into the dance arena without losing any of their original feel or credibility. Among those which spring to mind instantly are "Drivers Seat" by Sniff 'N' Tears, "Lean On Me" by Clark Gable, "When Your Heart Is Weak" by Cook Robin and "Hey Little Girl" by ICEHOUSE. The latter, a Japan/Bryan Ferry clone of the finest pedigree, was a Top 20 hit in 1983, and has now been remixed for its upcoming release on Edel label Control. It's instantly popular again with DJs, debuting this week at 14.

Telephone 0800 2199688

12 19 SMASH HITS - SUMMER '97  
16 20 BEST SCOTTISH ALBUM IN THE WORLD. EVER!

one bounces out in true "sound of the moment" style and it's good to see old-timers like Kevin Swain (of DOP) keeping up with the trends. It's a simple but effective track with a teasing vocal, what sound like some Sunscreen samples in these somewhere - and it's that good too - if eerily like that old Guernilla sound. All-round better than a good number of the current house-to-its-speed-garage tracks. ●●●●

### TUOMAS SALMELA "QUALITY CAT EP" (20:20 VISION) (HOUSE)

Four more deep ones from the Leeds label, this time from Finland's Tuomas Salmela. "I'm Really Tired" is a smooth house with plenty of emotion. Don't be put off by the Marvin Gaye-esque vocal because it happens to work a treat. Solid programming and easy key work make this pretty versatile for most parts of the night. Other highlights include "Neviski" and the retro-injected piano lead "You Make Me". Top stuff, especially for a debut release. Keep 'em coming. ●●●●

### CORRINA JOSEPH "WISH TONITE" (ATLANTIC JAXX) (SOUL)

Basement Jaxx show their more sensitive side on this latest production for their signing cohort. Bubbling bass, shimmering stars and free-flowing flutes provide a backdrop to the wistful vocal on "Wish Tonite", while the funkiness of the tune shines through on the club. The flipside features the even stronger "Lonely", with the yearning song set off by strolling breakbeats and plunging sub-bass. Fans expecting a more housey feel should not miss the Lonette Dub. ●●●●

## urban cuts

- 1 **SUPA DUFFY (L) PUSHER MASHED UP ELLIOT (LAST NEWS)**  
Supa Duff's trademark production and infectious hook line
- 2 **ICE (HOUSE) BLACKSTREET (W/DAVIDS)**  
Featuring Earth from Sade's "There R a Crack In It, Is In The Future"
- 3 **FRASER, DAVE, CLIMBER AND VICE (ALL STARS)**  
New dance club but not a burner
- 4 **NO WAY OUT (L) PUFF DADDY & THE FAMILY (JAY RO)**  
No way out, but we need love
- 5 **SOMEONE'S OWN (JAZZ)**  
Always safe, always on the money
- 6 **EVERYBODY'S GETTING FEELING (W/DAVIDS)**  
Tired but happy, it's a love story, a love story of the old school. Watch this space
- 7 **NEVER BEEN BEFORE (EPIC) (L) JAY RO**  
Club & Party, it's a hook with the spirit in it
- 8 **PEELIN' UP (L) (WILD CARD)**  
Clay Aiyem's "No Way" featured from his hit record camp
- 9 **EVERETT'S TRAMP (TANGENT) (W/DAVIDS)**  
Party club remix of the original track on "Love Jones" soundtrack
- 10 **12 THE REAL MADNESS (W/ILLI) (L) (L)**  
Every club scene needs an EPIC

Compiled by **trevor nelson**  
and played on his Radio One show on Saturday 3.30pm-4.30pm

**DAVE ANGEL TOKYO STEALTH FIGHTER**

**OUT NOW ON 2 X 12" & CD**  
FEATURING MIXES BY CARL CRAIG, SLAM & DAVE CLARKE.

WWW.LONDONNO6.COM

19	26	FLAMM!	25	27	CLOSE	24	28	TIME TO S	29	DOWN	11	30	RISING	22	31	A CHA	20	33	NO MI	28	35	SHAKE	23	34	AIN'T	27	37	ALL T	38	SOME	39	QUIT	31	40	HUNT
----	----	--------	----	----	-------	----	----	-----------	----	------	----	----	--------	----	----	-------	----	----	-------	----	----	-------	----	----	-------	----	----	-------	----	------	----	------	----	----	------

Builtford titles



BENZ

THE OFFICIAL CHARTS - 26 JULY

music week

Two of London's most sparkling gay nights, Fruit Machine at Heaven and Sherbert at Soundshaft, just wouldn't be the same without the effervescent DJing style and friendliness of resident Rich B. Rich looked after Heaven's PR for some time before taking up DJing full time. He's a man of contrasts: when he's not DJing, he likes trashing it up at Trade but he also loves to go hill tramping. A man for all seasons

# JOCK rich b ON HIS BOX

PC: GP



## top [ 10 ]

**'BATUCADA' DJ DERO (DANCE STREET)**  
"This came out in 1993 and it's carnival house at its best. It was the first track to use carnival-style drums, the kind of thing the Goodmen did. It's pure carnival vibe with a Brazilian or South American feel. It still goes down really well as it never charted. It still whips the crowd up - it's a Fruit Machine track!"

### 'UNMANAGEABLE' EAST ANGLIA (SHARP)

"This is one of their earliest things. They're always acclaimed for the Candy Girl remixes and this was just before, it's a completely timeless mix, completely versatile. You can play it in a hard or a light set, it can take you from one mood to another because although it's got heavy percussion it never gets too hard. It's one of their finest moments and I know they really like it."

### 'BABY TALK' FUTURE FILES (SOUTH OF SANITY)

"This record came out last year and was a white label some months before. Right from the first play it became an instant anthem. Bright, building hard house with a stunning guitar in the main break which raises the roof."

### RICH'S STEAMIN' 10

- 1 'ROCKERS DELIGHT' The Fancub (Mr Chey's Quality Tunes)
- 2 'DIRTY DISCO DURS (STAMP YOUR FEET)' DJ Disco (Blue)
- 3 'THE NIGHTY' Robino (Biy)
- 4 'WHY DON'T YOU DANCE WITH ME? (KLUBHEADS MIX)' Futura Service (A&B)
- 5 'OPEN YOUR ROAD (DJ QUICKSLIVER REMIX)' Usura (Timo)
- 6 'PEACIL RIVER' Johnny Shaker (Lee Sunset)
- 7 'GET UP STAND UP (KLM DUB MIX)' Phunky Phanton (Club for Life)
- 8 'PARTNER PARTY (DEX & JONESY MIX)' Mood Moves (De-Lo)
- 9 'JAY (MONDO'S RUSSKAY CLUB) Smax (Champion)
- 10 'CLUBB ON TOP (D. & C. WILD SWELLY MIX)' SM-Traa feat Pasty Pastry (Coco Tubs)

### 'LET THE BEAT HIT 'EM PART 2' LISA LISA & CULT JAM (COLUMBIA)

"This is a Civilles & Cole production. You don't have much scope to play it except in a warm-up set. I do warm-up as well as main sets at the Fruit Machine. It's got beautiful production and it takes you on such a journey, it builds all the way through. The vocals are so clear. It puts a big smile on your face. It's so crisp."

### 'DRIVE ME CRAZY' PARTIZAN (KARTOONZ)

"This was one of Craig Daniel from Trax and Tall Paul's first production ventures. It was picked up and rereleased by Multiply this year and went into the Top 40. I'm pleased for Craig. The original single had 'Kally's Heroes' on the flip and I like to play it. Paul named it after Kally's in Port Rush. 'Drive Me Crazy' is effective bounce house and 'Kally's' is more a towards-end-of-the-night track - it's really fast, about 145 or 150 bpm."

### 'DO WHAT YOU FEEL' DCO2 (HOOG CHOONS)

"This was recorded in 1994 and is about the only classic in my box yet to be rereleased. It's probably the oldest I play more than any of the others. It always works, especially on the gay scene because of the title! I always play the JX mix. It never fails to inflict maximum dancefloor damage."

### 'STUCK ON A SPACE TRIP' DEMONIC EMOTIONS (TEC)

"It's only from last year but in my mind it's one of Jon The Dentist's finest moments to date. This mix, and the Montini Experience, 'My House is Your House', are fantastic. Stylish, banging techno which has a completely happy edge to it. It doesn't get too deep. When I play this at Sherbert you can feel the happiness rising from the floor."

### 'CIRCUS BEAT' TECMANIA REBEL (PLANET DANCE)

"This came out in 1995 and it's Dutch. It uses a hook that's used on Todd Terry's 'Jumpin'. Again, it's a massive percussion-led hard house tune. Simple and effective. It really whips up an atmosphere."

### 'FORERUNNER' NATURAL BORN GROOVES (NBG)

"This was originally from Belgium and came out in 1994. It is very percussion led. It is a very innovative track, simple and basic with loads of energy. It's different and it works really well. The crowd really like it for its bouncy energy. I play the new and original mixes."

### 'EMOTION' MEGA'LO MANIA (NO RESPECT)

"The ultimate last record - fantastic. It's really fast, totally uplifting, brilliantly arranged. It came out around 1993-94 and it's fab, it's got little flourishes and rounds things off brilliantly. But it's only for those nights when the crowd are really up for it. It's become a Sherbert classic. Because it's so fast you can't always play it but it's good as a last record, as an encore, because you don't have to mix it."

[ COMPILED BY SARAH DAVIS. TEL: 0181-640 2200 ]

## [ cv ]

**BORN:** June 26, 1963 in Surrey. **LIFE BEFORE DJING:** Worked for RT Records, BMG and Big Life where he marketed first Orb album. **FIRST DJ GIG:** "I got made redundant and I went to Asia for 10 months and learned to DJ. I worked at Heaven doing PR and got my first gig as a result of working Heaven put on a big night - Carrie's Direct Phone. To launch my single 'Carrie On House'." **MOST MEMORABLE GIG:** Best - "A few weeks ago at Heaven, well because of it." **Worser:** "Any venue that doesn't have a decent monitor system." **FAVOURITE CLUBS:** Fruit Machine, London; Sherbert, London; Trade, London. **NEXT THREE GIGS:** Residencies on Wednesdays at Fruit Machine at Heaven, Sundays at Sherbert at The Sound Shaft, Palace, Luton (August 2); Ultra Vegas, Milton Keynes (9); RM 'Best Of British' club night, PopKomm, Colnago (15). **DJ TRADEMARK:** "I call my style good-time up in the autumn on own label Enriched." **LIFE OUTSIDE DJING:** Artist with Beat Korchal; single 'Carrie On House', out now, follow-hill walking; keeping fit.

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
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
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

# iviva dance



In the 22 years since Spain emerged from fascist rule, the market for

international rock and pop has developed slowly.

By contrast, its dance scene has grown at an incredible pace. It can be broadly divided into three categories: the emerging underground; the established Spanish labels which are diversifying into dance; and the multinational majors which are releasing their largely US and UK derived dance product in Spain.

Leading underground companies — such as So Dens, Cosmos and Bozoo — act as distributors, labels and club promoters and are run by trendsetters who are often DJs and producers too.

One of the most dynamic is Cosmos chief Albert Salmeron. In addition to running the label, a distribution company and club promoters, Salmeron writes, DJs, promotes live appearances by hit acts such as Tricky, Orbital and Underworld and publishes Disc2000 magazine. The most recent issue of this former freeshet included features on Wall of Sound, Daft Punk and Nu'Yorkian Soul, and attracted advertising from the likes of PolyGram, Axis, Roland and Pioneer.

"Dance has been getting stronger over the past three years," says Salmeron. "At first there was no media attention, but now there's a real hype surrounding it. A scene is building, which involves magazines, radio, clubs, bands and festivals. It looks like becoming a big thing."

So Dens international manager Eloy Martin confirms this boom. He estimates his distribution business has increased by 2,000% in two years.

"We were one of the first distributors so we were able to take our pick of labels and tracks", he says. So Dens now distributes more than 60 labels from the UK, Germany, Belgium, France and the US.

A newer addition to the underground is Bozoo, which last June started releasing tracks by German producer O Com

alongside Spanish techno acts such as The Frogmen, Toni Rox and Resonic. The label has now 10 12 inch titles and an album under its belt.

At present, however, the number of records sold by even the leading seven underground labels — Cosmos, Bozoo, Nowepunch, Minifunk, Beat Goes On, Full On and High Giam — are limited. Cosmos is attempting to increase its average 1,000 units per 12 inch release to 2,000.

Eloy Martin of So Dens, who started the Minifunk label earlier this year, is also hoping to increase sales figures.

"People in Spain aren't used to buying records," he says. "Jeff Mills played in front of 2,000 people in Barcelona alone, and we'll be lucky to sell 1,000 copies of his compilation which we've just licensed from Axis," adds Martin. "People go out and enjoy the social scene, but at the moment only true enthusiasts are buying the records."

Established Spanish labels such as Ginger Music, which has domestic hitmakers EX-3 on its roster and also regularly licenses European tracks for release, enjoys sales figures which the underground labels can only dream of. Robert Miles' "Children", for example, sold 13,000 copies for Ginger, and the company is hoping for similar success with "Ecuador" by Sash!

"Three years ago it was easy to sell 4,000 to 5,000 copies of a 12 inch," says Ginger's Blanca Bernaldo. "Now there are too many releases. We're lucky to have two singles a year which sell more than 5,000, and we used to have one a week. The market is also saturated with compilations, and our sales figures have dropped from 300,000 on average per compilation to 100,000."

Max Music is another example of an established Spanish company which has grown with the international dance boom. Max first got involved with dance in its embryonic stages 12 years ago, releasing megamix compilations. The first volume sold 13,000 units, the second 400,000. Now Max has a market share of 7%, sold 2.5m compilations last year, reports an annual turnover of \$30m in Spain, and has offices in Germany, Portugal, Mexico, Brazil, Puerto Rico and America.

"Around 50% of our A&R source is on import," says international A&R Matthew Talbot. Max's house label Container picked up on several tracks well before they become hits across the rest of Europe, including BBE's "Seven Days and One Week" and "Incasmas" by Faithless. Otherwise, much of Max's business is putting together TV-advertised compilations and running deals with such labels as Time, Media, Flying, Hoo! Cheons and Limbo.

