

# music week

For Everyone in the Business of Music

OCTOBER 4 1997 £3.35





JANET  THE VELVET ROPE

THE NEW ALBUM OUT 6TH OCTOBER 1997  
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# music week

VIDEO EXTRA  
— STARTS p25

For Everyone in the Business of Music

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## Virgin duo take on US

by Paul Williams

Virgin Records president Paul Conroy says he is not looking for a big-name outsider to join the company as managing directors Ray Cooper and Ashley Newton relocate to Los Angeles to become co-presidents of Virgin Records America.

Instead, he is preparing to look within his existing team to carry on the success achieved by the pair and expects to make an announcement next week.

"I'm lucky I've got a great team here and there are some people who'll be able to step into the breach," says Conroy.

Cooper and Newton's departure comes just three months after Conroy reorganised the set-up of Virgin in the UK, taking the role of president and promoting his two deputies to joint managing directors.

The pair's American appointments follow a phenomenal run of success over the past year for UK-sourced Virgin acts in the US, with Spice Girls achieving more than 4m sales of their debut album *Spice* and three Top 10 singles, including *Wannabe* which reached number one. The Chemical Brothers album *Dig Your Own Hole* also entered the US Top 20 this year.

Cooper, 45, who takes up his new post today (Monday), is expected to occupy a similar marketing and promo-

tions role to his previous UK responsibilities with Newton, 42, again in an A&R role. The pair, along with Nancy Berry, who is promoted to vice chairman of the US operation, will report directly to Ken Berry, president of EMI Recorded Music and chairman of the Virgin Music Group Worldwide.

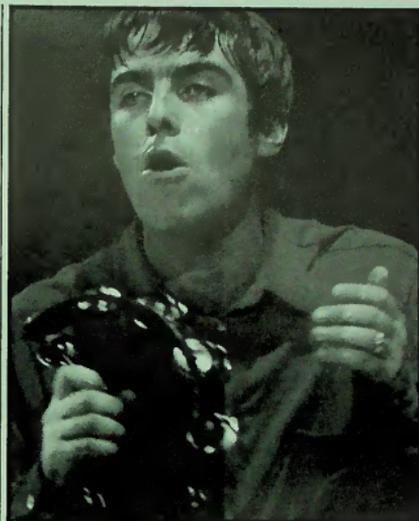
Cooper says, "It's a real challenge because not many UK executives get the opportunity to work over here. From our perspective it's quite exciting because Virgin America is doing very well with Europe-originated projects."

Newton, who began his partnership with Cooper at Island Records 13 years ago, is expected to join his colleague in America in the second week of October. As well as becoming co-president, he takes on the additional role of vice president of A&R for the Virgin Music Group Worldwide.

Newton says the timing of their move could not be better. "The interesting thing is the priority acts that we signed and focused on in the UK over the past couple of years are happening internationally," he says.

The pair's departure coincides with the start of one of Virgin's strongest autumn periods to date, beginning today with albums by The Rolling Stones and The Verve and continuing with Janet Jackson (October 6) and Spice Girls (November 3).

● Profile, p6



Oasis returned to the scene of their last full-scale London concert on Thursday (25) to play the first of three consecutive sell-out nights in front of 20,000 fans. The band, who last played at Earl's Court in November 1994, were set to return to the top three of the singles chart yesterday (Sunday) with *Stand By Me*, the second release from their album *Be Here Now*. The tour moves today (Monday) to the NEC in Birmingham.

### THIS WEEK

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## Fisher's ITC promise: 'I'll protect UK music'

Arts minister Mark Fisher was expected to reveal the positive implications of the government's closer relationship with the music business in his keynote speech at *The City* yesterday (28).

Scheduled to speak at the Glasgow Hilton, Fisher was due to emphasise how the music industry helps the government and improves the UK's image abroad. "We are very aware Britain's image is now young and modern, which is in part down to the music business and the likes of Paul Weller and the Gallaghers. It's important to get across we are a nation capable of tackling new ideas and not all old and fuddy-duddy," he says.

Fisher was also planning to outline government plans to help the UK music industry protect its strong economic and cultural standing worldwide.

## Elton beats all UK records and closes gap on Crosby

Elton John's *Candle In The Wind* 1997 has become the most successful single of all time by a UK artist after ship-out figures surpassed 21m units by the end of last week.

The charity single ends the 83-year reign of The Beatles' *I Want To Hold Your Hand*, which achieved global sales of around 12m units. However, it still trails both *White Christmas* by Bing Crosby, which is reported to have sold in the region of 30m copies, and *Rock Around The Clock* by Bill Haley & His Comets, which reached unaudited worldwide sales of 26m.

*Candle In The Wind* 1997 last week overtook Queen's *Bohemian Rhapsody* to become the second biggest-selling single of all time in the UK, reaching an unprecedented six-times platinum status, while it has so far topped the chart

in 14 other countries. It is set to become the first single by a UK act to debut at number one on *Billboard's* Hot 100 later this week after being certified eight-times platinum by the RIAA.

The charity single's fundraising efforts have been hit by a series of pirate copies. There have been reports of pirate CDs being sold in Northern Ireland and Germany. In Hong Kong a pirated double CD is on sale containing both audio and video, while an Elton John compilation featuring the song has turned up in Singapore.

IFPI's new head of enforcement Iain Grant says, "It confirms my assessment that pirates are simply lowlife criminals driven by greed. It goes without saying that anti-piracy investigators will be actively pursuing the culprits." ● International Focus, p22

# BUSTA RHYMES

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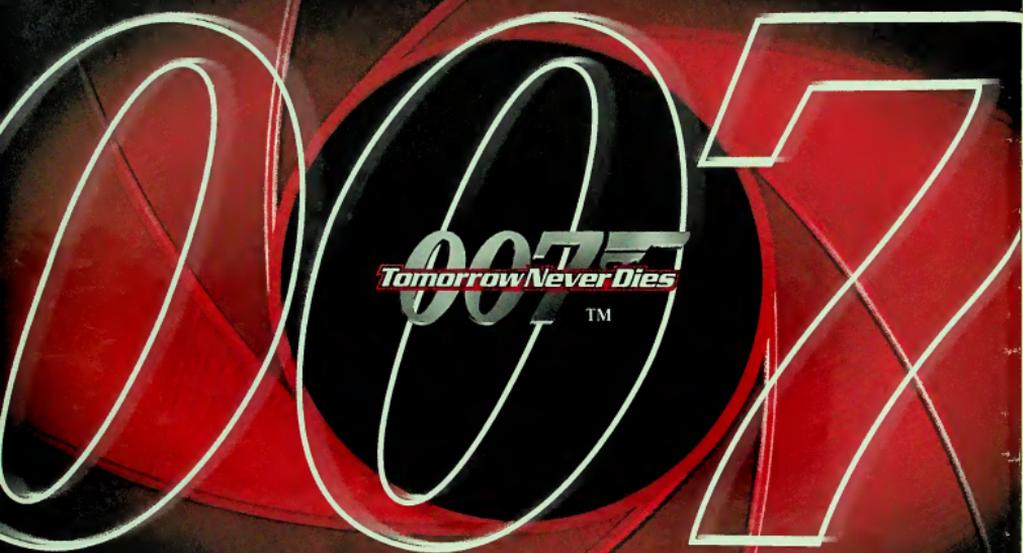


▶ CHANNEL FIVE PLANS LIVE CHART SHOW - p3 ▶▶▶

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# 5 p.m. prime-time slot for live Pepsi Chart Show

by Paul Williams

Channel Five is stepping up its commitment to music with plans to broadcast a prime-time chart show from the new year.

Initial Film & Television, producer of both the *Brit Awards* show and *The White Room*, and Broadcast Innovations are putting together the weekly Pepsi Chart Show which is expected to go out live.

A time slot for the half hour show – based on the CIN-compiled Pepsi Network Chart – has yet to be announced, but Channel Five head of special events Adam Perry says it is being treated as one of the station's priorities. "It's a very important programme for us and we're going to take great care of it in scheduling terms," he says.

Initial managing director Malcolm Gerrie says the show is a fantastic opportunity to inject some life into a tired genre. "To try to make it an event we will try to go live," he says. "That's one of the problems with existing programmes like *TOTP* which have formats that were created a long time ago."

Gerrie promises at least two big-

## INITIAL'S GRANADA DEAL

Music television received another boost last week when Initial and the Granada Media Group (GMM) signed a joint venture to acquire, develop and produce music and entertainment events, writes Sue Sillicio.

The deal, which combines Initial's expertise in creating and televising live events with GMM's production, distribution and broadcasting expertise, will enable projects to be targeted at the UK and international markets, with international sales coming under the control of BRIT, GMM's distribution arm.

Andrew Wanfor, joint managing director

of Granada Productions, says the partnership adds another dimension to Granada's track record in entertainment television production. "With our increased focus on international activity, this will help our expansion abroad," she says.

Malcolm Gerrie adds the link will give Initial the necessary muscle to develop new projects. "This will give us the ability to come at great events like Island's 25th anniversary and Virgin's 21st with more resources so that we can develop the type of music programming broadcasters and audiences want," he says.

name acts will perform live on each programme, although it will be primarily video based. "If you have a programme based purely on live acts in the studio, you're at the mercy of who's available. If the right mix of artists aren't available we'll do something else," he says.

There will be one presenter, says Gerrie. "The rotation idea is tired," he adds. "The problem with that is you don't get a sense of the face of the programme."

Steve Morton, a director at pro-

motions company Intermedia, says the programme's slot will be crucial to its success. "If Channel Five can deliver a good music show and they put it in the right slot they can be on to a real winner. More music on television is always good but it's all about slots," he says.

Parlophone director of promotion Malcolm Hill believes *TOTP* and the new show would be able to live alongside each other. "I don't think it will damage *TOTP* at all," he says. "*TOTP* is looking fantastic these days, but is losing its audience in a stupid slot."

## Aegean is first UK label to sell music on the net

Aegean Records has become the first UK record label to sell copyrighted CD quality music over the internet.

George Michael's label has linked with US-based software supplier Liquid Audio to enable web browsers to download and purchase whole tracks. They will also be able to order the track on CD or cassette, which will be delivered within three days.

Aegean president Andreas Georgiou says the technology will enable the label to showcase acts and give users access to a library of material. The technology will also enable Aegean to track royalties. "It's an incredible piece of software. It's a great idea and the best out there and we have been able to do it because we are not a bunch of bureaucrats," says Georgiou.

Users will also be able to record music directly from the net and Aegean has plans to offer artists exclusive net distribution deals, but Georgiou doesn't envisage the technology will herald the end of record stores. "Retail is not going to go away because everyone wants to have a CD in their hand," he says.

The first material available from Aegean over the internet will be Trigger's Chameleon, which will be available electronically from November 2.



The BBC is responding to public demand with plans to release a charity single from its Perfect Day promotional video which features snippets of 27 artists including Elton John, David Bowie, Bono and Boyzone singing the Lou Reed song. The corporation is currently negotiating with a major label and hopes to release the single in time for the Children In Need telethon on November 21, with all proceeds going to the charity. Perfect Day will be screened in cinemas from October 10.

## Stones prove there's life in the old dog yet



However much they may prefer the company of computer giants Sprint and Microsoft,

The Rolling Stones chose to launch their latest work (four discs) from their spiritual home of Chicago's South Side – and left the State of Illinois screaming for more, writes Chas de Whaley.