Blanco y Negro, which has been importing international product into Spain for the past 18 years, is also highly active in the

arena. The label has set up two imprints, Vendetta for house music and Made In DJ for techno, while mainstream pop dance material by acts such as 2 Unlimited and Corona is released on Blanco y Negro itself.

Rossella Solmi, export manager at the label, reports that it receives samples from all around the world and licenses many European dance hits, recent examples being Ultra Mate's "Free" and Urban Blues Project's "Testify" and Age Of Love's "Age Of Love".

One of Blanco y Negro's contributions to the Spanish dance scene is educating the public in the history of house music with a triple CD carefully compiled by A&R manager Fernando Fuentes. Practically all the 34 tracks are early house classics and sleeve notes by Spanish DJs provide the background. The compilation was at number five in the national albums chart a month after release, having sold between 15,000 and 20,000 units.

To date the majors' role in Spain's dance boom has been limited. But this is set to change.

Miguel Tudanca was appointed Sony Dance Pool label manager 18 months ago and has been successful with international product by artists such as Jam & Spoon, Boy George, Victoria Wilson James and Pharaoh.

But domestic product is beginning to gain a foothold, too. PM Proyet, signed to new imprint S3 Ibiza, is breaking in America, Italy, Sweden and Denmark and scoring locally while ASAP on the Dance Pool.

Spain label is doing well in Latin American territories. Dance Pool now releases about 15 titles a month, including compilation albums and in June showcased many of its international artists and DJs



faithless



albert salmeron



age of love

**'Dance has been getting stronger over the past three years. At first there was no media attention but now there's a real hype surrounding it'**

— Albert Salmeron

ultra nate

19	26	FLAVI	25	27	CLOSE	31	32	WHERE	37	38	SOME	40	41	HUMI
20	28	NO MY	26	29	TIME TO	32	33	NO MY	38	39	OUT	41	42	HUMI
21	30	RISE	27	31	A CHA	33	34	SHAME	39	40	OUT	42	43	HUMI
22	31	A CHA	28	32	WHERE	34	35	AIN'T	40	41	OUT	43	44	HUMI
23	32	WHERE	29	33	NO MY	35	36	THE G	41	42	OUT	44	45	HUMI
24	33	NO MY	30	34	SHAME	36	37	ALL T	42	43	OUT	45	46	HUMI
25	34	SHAME	31	35	AIN'T	37	38	SOME	43	44	OUT	46	47	HUMI
26	35	AIN'T	32	36	THE G	38	39	OUT	44	45	OUT	47	48	HUMI
27	36	THE G	33	37	ALL T	39	40	OUT	45	46	OUT	48	49	HUMI
28	37	ALL T	34	38	SOME	40	41	OUT	46	47	OUT	49	50	HUMI
29	38	SOME	35	39	OUT	41	42	OUT	47	48	OUT	50	51	HUMI
30	39	OUT	36	40	OUT	42	43	OUT	48	49	OUT	51	52	HUMI
31	40	HUMI	37	41	OUT	43	44	OUT	49	50	OUT	52	53	HUMI

Bulletted titles



Telephone 0800 2799888

12 19 SMASH HITS - SUMMER '97  
16 20 BEST SCOTTISH ALBUM IN THE WORLD. EVER

BENZ

### PRIVILEGE IBIZA



cd 1

- 01. ALBERTO GARCIA - "Estar Bien" feat. J. J. Lopez / "Amor Amor Amor" / "El Sueño" / "Nuestro Sueño" / "El Sueño"
- 02. LAI WILSON - "Your Love" / "Your Love" / "Your Love"
- 03. GIANFRANCO FERRARI - "The Love" / "The Love" / "The Love"
- 04. LAI WILSON - "Your Love" / "Your Love" / "Your Love"
- 05. MICHAEL GARD - "Dancing" / "Dancing" / "Dancing"
- 06. TONY - "Your Love" / "Your Love" / "Your Love"
- 07. THE SOUNDS - "The Sounds" / "The Sounds" / "The Sounds"
- 08. WILSON - "Your Love" / "Your Love" / "Your Love"
- 09. LAI WILSON - "Your Love" / "Your Love" / "Your Love"
- 10. WILSON - "Your Love" / "Your Love" / "Your Love"
- 11. WILSON - "Your Love" / "Your Love" / "Your Love"
- 12. WILSON - "Your Love" / "Your Love" / "Your Love"
- 13. WILSON - "Your Love" / "Your Love" / "Your Love"
- 14. WILSON - "Your Love" / "Your Love" / "Your Love"
- 15. WILSON - "Your Love" / "Your Love" / "Your Love"
- 16. WILSON - "Your Love" / "Your Love" / "Your Love"
- 17. WILSON - "Your Love" / "Your Love" / "Your Love"
- 18. WILSON - "Your Love" / "Your Love" / "Your Love"
- 19. WILSON - "Your Love" / "Your Love" / "Your Love"
- 20. WILSON - "Your Love" / "Your Love" / "Your Love"



cd 2

- 01. WILSON - "Your Love" / "Your Love" / "Your Love"
- 02. WILSON - "Your Love" / "Your Love" / "Your Love"
- 03. WILSON - "Your Love" / "Your Love" / "Your Love"
- 04. WILSON - "Your Love" / "Your Love" / "Your Love"
- 05. WILSON - "Your Love" / "Your Love" / "Your Love"
- 06. WILSON - "Your Love" / "Your Love" / "Your Love"
- 07. WILSON - "Your Love" / "Your Love" / "Your Love"
- 08. WILSON - "Your Love" / "Your Love" / "Your Love"
- 09. WILSON - "Your Love" / "Your Love" / "Your Love"
- 10. WILSON - "Your Love" / "Your Love" / "Your Love"
- 11. WILSON - "Your Love" / "Your Love" / "Your Love"
- 12. WILSON - "Your Love" / "Your Love" / "Your Love"
- 13. WILSON - "Your Love" / "Your Love" / "Your Love"
- 14. WILSON - "Your Love" / "Your Love" / "Your Love"
- 15. WILSON - "Your Love" / "Your Love" / "Your Love"
- 16. WILSON - "Your Love" / "Your Love" / "Your Love"
- 17. WILSON - "Your Love" / "Your Love" / "Your Love"
- 18. WILSON - "Your Love" / "Your Love" / "Your Love"
- 19. WILSON - "Your Love" / "Your Love" / "Your Love"
- 20. WILSON - "Your Love" / "Your Love" / "Your Love"

MIXED BY CESAR DE MELERO



CD 1 CD 2

- \*"Sobro Latino" SUENO LATINO
- \*"Lesley" USP. FEAT. JAY WILLIAMS
- \*"Moving on" MOODLIFE FEAT. SONJA ROGERS
- \*"Free" ULTRA NATE
- \*"Love Commitments" GISELE JACKSON
- \*"The Second Coming" LIVING LARGE
- \*"Until The Day" THE KNOWLEDGE
- \*"This is the Only Way" LOVESEADS FEAT. G. LOVE
- \*"Spice From Rio" LAGUNA
- \*"Dive Me" WHPLASH
- \*"I Liv U Baby" THE ORIGINAL
- \*"Black People Have Rhythm" THE LEADERS
- \*"I'm Ready For Good Times" REVELATION
- \*"Dive & Dive" PLUX
- \*"Make U Free" aka. real.
- \*"Ghetto Discharge" WINKA WAX PROJECT
- 1. THE MOHAWKS "The Champ"
- 2. QUANTUM JUMP "The Love Religion"
- 3. SLY & THE FAMILY STONE "If You Want me to Stay"
- 4. ERIC BURDON "Spill the Wine"
- 5. RAY BARRETTO "Spill Dreamness"
- 6. WILLIAM DE VAUGHN "Be Thankful for What You've Got"
- 7. RANSEY LEWIS "Side East"
- 8. GILL WITHERS "Inknot"
- 9. LEE DORSEY "Ride Your Pony"
- 10. THE MARSH KEYS "Last Night"
- 11. JOHN LEE HOOKER "Shake It Baby"
- 12. GILLY STEWART "Surrounding"
- 13. THE SPENCER DAVIS GROUP "In a Man"



CD 1 Mixed by Dj Piti  
CD 2 Compiled by Pippi

ref. VENCDA 114



CD 1

CD 2

CD1 Mixed by Dj. Reche  
CD2 Mixed by Jose de Divina

ref. VENCDA 113

Released by Vendetta Records on 7th July

- Available on double CD & double MC -  
BLANCO Y NEGRO MUSIC Amigó, 14-16 - 08021 Barcelona - Spain Tel: 200 70 77 - FAX: 202 08 78  
WEB SITE: www.blancoynegro.com E-MAIL: mail@blancoynegro.com

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24
I'LL	D'YOU	FREEL	C U W	FREE	EQUA	BLIND	LAZY	HISTO	G.H.E	SO HE	PIECE	GOTH	BITTE	SOME	LOOK	I WAK	MMAN	HOW	PROX	COCO	THE J	JUST	THE INT
2	1	4	3	8	6	4	5	9	10	11	7	9	12	13	16	14	10	19	20	18	17	15	13

at a 5,000-capacity Madrid venue. Meanwhile, BMG Danconet was set up six months ago based in Barcelona, which is fast becoming Spain's dance capital, to release tracks from Logic, Deconstruction, Hansa and Brezze. It is currently enjoying its first top five hit with 'Love And Respect' by Supa 1 And The Party Animals, signed to German BMG dance label Brezze. To date the track has sold 2,000 vinyl and 3,000 CD units but marketing director Paul Orellana is expecting sales to reach around 15,000 as the track is soon to be used for a beer commercial.

Promotion in Spain is still at an embryonic stage. While some underground labels handle their own promotion, many labels promote new releases through specialist distribution companies which know the vinyl stockists and shops used by DJs. Sony's Tudanca is one of the few to mail out white labels to DJs but this form of promotion is still quite undeveloped.

Radio support is just beginning to kick in. Nationwide broadcaster Cadena yo Principales has started some specialist programming, and Flash FM, which covers Catalonia, "has really pushed house and techno with its specialised programming," according to Blanco y Negro's Rossella Solmi. With morale high on the domestic front, Spanish labels are now looking to the international market for further success. "It's amazing, but the international

reaction to our records has been better than the Spanish," says Boozo's label manager Roberto Roman, who exports to the UK, Germany and France via Frankfurt-based distribution company Neutron. For the majors in particular, success abroad depends on English vocals. "We have very good producers but no English voices," says Marior Dazal at BMG Danconet. "That's why product from here doesn't really do well outside Spain. You can't sell a track with Spanish vocals to the German market, for example."

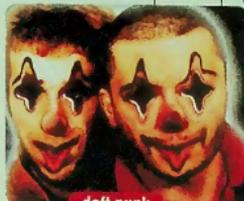
Max often tests tracks with English language vocals. If they sound right singers are flown in from the UK for the recording session. Boozo has so far released only instrumental tracks but is working on two deep house releases with English lyrics.

The need for English voices is clearly one of the reasons why vocal-free instrumental house and techno does so well in Spain. "Dance music is a more universal language than rock music," says Salmeron. "It's like Bach or Mozart." The underground labels are all heavily committed to

working with local dance acts. Cosmos is bringing four of its DJs and two live acts over to London this summer for a showcase at the Blue Note and is discussing UK distribution with Tronewarp. Max had a top five hit in Germany earlier this year with a techno track, 'Ping Pong' by Object 1. Blanco y Negro is producing Homegrown dance in its three studios, and has planned a series of mix compilations by well-known Ibiza DJs. Ku resident Cesar de Mielero has already mixed 'Vendetta House Fruits Volume 2', and releases are lined up from DJ Pipi from Pacha and DJs Rucha and Jose de Divina from Space.

However, the Ibiza scene doesn't have a huge bearing on what's happening on the mainland. "Balkan music had been going on for ages before the UK discovered it," says Solmi. "Ibiza could have been an influence, but now the British bring their own clubs with them."

Despite the UK-led nature of the worldwide dance market, Spain is certainly enjoying success on home ground and has its sights set on becoming an international force. "Our techno and house producers are finding it easier to be accepted by the European market than the rock bands did," says Boozo's Roman. "They're getting into it more easily and spontaneously. I definitely think it's time for Spain to dance."



**dapt punk**



**supa 1**



**underworld**

FreePhone 0800 2799888

## sonar...so good

The fourth Sonar convention in Barcelona proved the growing importance of dance music in Spain. By bringing artists and DJs of international renown to the country, it has raised public awareness of the genre throughout Spain. This year it attracted more than 27,000 visitors from Germany, Austria, Belgium, Canada, Denmark, France, Italy, Japan, Portugal, Switzerland, the UK and the US.

The convention combined live acts, DJs, multimedia events and panels with the Sonarvillage, a forum of around 60 stands taken by record companies, distributors, club promoters and manufacturers of recording equipment. However, it was more geared towards selling records, magazines and club gear than actually going deep.

"It's more a music festival than a mini-Midem," says Warp director Steve Beckett, who was attending for the second time. "I love the whole feel of it."



**sonar 97**

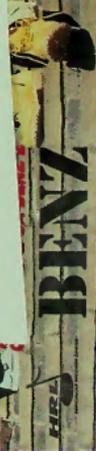


turned into the Sonar Club for the duration. On the first night, Andrew Weatherall and Dapt Punk were billed to appear amidst Spanish acts and DJs. Even those with no hope of gaining entrance were undeterred, setting up their own parties outside the venue, with sound systems booming from the backs of vans and car boots reminiscent of the early British raves. Other DJs and acts appearing across the weekend included Clark Craig, Roger Sanchez, Kruder & Dorfmeister, Dave Clarke, Colcutt, Richie Hawtin, Jeff Mills and Laurent Garnier.

Although the emphasis was more on music than business, UK delegates like Beckett still found time to discuss licensing tracks and it's likely that as the event grows, more and more international contacts will be forged and deals done.