They treated the 50,000-capacity Soldier Field crowd to a 24-year greatest hits selection which featured only two cuts from their new album *Bridges To Babylon*. Nevertheless the Stones had to work very hard to live up to their reputation as the greatest rock'n'roll band in the world.

For the first of their two hours on

### TOUR DETAILS

Promoter: TNA International (Michael Cobli)  
 Booking agent (Europe): John Giddings at Solo Promotions  
 Lighting designer: Patrick Woodroffe  
 Sound: Robbie McGrath  
 Band management: Rupert Lowenstein Ltd  
 UK dates: June/July 1998 etc

stages, Mick Jagger looked tense and unsmiling as he sought to whip the audience into some sort of fervour while the twin guitars of Keith Richards and Ron Wood were often lost in Chicago's rock crowds.

Roaring video cameras flashed up the band every now and a huge circular screen suspended between the two

gigantic golden goddesses which formed the centrepiece of a brilliantly Byzantine stage design.

But it was only after the Stones took a leaf out of U2's book and delivered a handful of songs from a mini stage in the middle of the stadium that the show finally caught light. Then it was literally fireworks and confetti bombs all the way as the band, augmented by keyboardists, backing singers and a Bobby Keys-led horn section, played barnstorming versions of *Tumbling Dice*, *Jumping Jack Flash* and *Brown Sugar*.

The likelihood of any of today's crop of new rock rebels performing with this much power and pizzazz when they're in their fifties is slim indeed.

## NEWSFILE

### Wootton re-elected as Bard chairman

Richard Wootton has become the first retailer to be elected chairman of Bard for a third successive year. He was unanimously re-elected at Bard's AGM last Thursday (25) when Andy Gray was returned as deputy chairman and Ken Onstad as treasurer.

### Sony replaces Griffiths as Epic

Richard Griffiths' future role within Sony Music remains uncertain after it was announced last week that the British executive was being replaced as Epic president in America by Polly Anthony, president of Sony's 550 Music. A Sony spokesman says Griffiths, who is leaving Epic, is currently discussing various opportunities within the Sony Music Entertainment group.

### XL postpones Prodigy release

XL Recordings is delaying the release of The Prodigy's *Smack My Bitch Up*, the third single from the double platinum *The Fat Of The Land*, because the single's artwork shows a crashed VW Beetle. The image was considered inappropriate following the death of Princess Diana and a spokesman for the group says the track, which had been given a firm release date, is now expected to be available in November. "We had to take account of public feeling, the single is slightly contentious as it is," he says.

### Report forecasts Mini Disc growth

A new survey claims a quarter of US and UK homes will own Mini Disc players by the year 2005. Despite current penetration of less than 1%, the Emerging Consumer Products and Services report from Strategy Analytics indicates market conditions are now attractive for Mini Disc because hardware prices have fallen and people are becoming dissatisfied with the sound quality of tape.

### Asda spices up range

Asda is preparing to launch a range of exclusive Spice Girls merchandising products in its stores in November following a deal reported to be worth £1m. More than 40 products will be included in the tie-up, including clothes, food, bean bags and sports gear. The range will be on sale until Christmas.

### Chrysalis restructures for licence bids

Heart 106.2 FM's Kevin Palmer has been promoted from deputy to overall programme controller as part of a series of moves at the Chrysalis Group's radio operation. Group programme director Keith Pringle is giving up his present role to help prepare a number of Chrysalis Radio bids for upcoming radio licences, while head of music Gordon Crawford is taking on the extra responsibility of the programme research department.

### Morcheeba single

Morcheeba's Shoulder Holster single was omitted from last week's Radio One chart on the Airplay Profile page. The Inchdoxia single received 13 plays on Radio One during the week ending September 20 and should have appeared in the chart in a top 30th position.

### Elton goes six times platinum

Elton John's *Candle In The Wind 1997* reached unprecedented sales levels for a single last week after being certified six times platinum by the BPI. The albums *Come Find Yourself* by Fun Lovin' Criminals and 10 by Wet Wet Wet reached platinum status with Finley Quay's *Maverick A Strike* turning silver.

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▶▶▶▶ ROWE TO LEAVE ISLAND AS LABEL RESTRUCTURES - p4 ▶▶▶▶

## COMMENT

### Cooper and Newton take on the States

You don't need to have met Ray Cooper and Ashley Newton to realise what a crucial role they have played in the renaissance of Virgin Records over the past couple of years. If you have been on the receiving end of one of Ray's unusual jokes (will the Americans get any of them?), or Ashley's shrewd musical insights, you'll be even more acutely aware of what a unique double act they are. Paul Conroy has plenty of executive talent left at Virgin UK, but that doesn't mean he won't miss them – and so will we. Our consolation is the flag-waving Ray and Ashley will undoubtedly do for British acts on the other side of the water. We wish them well.

### Standing apart from the crowd

One of the downsides of attending arena gigs on freebie tickets is that you invariably get seated with a load of other industry guests who, with the best will in the world, aren't going to be doing any jumping around. For this reason it was more enjoyable being in the thick of it with Oasis at Knebworth than watching them at London's Earls Court last week. As usual, they were impressive – and the immensely powerful reaction of the fans downstairs was even more so. Personally, though, the gig which really got the old emotions going last week was a whole lot smaller, and it was by an act whose debut album has sold pitifully few copies – Lewis Taylor. I have never heard such stuning singing at a gig – not from an audience, anyway. It was incredible to see the devoted crowd responding to Taylor's growing showmanship and, despite his occasional ill-advised rock-outs, this Marvin Gaye for the Nineties had them in the palm of his hand for approaching two hours. Artists with this power don't come along every day – stick with him, Island.

Selina Webb

## WEBBO

### Elton single: supply did meet demand

The release of the Elton John single was undoubtedly a major triumph for PolyGram music distribution and distribution, given the short time available. Things will always go wrong in a unique situation but I feel some of the comments in last week's letters page were a little incomprehensible. The unsigned letter complained about the fact that PolyGram "made sure everyone ordered more than they wanted". Excuse me but that sounds like the plea of a retailer who seriously underestimated demand – no retailer is forced into taking more stock than they want. My investigations suggest that PolyGram were remarkably fair in their allocation of stock. For it to be suggested that PolyGram were holding back stock for the following week's chart position is laughable.

If stock was the major problem why was the record rush-released on the Saturday? Wouldn't it have made more sense to hold the release until the Monday when more stock would have been available? Finally a word I haven't heard mentioned in this saga – reps, the often unsung heroes in the frontline. PolyGram must have a large salesforce. If they'd had stock couldn't they have filled in the gaps that were undoubtedly going to occur in an operation of this magnitude?

### Time to integrate with Europe

Repetition is so boring but... when are these sales people going to remember that legal parallel imports from Europe are supplied, in 95% of the cases, by their own company – in a different country. I heard few complaints when all those CDs left the UK for Europe in months past. The sooner that we have ECUs and single pricing in Europe and we think and act in a European way the better.

Jon Webster's column is a personal view

## NEWS

Island unveiled its new team on Friday (26) following the departure of general manager and senior director Nick Rowe. From left, Nathan Thompson, A&R scout, Andy Tribe, marketing manager, Amy Howard, head of press, Clare Brit, director of marketing, Steve Matthews, director of international and senior product manager Chris Dwyer. Island managing director Marc Marot says, "Nick has made an incredible contribution to Island and we wish him the very best for the future. But we have now consolidated an excellent team at Island and look forward to progressing things."



# Rowe to leave Island as label restructures

by Robert Ashton

Nick Rowe, general manager and senior director of Island Records, is leaving the company in a move which heralds a top-level management reshuffle.

Rowe, who has worked for PolyGram for a decade, says he has completed building a team to succeed him and his departure has been decided mutually.

"I've put theory into practice and planned my succession, effectively making myself redundant," says Rowe, who is formulating a number of plans which include a move into artist management. "You get a lot of ideas over the years and now is the time to take everything off the shelf and see what is viable. I'm good at managing people and sensitive to the needs of artists."

Island managing director Marc Marot adds that Rowe's role within Island became squeezed as his own experience and that of talented new

staff had grown. "I needed Nick because he was someone who could put structures in place, but in the past few years I've learnt a few things and we've brought ambitious people like head of marketing Clare Brit coming up and hitting a glass ceiling. Nick realised this and we have talked for several months to formulate his next move," he says.

Marot, who admits a restructuring was needed following other recent high-profile departures, says it would have been patronising to create another role for Rowe.

Rowe describes his role at Island as that of a guiding light over press, promotion and marketing and adds that one of the highlights of his time at the company was breaking Pulp. Prior to joining Island nearly six years ago, Rowe was marketing director at Phonogram and before that worked at Arista and as a product manager at CBS.

Rowe's departure has opened the door

for Brit to join the Island board as director of marketing and Marot says he will assume many of the tasks previously performed by Rowe, who recruited her. "She is one of the most talented and dynamic people I've ever met," says Rowe. "She needs this opportunity and will be fantastic in the job."

Steve Matthews, formerly head of international, is also promoted to the board as director of international as a reward for his job on U2 and other acts. "He's done a remarkable job and is extremely well thought of," says Marot.

Senior product manager Andy Tribe is also elevated to marketing manager and product manager Chris Dwyer takes over Tribe's former job. Marot says he is also considering bringing in another junior product manager.

Marot has also poached Amy Howard from RCA to take over a head of press at the label and Nathan Thompson joins as A&R scout.

## New Smiths head promises support for Virgin Our Price

Newly installed WH Smith group chief executive Richard Handover has pledged his commitment to Virgin Our Price, which has attracted speculation about its future within the group throughout the summer.

The 61-year-old says Virgin Our Price is an integral part of the WH Smith group. "Bill Cockburn [Handover's predecessor] shook a few trees and a few branches fell off, but the portfolio of businesses I am left with is an very comfortable with," he says. "The chain went through a sticky patch a year or two back, but is now improving and we have an aggressive and dynamic opening programme."

However, Handover concedes the issue of the chain's ownership is still on the agenda. Virgin, which owns 25% of the group, recently revealed it made an approach for WH Smith's 75% stake and Handover says there are several key dates in the next two years when WH Smith could bid for Virgin's share or vice versa. "This is a feature in the deal, but at the moment that is not top of my agenda. I'm not desperate to do anything yet," he says.

More pressing is his need to install someone to run the Virgin Our Price chain.

"We have to get somebody into the chain. I have that as a top priority and we are working on that," he says.

Handover says he will be applying basic retailing skills in an attempt to improve the performance of the WH Smith group and, to an extent, Virgin Our Price. "This is not rocket science. Over a number of years some of the fundamentals of retailing appear not to be as prevalent as they should be," he says.

## IMF creates award for young managers

The IMF is introducing a Young Manager of the Year award at this year's British Music Roll of Honour event to recognise new management talent.

The new award will be presented on October 14 alongside the traditional induction of a high-profile industry figure into the Roll of Honour and the Peter Grant Award.

IMF chairman John Glover says more than 600 members of the management group have been canvassed to select this year's Young Manager of the Year, who only qualify if they are working with their first artist. "Around 400 of our members are with their first act and these form the fastest growing part of our membership," he says. "Financially it will be a good thing for them, but it also reflects the influx of good quality, young managers the industry needs."

In addition to the Young Manager award, the IMF is also investing in The Guild of Record Producers, Directors and Engineers (Re-Pro). Re-Pro will present another two new awards – the Producer's Guild Fellowship and the Re-Pro International Recording Award.

▶▶▶ ALL THE NEWS FROM THE PINNACLE SALES CONFERENCE - p8 ▶▶▶

# BMG's indie research points the way forward

by Robert Ashton

BMG is conducting one of the music industry's most wide-ranging investigations into independent retailing in a bid to improve its trading links with the sector.

The company launched an in-depth research project in August and expects to introduce a raft of initiatives to help address issues revealed by the report by the beginning of next year.

BMG head of marketing services Tom Curran says the primary motivation behind commissioning the Attitudes And Needs of Independent Record Dealers report is to improve its sales and marketing support strategies. But comments about distribution and other issues will be reviewed, he adds.

"We realise how important the indies are to us and want to help them as much as possible. If the indie sector grows, we can be part of that growth," he says.

An independent market research company conducted three focus sessions with more than 40 independents in

## THE ISSUES RAISED

Some of the topics:

- Financial support
- How to drive customers into stores
- Access to new releases
- Concise and consistent information
- Telemarketing knowledge
- Some of the proposed solutions:
- Repeat order discounts
- Buy-now, pay-later scheme
- Loyalty schemes
- Dedicated freephone
- In-store compilation CDs

London, Manchester and Glasgow during August.

Issues raised included the widespread belief that supermarketing and general multiples are damaging the business. The charts were also perceived to be too fast moving and there was dissatisfaction with the financial rewards for breaking new acts, which independents believe they are well equipped to do.

BMG, meanwhile, was perceived as

having no clear strategy or initiatives, a lack of focus and a low profile. However, its sales reps were praised.

"They have been tough on us, but that's the best way to get an overall sense of where we are at," says Curran.

Curran says initiatives planned as a result of the report include buy-now, pay-later schemes, an in-store BMG CD with an information voiceover, a freephone line exclusive to indies, allowing them access to new releases before they are played on radio, loyalty schemes for customers and improved sales packs. He adds that several of the initiatives will be trailed in selected indies, before being officially launched around the time of next year's London Music Week.

The indie sector welcomed the research and the expected sales and marketing support which will result from it. Richard White, owner of Chalky's in Banbury, says, "BMG has been left standing a bit, but I've been very impressed with them coming up with these innovations."

## PRS increases calls for better Euro deals

PRS has unveiled a "get tough" initiative to put pressure on its affiliated European societies to give the UK body's members a fairer deal and ensure they are paid more promptly.

The society's chairman Andrew Potter says PRS is increasing demands on overseas partners to change reciprocal agreements which mean they can remove up to 10% of the royalties owed to PRS as social and cultural deductions.

Potter says the new action has already resulted in Italian society SIAE phasing out the 15% deductions it was making on all PRS Italian revenue. This will ultimately net PRS an additional £250,000 a year.

He says, "PRS has no objection to paying deductions if they are properly negotiated and controlled by contract. What we do object to are the deductions that fall outside these contracts and are costing us millions."

Despite these difficulties, PRS has revealed improved finances in its latest accounts with earnings for 1996 up by 8% to £192m. The distribution of royalties to members is also up, by 9% to £163m. Of the three main strands of income, general licensing and broadcasting revenue both rose by 8% to £58m and £65m respectively, while overseas income rose by 10% to £64m.



The recently-expanded Ash line-up will reveal their new sound on A Life Less Ordinary, the band's first single for 16 months. The song, which appears on the soundtrack of the film of the same name and is released by Infectious on October 13, features the guitar playing of new recruit Charlotte Hatherly. Manager Stephen Tversner says Ash wanted to broaden their sound.

## Joe Jackson signs to Sony Classical

Joe Jackson is signing with Sony Classical in a move described by the label's president Peter Gelb as a bid to redefine the role of classical labels. "We want to return to the idea of classical music as an emotional experience for the listener," he says. Jackson adds, "The so-called classical labels seem to be more open-minded than pop labels right now."

## Sleeper up for R1 Sound City event

Sleeper, Dubstar and Travis are among a line-up of more than 220 acts who will be playing this year's Radio One Sound City in Oxford. Spiritualized, Embrace, The Supernaturals and The Wannadies are also scheduled to appear at the event which takes place from October 25 to November 2.

## Holsten gig boost for unsigned acts

Unsigned UK bands are being given the chance to play before a wide audience in the chosen Holsten Pils Discovers A&R event. Forty bands chosen from demo tapes will be invited to play live at 10 gigs held at three Manchester venues from October 13. Four finalists will play a showcase in December and contribute a track each to a Holsten Pils Discovers CD, which will be sent to A&R departments. Entries should be addressed to Holsten Pils Discovers, St Peters House, Hewitt Street, Knott Mill, Manchester, M15 4GB.

## Our Price pop quiz targets kids

Our Price is looking to build its appeal among school children by launching an inter-schools pop quiz this Friday (3). The Our Price Chart Challenge for 11 to 14-year-olds will initially run over eight heats around the country in October, culminating in two semi-finals and the grand final at the Children's BBC Big Bash at Birmingham's NEC on October 25.

## Glitter goes gold at Basca lunch

Veteran chart-topping acts Gary Glitter and Frankie Vaughan will be among 14 people being recognised for their contributions to music at Basca's 23rd annual Gold Badge Awards. Other recipients at the MCPS-sponsored lunch, which takes place at The Savoy, London, on October 15, will include Rick Wakeman, Eddy Grant, Ken Bruce, Kiki Dee and Judd Lander.

## Universal Music UK

Universal Music UK, and not MCA Music International as stated in last week's Music Week, has promoted senior A&R manager Jon Walsh to head of A&R for MCA/Geffen UK and Universal/Interscope marketing manager Karl Badger to head of marketing. Ollie Weait becomes MCA US marketing manager.

## Louise and Eternal

Louise and Eternal are both signed to 1st Avenue/EMI and not EMI UK as reported in last week's Talent pages.

▶▶▶▶▶ VIRGIN PAIR TAKE THE YANKEE DOLLAR -p6 ▶▶▶▶▶

ARE YOU

# JIMMY RAY?

13.10.97

# America success beckons as dynamic duo cross the Atlantic

More than 30 years have now passed since The Beatles proved - against all the odds - that British pop music could sell in the country which invented rock'n'roll.

But, despite numerous acts from these shores making it big in the US ever since, the number of UK executives being similarly successful across the Atlantic can be counted on the fingers of one hand.

However, such a daunting precedent is unlikely to worry Ray Cooper and Ashley Newton as they settle down to a new life in the States as joint co-presidents of Virgin Records America. In a business partnership that has outlasted many a marriage, the pair have never hesitated about wandering off into uncharted waters, a point illustrated by their key roles in the development of Spice Girls at a time when the pop world was being dominated by boy bands.

"I'm extremely confident they'll be successful in America," says Virgin Records president Paul Conroy. "It's a tremendous opportunity for them. Not many people from the UK industry get an opportunity to work in America, but they've got the skills to succeed."

Cooper believes they could not be going at a better time. "It's a very exciting time in Virgin's history," he says. "In America the company is doing really well financially because of a number of breaking acts."

The move comes some 13 years after the duo forged their partnership at Island Records where Newton was helping to set up dance label 4th & Broadway in his role as head of A&R, while Cooper was director of sales and marketing. They set up the Circa label within Virgin in 1987, signing acts including Massive Attack and Neneh Cherry, with their roles then expanding to cover Virgin's associate labels before they became joint deputy managing directors in 1992. They were appointed as co-managing directors in June.

Although the move is unquestionably the biggest challenge in their lengthy careers, such is the strength of their partnership that both insist neither would have taken the new posts without the other.

"We're inseparable," says Newton, who describes their relationship as like brothers. "We've made a commitment to each other, whatever way our career goes we're there as a team."

"They're joined at the hip," says

Conroy. "Both have very different talents. With Ray it's a tremendous ability in the marketing field and sales, while Ashley is the expert on the A&R side." Newton adds that while their approaches may be different, both share common goals.

"There's no doubt I can be over-early to the point of being pretentious, but Ray can counter-balance that with commercial pragmatism," he says.

Jon Webster, formerly Virgin Records International managing director, says both Cooper and Newton share a similar vision of how to work an act, unlike the situation in many record companies where the A&R and marketing departments appear to pull in different directions. "Both of them are very aware, particularly in the UK, of how the media's going and what's important to their acts," he says.

And, just as their industry expertise seems complementary the same could be said of their personalities. While Cooper - very much the party animal, although able to put in impressively early starts after his late nights - is always ready for a comment, Newton is more considered, quietly allowing his colleague to do the talking.

Cooper, who starts full-time in the US today (Monday), is keen to ensure that their new roles are

as similar as possible to the ones they held in the UK. "I will be dealing with a lot of the day-to-day running of the office, overseeing functions like sales, marketing, promotion and press," he says.

Meanwhile, Newton, who joins him in the second week of October, will take on the additional role of vice president of A&R for the worldwide group, allowing him to play an active part in UK-based A&R projects.

Countless trips across the Atlantic over the past few years have ensured the pair know the staff and office set-up in Los Angeles intimately, while they will be in familiar ground with long-time Virgin Music Group worldwide president Ken Berry, their immediate boss.

Nancy Berry is to become vice

## NEWTON & COOPER



chairman, with former EMI Records UK commercial marketing chief Richard Cottrell heading the LA-based EMI Music Distribution.

Even the list of key autumn releases the two will be handling in America is almost identical to the UK line-up - Spice Girls, Janet Jackson and The Rolling Stones - while among the other acts breaking through is The Verve. "It's quite exciting at the moment because

"It's a tremendous opportunity for them. Not many people from the UK industry get the chance to work in the US, but they've got the skills to succeed" - Paul Conroy

Virgin is doing very well with Europe-originated projects like Spice Girls, Blur, Sneaker Pimps and Daft Punk," says Cooper.

Other priorities include Ken Berry signing Yanni, who sold 5m units of his last album, while they will also oversee acts such as Jon Secada and Gang Starr who have been inherited from some of EMI's recently closed companies. In addition, the compilation market, for a long time the foundation of Virgin's UK success, is finally becoming established in America, illustrated by Pure Moobs selling 1.7m units and this year becoming the first Virgin compilation to reach the US Top 10.

However, they will have to adapt

## DOUBLE ACT

Ray Cooper (b. December 10 1948) and Ashley Newton (b. July 25 1954)

1984: following spells as a sales manager at Transatlantic Records and Ancho/ABC and sales director at Jet Records, Cooper first teams up with A&R head Newton at Island Records where Cooper is director of sales and marketing. Newton, previously a junior at Atlantic subsidiary Mantecore and assistant to RSO's managing director, is helping to set up dance label 4th & Broadway at the time

1987: they begin their association with Virgin by setting up the Circa label as co-managing directors

1991: their roles are expanded to oversee other Virgin associate labels including Pointblank, Real World, Siren, 10 and Virgin Records America. At this time they also start the Hut label

1992: the pair are appointed joint deputy managing directors of Virgin Records UK under Paul Conroy with Newton taking an A&R role and Cooper responsible for marketing, sales, press and promotion

July 1996: Virgin signs Spice Girls as the first of four record-breaking number ones with four releases, as the company's market share rises to 11.9% for the year June 1997: both are promoted to joint managing directors as Conroy becomes president

September 1997: both appointed co-presidents of Virgin Records America with Newton taking an additional role of vice president of A&R for the Virgin Music Group Worldwide

their thinking to a much slower moving market. "It's less immediate there," says Webster. "There are so many ways you can break a record in America, so many ways you can't, whereas in the UK there aren't that many routes; you sell a press story, you build a radio. In America it can take months, even years, to get to one of those first bases." Columbia managing director God Doherty, who worked for four years in the US for Epic in international marketing and as senior vice president of the company, says the size of everything is what will first strike them. "The cost of breaking an act from scratch is mind-boggling," he says.