Each evening hordes of people thronged outside Barcelona's Pavelló Poliesportiu de la Mar Bella, which was

19 **SWASH HITS - SUMMER 97**  
20 **BEST SCOTTISH ALBUM IN THE WORLD - EVER!**



19	26	FLAMMI
25	27	CLOSE
24	28	TIME TO S
29	DOWN	
11	30	RISING
22	31	A CHA
30	32	WHERE
20	33	NO ME
34	SHAKE	
28	35	AIN'T
36	THE BR	
27	37	ALL T
38	SOME	
39	OUT C	
31	40	RUNE

Bulleeted Index

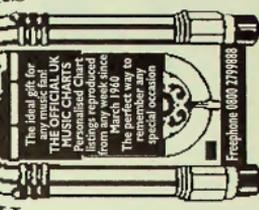




- 21 **25** MOTHER NATURE CALLS Cast Polydor
- 35 **26** (WHAT'S THE STORY) MORNING GLORY? Oasis Creation
- 31 **27** FALLING INTO YOU Celine Dion Epic
- 30 **28** TRAVELLING WITHOUT MOVING Jamiroquai Sony/SZ
- 22 **29** MIDDLE OF NOWHERE Hanson Mercury
- 14 **30** GUNS IN THE GHETTO UB40 DEF International
- 1 **31** ONE SECOND Paradise Lost Music For Nations
- 25 **32** BLUR Blur Food/Parlophone
- 34 **33** OCEAN DRIVE Lighthouse Family Wild Card/Polydor
- 60 **34** POP U2 Island
- 33 **35** FLAMING PIE Paul McCartney Parlophone
- 41 **36** SECRETS Toni Braxton LaFace
- 23 **37** SOME OTHER SUCKER'S PARADE Dal Aminti A&M
- 37 **38** TELLIN' STORIES The Charlatans Beggars Banquet
- 42 **39** OLDER George Michael Virgin
- 29 **40** ROMANZA Andrea Bocelli Philips Classics

© GUN. Produced in co-operation with the EP1 and BAND, based on a sample of more than 1,000 record outlets.

## TRACKS OF YOUR YEARS



Freephone 0800 2739888

# OLD YEP!

## TOP TWENTY COMPILATIONS

### 1 NOW THAT'S WHAT I CALL MUSIC! 37

- 1 **2** THE BEST DISCO ALBUM IN THE WORLD... EVER! Virgin/BLU
- 2 **3** CLUB CUTS 97 - VOLUME 2 Tracey TV
- 4 **4** KISS 100FM - SMOOTH GROOVES Religion TV
- 3 **5** THE BEST SUMMER ALBUM IN THE WORLD... EVER! Virgin/BLU
- 7 **6** THE ULTIMATE SUMMER PARTY ANNUAL Saba Music
- 1 **7** A DECADE OF BIZA - 1991-1997 Tracey TV
- 8 **8** 100% SUMMER MIX 97 Tracey TV
- 8 **9** THE BEST... ALBUM IN THE WORLD... EVER 6 Virgin/BLU
- 5 **10** THE BEST CLUB ANTHEMS... EVER! Virgin/BLU
- 11 **11** SESSIONS EIGHT - 1000 TERRY Money Off Sound
- 12 **12** THE OLD SCHOOL REUNION Religion Hitlab
- 13 **13** SIXTIES SUMMER MIX Tracey TV
- 14 **14** WHAT A FEELING! Counties
- 15 **15** SUGAR HITS! Religion TV
- 16 **16** CLUBLAND Tracey TV
- 17 **17** ROMED + JULIET (OST) Pirelli Soundtracks
- 18 **18** CLUB MIX 97 - VOLUME 3 Religion TV
- 19 **19** SMASH HITS - SUMMER 97 Virgin/BLU
- 18 **20** BEST SCOTTISH ALBUM IN THE WORLD... EVER! Virgin/BLU

- 26 **26** FLAMING JUNE BT Perfecto
- 25 **27** CLOSER THAN CLOSE Rosie Games Big Bang
- 24 **28** TIME TO SAY GOODBYE (DON'T LEAVE THIS WAY) Sarah Brightman and Andrea Bocelli Creation
- 21 **29** DOWN TO EARTH Grace Perfecto
- 11 **30** RISINGSON Massive Attack Circa
- 22 **31** A CHANGE WOULD DO YOU GOOD Sheryl Crow A&M
- 1 **32** WHERE HAVE ALL THE COWBOYS GONE? Paula Cole Warner Bros
- 20 **33** NO MORE TALK Dubstar Food/Parlophone
- 1 **34** SHAKE YOUR BODY (DOWN TO THE GROUND) Full Invention Sugar Daddy
- 28 **35** AIN'T NOBODY The Brothers
- 1 **36** THE GREATEST SHOW ON EARTH Strangelove Food/Parlophone
- 27 **37** ALL THAT I GOT IS YOU Ghostface Killah Epic
- 1 **38** SOMEBODY LIKE YOU Eliaze VC Recordings
- 1 **39** OUT OF MY HEAD 97 Marraudona Scopa
- 31 **40** HUNDRED MILE HIGH CITY Ocean Colour Scene MCA

! Bullered titles are those with the biggest sales gains over last week





# R&B SINGLES

This	Last	Title	Artist	Label	Cat. No. (Distributor)
1	1	I'LL BE MISSING YOU	Full Daddy & Faith Evans	Full Daddy/Arista	7432148181 (BMG)
2	2	CU WHEN U GET THERE	CeeLo featuring 40 Thoz	Tennys/Boyz CD/Tric/D	738/410150
3	NEW	G.H.E.T.T.O.U.T.	Changing Faces	Atlantic	AT 00037 (W)
4	3	HISTORY/GHOSTS	Michael Jackson	Epic	(S&M)
5	4	GOTHAM CITY	R Kelly	Jive	JIVET 428 (P)
6	NEW	LOOK INTO MY EYES	Bone Thugs-N-Harmony	Epic	6947696 (S&M)
7	5	HOW COME, HOW LONG	Babyface featuring Stevie Wonder	Epic	CD 5860202 (S&M)
8	6	I WANNA BE THE ONLY ONE	Bernal featuring BeBe Winans	EMI	CD CD0EM 472 (E)
9	NEW	SOMEBODY LIKE YOU	Elate	VC Recordings	VCRT 22 (E)
10	8	ALL THAT I GOT IS YOU	Ghostface Killah	Epic	6949846 (S&M)
11	7	SLOW FLOW	The Braxtons	Atlantic	AT 00011 (W)
12	NEW	STOP BY	Rahsaan Patterson	MCA	MCAST 48055 (BMG)
13	9	HARD TO SAY I'M SORRY	Az Yet	LaFace/Arista	7432148149 (BMG)
14	14	YOU ARE THE UNIVERSE	The Brand New Heavies	Mer	BNHX 9 (P)
15	10	THE THEME	Tracy Lee	Universal	UNT 56133 (BMG)
16	17	I BELIEVE I CAN FLY	R Kelly	Jive	JIVET 415 (P)
17	13	DAYS OF YOUTH	Laurnea	Epic	6949308 (S&M)
18	11	BRAIN	Jungle Brothers	Geese Street	GEES00388 (S&M/V)
19	12	WE TRYING TO STAY ALIVE	Wyclef Jean/Refugee Allstars	Columbia	CD 694835 (S&M)
20	19	YOU MIGHT NEED SOMEBODY	Shyla Ama	WEA	CD-WEA 09102 (W)
21	16	LIKE I DO	For Real	Rowdy	7432148591 (BMG)
22	15	HEY DJ! (PLAY THAT SONG)	N-Tyce	Telstar	CD-COSTAS 2885 (BMG)
23	18	CRUSH ON YOU	Li'l Kim	Atlantic	AT 000 27 (W)
24	21	ILL BE	Foxy Brown featuring Jay-Z	Def	Jam 5710431 (P)
25	22	I DON'T WANT TO	Toni Braxton	LaFace	CD 7432148612 (BMG)
26	28	NEVER, NEVER GONNA GIVE YOU UP	Lisa Stansfield	Arista	CD 7432148639 (S&M)
27	27	IN MY BED	Dre' Hill	Fourth & Broadway	CD-BRCD 353 (P)
28	NEW	MR. BIG STUFF	Grandmaster Melle-Mel & Scrip	Reputation	909840 RAP (P)
29	29	ON & ON	Erykah Badu	Universal	UNT 56117 (BMG)
30	29	GAME OVER	Scarface	Virgin	VST 123 (E)
31	23	WHATEVER	En Vogue	East West	E 38427 (W)
32	NEW	BLOOD ON THE DANCE FLOOR	Michael Jackson	Epic	CD 6944625 (S&M)
33	31	HYPNOTIZE	The Notorious B.I.G.	Full Daddy/Arista	7432148641 (BMG)
34	32	AIN'T NOBODY	LL Cool J	Geffen	GFST 22195 (BMG)
35	30	DON'T WANNA BE A PLAYER	Joe	Jive	JIVET 410 (P)
36	25	DON'T LEAVE ME	Blackstreet	Interscope	INT 95534 (BMG)
37	NEW	GOTTA BE YOU	JT	Epic	CD 6943842 (S&M)
38	24	LOVE, PEACE & HAPPINESS	Least Boys	Universal	UNT 56131 (BMG)
39	33	WONDERFUL TONIGHT	Damage	Big Life	CD-CDLBD4 134 (P)
40	37	FOR YOU I WILL	Monica	Atlantic	A54377 (W)

© CML. Compiled from data from a panel of independents and specialist shops.

# DANCE SINGLES

This	Last	Title	Artist	Label	Cat. No. (Distributor)
1	3	SOMETHING GOIN' ON	Todd Terry	Manhattan	PE58 25 (P)
2	2	FLAMING JUNE	BT	Perfecto	PERF 1457 (W)
3	NEW	SHAKE YOUR BODY (DOWN TO THE GROUND)	Flt Intention	Sugar Daddy	Y2STR8 (P)
4	NEW	HARVEST FOR THE WORLD	Terry Hunter	Delirious	DELX 4 (BMG)
5	4	FREED FROM DESIRE	Gala	Big Life	BLRT 126 (P)
6	NEW	STOP BY	Rahsaan Patterson	MCA	MCAST 48055 (BMG)
7	NEW	OUT OF MY HEAD 97	Mamadona	Scoop	SP 1 (MG)
8	NEW	DOWN TO EARTH	Grace	Perfecto	PERF 1427 (W)
9	NEW	GROOVE ON	Yo Yo Honey featuring Acta Jamet	Wans	WO87 001 (P)
10	NEW	G.H.E.T.T.O.U.T.	Changing Faces	Atlantic	AT 00037 (W)
11	NEW	SOMEBODY LIKE YOU	Elate	VC Recordings	VCRT 22 (E)
12	NEW	STILL A THRILL	Sybil	Coalition	COLA 0077 (W)
13	NEW	CALL & RESPONSE/COMPUTER STATE	Source Direct	Source	GEDT 4 (E)
14	NEW	WHERE IS THE LOVE/THE WAY THAT YOU FEEL	Adele	Distributive	D15N7 31 (P)
15	23	FREE	Ultra Nate	AM-PM	582245 (S)
16	12	ALL THAT I GOT IS YOU	Ghostface Killah	Epic	6949846 (S&M)
17	NEW	LET IT GO	Black Magic	Strictly Rhythm	SR12 350 (Import)
18	11	THE THEME	Tracy Lee	Universal	UNT 56133 (BMG)
19	8	REINCARNATED/ACHILLES HEEL	DJ Die	Full Cycle	FCV13 (S&R)
20	7	OYE COMO VA	Too Pure & The Lethal Injection	Too Pure	W436 MCAST 4038 (BMG)
21	6	BRAIN	Jungle Brothers	Geese Street	GEES00388 (S&M/V)
22	5	HERE COMES TROUBLE - VOLUME 6	IQ Collective/DJ Red	Trouble On Vinyl	10V11028 (S&M)
23	16	WAITING HOPEFULLY	O'Jade	VC Recordings	VCRT 21 (E)
24	1	RISINGSON	Massive Attack	Coca	WBRT 8 (E)
25	NEW	LE PATRON EST DEVENU FOU!	Sugar Discount Presents	Different	DIF 604 (V)
26	NEW	ROLLERBLADE	Movie! Melodics	Movie! Melodics	5822271 (P)
27	19	SET IN STONE/FORBIDDEN ZONE	Bedrock	Saves	12STR 80 (P)
28	15	THE AGE OF LOVE - THE REMIXES	Age Of Love	React	12REACT 100 (V)
29	NEW	MOVING ON	Dreazone	Virgin	VST 1825 (E)
30	NEW	AIN'T NO PLAYA	Jay-Z featuring Foxy Brown	Northstar	7432148181 (BMG)

# DANCE ALBUMS

This	Last	Title	Artist	Label	Cat. No. (Distributor)
1	1	THE FAT OF THE LAND	The Prodigy	XL Recordings	XLLP 121 (W&M)
2	2	TUFF JAM PPS UNDERGROUND REUNIONS - 1	Various	Satellite	7432149467/7432149468 (BMG)
3	NEW	SESSION'S EIGHT - TODD TERRY	Various	Ministry Of Sound	MNSP 810 (S&M)
4	NEW	THE LONDON DREAM TEAM - IN SESSION	Various	4 Liberty	LIBTLP 002/01BM0202 (P)
5	6	MEN IN BLACK - THE ALBUM (OST)	Various	Columbia	4881221/4881224 (S&M)
6	4	NEW FORMS	Roni Size Reprazent	Tekla	LD 53433/5343324 (P)
7	NEW	MTV UNPLUGGED EP	Muswell	Columbia	4882921/4882924 (S&M)
8	3	UNITED DANCE PRESENTS ANTIEM'S 2 - 36 32	Various	United Dance	UNLP 004/UNMC 004 (P)
9	5	WU-TANG FOREVER	Wu-Tang Clan	Luca	07836305/7432147594 (S&M)
10	NEW	THE OLD SKOOL REUNION	Various	PolyGram	TV/Cloves TV-ARACMD 89 (P)

## THE MBI WORLD DIRECTORY - YOUR DIRECT LINK TO THE GLOBAL MUSIC INDUSTRY

Since its launch in 1991, MBI has become an essential source of information for senior music executives around the globe. Now MBI offers you even closer links with the global music industry via the MBI WORLD DIRECTORY 1997.

The MBI WORLD DIRECTORY 1997 contains over 5000 pages of contact details for music industry companies across a balance of territories worldwide.