But, providing they approach the task with the right attitude, he is confident they will succeed. "People over the years have gone in with an arrogant attitude, thinking 'Because I was a kingpin in England I'm going to show these Americans how to do it'. The Americans don't respond to that and you end up falling flat on your face," he says.

Though Cooper and Newton will be several thousand miles away, their old boss is already looking at how losing them can be turned to his advantage. "It's going to be tremendous for the UK-signed acts we're trying to break in America because of Ray and Ashley's knowledge," says Conroy.

So, while they may be directly lost to the UK music industry, their arrival in the US could turn out to be one of the biggest boons in years to breaking UK acts across the Atlantic. Paul Williams

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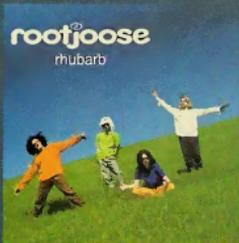
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# Flexibility a product breadth gives Pinnacle top upper hand

The independent distribution sector was shaken up this year by the Vital/RTM merger, but the move vindicates one of Pinnacle's long-held beliefs.

"We've always said that the market can only accommodate two large independent distributors, and once again we have that situation," says managing director Tony Powell.

And the company remains bullish about its ability to stay ahead of the competition. Last year, an albums market share of 5.2% put it just ahead of 4% and RTM's combined total of 4.7% and Pinnacle believes it can continue to increase its share well into the next millennium.

"As far as the Vital/RTM coalition goes, it really doesn't affect how we operate our plans for the future, as we've always had a strong view of how we'll continue to expand our business," Powell says.

Indeed, expansion has been the key word for Pinnacle in 1997. A new deal with Sny has resulted in bolt-on clients which include V2 and its associated labels Oct Street, Blue Rose, Blue Dog, Banana, Music Unites DJ and Big Cat, as well as Mushroom, Skint, Loaded, Deconstruction/Concrete, Rhinoceros and Sidewalk.

Edel came back on board after an absence of six months, scoring Top 20 success with Chicane's summer hit *Offshore*, while George Michael's new Aegaeon label debuted in the Top 10 with *Toby Bourke & George Michael's Walks Away Dreaming*. Another new customer this year for Pinnacle was Snapper which launched in March with a Peter Green album.

Alongside these new deals, Pinnacle has seen significant achievements for its established business, notably Jive which has enjoyed chart success throughout 1997 with the Backstreet

Boys, SWV, Smoke City, KRS 1, Joe, Billy Ocean and R Kelly. One Little Indian has continued on course with releases from Björk and Skunk Anansie, while China Records achieved its eighth Top 20 Levellers hit in a row with *What A Beautiful Day* and had a Top 10 entry with the album *Mouth To Mouth*.

Pinnacle is particularly keen to develop smaller labels—for example *Big Life*, which had success in 1997 with the Damage album *Forever*, which has now sold more than 80,000 units, and Gala's half-million selling single *Freed From Desire*.

Ultimate Record/Planet Dog has seen chart action this year's final quarter, two guaranteed hits are Björk's third studio album *Homogenic*, released last

week, and I Believe. Daniel O'Donnell's follow-up to the 300,000-selling *Songs Of Inspiration*. Jive has just announced the November 24 release of R Kelly's fourth album *R Kelly VIP*, while *Big Life* is set to confirm the release date and title of the Gala album expected in November.

Pinnacle maintains that its strength is down to an ever-increasing diversity, resulting in an operation which has the flexibility to release Damage alongside Daniel O'Donnell and the BBC's spoken word repertoire.

"We have no overwhelming dependence on any one source of business," says Susan Rush, head of label management.

"We're as comfortable selling half a million records as we are selling 500 because, instead of enforcing a distribution blueprint on releases, we have a flexible approach to selling them." **Caroline Moss**

## KEY AUTUMN RELEASES



The October 27 release of *I Believe*, Ritz's follow-up to Daniel O'Donnell's 300,000-selling *Songs Of Inspiration*, is supported by national TV, radio and billboard ads. TV appearances on *Songs Of Praise* and *Surprise Surprise* and a 22-date autumn tour including dates at the NEC Birmingham and two nights at the Albert Hall. Ritz is also releasing an O'Donnell video on November 10.

**PROLAPSE: The Italian Flag—Radar (Oct 6).** Craze guitars combine with ferocious wit on this album which it is hoped will move Prolapse into the premier division. A two-month press campaign and autumn tour back the release.

**SPACE MONKEYS: The Daddy Of Them All!—Factory (Oct 6).** Manchester's Space Monkeys' debut album includes their three singles to date and blurs the boundaries between rock and dance.

**ROOTJOOSE: Rhubarb—Regal/Axe (Oct 6).** Root Joose's debut on this pop/rock combo from the South West, who've released three singles and have attracted plenty of media attention. TV and radio advertising should raise the band's profile across the country.

**VARIOUS: Zeitgeist—New Wave Club Culture—Stress (Oct 6).** New and established artists including Sasha, Brothers In Rhythm and Bedrock feature on this collection of 27 tracks on triple CD and vinyl, combining hit singles with new material, exclusives and sought-after remixes.

**EAT STATIC: Science of the Gods—Planet Dog (Oct 13).** The long-anticipated third album from the Bristol-based band combines techno workouts with hardstep, hip hop,

chemical beats and drum & bass.

**DIANA, PRINCESS OF WALES: A RADIO TRIBUTE—BBC Radio Collection (Oct 13).** Drawings from exclusive BBC archive material, this release features extracts from interviews with Diana's friends and acquaintances and news coverage as it was broken to the world.

**JARS OF CLAY: Much Aftaid—Silvertone (Oct 13).** This, the second album from the alternative rock outfit who've notched up sales of 2m in their native US, gets a simultaneous worldwide release and should benefit from the band's live activities.

**VARIOUS TIP Singles II—Tip (Oct 13).** This collection of successful singles from trance specialist Tip includes BBC archive tracks from various US acts.

**Psycho & Synchro.** Press ads in *Muzik*, *DJ* and *Jockey List* support the release.

**AKURE WALL: Afroperch Text—Freakstreet (Oct 20).** Nigeria-born poet Wall grew up in London, worked in New York and combines the influences of all three continents on this debut album of music, sounds and words. The album is accompanied by a support slot with D-Influence in October and a substantial press campaign.

**CHICANE: Chicane—Edel UK (Oct 20).** Chicane's debut album includes the Top 20 hit *Offshore* and is Edel's priority album for the fourth quarter. The album is backed by press ads in *MusikMag*, *Loaded* and *The Face*, regional radio advertising and a nationwide poster campaign.

**DOMINIC KIRWAN: The Music's Back—Ritz (Oct 20).** Kirwan has already played to more than 100,000 people at his spring and autumn concerts and his fourth album will be supported by TV appearances, a 44-date UK tour and regional press and radio campaigns.

**MIGGERS: Ace-Pop!—Radar (Oct 20).** This mini-album combines three early singles with two of the punk-pop combo's popular live tracks and four new songs. A heavy touring schedule, which culminated in a nomination

for the best new British band at this year's *Kerrang!* awards, should boost this release. **DJ Q: Face The Music—Fiber (Oct 27).** Debut album from Glasgow's Sub Club regular Paul Flynn, aka DJ Q, whose profile has been raised this year by remixing for the likes of BT and U2 Louis.

**CHARLIE LANDSBOROUGH: Further Down The Road—Ritz (Oct 27).** Third album from singer/songwriter Landsborough, whose previous two releases together sold more than 300,000 units in 18 months. An appearance on *TV's Songs Of Praise*, a 22-date autumn tour and a national radio and Adshel/Adrail campaign are scheduled.

**VARIOUS: Streetwave Presents Colours: The Full Spectrum (Mixed by CD Mackintosh and Farley & Heller)—Limbo (Oct 13).** Limbo's biggest project to date sees Scottish club and party promoters Streetwave and Colours celebrating 10 years of house culture north of the border. Backed by a TV ad campaign, featured artists include

Angel Moraes, Adeva, Yo Ho Honey, Funky Green Dogs and Keri Chandler.

**BRUTAL TRUTH: Sounds Of The Animal Kingdom—Relapse (Oct 27).** NYC metal maniacs Brutal Truth have created an album promising to leave no jaw unloosed. Street level postcard and sticker campaign, full press ads and *Kerrang!* and *Metal Hammer* support launch the album and live dates have been set for next year.

**THE MARK RADCLIFFE SHOW—BBC Radio Collection (Nov 3).** Sketches and phonics compiled by Radcliffe from his *Evening Show*, which ended in February and attracted record audience figures during its three-year run.

**JAY'S: Dave Pearce Presents Carry On Clubbing—West 2 Recordings/Edel UK Records (Nov 3).** Radio One DJ Pearce puts a new slant on club compilations with this Edel release on double CD and vinyl. Featured artists include Jay's, Dave D, Sash, Stewart V, Suono Latino and Disco Big. Regional radio advertising containing soundbites from the Carry On films and colour press ads promise to grab attention.

**CELESTA: Runaway Skies—Big Life (Nov 10),**

the second album from this UK R&B artist, following her debut on Diesel, is supported by a full retail campaign.

**R KELLY: R Kelly VIP—Jive (Nov 24).** Kelly's fourth album, his first to two years, contains the hits *I Believe I Can Fly* (Sethu City). A new single prior to the release date will launch the album and co-op TV ads and a broad campaign are being planned.

**GARY GLITTER: The Best Of Gary Glitter—Snapper (release date tbc).** TV-advertised album from Snapper which now owns the Gary Glitter catalogue. His appearance in the *Spice Girls* movie should boost sales.

**VARIOUS: Donuts 2—Bolshi (December 8).** Big beats specialist Bolshi combines this year's highlights with exclusive new material on its second compilation, includes tracks by Laibach, Freewheelers, Franky and Westway.

**VARIOUS: Garage Nation—United Music (Nov 10).** This compilation of so-called "speed



*Samples from The Police, Pretenders, Gary Numan, The Stranglers and Climax* could help turn *Kaleid's* second album, *Start State Of Mind*, into one of the year's biggest pop-rock albums when it is released by Unify on October 13. Containing their Top 20 hit *Golden Brown*, the album is being advertised in the teen press, with co-op ads with *Our Price* running in *Big*.

**TRIBUTE TO NOTHING: Wrench—Lackjaw (Oct 27).** The UK hardcore band release their debut album with solid support from *Kerrang!* and *Metal Hammer*. Marketing tie-ins with *Vans shoes* and *Dickies clothing* will attempt to target the band's surf punk fan base and a two-month UK tour in October and November will also back the release.

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IT'S TIME TO GO

# JANET JACKSON

AT THE CUTTING EDGE OF POP

Evidence were needed of what differentiates Janet Jackson from her peers in the female artists' superleague there could be none better than her new single *Got Till It's Gone*.

On the track Jackson takes equal billing with a sample from Jori Mitchell's *Big Yellow Taxi* and a rap from A Tribe Called Quest's *Q.Tip*. Even supposing that Whitney Houston, Toni Braxton or Mariah Carey would dare deliver such an experimental single, it's highly unlikely that they'd put it out as their new LP's first offering.

It is exactly this knack of pushing her musical parameters whilst still appealing to the mainstream that has marked out Janet Jackson from the pack. When matched with her keen eye for visual presentation, Jackson is one of the few big-selling female artists who have been able to sustain tastemaker kudos as well as commercial appeal.

Ekow Eshun, editor of the style magazine *Arena*, is an unashamed Jackson fan. "She makes herself contemporary," Eshun says. "She always has a frisson of cutting edge and what she does is very sophisticated. It feels like it's got some substance, which for a pop artist is difficult to do. Compare her to someone like Mariah Carey. It's not just about looking pretty."

Last week saw the campaign around Jackson's fifth album, *The Velvet Rope*, start in earnest with a star-studded party in London attended by Jackson and reportedly costing £250,000. But such lavish expense appears justified when a listen to the album, one of Virgin's key releases for the year.

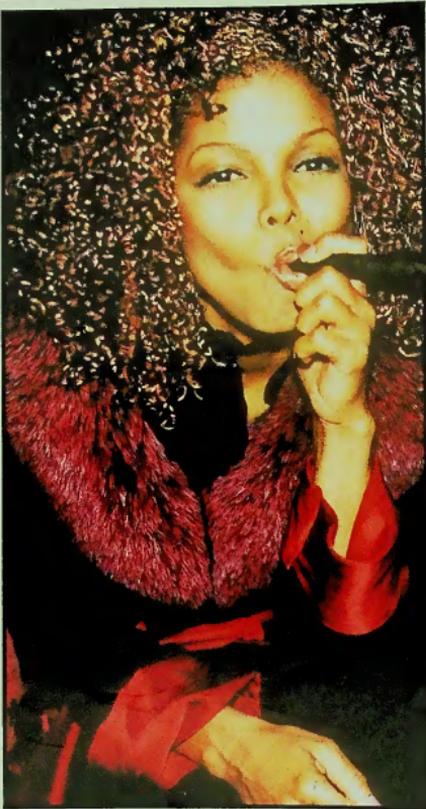
**'She has a frisson of cutting edge and what she does is very sophisticated. It feels like it's got some substance, which for a pop artist is difficult to do. It's not just about looking pretty'**

reveals a fistful of potential singles, as Virgin UK's outgoing managing director Ray Cooper is well aware. "We see this as an LP that can go on selling for the next two years. It's not unlike the George Michael album, *Older*, which is 18 months old and still generating Top 10 singles," he says.

Cooper is also confident that the favourable critical reaction that has greeted *Got Till It's Gone* will be extended to the LP. "When we heard it, we all thought it was a major step forward," he says.

In terms of a first single, *Got Till It's Gone* has been a smart move. With R&B and rap increasingly dominating not only US sales but also the UK charts, the single re-establishes Jackson's credibility with the urban and youth market at a time when there is a whole new generation of female stars vying for its attention.

Of the single Jackson says, "I've



## JANET, JAM & LEWIS



Production duo Jimmy Jam & Terry Lewis III first joined forces with Janet Jackson for 1986's classic *Control* and they have been a world-beating team ever since, amassing over 40m sales across Jackson's four albums.

However, according to Jackson the artist and producer relationship actually got off to a shaky start when she first arrived as a prin 18-year-old at the duo's *Flyte Time Studio* in Minneapolis. The major source of trouble was their 'cursing.' "I remember calling home and saying, 'That's it—I'm on the next plane back. I'm getting called 'bitch' every three minutes'." "I was just pissed off," she says.

Jackson stuck with the duo and according to *Arena*'s Eshun, this has been one of

the secrets of her success. "She's smart because that's meant that there's been a genuine progression in her music rather than just jumping on the latest bandwagon. She's never played 'catch up'," he says.

Jackson herself says, "I think what we have is special. Not to say that there aren't others I'd like to work with just to see what comes of it."

According to Jackson, it is predominantly Jimmy Jam, herself and partner Rene Elizondo who formed the core creative unit for *The Velvet Rope*. "My two chief collaborators on this record are Jimmy Jam with music and Rene Elizondo with lyrics. The three of us work beautifully as a team," she adds.



always been a big Joni Mitchell fan, and Jimmy Jam knew that so he put the *Big Yellow Taxi* sample on. I knew I wanted a rapper on this LP, but who and on what song? I had no idea until we did *Got Till It's Gone*. Q.Tip was the perfect person. His voice is mellow and laid-back like the vocal."

Certainly, the album is Jackson's most adventurous to date. The key development she feels she's made compared with her last studio LP, 1994's *Janet*, is in the introspective and personal nature of many of the songs. "It took me six months to do it which is the longest it's taken with any album," she says. "But really I feel it's taken me 31 years to write this album because

I've gone into my childhood, my teenage years, even my adulthood and dealt with a lot of issues I've never thought of dealing with and I never knew existed. It's taken me as a person to another level."

Aside from introspection, sexuality also features heavily on the lyrical agenda of *The Velvet Rope*. For example, *My Need* is about pleasing yourself; *Rope Burn* about sexual fantasies; and listeners will have to make up their own minds about Jackson's bizarre phone conversation with another woman on *Speaker Phone*.

Musically, the LP is a conundrum of differing styles which producer Jimmy Jam has deftly moulded into a unified whole, producing a cutting-edge sound embellished by some impressive production touches. All areas of Jackson's musical fan base are covered: *Velvet Rope* (featuring violinist Vanessa Mae) and *You are archetypal funky Jackson-style cuts*; *I Get Lonely* is the LP's big ballad; and *Together Again* is a house-style dance track just waiting for a host of big name remixers to get their hands on it. Add some rock-tinged tracks, a cover of Rod Stewart's *Tonight's The Night*, and the syrupy sweet child choir sing-a-long *Special* and you get the picture.

Jackson says the mix "is a match style which she has been developing for her LPs since 1989's *Rhythm Nation* is entirely natural for someone who grew up as the ninth child in a house

listening to everything from Stravinsky and P. Funk to Tammy Wynette and Sly Stone. It was brother Raddy Identically who introduced Janet to Joni Mitchell as a child. "Because of that, it's all a part of me, all a part of my life," she says. "With my albums I'm able to do different types of music and it's acceptable because it's me."

The respect that Jackson still commands in the R&B world can be gauged by the fact that its current king Sean "Puffy" Combs said recently that Jackson was the only artist for whom he'd make the effort to pick up the phone and push himself forward as producer.

In a career marked by massive success, failure could almost be a foreign concept to Jackson. But when asked what it would constitute to be her, she simply replies, "To not try is a failure."

By that criterion, any failure seems as far off as ever. **Tony Farsides**

### One to WATCH

**SHOWGIRLS**  
The best ever and one of the most CD sales in Pop! Records on October 20, *The Velvet Rope* is a Grammy-predictable joint summer pop song and apparently causing interest from buyers.

Artist: Janet Jackson Project; single/album Label: J&J/Virgin Records; Songwriters: Jackson, Elizondo, Jam & Lewis; Studio: Flyte Time Minneapolis; Publisher: Flyte Time Music, EMI Music, Black Ice Music; Released: September 22/October 8

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## GREAT SCOTS

A BIG YES, DEBUT FOR NEW ACTS

With record labels set to get their hands on Scottish talent and political power about to be devolved to a Scottish Parliament in Edinburgh, how long will it be before the Scott Awards replace the Brits north of the border?

In the week when *In The City* visits Glasgow, Creation president Alan McGee believes the development of the Scottish music industry is a certainty.

"I think the players are there, it's just waiting to be pulled together," he says. "If XM gets a licence in Scotland, with its Scottish bias and Scottish staff, it could possibly be the centre focus."

McGee currently has the biggest UK-based roster of Scottish bands.

To a list including Primal Scream, Teenage Fanclub and the underrated 18 Wheeler, he recently added Toaster, who've been described as "Pulp-like art rockers and ex-University of Strathclyde architecture students" and were much touted at Dublin's *In The City* last year. They're currently recording with producer Spike Drake (Babylon Zoo, Alabama 3) and plan to release a debut single in January and an LP by May.



Since McGee isn't considering decentralising his operation — "it's good to have a label in London which is working firmly behind Scottish music" — it's unlikely that any of the majors will do so. This hasn't, however, prevented A&R men spending

considerable time north of the border over the past 12 months.

"There is loads' happening," concurs Keren McKean, a booker at Glasgow venue King Tut's Wah Wah Hut. "The amount of A&R men that phone me up is incredible."

They've signed a diverse set of promising bands (see box below) who may eventually eclipse this year's major label Scottish successes: Geneva, Travis, Finley Quayle, Edwyn Collins and The Supernaturals. According to The High Fidelity's Sean Dickson, cheap flights (as low as £25), rather than devolution, will have more of an impact in Scotland's renaissance next year. "The biggest thing that's happened in the past few years is EasyJet — it's made Scotland and England come together," he argues.

However, the currently ascending leftfield stars are largely home-grown.

Tarzan talent: Mogwai, Dawn of the Replicants and Arab Strap (from top)

Belle & Sebastian are an exception (their latest EP 3... 6... 9 Seconds Of Light is released on October 13 on London-based Jeepster Records), but acts signed to Scottish labels include *Natives* in Stereo (who follow up January's eponymous debut album with *A Brand New Day* EP on Creeping Bent in November); Mogwai (whose acclaimed debut album *Young Team* is released on October 27 on Chemical Underground); and Arab Strap (whose debut album *The Week Never Starts* Round Here comes out in the new year on the same label).

In contrast to the Britpop penchant for backstabbing, the bands show a healthy respect for one another. Arab Strap's Aiden Moffat producing Belle & Sebastian will top the UK charts by the end of next year; and praising Mogwai for being "fantastic live — very intense and very personal without having words which is a feat".

Scotland is a nation not a "scene" like Manchester or Oxford, diversity is reflected in the wherewithal of its music. 1997 has also seen successes in the dance arena, most notably Howie B and Blueboy. M3's Billy Graham tips Trevor Riley (*Manifesto/Mercury*) as one name likely to follow in Blueboy's footsteps, and says the house scene is vibrant, particularly Glasgow's 23rd Floor Hook and North A labels and Aberdeen's Hook and Delboy. Perhaps the most significant signing of all was made by Soma, which nurtured Daft Punk before the French duo moved to Virgin.

"Four years ago [Scottish] dance labels would concentrate on Scotland," says Graham. "Now everybody travels to trade fairs abroad signing tracks. With Daft Punk, Soma showed that Scotland can compete on a European stage."

Maybe the time when those EasyJet flights will be ferrying as many Scottish A&R men south as English A&R scouts north is not all that far off.

Shaun Phillips

## NORTHERN EXPOSURE: THE NEW WAVE OF SCOTTISH TALENT

**The Beta Band** (Regal/Parlophone). Three-quarters Scottish four-piece. First gig was a four-song set at London's Water Rats in July. Sounds like laid-back Mellow Gold remixed by the Primals. Releases: debut EP *Champion Versions* was released this month. Next EP scheduled for pre-Christmas. Claim to fame: The Verve's Nick McCabe mixed B+A on debut EP.