Companies are listed in 5 regions: Europe, North America, Latin America, Asia Pacific, and Africa/Middle East. Listings appear under business categories ranging from major record companies, including their senior executives, to retailers, media companies, studios, manufacturers, legal/financial services, societies, organisations and much more.



# MBI

WORLD DIRECTORY

The MBI World Directory is available now priced £75.

To order your copy call Richard Coles or Anna Sporn on 0171 921 5906 or 0171 921 5957

# SPECIALIST CHARTS

26 JULY 1997

# MUSIC VIDEO

# VIDEO

This	Last	Artist	Title
1	1	SPICE GIRLS	Spice-Official Video Volume 1
2	2	MICHAEL JACKSON	History On Film - Volume II
3	3	BACKSTREET LIVE	In Concert
4	4	SPICE GIRLS	Spice Power (unauthorised)
5	5	OASIS	...Then & Then
6	4	JOHN BON	2011 Documentation
7	7	MICHAEL FLYTE	Land of the Dance
8	6	PETER ANDRE	Reveal - The Video
9	8	LIVE	CAT RECORDING Live Mixables In Concert
10	10	BLUES BROTHERS	The Best Of
11	10	BILL WHELAN	Rivendence-The Show
12	13	MICHAEL JACKSON	Video Greatest Hits - History
13	9	SHEELY CROW	Live From The Palladium
14	11	TINA TURNER	Wildcat Dream Tour
15	13	THE PRODIGY	Electric Punks

Label	Cat No	15	19	17	BILL WHELAN <th>Rivendence-New Show</th>	Rivendence-New Show		
Virgin	VDV2354	17	17	17	BOYZ	Live At Wembley		
SMV	501332	18	12	12	MICHAEL BALL	The Mincals & More		
Jive	24621	19	19	19	ORIGINAL CAST	Buddy-Buddy Holly Story		
Visual	VS0102	20	14	14	LUENEN	Mad In Heaves - The Films		
SMV	201022	21	15	15	QUINCY JAMES	The Official Story Of Pavarotti		
045703	22	24	24	24	JOE SATRIANI	ERIC JOHNSON	STEVE WAIGS	Live In Concert
WL43083	23	22	22	22	BOYZ	Live By The Sea		
Mutheon	VD235	24	26	26	BACKSTREET BOYS	Backstreet Boys		
Video Collection	VD238	26	21	21	ROZELLE	Soul and Stone		
Video Collection	VC0416	27	28	28	RYDYM	It's A Boy Life		
VD	VC0416	28	18	18	TAT	That's About My Elva - The Movie		
SMV	501722	29	20	20	DANIEL O'DONNELL	The Irishman With		
VL4	044803	30	6	6	DANIEL O'DONNELL	The Classic Live Concert		
Feedback	FD030							
XL	Reckords	XC107						

Thelast	Title	Label	Cat No
1	FRENDS - SERIES 2 - EPISODES 54	Warner Home Video	VS1032
2	FRENDS - SERIES 2 - EPISODES 14	Warner Home Video	VS1031
3	FRENDS - SERIES 2 - EPISODES 12	Warner Home Video	VS1030
4	EXECUTIVE DECISION - The Official Video - Volume 1	Virgin	VD2024
5	EXECUTIVE DECISION	Warner Home Video	VS1029
6	PRIDE AND PREJUDICE	BBC	BBV020
7	INDEPENDENCE DAY	Fox Video	4125W
8	CHILDREN PLAYBOOK FAVORITES	Video Collection	VC140
9	FRENDS - BOXSET - VOLUME 3	Warner Home Video	VS1013
10	FRENDS - SERIES 1 - EPISODES 14	Warner Home Video	VS1012
11	FROM DISK TILL DAWN	Hollywood Pictures	VS1003
12	JURASSIC PARK	CD Video	1961750
13	FRENDS - SERIES 1 - EPISODES 15	Warner Home Video	VS1011
14	ROAD OF THE LIONS 1997	Fox Video	44715
15	FRENDS - SERIES 1 - EPISODES 18	Warner Home Video	VS1010

# INDEPENDENT SINGLES

# INDEPENDENT ALBUMS

This	Last	Artist	Title
1	1	OASIS	D'YOU KNOW WHAT I MEANT
2	2	COOLIO FEAT 43 TREVZ	C U WHEN U GET THERE
3	4	GALA	FREED FROM DESIRE
4	5	R.KELLY	GOTHAM CITY
5	1	TEENAGE FANCLUB	AIN'T THAT LIKE ENOUGH
6	3	AGE O' L	THE ACE OF LOVE - THE REMIXES
7	2	COPPER CUP	COPPER CUP
8	2	NEW POWER GENERATION	THE GOOD LIFE
9	10	JARVIS BRIDGES	BRAIN
10	10	SCARLETT	ALKALINE
11	5	HURRICANE #1	JUST ANOTHER ILLUSION
12	4	DOPECHO MODE	HOME
13	11	R.KELLY	I BELIEVE I CAN FLY
14	8	SKUNK ANANSIE	BRAZEN WEEPS
15	7	CHARLIE	HOW HIGH
16	10	PRIMAL SCREAM	STAR
17	17	LAURENT GARNIER	FLASHBACK
18	6	SUBSCRIB	BCD
19	3	WANNADIES	SHORTY
20	21	OASIS	WHAT? I'VER

Label	(distributor)	Creation	CRES0256	11 <th>1 <th>VANISHING POINT</th> </th>	1 <th>VANISHING POINT</th>	VANISHING POINT
Tommy Boy	TRC0785	(V/Disc)		2	2	STOOSH
Big Life	BLR0135	(P)		3	1	LADIES & GENTLEMEN WE ARE...
Jive	JIVEC0428	(P)		4	4	(WHAT'S THE STORY) MORNING...
Creation	CRES0208	(M/V)		5	3	TELLU STORIES
Creation	CRES0210	(M/V)		6	1	BIG MEN LOVE
Creation	CRES0210	(M/V)		7	5	BECOMING X
WPG	0601515	(M/P)		8	10	DEFINITELY MAYBE
Goose	STR0500303	(M/V)		9	10	GOLDEN SECTION
Creation	CRES0204K	(M/V)		10	7	PLACEBO
Creation	CRES0204K	(M/V)		11	8	ULTRA
Mute	CDOMB27	(RTM/Disc)		12	6	KING OF FOOLS
Creation	CRES0204K	(M/V)		13	13	FOREVER
One Little Indian	18177121	(P)		14	11	BUENA VISTA SOCIAL CLUB
Beggars Banquet	BBQ1322	(RTM/Disc)		15	17	Stone Roses
Creation	CRES0205	(M/V)		16	18	PARANOID & SUNBURNT
F Communications	F0842	(P)		17	18	COMING UP
Echo	ECSC43	(V)		18	12	BAGSY ME
Indolent	DIE1001	(V)		19	14	SPIEDERS
Creation	CRES02185	(M/V)		20	9	FURTHER

Artist	Creation	CRC0178 <th>(M/V) </th>	(M/V)
Primal Scream	Creation	CRC0178	(M/V)
Skunk Anansie	One Little Indian	LP1P	8500 (P)
Spiritualized	Dedicated	DE02034	(V)
Dass	Creation	CRED0	180 (M/V)
Charlatans	Beggars Banquet	BBC0190	(RTM/Disc)
Banco De Filip	Planet Dog	BARCK0025	(P)
Sissaker Rings	Clean Up	CUP	0202 (V)
Oasis	Creation	CD	1819 (M/V)
System 7	Butterfly	BLF0227	(P)
Placebo	Elevator Music	CDL008X	(V)
Dapeche Mode	Mute	CDSTUMM148	(RTM/Disc)
Delirious?	Foetus?	FURYCD1	(T/P)
Damage	World	BLRCD31	(P)
Fy Croder	World Circuit	WCD050	(P)
Stone Roses	Silvertone	DRECD	502 (P)
Skunk Anansie	One Little Indian	LP1P	552 (P)
Sunde	Nude Nude	6CD	(M/V)
Wannadies	Indolent	DIE0008	(V)
Space	Get	GUTCD	1 (T/P)
Geneva	Nude Nude	6CD	(M/V)

# COUNTRY

This	Last	Artist	Title
1	1	DANIEL O'DONNELL	SONGS OF INSPIRATION
2	5	ALISON KRASS & UNION STN	SO LONG SO WRONG
3	3	MARY CHAPIN CARPENTER	STONES IN THE ROAD
4	2	CHARLIE LINDSBOROUGH	WITH YOU IN MIND
5	4	NANCY GRIFFITH	BLUE ROSES FROM THE MOONS
6	7	GARTH BROOKS	IN PIECES
7	6	TIM MCGRAW	EVERYWHERE
8	9	LATELOR RINES	BLUE
9	12	MAVEIKKE	MUSIC FOR ALL OCCASIONS
10	13	SHANIA TWAIN	THE WOMAN IN ME

Label	(distributor)	Ritz	RITZ82	709	(P)	
Rounder	ROU03083	(DIR)		13	15	TIMELESS
Columbia	477675	(SM)		14	11	NO FENCES
Ritz	RITZ82	0078	(P)	15	8	CARRYING YOUR LOVE WITH ME
Elektra	755629152	(W)		16	18	SHADES OF BLUE
Liberty	CBEST	2212	(E)	17	19	A PLACE IN THE WORLD
Curb	CURC0039	(F)		18	17	WHAT IF IT'S YOU
Curb	CURC028	(F)		19	22	EVERYBODY KNOWS
MCA	MCD	1154	(BM)	20	14	NASHVILLE

Artist	Capital	CDGB	1	(E)
Garth Brooks	Capital	CDGB	1	(E)
Sara Evans	RC	7432142512	(BM)	
Daniel O'Donnell/MaryDuff	RITZ	RTZ82	707	(P)
Garth Brooks	Capital	CED2	2138	(E)
George Strait	MCA Nashville	MCA011584	(BM)	
Mary Duff	RITZ	RITZ82	7209	(P)
Mary Chapin Carpenter	Columbia	485122	(BM)	
Baba McTearie	MCA	MCD	1150	(BM)
Trisha Yearwood	MCA	MCD	11512	(BM)
Bill Flinn	Nonesuch	755979152	(W)	

# MID PRICE

This	Last	Artist	Title
1	2	PARLO HONEY	PARLO HONEY
2	1	BLUE LINES	BLUE LINES
3	3	MEXXIA A.D.	MEXXIA A.D.
4	4	THE PIANO - OST	THE PIANO - OST
5	5	BLOKE ON BLOKE	BLOKE ON BLOKE
6	5	STONE ROSES	STONE ROSES
7	7	BROTHERS IN ARMS	BROTHERS IN ARMS
8	8	LIVE WOOD	LIVE WOOD
9	16	TRACY CHAPMAN	TRACY CHAPMAN
10	6	CHANTS AND DANCES OF THE NATIVE AMERICAN	CHANTS AND DANCES OF THE NATIVE AMERICAN

Label	(distributor)	InterScope <th>IND</th> <th>90003</th> <th>(BMG) </th>	IND	90003	(BMG)	
Parlophone	CSPS	7340	(E)	11	9	A NORTHERN SOUL
Wild Bunch	WBRC0	1	(F)	12	14	BROBBEN & JEROME
Virgin International	COVIR	1	(F)	14	11	SOUTHSIDE
Venture	COX9319	(E)		15	8	TUBULAR BELLS
Cooking Vinyl	COOK001	(V)		16	9	A SHORT ALBUM ABOUT LOVE
Silvertone	DRECD	502	(P)	17	12	WHAT COLOUR IS THE WIND
Vertigo	VA0482	(F)		18	10	OFF THE WALL
Cap	DISC	825412	(F)	19	20	WORK AND NON WORK
Elektra	EXT440	(V)		20	20	APPETITE FOR DESTRUCTION
Virgin	COVX	2351	(E)			

Artist	Hut	CDHUT <th>27</th> <th>(E)</th>	27	(E)
The Verve	Hut	CDHUT	27	(E)
Robson & Jerome	RC	743212392	(BMG)	
Various	Castle Communications	MSC0517	(BMG)	
Texas	Mercury	831713	(F)	
Miles Duffin	Virgin	CDV	2001	(E)
Dwaine Comedy	Selane	SETCD	036	(V)
Charlie Lindsbrough	RITZ	RTZ82	542	(P)
Michael Jackson	Off	1008081	(SM)	
Broadcast	Warp	WARP0252	(RTM/Disc)	
Guns N' Roses	Geffen	GFD	2418	(BMG)

# ROCK

# JAZZ & BLUES

This	Last	Artist	Title
1	3	NO DOUBT	TRAGIC KINGDOM
2	1	SKUNK ANANSIE	STOOSH
3	2	MAGADOATH	CRYPTIC WRITINGS
4	5	JOHN BON JOVI	DESTINATION ANYWHERE
5	4	REEL	CLOW
6	4	NEVANA	GREATEST HITS
7	6	NOVANA	NEVERMIND
8	7	NOVANA	THE COLOUR AND THE SHAPE
9	6	FAITH NO MORE	ALBUM OF THE YEAR
10	7	JIM HENDRIX	ELECTRIC LADYLAND

Label	(distributor)	InterScope <th>IND</th> <th>90003</th> <th>(BMG) </th>	IND	90003	(BMG)	
Capitol	CDST2751	(F)		2	2	THE MOMENT
Mercury	348042	(SM)		4	10	OJC COLLECTION
PolyGram	TV	3561952	(V)	5	10	OJC COLLECTION
DGC	DDCD	24425	(BMG)	6	10	OJC COLLECTION
Roswell	CD	5725	(E)	7	6	KIND OF BLUE
Slash	828912	(F)		8	9	BREATHLESS
MCA	MCD	11090	(BMG)	10	10	NOVOROCAN SOUL

Artist	Label	(distributor)	Universal <th>UNO <th>5321</th> <th>(BMG)</th> </th>	UNO <th>5321</th> <th>(BMG)</th>	5321	(BMG)
Enyah Badu	Universal	UNO	5321	(BMG)		
Kenny G	Arista	07822189352	(BMG)			
Miles Davis	Original Jazz Classics	OJC0015	(CR)			
John Coltrane	Original Jazz Classics	OJC0003	(CR)			
The Beltones	Original Jazz Classics	OJC0002	(CR)			
Chet Baker	Original Jazz Classics	OJC0001	(CR)			
Miles Davis	Columbia	4606302	(SM)			
Kenny G	Arista	07822189352	(BMG)			
NuJazzian Soul	Talkin	LSD	334622	(F)		
Ti Mahat	Private Music	0100521512	(BMG)			

# the big sell

Music merchandising has made great strides in recent years – with higher-quality, and more imaginative, products coming to the fore

When Radiohead embark on their forthcoming UK arena tour, they will not only be making the leap into becoming a stadium band, they will be leading a revolution in music merchandising, too.

Radiohead have launched their own merchandising outfit W.A.S.T.E., to design and market their own high-quality range of products and they hope the new initiative will help them secure a foothold in the booming High Street sportswear market that has drastically reduced interest in the traditional rock band tour shirt.

"Music merchandisers should forget about formats and listen to the customer," says Chris Parkes, managing director of Merchandising For Life, which manages W.A.S.T.E. products.

"If we are to survive, we've got to behave the same way as the fashion industry. It's no use us going in saying 'We're rock'n'roll so we can do what we like'. This is real business and we have to treat it as such with all the testing procedures, proper samples and everything else. We are aiming to bring out shirts that a kid would be proud to buy at his surf/skate shop. We want to break out of the mould of music merchandising."

Radiohead-branded merchandise was among the bestsellers at this year's Glastonbury Festival. On their forthcoming tour, they will offer their own custom-designed range of caps, shirts and sportswear, with not a single picture of the band, screen print or list of tour dates in sight.

"The band basically decides what they want and we are just here to stop them tripping up," says Parkes. "For bands like Radiohead, it's not a question of how much money can be made from merchandising. They see it as a further reflection of their art and a question of making the right investment. The profit margins may be lower, but they can't have to worry about being embarrassed by their merchandise."

Paul Weller's current tour offers further pointers to the way music merchandising will develop in the future. BIG (Bravado International Group) Tours, which handles Weller's merchandising, has

struck a deal with fashion shirt makers Ben Sherman, resulting in one of the company's top-of-the-range shirts carrying a Weller label and logo selling for £35.

"We are trying to get into this idea of cross endorsement with a company associated with the act," says BIG's head of A & R, Doug Hurcombe. "Paul Weller's marketing has to be very targeted. You won't sell many posters and you wouldn't want his name stamped over everything. You have to go for something a little more subtle and classy and there has been a great reaction to the Ben Sherman shirts."

Like Radiohead's W.A.S.T.E. products, Weller's upmarket shirts are moving retail music merchandising away from the record shops and into the High Street sportswear and fashion shops. Oasis are even opening their own internet shop

during August to sell their own range of clothing, further shifting the emphasis away from the traditional tour stalls/record stores strategy. "Oasis are very opinionated about the whole thing, they're well into it," says Wayne Clarke, director of Underworld, which looks after Oasis's merchandise. "We've been working with them from day one and we've got a good understanding with them and their fans. They know they can buy a new range of clothes at the gigs and they aren't going to fall apart or shrink when you wash them."

Heavy metal has faded as a merchandising force in recent years, overtaken by the previously moribund dance market, led by Prodigy products. The teen industry remains buoyant, however, ignited by the continuing success of Spice Girls, Boyzone, Peter Andre and 911.

The demand for high-quality product

has also reached the younger end of the market, where cheap posters and low-range T-shirts traditionally reigned.

"There are still a few people plugging the old photos and there's still some cheesy stuff in the sector," says Doug Hurcombe of BIG, which handled the recent Peter Andre tour. "But we are certainly trying to treat the range in as grown-up a way as possible. For Peter Andre, we tried to put a design element into all the garments we were selling on the tour – the sort of stuff the fans might see in Top Shop. Our bestseller was the tour book, which we sold for £5, but it was very good value with cut-outs and embossing. We also sold a lot of knick-knacks such as badges and key rings."

The Andre tour also struck a significant blow against bootleggers. Police and trading standards investigators swooped to arrest teams of bootleggers before Andre's concert at Glasgow NEC.

At this level, merchandising has unlimited – and more lucrative – retail possibilities. BIG is currently handling the licensing of an Action Man-style Peter Andre doll to be sold into stores alongside mugs and bedspreads.

Boyzone, too, are diversifying. In September, they launch their own range of perfumes, birthday cakes and even a fizzy cola drink. "We've already had 1.2m pre-orders on the Boyzone drink," says Wayne Clarke of Underworld, which handles Boyzone product. "The trick is being creative all the time. We've just finished a Boyzone tour and we broke most of the hall records for gross income. With a band like that, we have to work harder at paper product but we introduced the idea of skinny-fit stuff for girls in lycra and that did really well. We also did a nice hooded tracksuit top, which we sold at around £28, and that has flown out. Profit margins are tight, but if you get your quantities right and go for sales it can still be a good market."

Supergrass also sold a wide range of products on their recent tour. "We had everything from custom-made shirts to fridge magnets with the band logo on, branded oligette paper holders and lighter holders with the logo cast into them," says Andy Allen, managing director of Backstreet. >



## MERCHANDISING



Radiohead: making musical, and fashion, statements

# MERCHANDISING

Supergrass achieved high merchandise sales on their recent tour.



► Supergrass's merchandisers. "The bands now want something individual to them and it's become vitally important to the fans that they can get something different at the gigs, too. "We now go to a band like Supergrass with as many as 40 different design ideas, providing samples and all the rest of it. The whole market has become much more sophisticated and competitive. The volume of sales is about the same as it always was, but it is now spread across more artists. Bands like Ned's Atomic Dustbin and Carter USM used to sell more T-shirts than records, but that doesn't happen any more. The greatest design in the world isn't going to persuade somebody to buy a T-shirt if there is no feeling for the band which is on it." The overheads of merchandising have become so prohibitive that Alien now actively encourages new bands to use Backstreet purely as a supply service,



while the traditional "friend of the band" sells the product out of the back of the van after the gig. "It makes more sense to them and us," he says. "The band can make more money that way and it still works. We've had to wait a couple of years to get paid by some bands at the lower end. When they start playing bigger venues, that's when you have to get into royalty splits or profit shares from the tour."

Costs to merchandisers can be even more risky at the top end of the scale as venues raise their prices on concessions. BIG has just completed a Celine Dion tour where many of the concerts were at outdoor stadiums, avoiding concession fees but incurring the costs of installing their own staff. "People just don't realise the costs involved," says BIG's Hurcombe. "You still get people looking at a £13 T-shirt saying 'What a rip-off!' and they're standing there in a £30 Stussy shirt!"



Colin Irwin

## SPIN-OFF SUCCESSSES

For many UK retailers, creating space for music-related merchandise is one way of improving tight profit margins. Traditionally, rock band T-shirts and posters have been the favourite option, but many retailers are now adding more design-orientated items such as jackets, bags and flipmats to their standard stock offers.

Not surprising, it is the bigger chains which have maximised the opportunity to make money out of merchandising. Between them, HMV and Virgin/Our Price now claim a 65% share of the High Street market.

A sizeable slice of that share comes from poster sales - worth around £7m a year according to suppliers' estimates. Since the collapse of the Athena chain in 1995, most of this business has been taken up by music retailers, who have been rewarded by a growing market.

According to Joanne Copley-Dunn, general manager at GB Posters, one of the UK's largest specialist poster suppliers, sales are up by 60% on last year's figures. "We have tripled our customer base thanks to new accounts with the major retailers," she says. "Sales for the year ending August 1997 should top £2.5m."

Virgin is now centralising the buying of its posters and will start to barcode them individually so it can develop a historical sales pattern. Sophie Watson Smyth, paper product manager at Virgin/Our Price, says, "Poster sales consistently outperform budget. Once we know what we are selling, we can manage the range better and improve sales. Posters have better margins than previously recognised and are low

marginance products." Ricky Gordon, buyer for related products at HMV, agrees that the poster market has immense potential. "The problem for music retailers is that posters have always been low down on the list of priorities and always will be," he says.

"This year, however, we are looking to maximise poster sales and so there is an obvious need to get the presentation and operational structure right if we are to do that successfully."

But while the poster market is unmistakably buoyant, Robert Graves, general manager at manufacturing company A Bigger Splash, worries about the time it takes record labels to provide artwork needed to produce posters which tie in with album releases.

This problem is most keenly felt in the T-shirt sector which, although estimated to be worth around £30m, is nevertheless in a state of stagnation. HMV's Gordon believes much of the blame for this can be levelled at the suppliers and record labels.

"The market is flat because the licence holders still don't make the effort to have designs out in time to go with big releases in order that we can make the most of cross-merchandising opportunities."

Suppliers counter with the argument that retailers' presentation of their products is out of date and out of step with the rest of the music market. "A lot of the chains still ask us to prepare the gear for shrink wrapping in a 12x12 packet so it can fit their alphabetical racking," complains one supplier. "This perpetuates the cheap rock 'n' roll image. They need to display T-shirts on mannequins or hang them out as you would in a clothes store." Yinka Adegoke



A BIGGER SPLASH MANCHESTER LTD

## POSTERS

A BIGGER SPLASH MANCHESTER LTD



CRASH THE PAST  
THE BEST IS ALWAYS UNIQUE  
GET IT RIGHT  
EVERYTHING YOU ALWAYS WANTED  
REFRESH YOUR OUTLOOK  
SERIES TOGGLE  
A QUIET REVOLUTION  
STREETSTYLE

TOTAL MERCHANDISING MANAGEMENT  
RETAIL RANGE DEVELOPMENT  
RETAIL DISTRIBUTION  
DESIGN & SUPPLY OF COOL STUFF

### SERVICES

BBC  
COURTYARD  
EMI  
FRUIT  
HIT & RUN  
SO WHAT  
CLIENTS

**RETAILERS** We have the U.K.'s largest range of officially licensed rock pop and film posters and postcards. Hundreds of titles to choose from. We can provide compact point of sales equipment free on loan, competitive prices, excellent margins and great service.

**BANDS** Posters printed for sale on tour, with excellent royalties paid on sales to retailers and distributors.

For either of the above please telephone 0161 835 1610 or fax 0161 835 1520.

Alternatively write to us at -  
A BIGGER SPLASH OLYMPIC HOUSE MIDDLEWOOD ST. MANCHESTER M5 4RF  
or e-mail us at  
splash@bbsplash.demon.co.uk



MERCHANDISING FOR LIFE  
MAKE CONTACT:  
07000 PARKES (727537)

# GB POSTERS

GB POSTERS & PUBLICATIONS LTD

Guaranteed  
24 HOUR  
Delivery

MAIN POSTER SUPPLIER TO

our price



Guaranteed  
24 HOUR  
Delivery

At the forefront of Licensing and the leading Publisher and Distributor of Posters to retail outlets within the U.K, GB Posters brings you the very best in up-to-date licensed posters.

Current licenses include:

✧ European Exclusive **Oasis** ✧ **U2** ✧ **Prodigy** European Exclusive ✧

Peter Andre, Boyzone, Chemical Brothers, Eternal, The Fugees, Jamiroquai, Kula Shaker, Louise, Ocean Colour Scene, Radiohead, The Seahorses, Snoop Doggy Dogg & Supergrass.

We are also able to provide a wide range of display stands free on loan. Cardboard & metal dump-bins for selected themes are also available on request.

We can also supply posters direct to Merchandisers/Bands for tours.

Please contact **Robert Edwards** on **0114 276 7454** for pricing and further information.

# Which would you prefer?



well...?

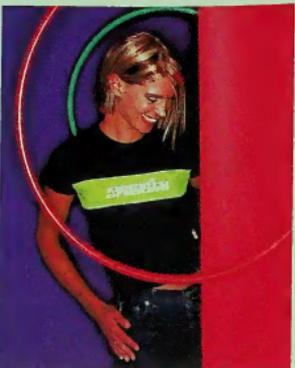
# clubs turn on the style

Today's generation of clubbers are proving to be enthusiastic buyers of fashion items linked to their favourite venues

If you want a gauge of how important merchandising is to today's premier dance clubs, then look no further than the full-page ads Ministry Of Sound have placed in recent issues of *The Face* and *Musik* magazines.

Below the address of the venue, the club's mailing list details and the address of its London store receive equal billing. However, as Ministry Of Sound's managing director Mark Rodol explains, the key to continued expansion and longevity in the club business is definitely not simply linking your logo for all it's worth.

"The first thing to say is that the person who comes to the door of the Ministry Of Sound in a big white T-shirt with a Ministry logo is the person who gets turned away. Clubs promote themselves as attracting the most fashionable people in the city or area where they're based, therefore there's a dilemma between what the club produces and what clubbers wear." Rodol believes that the Ministry's gasp of this dilemma is what sets it apart from many other clubs which are active producers of branded merchandise.



By restricting wholesale business, the Ministry is able to control its brand through mail order. Rodol says, "What people often ignore is that distribution is a form of media and that merchandise sold in the wrong shop is therefore a bad advert for the brand."

Since a superclub is effectively a brand, he says, it has to understand the way the market divides up: serious clubbers tend towards logo-free apparel, which is the best-selling range at the Ministry's London outlet, but a mail-order customer in Tokyo is more likely to opt for a logo-embellished T-shirt because there such a garment is a

scarcity, so it makes sense to splash your exclusivity all over your torso.

Laurence Bagnell, merchandising manager at World Dance and A Way Of Life, also stresses the discernment shown by club consumers. "Once, dance logos would sell anything. Now, the quality of garment is of paramount importance. We're spending more than twice as much on the basic T-shirts as we were three years ago without increasing the retail price. It cuts out profit, but increases loyalty."

James Smallman, of the RMPop promotions department at London's Mega-Bullet Promotions, adds, "Things like slipmats and mousemats are ideal promotional items. Like record bags, they're functional and that usefulness means they'll be around as a reminder to a DJ or a journalist when a label's next record is released."

Steve Lucas, senior salesperson at merchandise manufacturer Green Island, says record bags remain a core product. On top of the standard black nylon garment, client retailers can opt for hologram logos or logos in plastic encapsulations.