**Dawn Of The Replicants** (East West). Glasgowish five-piece who write biogs as well as their music. Sounds like bizarre midwest Americana meets Limpy Rudy Clouds. Releases: debut EP *So Far So Spire* (on their own Dumb/Silk/Trig-e-label) resulted

in Radio One Peel session. Their next EP, *Rhino Rays*, is released November 3 and features a David Howell remix of Skulldozer from their *Volent Sundays* EP. Claim to fame: this month's *All That Chayenne* Caboodle EP was an AIME single of the week. **The High Fidelity** (Plastique/BMG). Band name born when High Times asked Sean Dickson to record his favourite marijuana song for the magazine. The mag sent money for studio costs; Dickson recorded it in his bedroom and pocketed the cash. Releases: *Admitted To A TV* (recorded for Vinyl Japan, re-released on Plastic). Claim to infamy: Dickson was *The Soup Dragons'* frontman.

**The Lanterns** (Columbia). The girl/boy trio with romantic tales from Irvine Welsh's heartland Leith were played on the back of a demo, having never played live. They are currently in the studio recording an album with Pete Vicieste (Annie Lennox, Sophie B Hawkins), scheduled for a spring release. Claim to fame: debut of A&R and general manager Dave Ball's first signing to Columbia.

**Magicdrive** (Mercury). Edinburgh girl/boy five-piece first surfaced at Dublin's *In The City* in '96. Frontman Dave Robertson has quirky lyrical bent. Sounds like punk/surf/indie/rop with Shop Assistants on backing vocals.

**Releases**: first single, *It Had To Be You*, on Firca Panda. Album in studio '98, produced by Al Day (Pisces/War/Radleys). Claim to fame: their major debut, this month's *The Soft* (about impotence) was Xfm's first record of the week.

**The Smiles** (A&M). Under 18 five-piece from Glasgowian suburbs. Sounds like *Son of Drock* — have been compared to Small Faces/OCS. Look hopeful to follow "The Kula Shaker blueprint" and build already big local fanbase through touring. Releases: first single in '98. Album in March, recorded at Redfield, produced by Hugh Jones (Dodgy, Ian Broudie).

## STEVE LAMACO ON A&amp;R

No *In The City* for me again this year, but like I mentioned 12 months ago, someone has to hold the fort. So you just go on and have a good time. No really, don't worry about us... Actually it's frightening to think that it's a year on since the last ITC (doesn't think it fly, aren't the police getting younger every year, it was all fields round here when I was a kid etc etc...) And if anything the A&R climate is even more challenging than ever. The fracturing of mainstream alternative music, and the constant, thrilling progression in this country's dance scene over the past year has led us into a whole new post-Britpop era. Which is good stuff for punters, but less easy for A&R staff. Now more than ever, it's vision and a bit of bottle that you need to survive, instead of simply chasing a new version of Last Year's Big Thing...

Who, apart from a few enthusiastic and astute clubbers, would have thought that Big Beat would have advanced so far in the past year? Or that the indie underground would start throwing up potentially big bands again like Belle & Sebastian? There simply isn't a blueprint for instant success at the moment — and if you disagree, please write it out very neatly and post it to us at the usual address. Your reward will be in heaven... Meanwhile the fun thing about the current State Of Pop is that anything could happen right now. I stood in the Red Eye in Islington thinking about this the other night as **Freeboy** did their frantic hum-a-long thing on stage. The last time I saw them the singer looked like he was impersonating an Eighties-era Julian Cope on a particularly shaggy day.

Not any more. The hair's been trimmed, the songs are less shambolic and they've got a few tunes which — produced brightly enough — could be hits. They look like they're having a ball as well. If anything they might even be too happy for some people — but there's a self-deprecating sense of humour and banter that's quite endearing (a la early Teenage Fanclub). The singer closes their set by saying, "This is our last song and it's called *Freeboy Should Get Off The Stage* Right Now — and I can't remember how it goes"...Of course, post ITC the world will have changed on its axis again and none of this may count for anything. Now if you'll excuse me *Cinderella* here has some more tapes to tidy up...



One to WATCH  
CARMEN LUNDY  
A fearless recombination of the greatest British jazz vocalists, pianist Lundy wails out the CD which sees her take on the likes of Ella Fitzgerald, Billie Holiday, and Sarah Vaughan. *Old Devil Moon* reissues her greatest vocal performances on R&B classics. (Virgin)

# CORRS THE CORRS THE

IRISH FAMILY QUARTET THE CORRS released their first album 'FORGIVEN NOT FORGOTTEN' in 1995. It achieved: • 8 X Platinum in Ireland • 7 X Platinum in Australia • 2 X Platinum in New Zealand and Denmark • Platinum in Spain • Gold in Japan, Canada, France, Norway. Approaching Gold in the UK!

WHAT THE PAPERS SAID 'A set of wonderful, simple, anthemic pop songs with harmonies and arrangements to melt the hardest of hearts' THE INDEPENDENT • 'Their songs are three minute slices of pop heaven' THE TIMES



## TALK ON CORNERS TALK ON CORNERS TALK ON CORNERS TALK ON CORNERS TALK ON CORNERS

New album 'TALK ON CORNERS' released 20th October

New single 'ONLY WHEN I SLEEP' released 13th October

Album campaign to include TV ADVERTISING IN LONDON, CENTRAL, GRANADA, YORKSHIRE, TYNE TEES, SCOTLAND, NATIONAL PRESS CAMPAIGN

**A** background in Australian soaps offers a wealth of opportunities, most notably a dalliance with Eurotop and juggling a career between panto and Saturday morning television. Neither appealed to the canny former Neighbours star

Natalie Imbruglia. Instead she has spent the past year working with former Cure member Phil Thornalley and Radiohead producer Nigel Godrich, to develop her own fresh rock sound which will astound those critics who'd labelled her just another pretty face. "If the label had tried to make me put on my hot pants and sing pop I just couldn't have done that. It's not me and so some would've said, 'oh, she says."

"Natalie was someone who was trying to do something other than another pop/R&B/soul record. There are so many artists doing safe pop so it was refreshing to find an artist wanting to do something with attitude and produce a more organic record."

In the three years since disappearing from the TV screen as Beth in Neighbours, Imbruglia has deliberately taken time out to allow her profile to die down. Now as removed from her past as she could probably get, Imbruglia's image will be fully reinvented when she tours her country-tinged songs about twentysomething womanhood – most of which she has co-written – with a band she is currently putting together.

Imbruglia, who counts Shawn Colvin among her favourite artists, adds, "I think I'm an entertainer, but then I think describing it all is bollocks. Creative people are creative people. We're all in one basket. This album is where I'm at. I just want to get on with it and keep getting better. I'm not doing it for any other reason."

Always genuinely into music, Imbruglia started out as a singer and rejected a record deal before setting. "It took me a long time to shake off that soap thing and be given the space to do what I wanted to do. At first I didn't think I could really get away with it. Then it's like the industry presented itself to me and did I have the balls to do it?"

She met her now A&R consultant Mark Fox while searching for collaborators more than a year ago while he was creative director at BMG. "I listened to what she was saying, she wanted to be a developing artist rather than just a singles artist," he says.

Fox introduced Imbruglia to Thornalley, whose lengthy career also includes producing Duran Duran, mixing Ash and playing bass for Edwyn Collins. He in turn brought in Godrich. Fox, who made Imbruglia his first signing when he moved to RCA, adds, "I've built my own agenda for her. It was never a case of getting a single out, I've been the publisher and the A&R man. It was a case of bringing writers and music to her which would counteract her overwhelming star quality."

Imbruglia adds at last interest from a couple of labels but had been most impressed

with RCA. "RCA's not seen me as a puppet on a string. They've been behind me 100% and encouraged me to grow as an artist. I've heaped the pressure on myself. I have to," she says. Godrich says the tracks he mixed are not comparable to his previous work with Radiohead. "It's not really what I do. It was light relief. It's definitely a pop record; very commercial and marketable and with the whole Alanis Morissette thing companies are trying to come up with something for that market."

Other connections saw Imbruglia working on tracks in LA with Mark Goldenberg (Eels), in Nashville with Matt Bronniece and in New York with Mark Plant (Bowling Doves).

With such names involved, the surprisingly distinctive feel of the album, and Imbruglia's profile, it seems she could become as much a household name as Kylie. As Thornalley explains, "I still think of it as a pop record. Just because it has got attitude does not mean it isn't pop. So often you just think of Slack, Atkin and Waterman as pop. It's just that times change. Maybe that's good." Stephen Jones

**Artist:** Natalie Imbruglia **Project:** single/album **Songwriters:** various **Label:** RCA **Studies:** various **Producers:** Thornalley/Phil Bronniece/Goldenberg/Weight **Publisher:** BMG **Released:** Oct 13/Jan 30

## SMASH MOUTH

### PERSISTENCE PAYS OFF FOR US ACT

**S**ome records can't help but remind you of something else. San Jose-based Smash Mouth's breezy debut single Walking On The Sun is one of those, instantly recalling the Stereo MCs at their most buoyant. Suggesting one band's sound owes a large debt to another is a sure way of detracting from its quality but Walking On The Sun has plenty going for it, from the vintage Ray Manzarek-style organ groove that kicks it off to its anchor-size hook and gruff vocal – a punchy bark that sounds like Rob Birch on Connecticut.

Vocalist Steve Harwell is flattered by the comparison but points out, "It's honestly the first time anyone has said that and the rest of our songs sound nothing like it."

Whatever its inspiration, Walking On The Sun is destined to be a hit for the band in the UK when it reaches the shops on October 13. Its instant appeal led Radio One to play it six weeks in advance of release, Xfm has been hammering it and the Big Breakfast ran a video exclusive last week.

Over in the US the track has already been a huge hit for the band, pushing its accompanying album, the upbeat, diverse and entertaining Push Yu Mang, to 41 in the *Billboard* charts. It has shifted 500,000 units since it was released eight weeks ago.

For Harwell, Smash Mouth's runaway success comes as a relief after years of obscurity fronting hip hop acts.

"We wrote the songs with the intention of hearing them on the radio. We stayed focused rather than just indulging ourselves. We're all thirty-old so we needed it to work out right this time round and fortunately it has."

Smash Mouth formed three years ago when Harwell teamed up with drummer Kevin Coleman, guitarist Greg Camp and bassist Paul De Lisle. They spent the next 12 months writing, before setting themselves a two-year time limit to sign a deal.

Two years later things were looking bleak. However, a DJ at local San Jose radio station KOMÉ picked up one of the band's demo tracks and played it to

death. Still without a deal but considerably encouraged, Smash Mouth decided to record an album and put it out themselves if necessary.

Push Yu Mang was recorded in three weeks at producer Eric Valentine's HOS Studios in Redwood, California in the Spring of this year. Hugely influential San Francisco radio station K-RQK immediately picked up on Walking On The Sun as a stand-out track and put it on its playlist, prompting a stampede of offers.

"That was the only thing that sucked a bit because people weren't paying that much attention until we had a song played on radio, then they all wanted to be our friends," says Harwell. "We chose Interscope because they were honest, they got what we were about immediately."

For Interscope president Tom Whalley it was one of those rare instant decisions. "Once every few years someone walks in your office and you

**'We wrote the songs with the intention of hearing them on the radio. We stayed focused rather than just indulging ourselves'**

got a feeling. They came in and played the finished album and it sounded great. Like there were a bunch of hits on it. I totally wanted to sign them there and then."

With a finished product placed in its hands the label was able to move swiftly to capitalise on the summer vibe of the single. "We put the single out to radio within a week of signing them and had it in the record stores two weeks later," says Whalley.

Whalley also resisted any temptation to tinker with the LP. "We could have offered more input and made changes but it wasn't necessary. We were happy with the record, it worked fine," he says.

With the release of a new single in a couple of weeks, Whalley anticipates Push Yu Mang will sell over 1m units in the US by Christmas. Meanwhile Smash Mouth are taking off in Europe.

"People are saying to us that it's going to be a smash and we're committed to breaking them round the world," he says.

The band arrive in the UK in mid-October for TV promotion and a handful of live dates, at which point those Stereo MCs companions will come grinding to a halt.

Mike Pattenden

**Artist:** Smash Mouth **Label:** Universal/Interscope **Project:** single/album **Songwriters:** Smash Mouth **Producer:** Eric Valentine **HOS:** Publisher: Smash Mouth **(BM)** **Released:** Oct 13/Nov 3



**One to WATCH**  
INSANE  
CLOWN POSSE  
Guzzled by  
Disney's  
Hollywood label  
for offensiveness,  
this loose-cannon  
duo really do  
dress and act like  
psychotic clowns.  
With this album,  
The Great  
Mileage, due out  
on Island on  
October 27,  
undoubtedly they  
will be touring the  
UK soon.

# THE OFFICIAL UK CHARTS



Another 1,069,000 copies of Elton John's *Something About The Way You Look Tonight/Candle In The*

*Wind* 1997 were sold last week, bringing its 15-day sales tally to 3,273,000. The only single ever to sell more copies in the UK is Band Aid's *Do They Know It's Christmas*, and overlooking that is a formality which will have been completed by the time you read this.

The continued popularity of the single put a cad, temporarily at least, to **Oasis'** chances of taking a second number one single from their *Be Here Now* album. *Stand By Me* debuts at number two, having sold 137,000 copies – more than enough to ensure it would have debuted at number one most weeks. But with all the attention given to *Stand By Me* and their current gigs, **Oasis** do rebound to the top of the albums chart, after selling a further 45,000 copies of *The Here Now* last week. It's the album's fifth week at number one, and the group's 16th since getting off the mark when *Definitely Maybe* topped the chart just three years ago. The only act to spend longer at number one in the Nineties is **Simply Red**, who have spent 17 weeks at the summit. The **Spice Girls** have spent 15 weeks on top, and must be fancied to overtake both before the year is out.

Three singles in the Top 20 increase their sales this week – but all are on their way down. **Dario G's** *Sunshine* (2-3), **Chumbawamba's** *Tubthumping* (3-5) and **Tina Moore's** *Never Gonna Let You Go* (9-11) are the records in question. Meanwhile, after landing his first Top 40 hit for over five years last week, **Chris De Burgh** climbs 35-29 with *So Beautiful*, which thus becomes his biggest hit since *Missing You* peaked at number three in 1988.

Last week, we reported how **Blur's** *MOR* debuted at number 15, spoling their chances of becoming the first act to have four Top 10 hits this year. This week, we offer our congratulations to **U2**, who complete their own quartet of Top 10 hits with *Please Debatin'* at number seven. Their previous 1997 hits are: *Discotheque* (number one), *Staring At The Sun* (number three) and *Last Night On Earth* (number 10). All four are taken from their Pop album, which rebounds 65-41 on a 58% gain in sales but which has sold disappointingly by their standards despite its string of hit singles, with fewer than 340,000 units purchased to date, some seven months after its release. Incidentally, **Blur's** self-titled album continues its chart ascent, moving 47-29, even though *MOR* slumps 15-41.

**Glasgow Rangers** become the first football club from Scotland to have a

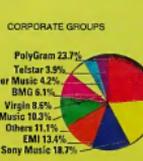
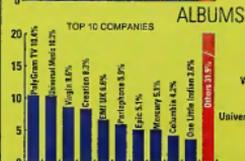
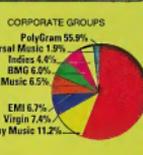
## SINGLES UPDATE



## ALBUMS UPDATE



## AT-A-GLANCE WEEKLY MARKET SHARE



**SINGLES:** Figures show top 10 companies by % of total sales of the Top 75, and corporate group share 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.

Top 75 hit, and the first club side to have a hit at this time of the year, debuting at number 54 with **Glasgow Rangers** (*Nine In A Row*), the parenthetical title referring to their year-inducing run of nine consecutive Scottish Premiership championships. The 'Gers' single was produced and co-written by old hands **Mike Stock** and **Matt Aitken**, and sold almost exclusively in Scotland.

Hard times for **Lisa Stansfield**, whose latest single *The Line* debuts at number 64. It's the fourth single from her self-titled number two album, and seemed destined for success after Top 10 club success but a combination of

lack of airplay and a \$3.99 price tag have turned it into her least successful single since she hit the big time in 1989. And a belated release of **New Order's** *Video 5 6 8* single is even less popular, debuting at number 81. Recorded in 1981 to tie-in with the opening of the Hacienda club in Manchester, it's a 23-minute long instrumental.

Another underachieving single, **Kylie Minogue's** *Some Kind Of Bliss*, descends to number 82 after three weeks in the shops. Its poor performance has resulted in the forthcoming *Kylie* album being pulled, and rescheduled for 1998. **Alan Jones**



After rocketing from 1,249 plays to 1,742 the previous week, **Elton John's** *Candle In The*

*Wind* 1997 goes into a dramatic and sudden reversal, slumping to 1,370 detections last week, while its audience dipped from more than 70m to less than 50m. Some radio stations have obviously decided that that's enough is enough and constant reminders of the death of the Princess of Wales don't engender the feiloquid atmosphere they seek to create. *Candle In The Wind* 1997 accordingly dips 1-5, leaving the way open for **M People** to claim top billing with their single *Just For You*, which looked a spent force when it dipped 5-8 only a fortnight ago. Twenty-one plays from **Radio One** were certainly useful in propelling *Just For You* to number one but the biggest audience share was contributed by **Capital Radio's** 45 plays, enough to earn the record third place on the playlist there, behind joint favourites **Will Smith** and the **Lighthouse Family**, who each amassed 48 plays. **M People's** reign at the top is likely to be short, however, with **Dario G's** *Sunshine* – up to three from six – the likeliest successor. *Sunshine* has been supported by **Radio One** from the start, and moves to the top of the station's playlist with 31 plays last week. **Coolio** reached number six with **C U** When You Get There but is having problems getting airplay for his upcoming single *Oh La La*. Not to be confused with **Eivissa's** *Oh La La*, the **Coolio** single moves only 71-55 this week – and it could be far worse without **Radio One**, where it gained 19 plays and over 80% of its audience last week. Meanwhile **C U** When You Get There enjoys one of those illogical surges at **Atlantic 252**, which places it back atop their playlist with 64 spins last week. It drifts 33-37 nationally, after 14 weeks on the chart.

The **Spice Girls' Spice Up Your Life** single follows its 38-36 rise last week with a more convincing 36-17 jump. It is rather different to their previous singles, and doesn't easily fit into the format of many stations, however, so it will likely not progress too far into the Top 10.

The **Backstreet Boys** usually have to wait until their records prove themselves at retail to enjoy airplay success – their last single *Everybody* (**Backstreet's Back**) was number 69 on the airplay chart when it debuted at number three on the **CIN** chart – but the message that they will appeal to young listeners seems to be getting through to radio programmers. As a result, their new single *As Long As You Love Me* – out today – is already number 33 on the airplay chart, and rising fast. **Alan Jones**

CHART FOCUS

THE UK'S OFFICIAL CHART SOURCE

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# AIRPLAY PROFILE

## STATION OF THE WEEK

**107.6 CHANNEL** **TRAVEL RADIO**

Few stations have a potential annual audience of more than 10m but listeners who can only tune in for around 45 minutes at a time. For 107.6 Channel this is an unavoidable dilemma as it serves the local motorists driving down the M20 in Kent to pick up the Le Shuttle train, ferry or hovercraft to the continent.

The station is owned by Eurotunnel and is two years into an eight-year RSL licence. Based in Eurotunnel's Folkestone headquarters and launched mainly as a travel information broadcaster, its output includes 40% music which station manager Lisa Kerr says is essential to ensure people do not switch off. "The amount of music we play varies depending on the time of day, but it's keeping the sound of the station interesting and complements the information," she says.

Anyone making their way to the Channel ports will see signs advertising 107.6 Channel when they reach junction nine of the M20 near Ashford. Once they tune in, they will hear a mix of tracks from the Sixties to the Nineties. The station has just appointed Chris Bailey as head of music. His brief is to keep the music sounding fresh and appealing to all of the captive car-based audience.

"It's difficult to target a certain age so we have a test that a song must be something that mum would not switch off. We do not play any hard rock or

## 107.6 CHANNEL PLAYLIST

- Track artist (label)  
**Candle In The Wind** Elton John (Rocket/Mercury)  
**U-Break My Heart** Toni Braxton (LaFace/Arista)  
**Angel Simply Red** (East West)  
**You Have Been Loved** George Michael (A&M/Virgin)  
**Raincloud** Beautiful South (Go Discs)  
**Lifted** Lightbox Family (Wild Card/Polygram)  
**Fantasy Earth Wind & Fire** (CBS)  
**Love Is A Stranger** Eurythmics (GSA)  
**Say You'll Be There** Spice Girls (Virgin)  
**Hotel California** The Eagles (Asylum)

specialist dance music or artists with strained vocals, such as Bruce Springsteen," Lisa Kerr says. "The music must be melodic, and the amount of chart tracks we play does tend to be limited. We would have around eight current tracks on the playlist at any one time which means the songs would be played once every two or three hours."

One of the reasons why Channel does not play as much new music as it perhaps could is that it finds it impossible to receive any product from record companies and pluggers. In its fact sheet is borrowing all its music from Salisbury-based Spinn FM. Kerr says that the station would like to introduce more specialist shows. "For example, there is pressure from our loyal drive listeners to introduce a country and western music show on the nights where there is a lot of freight traffic such as Wednesday, Thursday and Friday," she says. **Steve Hemsley**

## TRACK OF THE WEEK

### WILL SMITH: MEN IN BLACK

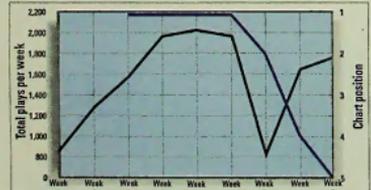
As with any song associated with a hit movie, Will Smith's Men In Black was virtually guaranteed to be a track success. The song was first monitored by Music Control on Invicta Radio in Kent on June 27, and was still number two on the ILR chart with more than 1,500 plays by the end of September.

By this time, and like many other tracks that have been around for a while, its airplay position was helped in no small part by Atlantic which was still spinning the song on an amazing 65 times a week. Invicta played Men In Black more than any other station for four consecutive weeks during June and July, while overall radio support was strongest during August when the film was on mass release around the UK. Men In Black topped the airplay chart in the third week of August with a total number of spins of more than 2,000. Plays only dropped in the second week of September when the country's mourning of the death of Diana, Princess of Wales was reflected by a more subdued music policy by station programmers. In fact, the effect of the Princess's death and her funeral meant that in the September 13 airplay



chart the track registered a massive 143% drop in radio support from 1,382 plays to just 914. Support picked up again the following week as the song was chosen more than 1,500 times. Airplay and box office returns ensured the track entered the CIN sales chart at number one on August 16, at a time when it was still receiving 25 plays a week on Radio One.