Similarly, colour trims and V-necks can be added to T-shirts according to the desires of the manufacturers. "Skinny-fit T-shirts are now the stan-

dard club requirement," explains Lucas. "Big, baggy T-shirts are now only really used for promotion. Tight T-shirts have been a fashion item for the past three or four years and now they're really popular for branded music merchandising, too."

By contrast, sales of MA2 bomber jackets, which once rivaled record bags in popularity, have now passed their peak, leaving merchandise departments at clubs and record labels looking like fleeces and puffs to take up the slack. Consequently, clubs and merchandise manufacturers alike must stay alert to such changes in taste if they are to avoid being stuck with excessive quantities of branded stock.

Those who still associate clubs with luminous gimmicks and other novelty items might be shocked at the seriousness and emphasis on materials which now reigns in the realm of dance music merchandise.



The opinion of the industry is that anyone approaching clubbers to accept a sheep-like herd who'll accept shameless branding is going to come unstuck sooner or later. "Some clubs have tried to expand into accessories which they expect clubbers to wear as though they belong to the club," says Ministry Of Sound's Mark Rodol, "but clubbers want to

express their own personalities through how they dress; the point is to stand out from the crowd, not follow it."

Peter Lyle

## Made your mind up yet?



YOU GET ONE CHOICE... MAKE IT RIGHT

These did...

The Prodigy Blur Michael Jackson Mark Owen Celine Dion Peter Dinklage Kula Shaker The Who Echo & The Bunnymen Diplothe Mode 911 Peabo Bryson Primal Scream No Doubt Busta Rhies The Foo Fighters Blackstreet Slunk Anastacia The Pogues Paul Weller

**BG**  
tours

...MUSICMERCHANDISEFORTHEINDEPENDENTLYMINDED

## SINGLES

**WET WET WET: Yesterday/Maybe I'm In Love** (Mercury/JWLCD31). Three years ago from *Love Is All Around*, the Wets go for the easy option again with another States cover from another film (this time Mr. Bean). A hit no doubt, but it's all rather uninspired. **○○○**

**N. FRANCIS: The Mind Of The Machine** (Globe 159). Kelle Llorenna returns to the N-France fold, adding her vocal strength to a zappy, electronic track, which is considerably darkened by the use of Steven Berkoff's creepy drawl. **○○○**  
**GENEVA: Best Regards (Nude FN00310)**. Soaring vocal, jangly guitars: why is it that Geneva sound formulae when they're patently better than most other indie acts out there? **○○○**

**JAE HEAVEN (Wired 203)**. The west country 23-year-old precedes his excellent debut LP (out in September) with the title track – a cool, lascivious delight to who soul, pop and AOR fans. **○○○○**  
**AIBSACE: Pacific Melody (Xtravaganza 009115)**. EXT. A blissful mellow trance track which has the same summery appeal as Chicago's *Offshore*. **○○○**  
**CALIFORNIA SUNSHINE: Summer '89** (Fluorite Percu PERFI43CD). Not some Deadheads invoking the second summer of love, but instead a pair of well-to-do tripping it up with guitars. A grower. **○○○**

**TRAVIS: Tied To The Nineties** (Independent ISOM PZ2). A jangly retro groove with an ironically contemporary lyric, which should earn the band some of the airplay they're being missing. **○○○○**

**KADOC: Rock The Belts (Manifesto FESK30)**. Not quite in the same league as their Euro house hit *Night Train* but, with pumping remixes from Sash and DJ Quicksilver, this bubbling house track should be a smash this summer. **○○○**  
**THE SOUNDS: Classic UK Recordings (UKSICSD2)**. The Ashford & Simpson-penned song is given a string-driven reworking and bought fully to soul-powered life by John Truolove's sensational production. **○○○**  
**MARK OWEN: I Am What I Am (RCA CD17421)**. Owen adopts a rather strange vocal style on this rocking pop song – but the result is actually quite appealing. **○○○**

**KYLA MAZZELE: Young Hearts Run Free** (Capitol CDNYM4201). Nillae Hooper is at the controls for Mazzelle's pumped-up version of the soul classic, lifted from the Romeo & Juliet soundtrack. **○○○**  
**FELINE: Just As You Are (Chrysalis CDCHS5061)**. A storming debut single with a savagely addictive chorus from this great-sounding quartet. **○○○○**  
**GINUWINE: When Down Cry Epic 664098 21**. This R&B cover of the classic Prince track moves into fugate territory, with help from hot producer Timbaland. It could be a big hit. **○○○**  
**TINA MOORE: Never Gonna Let You Go**



SWU: AN ALBUM FULL OF SINGLES

(Delirious DELUS). This wailing vocal garage track has been lapped up by Kiss 100 and may cross over in the wake of Rosie Gaines. **○○○○**  
**CHAKRA: Home (WEA116CD)**. The follow-up to *I Am* is another anthemic Euro track, with rich vocals over lush synths. Should find a wide following. **○○○**  
**MARIANNE FAITHFUL: Hang It On Your Heart (EMI UK DDD10310)**. This theme to the TV series *Born To Run* is co-written and co-produced by Blur's Alex James, with Faithful providing her usual, husky vocals. **○○○**  
**SHOLA AKA: You're The One That I Love (WEA/Freestart WEA121CD)**. Following the Top 10 hit *You Might Need Somebody*, Aka repeats the snappy pop soul formula and adds quality club remixes. Should benefit from recent live dates. **○○○**

**ROBYN: Do You Know What It Means (RCA CD0509322)**. The Swedish pop/R&B/jazz bombshell has exploded on the US charts and is heading for certain UK airplay and a probable Top 40 platform for her upcoming debut album. **○○○○**  
**LIL' KIM: Not Tonight (Atlantic AT0007)**. Built around Kool & The Gang's surf-rock *Ladies Night* rhythm, this is a seductive hip hoper from the Junior Mafia rapper. **○○○○**  
**COLD CUT: Beats And Pieces (Ninja Tune ZEN CD558)**. Kitchy sink collection of samples, loops and cut-ups over wide-ranging current rhythms may be too catholic for some, but will delight far more. Remarkable. **○○○○**



AQUASKY: DREAMY DRUM &amp; BASS



GENEVA: SOARING VOCALS

**OLIVE: Outlaw (RCA 74321568372)**. Nowhere near ear-grabbing as its chart-topping predecessor, this is pleasant but too loosely formed to make any lasting impact. **○○○**  
**MY LIFE STORY: Duchess (Parlophone CD06474)**. All guns are blazing on this breezy, faithful version of *The Stranglers'* hit, but the band fall short of stamping their own authority on it. **○○○**  
**COADE: Give 'n Me (Edat TID0013)**. Coade launch their new deal with Edel in impressive style with this solid, catchy single, which benefits from a commanding vocal performance. **○○○**  
**SUEDE: Filmmat (Nude NUD032)**. Swedes, who have qualified for another Mercury Award nomination, will only please their fans with this glam, stomp. **○○○**

**SINGLE OF THE WEEK**  
**STEREOPHONICS: A Thousand Trees (V2 VFD050443)**. Damned perhaps by comparisons to the Manics, this Welsh trio are one of the most underrated acts around. This is another searing, passionate statement with real depth in its lyrics. **○○○○**

**ALBUMS**  
**GRANT McLENNAN: In Your Bright Ray (Beggars Banquet BB00C192)**. Last seen at the *Go Betweens'* lamp-in-the-throat reunion gig at London's Forum, McLennan gets back to business with another well-crafted exploration of the human heart. Lovely. **○○○○**  
**AQUASKY: Orange Dust (Passenger Aqua 3)**. Shimmering, dreamy drum & bass contrasts with slower jazzy rap tracks on the *Bournemouth* act's impressive first release on their own Passenger label, backed by Polydor. **○○○○**  
**OMAR: This Is Not A Love Song (RCA 7421496262)**. With an inspirational nod to *Innerservings* period Stevie Wonder, Omar re-emerges with a stylish

collection. **○○○○**  
**PINK FLOYD: Piper At the Gates Of Dawn (EMI UK DED0111)**. A reassessed, remastered mono version of the seminal psychedelic work, which stands up to plenty of scrutiny 30 years after its initial release. A must for fans. **○○○○**  
**VARIOUS: Spawen (Epic 4881182)**. Lending rock and dance acts link for the intense soundtrack of the superhero movie *Spawen*. Combos include Prodigy & Tom Morella, Marilyn Manson & Sneaker Pimps and Seal Coughing & Roni Size. Great concept, fine result. **○○○○**  
**ART OF NOISE: State Of The Art (Citra WLD01075)**. A three-CD set, packaged in sumptuous silver, comprises "dinner electronics" remixes from Youth, industrial from Sheffield's *Fon* team, and drum & bass. Proven catalogue takes another big score. **○○○**

**STEVIE RAY VAUGHAN: Live At Carnegie Hall (Epic 488205)**. Hits and previously unavailable tracks add value to this potent souvenir of the high-profile blues-rock axe hero's abruptly truncated career. **○○○○**  
**FRANK SINATRA: My Way – Best Of (WEA 53624710)**. A 24-track compilation which centres on *O! Blue Eyes'* inimitable interpretive skills. **○○○○**

**SWV: Release Some Tension (RCA 493162)**. The three sisters' third album must be five singles deep in celebrity rap duets alone: Puffy, Foxy Brown, Snoop, Redman etc... Smooth, but pleasingly suffled around the edges. **○○○○**

**ALBUM OF THE WEEK**  
**MULU: Smiles Like A Shark (Dedicated DED0003)**. Sumptuous, atmospheric mood music which takes a Sunday-like slant on trip hop and takes it into new, seductive waters. One of the year's highlights. **○○○○**

This week's reviewers: Dupald Baird, Sarah Davis, Sophie Moss, Ian Nicolson, Martin Talbot, Paul Vaughan and Paul Williams



Records out on August 4, 1997

## ALAN JONES TALKING MUSIC

Used extensively to promote Carling Premier lager in recent months, the *Mamas & Papas'* California Dreamin' only reached number 23 when first released 30 years ago, a position it is likely to eclipse with some comfort when reissued next week. The inclusion of another *Mamas & Papas* classic (Monday Morning) and Mama Cass's solo effort *Dream A Little Dream Of Me*, as used in the Peugeot 306 ad, will also spark sales. However, the highlight is another Cass effort, *Make Your Own Kind Of Music*, which has been superbly reinterpreted and is now a 10-minute music track with all its original features plus many engaging new ones, including some superb flute and vibes.

Amazingly, it was not promoted to clubs, where it would have been a major success, but with advance orders tipping 40,000, this is a hit anyway... **Mary J Blige** is back with the wonderful *Jam & Lewis* creation *Everything*, which incorporates elements of *You Are Everything* performed by the Stylistics, James Brown's *Payback* and an (uncredited) interpolation of *Sukiyaki* within a spartan urban contemporary track, which provides emphatic proof of Blige's singing ability. Superb summer music... **Puff Daddy & The Family's** *All About The Benjamins*, featuring the late Notorious B.I.G. and Lil' Kim, is much harder and less accessible than *I'll Be Missing*

*You*, anchoring a fairly unimpressive rap over a funky bass riff. Cross-over potential is very limited... *Universal's* new budget label *Half Moon* is up and running with a dozen releases dealer-priced at £3.57. Highlights from the first batch include *MacArthur Park* by thespian **Richard Harris**, not a great singer, but one with a charm and style all of his own, and *Tell Me Something Good – The Best Of Rufus* featuring **Chaka Khan**, a very strong selection including no fewer than 10 US hits, among them the funky title, the soulful *Walkin' In The Sun* and more. A set of rare quality.





## FRONTLINE

## BEHIND THE COUNTER

## JAYNE WOOD, Now, Castletford

"The Oasis single is still chugging along quite nicely, although a lot of people are now hanging on for the album and the pre-orders are beginning to stack up. There's a lot of interest in Jon Bon Jovi's album *Destination Anywhere* and we've been recommending the companion video. We usually find that real fans are interested in buying both formats if we point them in the right direction. We've got a great window display for Jon Bon Jovi, supplied by PolyGram, and this is helping to maximise his sales. Otherwise, it's the compilations which are selling well. Ultimate Party Animal is still steaming out, although it has been around for a while, and *War Of The Worlds* recently benefited from a burst of local TV advertising. As for singles, we're shifting loads of *Gala* and *Mr President* to customers who have just returned from their holidays abroad."

## IN THE SHOPS THIS WEEK

## NEW RELEASES

National TV advertising helped to get *Now! 37* off to a flying start, while *Echo & The Bunnymen* initially failed to live up to the promise of its pre-release interest. On the singles front, *Oasis* and *Puff Daddy* still dominated although *Robbie Williams*, *The Seahorses*, *Super Furry Animals* and *Dalriocus* were bankable newcomers.

## PRE-RELEASE ENQUIRIES

Singles—Meredith Brooks, *Knut Klehazet*, *Chess*, *Boyzone*, *Backstreet Boys*; Albums—*Oasis*, *Levellers*, *Ocean Colour Scene*, *June Tabor*, *Lincolnum*

## ADDITIONAL FORMATS

Spiritualised limited album as 12-CD boxed set, *Lee Perry* album as four-CD boxed set, *Pet Shop Boys* limited-edition double CD album

## IN-STORE

*Windows*—Puff Daddy, Teenage Fanclub, *The Mother Of All Swing II*, Meredith Brooks, Universal, Edwyn Collins, Nimbus boxed sets; *In-store*—Backstreet Boys, Cliff Richard, Barry Manilow, Kathleen Ferrier, Robbie Williams, Megadeth, Long Live Tibet, Dreamscape Vol 1, Peter Cox, U2, Universal

## MULTIPLE CAMPAIGNS



Radio singles—Meredith Brooks, Peter Cox; *In-store* and *press ads*—Long Live Tibet, Megadeth, Dreamscape Vol 1, Earth Wind & Fire, Bobby McFerrin, Madama Butterfly, Digging Deeper 1 and 2, Isley Brothers, Return To The Source, Tan Dun, EMI Mini Classics, U2 cat catalogue promotion, 20% off boxed sets, £4 off T-shirts, £1 off selected videos



Single—Backstreet Boys; Album—Cliff Richard; *In-store*—Boyzone, Universal, Mamas & Papas, Meredith Brooks, U2, Edwyn Collins, Morrissey, Reef, *In The Mix 97 3*, Teenage Fanclub, Fun Lovin' Criminals, The Seahorses, *After The Break*, *Mother Of All Swing II*, *First Summer Of Love*, Sony Millennium promotion with CDs at £9.99, budget promotion with CDs at £5.99 or three for £12



*In-store*—Prodigy, Jackson Five, Essential Bread, Royal Pageant Of The Horse, Sarah Brightman, Classic FM Midnight Moods, Evita, Cinema Choral Classics, *Voices From Heaven*, Friends, The Birdcage, *The Rescuers*, Barney, Mr Bean



*Windows*—Illuminations, Fly Corder, Andrea Bocelli, David Helfgott; *In-store*—discounted Nimbus boxed sets, EMI All Time Greats, *Musicians Of The Globe*, Maria Callas, Piano Dreams, Collins Classics



Singles—U2, Universal, Robbie Williams, Backstreet Boys, Mulu Morrissey, Meredith Brooks, Jewel, Edwyn Collins; *Windows*—HMV Classics, TDK promotion, Teenage Fanclub, Puff Daddy, *Mother Of All Swing II*; *In-store*—Barry Manilow, Finisbury Park, Kathleen Ferrier; *Press ads*—Alexander O'Neal, Men In Black, Q-Tex, Cliff Richard



Singles—Universal, Mamas & Papas, Shena, Edwyn Collins; Albums—Cliff Richard, Teenage Fanclub; *Windows*—Teenage Fanclub



*In-store*—Annihilator, Backstreet Boys, Death In Vegas, Luce Droyton, Funky DL, Rootpoose, Stony Sleep; *Select listening posts*—Supercharger, Skunk Anansie, Paradise Lost, Levellers



Singles—Backstreet Boys, Puff Daddy, Boyzone; Albums—Puff Daddy, *After The Break*, *In The Mix 97*, *Now! 37*; *In-store*—summer compilation CDs at £10, children's video promotion, Royal Philharmonic promotion



Singles—U2, Morrissey, Meredith Brooks, Backstreet Boys, Mamas & Papas, Omar; Albums—D'Note, Geezer, Lincolnum, Spirit Of Relaxation, Lee Perry, Maxwell, Arkane; *Windows*—U2, Echo & The Bunnymen, Teenage Fanclub, Cliff Richard



Singles—Meredith Brooks, Backstreet Boys, Peter Cox; *Windows*—Radiohead, Blur, Supersuck, Supernatural, Puff Daddy, Notorious B.I.G., UB40, Eliza Carthy, *Beauty & The Beast*; *Press ads*—Primal Scream, Az Yet, Notorious B.I.G., Puff Daddy, Sony Classics two for £20, MFP



Singles—Mamas & Papas, Dave Angel, Backstreet Boys, Universal, Meredith Brooks; *Windows*—Teenage Fanclub, Dungeon Keeper, Collins Classics; *In-store*—three singles for £10, Morrissey, EMI Classics, U2, 30 years of Sgt Pepper promotion, Naxos jazz

W H SMITH

Singles—Backstreet Boys, Universal, Mamas & Papas; Album—*First Summer Of Love*

WOOLWORTHS

Singles—Universal, Backstreet Boys; Album—Cliff Richard; *Windows*—Now! 37; *In-store*—Best Ever Albums CDs at £10.99 each or two for £20, Cliff Richard cat catalogue campaign

The above information, compiled by *Music Week* on Thursday, is based on contributions from Andy's Records (Lichfield), Fogg (Glasgow), Jumbo (Leeds), Graham's (Belfast), Pure Daze (Isle of Wight), HMV (Cardiff), Tower (Piscineville), Our Price (Tunbridge Wells), Harry Records (Holloway, London) and Virgin (Newcastle). If you would like to contribute, call Karen Faux on 0181-534 4830.

## ON THE ROAD

## STEVE MOSS, BMG rep for for Yorkshire/Lancashire

"Business is fairly buoyant at the moment. Primal Scream is still selling well, along with the Ministry Of Sound Sessions and the Echo & The Bunnymen album. The Gary Barlow single is expected to chart high after getting a lot of profile on radio and TV, which has already increased sales of the album. Omar's new single comes out on Monday and already his new album is getting strong reviews, although it's not until August 4. I'm being asked for the new *Way Out West* single coming out on Deconstruction, while people are already asking about the new Notorious B.I.G. single *Mo Money Mo Problems*, which features Puff Daddy and Eric Evans. The Notorious B.I.G. tribute single, *I'll Be Missing You*, meantime, is still selling strongly and could well knock Oasis off the number one spot."

## TELEVISION

26.7.97

Mashed, with Code Red, ITV: 9.25-11.30am  
The O Zone, featuring Puff Daddy, BBC1:

10.35-11am

National Lottery Live, with Michael Ball, BBC1: 7.45-8.05pm

Warren 6 Live 'N' Direct, MTV: 8-9pm  
Backstreet Unplugged, MTV: 9.30-10pm

27.7.97

Alpha Zone, with Whitney Houston, Channel Five: 9.30-10am

Star Trax: Mary J Blige, MTV: 2-3pm  
Jack Docherty Special, featuring Gary Barlow, Channel Five: 6.05-7pm

28.7.97

Classic Albums: Paul Simon—Graceland, BBC1: 11.20pm-12.20am

30.7.97

Paul Weller Live 'N' Loud, MTV: 7.30-8pm

31.7.97

Videotex, featuring Damage, Carbon: 6.30-7pm

1.8.97

Proms 97: the BBC Symphony Orchestra performs Brahms, Chopin and Schubert, BBC2: 30-40pm

The Paul Ross Show, featuring Suede and Darren Day, ITV: 12.40-1am

26.7.97

Michael McDonald In Concert, Radio Two: 5.30-6.30pm

Rock On—The David Essex Show, Radio Two: 6.32-7.30pm

The Essential Mix, featuring José Padilla, Radio One: 2-4am

Proms 97: the world premiere of Jonathan Harvey's Percussion Concerto, Radio Three: 7.30-8.50pm

27.7.97  
Club Nation—Clubbin', featuring Shovel from M People, Radio One: 9-10pm

In Concert featuring performances by

Monaco and Kenickie, Radio One: 10-11pm

28.7.97  
Radio One Roadshow, with Olive and Arkane, followed by Code Red (28.7), Alison Limerick and North & South (30.7.97), Ateen and Damage (31.7.97), Radio One: 11.30am-12.30pm

Hard Rap, Soft Focus, profiling the Blue Note label, Radio Three: 4.30-5pm

30.7.97  
Cambridge Folk Festival, with Steve Earle and Afro Celt Sound System, Radio Two: 7-9pm

31.7.97  
The Deniece Williams Show, featuring Cliff Richard, Radio Two: 9-8.30pm

## RADIO



Rates: **Advertisements** - £28.00 per single column centimetre (minimum 1cm x 2 cols).  
**Business to Business** - £16.00 per single column centimetre.  
**Situations Vacant** - £11.00 per single column centimetre.  
**Rev Adverts** - £12.00 extra.  
 Published weekly each Monday, dated following Saturday.  
**Copy Date**: Advertisements may be placed until Thursday 12 Noon for publication Monday (space permitting).  
 All rates subject to standard VAT.



**WE ACCEPT MOST MAJOR CREDIT CARDS**

**Cancellation Deadline**: before publication Monday.  
 Wednesday 10 a.m. before publication please contact  
**Aziz Rahman** or **Beverly White**  
**Music Week - Classified Department**,  
 Miller Freeman House, 30 Calderwood Street, London SE18 9QH  
 Tel: 0181 316 3015  
 Fax: 0181 316 3112  
 All Box Number Replies to Address above

**BBC WORLDWIDE PUBLISHING**  
 Working for equality of opportunity

## Junior Production Controller

AUDIO & VIDEO PRODUCT

**c. £16,500 according to experience WEST LONDON**

BBC Consumer Publishing's production department requires a Junior Production Controller to assist its Senior Controller in the management of the print requirements for its Audio and Video list. This involves a wide range of product varying from *Pride and Prejudice* to *The Fast Show*, *The Goons* and other humour and drama based product.

You will have had at least one year's experience working in a print-orientated position, preferably handling the print requirements for Audio and Video inlays, or have completed a recognised print-based course at university or college.

Reporting to the Senior Controller, your responsibilities will include handling colour reproduction and proofing with repro houses and liaising with printers and progress-chasing to ensure that deadlines are met with out-of-house suppliers and in-house designers.

Computer literacy in Quark and Word is essential, as is the ability to work quickly and accurately within a demanding, pressurised, but not stressful environment.

For an application form contact **Human Resources, BBC Worldwide Publishing, Room A3062, Woodlands, 80 Wood Lane, London W12 0TT. Tel: 0181-576 3199.**  
 Application forms to be returned by **August 4th**.

You can also see this vacancy on <http://www.bbc.co.uk/jobs/e25032.htm> and apply on-line from our world wide web site.

## SUCCESSFUL INDEPENDENT MUSIC PUBLISHERS

1) **Experienced BOOK-KEEPER** who is computer literate. Experience Pegasus or similar an advantage. An opportunity to grow with the job and gain experience in a busy and varied job.  
**Salary a.o.e.**

2) **Young Assistant** - computer literate with good telephone manner.

This would be an opportunity to learn about royalty accounting and other procedures in addition to routine office work.  
**Salary a.o.e.**

Both positions available to non smokers/non clock watchers  
**Please fax C.V. to (0171) 289-2648**

## PRODUCT MANAGER

Successful and dynamic Independent Record Company specialising in Dance Music (Underground to Mainstream) require **Product Manager**, experience preferred, to market single, album and compilation projects. Working knowledge of Dance scene club, radio & TV, and press promotion essential.

Possible creative role including Staff writing, Artwork, Photograph and video commissions. Applicant must be assertive, highly organised including budget preparation, communicative, imaginative and open-minded. Salary negotiable.

Please send replies to:

**MUSIC WEEK CLASSIFIED  
 BOX NUMBER 391**

30 Calderwood St, Woolwich, London SE18 6QH

**Future Publishing is Britain's fifth-largest and most dynamic magazine publisher.**

## Rights Clearance Assistant

This newly created role will entail searching for, and obtaining, the necessary rights clearance for the use of music in all formats in our Music Division. This will involve ascertaining the ownership of material, contacting various rights holders to request clearance, completing relevant licence applications and maintaining databases.

Previous experience of rights clearance and copyright is desirable but not essential. You'll possess an excellent telephone manner, be highly organised and have education to degree level. Negotiating skills would be an advantage.

To apply, write with full CV to:  
**Alison Griffin, HR Co-ordinator**  
**Future Publishing, 30 Moomouth Street,**  
**Bath BA1 2BW, or alternatively,**  
**e-mail: personnel@futurenet.co.uk**



**Account Manager £19-25k**

Dynamic indie press officer, with 2-3 years experience and good media contacts, required to develop roster at leading Music PR firm.

**Royalties/Accounts £12-20k**

We have a number of book keeping, accounts and royalties positions throughout the music industry. Min 1 years experience and good computer skills essential. Bonus, benefits + possible foreign travel.



Recruitment Division  
 0171 583 7671

Making Music Your Business

Cutting edge Independent Record Distributor seeks central London sales representative to join dynamic young team.

The successful applicant will radiate enthusiasm, be a master of diplomacy, have the patience of a Saint and an unhealthy obsession with contemporary music.

Female or Male

CV and covering letter (Max. 200 words) to:  
 Situations Vacant

## Ideal

5-7 Luke St.  
 London E2A 4PX

## THE RECRUITMENT CONSULTANTS TO THE MUSIC INDUSTRY

**PA - MD MAJOR £20,000**  
 Top class, well paid, "train a happen" individual, able to stay one step ahead and bounce back, to support charismatic, successful MD at this chart topping label. Support secretarial skills, typing, office, or proven speedwriting.

**A&R CO-ORDINATOR £19,000**  
 Dynamic, experienced A&R co-ordinator to run A&R function within major (Penguin registered) independent management company. With your exceptional secretarial and organisational skills you will become the linchpin within this dynamic office. 1 year + related exp.

**CLASSICS SEC c£17,000**  
 Versatile, articulate music graduate to support Artists' Manager within the internationally recognised management company. With your exceptional secretarial and organisational skills you will become the linchpin within this dynamic office. 1 year + related exp.

**PRODUCTION ASSISTANT £13,000**  
 An enthusiastic opportunity for a young person with high energy levels and a can do attitude to take their first step into music parts production. A hands on role including marketing, advertising, liaising with designers and manufacturers and organising artwork. An keen person computer literate and hungry to learn.

**handle**  
 Handle Recruitment 0171 935 3585

## OUR BUSINESS IS SOUND



AS EXPERIENCED SECRETARIAL RECRUITERS, WE CAN OFFER YOU EXCITING OPPORTUNITIES IN THE MUSIC INDUSTRY.

IF YOU ARE A GOOD SECRETARY, WITH A PROFESSIONAL ATTITUDE AND ARE LOOKING FOR A CHANGE... COME TO THE GROSVENOR BUREAU AND WE WILL FIND YOU BOTH PERMANENT AND TEMPORARY VACANCIES WHICH YOU WILL BE SAID TO LEAVE

TEL: 0171 499 6566  
 FAX: 0171 493 6320

GROSVENOR BUREAU

**To Recruit the best people in the Music Industry call Aziz on 0181 316 3015**

## RETAILERS • RACKERS • IM/EXPORTERS DISTRIBUTORS • WHOLESALERS • MAIL ORDERERS

• Deletions • Overstocks • Budget/Mid-Price and Full Price Lines • Imports • Top Artists • Top Labels • CDs/CD Singles • Cassettes • LPs • 7 & 12" Singles • Videos

### VERY CHEAP! REAL PROFIT MARGINS

• Indie • Heavy Metal • Rock • Punk • Pop • Blues • Jazz • Soul • Rock'n'Roll • New Wave • Reggae • M.O.R. • Comedy • Limited Editions etc, etc, etc.  
40+90s. Catalogues available. Cat. A, CDs, Cat B, singles and vinyl.  
Cat C, cassettes and video. Please state preference.

(Sorry, dealers only) write:

### Backtrack Wholesale Distribution

Unit E5, Knoll Business Centre, Old Shoreham Road, Hove, Sussex BN2 7GS

Visitors welcome, please ring first

TELEPHONE: (01273) 414821

FACSIMILE: (01273) 414822

Business Contacts Wanted Worldwide

Import/Export Distribution

## in store security cases

- maximum security for audio visual display
- compatible with all EAS alarm systems
- accommodates all important packaging formats
- enhances the look and feel of the product
- easy to use and fully guaranteed



contact Mike or Steve

Pro-Loc Europe  
Royal Albert House  
Sheet Street, Windsor  
Berkshire SL4 1BE  
Tel: 01753 705030  
Fax: 01753 831541



## VERY AMBITIOUS SONGWRITER

with six songs guaranteed to get a record deal.

Searching for an A&R with good ears.

**YOU WILL NOT BE DISAPPOINTED**

Major record company preferred

Call Frank 0181-469 2679

## STUDIO FOR HIRE

## NEW PROGRAMMING ROOMS

### Situated in West London.

Purpose-built with overduv areas. With or without equipment. All with natural daylight.

In new studio with SSL, Euphonix and live rooms. Tied linked to studios.

In complex with private bar, restaurant and roof garden.

On-site reflexologist and massage.

Big discounts on first year.

For details contact:

Keith Finch at Stanley House

Tel: 0181-743 6454

FOR ALL YOUR  
CLASSIFIED  
NEEDS  
CALL AZ ON  
0181-316 3015

OFFICE AVAILABLE TO LET  
IN W1  
In building with young lively Indie Label and studio.  
Around 140 sq feet. New carpet etc.  
£350 p.c.m. incl.  
Also desk space in main office  
£50 a week negotiable.  
TEL: 0171 323 1989

**ARABESQUE DANCE DISTRIBUTION**  
Exclusive UK distributors of DMD, 3 Lanka, Cybertronic, Overdrive, Overdose, Energised, Fire, Hyper Hype, Influence, MFS, Suck Me Plasma, Tetsuo, Virtual, Nexus, Bonzai, Bonzai Trance, Bonzai Classics, Muzart Productions

**ARABESQUE IMPORTS**  
Worldwide non parallel Dance, Rock and Pop Imports.

**ARABESQUE DISTRIBUTION**  
Exclusive distributors of Baktabak CD cards and Music and Art

**ARABESQUE EXPORT**  
Indie and major labels, budgets and overstocks.

**LARGE BACK CATALOGUE ALWAYS IN STOCK**

CONTACT US TODAY  
NETWORK HOUSE, 25-29 STIRLING ROAD, LONDON W3 8DJ  
UK SALES TEL: 0181 992 7732 FAX 0181 992 0140  
INTERNATIONAL & BUYING TEL: 0181 992 5098 FAX 0181 992 0140

Mark Griffin  
Furniture  
CUSTOM STUDIO FURNITURE



Design and installation of  
mixing, storage and accessories

Please call for a brochure  
Contact: MARK GRIFFIN  
Byrebrook Studios, (Lower Farm)  
Northmore, Oxford OX5 1AU, UK.  
Tel/Fax: 01850 50071

**RTG**  
PROFESSIONAL  
MERCHANDISE

CAPS  
POLO SHIRTS  
T-SHIRTS  
SWEATSHIRTS  
JACKETS  
BAGS  
We cover it all

From stock or manufactured to your design. Printed or embroidered. Full factory information, a brochure or a quotation ring.  
Tel (01752) 253888  
Fax (01752) 255663

## THE MUSIC STOREFITTING SPECIALISTS

WALL DISPLAYS  
CHART DISPLAYS  
BROWSERS • COUNTERS

STANDARD RANGE OR  
CUSTOM MADE  
IN HOUSE DESIGN AND  
MANUFACTURE WITH FREE  
STORE DESIGN



INTERNATIONAL  
DISPLAYS  
TEL: 01480 414204  
FAX: 01480 414203

Caroline Music  
Colograte

**THE DAVIS  
GROUP**  
7" Mailers,  
12" Mailers  
CD Mailers  
Carrier Bags

All types of Jewel Boxes  
All types of Archive Bags  
Call ROBBIE on:  
0181 951 4264

## BUSINESS FOR SALE

## STUDIO FOR SALE

IDEAL FOR INDEPENDENT RECORD LABEL/COMPANY

24 TRACK DIGITAL RECORDING STUDIO IN CENTRAL LONDON (N.1.) 880 Sq. ft.

Purpose-built Live Room, Office/Reception/Live Area, Roof Terrace, Kitchen.

Offered as rented studio premises. SALE TO INCLUDE ALL FIXTURES AND FITTINGS.

BANK REFERENCES REQUIRED. APPLY TO MWK 379.

MUSIC WEEK CLASSIFIED  
MILLER FREEMAN HOUSE  
30 CALDERWOOD STREET, LONDON SE18 6QH

## Self Assessment

**OCTOBER  
DEADLINE**  
Need professional  
advice?

We are specialist in:  
The Music Industry

Consultation with no obligation  
call  
Micki Green  
Freephone  
0500 829 346

GREAVES &  
ASSOCIATES  
LIMITED

CHARTERED TAXATION  
PRACTITIONERS

## BLACKSWING THE RECORDING STUDIO

Customers include:  
MARRS, PETERS, The Model Cat, Rats, Anon Jones, Tens Global Underground, Stereolab, Sean O'Hagan & The Puh Dukes, Perfume, Collected Long, Eskape, Heavy Stereo, Tompage Fan Club, Diego Bone, Jack Hill, Glocators, Starting, Warm Jazz, Sid Bou Sakl, Swift, Littleman.  
(We have two more rooms)  
Daily 9-5 in all rooms  
0171-261 0118  
www.blackswing.co.uk

## SOHO SHOP

5 year lease  
Low outgoings  
£12,000+ S.A.V.  
Music Week  
Classified  
Reply Box No. 392

## RIGHT RACK

WE ARE  
NOW OFFERING  
T-SHIRTS •  
POLO SHIRTS • SWEAT  
SHIRTS • CAPS  
FOR ALL YOUR  
MERCHANDISING NEEDS  
GET ON THE  
RIGHT RACK  
TEL/FAX 01604 759 719

## CD CASES AT THE RIGHT PRICE? TRACKBACK

For all types of CD & tape cases, reorders, news, master bags.  
All available on next day delivery  
Contact ROY on  
Tel: 0117 947 7272  
Fax: 0117 961 5722  
14 Grange Avenue  
Bristol BS15 5PE  
Credit cards accepted

## OPUS INTERNATIONAL E.CASH PAID SC

80+ 90s CD singles - CD albums  
50+ 90s 7 1/2 LPs Ltd Edn 10" s  
Accessories & CD Photo-cases  
Promos Demos Test Pressings  
Music & Movie Press Kits  
Gold/Silver/Platinum Award Discs  
Memorabilia & Original Artwork  
We will travel throughout the UK  
Europe and the USA to buy collections  
PH (UK) (44) 01474 816509  
FAX (UK) (44) 01474 818190

music week

BRITAIN'S LARGEST SECOND-HAND MUSIC STORE

We buy **BEANOS** all your music related items. Call David on: **0181-649 8181**

Thinking caps? Phone: TEL 01752 253888 FAX 01752 2556633 Printed or Embroidered.

**THE CAP COMPANY**

THINKING CAPS ALL THE TIME

**POSTING RECORDS, CD'S, CASSETTES, DAT?**

Then use our **PROTECTIVE ENVELOPES**

For ALL your packaging needs - call us NOW!!

Contact Kristina on: **0181-341 7070**

Wilton of London - Stanhope House, 4 Highgate High Street, London N5 3JL. Tel: 297343 Fax: 0181-341 1179

**REWARD CASH AVAILABLE**

For the purchase of 10 value/100 tracks promotional singles/private collections cheap stacks/retire, etc. etc.

LP Records/Compact Discs/Videos Grammes Books of all musical persuasions.

Many years experience ensures a complete and discrete service to the radio and music business community. Distance not a problem. Give us a call.

**CHEAPO CHEAPO RECORDS LTD**  
53 Rupert Street, London W1  
Tel: **0171-437 8272**  
noon-10.00pm

**WASTE!**

All CD's, Cassettes, Videos etc.

Have you any unwanted recordings, cleaning equipment, detectors, whatever the quantity?

We will pay you for all your unwanted recordings. Best prices paid. Call today.

**WEST END RECORDS**  
11 Fleet St, London W2, UK  
Tel: 0171 402 5647 (Day)  
0171 402 5540 (Eve)

**T.O.T. SHIRTS**

FULL IN-HOUSE DESIGN SERVICE AVAILABLE

SPECIALISTS IN SCREEN PRINTED SHIRTS  
T-SHIRTS  
POLY-COLOURS  
BADGES  
BROCHURES  
BASEBALL CAPS  
GORETTA & MORE.

TEL 0181 607 9085  
FAX 0181 346 6065

FOUR COLOUR PROCESS  
JAMB COLOURS  
AND 2 COLOURS  
LABOURAT PRINTING

CALL NOW FOR QUOTATION INFORMATION

**POWERGEN GOLF TAD**

IMAGE BUILDING FOR LASTING IMPRESSIONS

**Silver Road Studios** Audio Post-production for Broadcast

16 track hard disk recording, full MIDI interfacing  
24 track ADAT, 24 track analogue, 80 channel total recall  
Time-coded DAT, Analogue mastering to 30 ips 1/2" S.R.  
Sync to picture, voiceovers, audio duplication  
3 recording areas (1200 sq ft) visible from control room  
All rooms acoustically isolated & air-conditioned  
Video production, filming, editing & duplication  
BBC Approved Facility

2 Silver Road, Wood Lane London W12 **0181-746 2000**

**FOR SALE**

Harley Davidson Heritage  
Sotari Classic motorcycle  
1993 (K), 800 miles.  
Red/black, ashish seat, whitewalls, 6-pot Billet, luggage rack, etc.  
The best bike in the world?  
Clearly the fairest!  
Ideal use for that royalty cheque. £10,500

Call TH 0458 760 447 (London)

**PROMOTIONAL CONDIMONS**

FOR Cash Promotions

TEL 0203 297 7855  
FAX 0203 297 7817

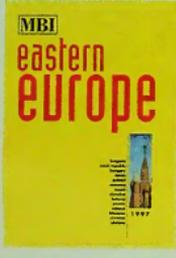
ONE YEAR MACHINERY WITH DISCOUNT PRICES

**Q. Did you know that at LIFT we offer leasing options on our retailing systems; from display through to storage and listening stations?**

PROVIDING IN-STORE SOLUTIONS TO THE MUSIC INDUSTRY Tel: 01296 615151 Fax: 01296 612865 e-mail: sales@lift-uk.co.uk

**LIFT®**  
Systems with future.

No. 11 of 20



**MBI EASTERN EUROPEAN REPORT 1997**

Eastern Europe is undergoing a major transition process, with growing economic stability and openness to Western influences. As dynamic changes occur many countries are shaping up to become lucrative markets for the music industry in the future – the first half of the nineties witnessed an impressive growth in volume and value of over 36%.

Making sense of the complexity of East Europe's music markets is no easy task. However, the **MBI Eastern European Report** contains all the crucial information

needed to effectively operate in the region's eight major markets and smaller sales territories.

Designed to offer more than just statistical analysis, for example on music sales figures, charts, genre shares, retail distribution and the local media, the **MBI Eastern European Report** also offers in depth micro and macro economic overviews of the region as a whole. The report not only provides the very latest market information, but also includes long-term trend projections up to 2005.

Price: UK £95 / US \$95

**CONTENTS**

Executive Summary  
Economic Overview  
Music Formats  
Piracy  
Royalty Collection  
Manufacturing  
Forecasts  
Breaking Hits in Eastern Europe  
Overview  
Repertoire Trends  
Local Repertoire  
Media  
Charts

**Eastern European Music Markets**

Russia  
Poland  
Hungary  
Czech Republic  
Bulgaria  
Romania  
Latvia  
Slovakia  
Others

**Music Retailing in Eastern Europe**

Development of E. European music retailing  
Multinational Retailers

**National Retailers**

Mail Order/Teleshopping  
**Eastern European Media Infrastructure**

Pan-Regional TV  
National TV  
National Radio  
Press  
The Internet

**Eastern Europe in Figures**

East European Key Factors  
World Music Market in 1995  
Population  
Eastern European Economies

**Eastern European Music Markets**

Eastern European Music Sales  
Value of Sales  
Volume of Sales  
Sales by Format  
Piracy  
Royalty Collection  
Music Consumption/Expenditure

**Key Players**

BMG  
EMI  
MCA  
PolyGram  
Sony  
Warner

**Eastern European Independents**

Media Companies  
Retailers

**The Eastern European Music Market to 2005**

Pan-East Europe  
Russia  
Poland  
Hungary  
Czech Republic  
Bulgaria  
Romania  
Latvia  
Slovakia  
Others

OTHER REPORTS IN THIS SERIES:



To view the contents page from this report, plus other marketfile pages, visit our website at: <http://www.marketfile.co.uk>



For further information about how to order any of the Reports in this series, please contact:

**MBI London:** Lucio Nicolai, MBI, Miller Freeman Entertainment, 4th Floor, 8 Montague Close, London Bridge, London SE1 9UR, UK. Tel: +44 (0) 171 921 5904 Fax: +44 (0) 171 921 5984.

**MBI New York:** John Hurley, MBI, Miller Freeman Entertainment, 460 Park Avenue South, 9th Floor, New York, NY 10016-7315, USA. Tel: +212 378 0406 Fax: +212 378 2160





**ALMA MATTERS** (4:47)

(Morrissey/A. Whyte)  
Produced by STEVE LILLYWHITE  
Engineered by DAN TON SUPPLE and ALEX BLACK

**MORRISSEY**

**IS 667-A**

574 756-7

LC 0407

SIEM/MCPS

45 rpm

Copyright control/Sony/ATV

Music Publishing

© 1997 Mercury Records

© 1997 Mercury Records