The song went on to spend four weeks at the top and had only dropped to number four by the end of September after seven weeks on the CIN chart. **Steve Hemsley**



## RADIO 1

		No. of plays	
		1W	2W
1	1	26	31
1	4	26	29
=2	4	24	29
=2	10	25	28
4	9	13	27
=5	30	28	27
=5	2	28	26
=7	2	28	26
=7	2	28	26
=7	10	24	26
=7	10	26	25
=10	4	23	25
=10	14	21	25
=10	20	22	24
=10	10	24	24
=13	20	15	24
=13	20	12	23
=17	18	22	21
=17	18	26	21
=17	20	26	20
=20	4	12	19
21	=22	20	18
=22	22	13	18
=24	23	17	16
=24	23	10	16
=24	23	8	16
=24	23	2	15
=27	26	15	14
=27	26	11	14
=29	26	11	14
=29	26	15	14

© Music Control UK. Titles ranked by total number of plays on Radio One from 02:00 on Sunday 21 September until 24:00 on Saturday 27 September 1997

		No. of plays	
		1W	2W
1	3	1578	1758
2	5	1292	1459
3	1	1583	1462
4	2	1278	1398
5	18	896	1245
6	7	1197	1195
8	15	898	1102
9	8	1150	1101
10	10	1063	1100
11	10	1053	1077
12	10	839	1041
13	4	1368	955
14	5	1110	941
15	14	914	931
16	13	941	929
17	13	928	842
18	=21	468	779
19	20	754	758
20	22	536	710
21	17	642	654
22	29	560	635
23	27	588	630
24	19	615	615
25	23	551	566
26	=25	171	559
27	=25	314	553
28	24	650	551
29	=29	507	530
30	21	724	527

© Music Control UK. Station profile charts rank titles by total number of plays per station from 03:00 on Sunday 21 September until 24:00 on Saturday 27 September 1997

## VIRGIN



## ATLANTIC 252



		No. of plays	
		1W	2W
1	1	46	64
2	1	51	61
3	1	52	59
4	2	58	55
5	7	39	54
6	1	65	47
7	1	51	45
8	1	39	40
9	2	39	39
=10	2	37	38

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# TOP 50 AIRPLAY HITS

4 OCTOBER 1997



Pos	Wk	Wks on chart	Title	Artist	Label	Total plays	Plays % w/r	Total audience	Audience % w/r
1	3	7	<b>JUST FOR YOU</b>	M People	M People/BMG	1874	+13	58.29	+9
2	4	5	RAINCLOUD	Lighthouse Family	Wild Card/Polydor	1498	+11	57.85	+10
3	4	5	SUNCHYME	Dario G	Eternal/WEA	1715	+24	54.29	+16
4	2	8	THE DRUGS DON'T WORK	Verve	Hut	1293	-1	51.06	-12
5	1	3	CANDLE IN THE WIND 1997	Elton John	Rocket/Mercury	1570	-11	49.48	-42
6	18	24	STAND BY ME	Oasis	Creation	1374	+41	46.58	+23
7	5	4	MEN IN BLACK	Will Smith	Columbia	1592	-10	46.15	-12
8	13	22	TUBTHUMPING	Chumbawamba	EMI	1048	+2	43.45	+24
9	15	16	ARMS AROUND THE WORLD	Louise	1st Avenue/EMI	1138	+25	39.78	+22
10	3	13	BLACK EYED BOY	Texas	Mercury	1225	-2	38.95	-3
11	11	26	BITCH (NOTHING IN BETWEEN)	Meredith Brooks	Capitol	1217	+1	37.60	+2
12	7	5	HONEY	Mariah Carey	Columbia	880	-22	37.10	-13
13	18	8	NIGHTNURSE	Sly & Robbie Featuring Simply Red	East West	747	+9	36.03	+16
14	8	11	WHERE'S THE LOVE	Mercury	Mercury	1241	-2	35.83	-15
15	12	13	SOME KIND OF BLISS	Kylie Minogue	Deconstruction	1016	n/c	35.43	-1
16	24	4	SEMI-CHARMED LIFE	Third Eye Blind	Elektra	737	+15	33.92	+28
<b>HIGHEST CLIMBER</b>									
17	20	3	SPICE UP YOUR LIFE	Spice Girls	Virgin	576	+76	32.97	+53
18	14	3	YOU'RE THE ONE I LOVE	Shola Ama	Freemove/WEA	1078	-15	30.93	-7
19	22	2	YOU'VE GOT A FRIEND	Brand New Heavies	Frr/London	1132	+24	30.42	+6
20	10	21	NEVER GONNA LET YOU GO	Tina Turner	Delirious	636	+3	30.10	-2
21	30	13	FREE	Ultra Nate	AM-PM/A&M	875	-11	29.52	-3
22	31	2	ANGEL OF MINE	Eternal	1st Avenue/EMI	808	+64	28.76	+29
23	12	4	STRANGEST THING	George Michael	Agean/Virgin	774	+1	28.69	+33
24	24	6	SUMMERTIME	Sundays	Parlophone	748	+2	27.67	+7
25	20	9	I KNOW WHERE IT'S AT	All Saints	London	633	-13	23.33	n/c
26	12	11	SATURDAY	East 57th Street	A&M	284	+99	22.96	+82
27	28	5	GOT 'TIL IT'S GONE	Janet Jackson	Virgin	529	+47	21.87	+22
28	22	13	FREED FROM DESIRE	Gala	Big Life	685	-28	21.79	-12
29	17	17	I'LL BE MISSING YOU	Puff Daddy & Faith Evans (feat. 112)	Bad Boy/Arista	1032	-41	21.30	-46
30	34	5	4 SEASONS OF LONELINESS	Boyz II Men	Motown	468	+1	20.20	-5
31	25	6	MY FATHER'S SON	Corner Reeves Brooklyn Funk	Wildstar	610	-15	19.99	-32
<b>BIGGEST INCREASE IN PLAYS</b>									
32	67	24	AS LONG AS YOU LOVE ME	Backstreet Boys	Jive	591	+218	19.85	+119
33	27	27	ALL I WANNA DO	Dannii	WEA	501	-37	19.78	-24
34	37	44	SHE'S A GOOD GIRL	Sleeper	Indolent	347	+102	19.63	+9
35	21	25	YOU HAVE BEEN LOVED	George Michael	Agean/Virgin	505	-11	19.62	-53
36	23	18	TRAVELLERS TUNE	Ocean Colour Scene	MCA	502	-18	19.57	-38
37	22	26	C U WHEN U GET THERE	Cozmo	Tommy Boy	620	-29	19.06	-12
38	41	34	M.O.R.	Blur	Food/Parlophone	104	+13	17.77	+11
39	53	12	STAY	Sash! Feat. La Trac	Multiply	327	+10	17.58	+49
40	22	18	LOVE ME AND LEAVE ME	Seahorses	Geffen	132	+67	17.08	-2
41	16	14	LIVE THE DREAM	Cast	Polydor	594	-13	16.69	-89
42	43	16	THE WAY I FEEL	Roachford	Columbia	533	+56	16.39	+26
43	24	12	PICTURE OF YOU	Boyzone	Polydor	494	-35	16.24	-28
44	47	8	SOUTH OF THE BORDER	Robbie Williams	Chrysalis	415	+29	15.17	+11
45	29	35	EVEN AFTER ALL	Finley Quayle	Epic	255	-17	14.84	-61
<b>BIGGEST INCREASE IN AUDIENCE</b>									
46	81	24	ON HER MAJESTY'S SECRET SERVICE	Propellheads/David Arnold	Wall Of Sound/East West	115	+105	14.67	+127
47	54	11	ANYBODY SEEN MY BABY?	Rolling Stones	Virgin	259	+28	14.43	+23
48	40	10	MARIA	Ricky Martin	Columbia	360	+1	14.31	-15
49	77	16	WALKIN' ON THE SUN	Smash Mouth	Interscope	53	+39	13.99	+85
50	58	5	CIRCLES	Adam F	Positiva/EMI	68	-24	13.91	+9

© Music Control UK. Compiled from data gathered from 03:00 on Sunday 21 September 1997 until 24:00 on Saturday 27 September 1997. Statistics compiled by audience figures based on best lift from Radio data. © Audience increases: A. Audience increase 50% or more

## TOP 10 GROWERS

Pos	Title/Artist (Week)	Total plays	Increase in no. of plays
1	AS LONG AS YOU LOVE ME Backstreet Boys (Jive)	591	405
2	STAND BY ME Oasis (Creation)	1374	397
3	SUNCHYME Dario G (Eternal/WEA)	1715	331
4	ANGEL OF MINE Eternal (1st Avenue/EMI)	808	315
5	SPICE UP YOUR LIFE Spice Girls (Virgin)	576	248
6	ARMS AROUND THE WORLD Louise (1st Avenue/EMI)	1138	231
7	YOU'VE GOT A FRIEND Brand New Heavies (Frr/London)	1132	216
8	JUST FOR YOU M People (M People/BMG)	1874	210
9	THE WAY I FEEL Roachford (Columbia)	533	192
10	SAMBA DE JANEIRO Bellini (Orbit/Virgin)	329	180

© Music Control UK. Chart shows tracks boasting greatest increase in the number of plays

## TOP 10 MOST ADDED

Pos	Title/Artist (Label)	Total plays	Stations	Adds
1	TORN Natalie Imbruglia (RCA)	31	25	19
2	THE WAY I FEEL Roachford (Columbia)	54	43	10
3	AS LONG AS YOU LOVE ME Backstreet Boys (Jive)	42	33	4
4	SATURDAY East 57th Street (A&M)	38	20	4
5	GOLDEN BROWN Omar (RCA)	20	11	4
6	LOVE ME AND LEAVE ME Seahorses (Geffen)	22	13	4
7	PHENOMENON U Cool J (Def Jam/Mercury)	7	4	4
8	YOU'VE GOT A FRIEND Brand New Heavies (Frr/London)	62	60	3
9	ANGEL OF MINE Eternal (1st Avenue/EMI)	63	52	3
10	SAMBA DE JANEIRO Bellini (Orbit/Virgin)	57	25	3

© Music Control UK. Chart shows tracks boasting greatest number of stations added (plus added on four or more plays)

**APPLY**  
 Music Control UK monitors these stations 24 hours a day, seven days a week. Also FM, Alpha 102.1 FM, Atlantic, Z102, 99.1 FM, BBC Radio 1, BBC Radio 2, BBC Radio 3, BBC Radio 4, BBC Radio 5, BBC Radio 6, BBC Radio 7, BBC Radio 8, BBC Radio 9, BBC Radio 10, BBC Radio 11, BBC Radio 12, BBC Radio 13, BBC Radio 14, BBC Radio 15, BBC Radio 16, BBC Radio 17, BBC Radio 18, BBC Radio 19, BBC Radio 20, BBC Radio 21, BBC Radio 22, BBC Radio 23, BBC Radio 24, BBC Radio 25, BBC Radio 26, BBC Radio 27, BBC Radio 28, BBC Radio 29, BBC Radio 30, BBC Radio 31, BBC Radio 32, BBC Radio 33, BBC Radio 34, BBC Radio 35, BBC Radio 36, BBC Radio 37, BBC Radio 38, BBC Radio 39, BBC Radio 40, BBC Radio 41, BBC Radio 42, BBC Radio 43, BBC Radio 44, BBC Radio 45, BBC Radio 46, BBC Radio 47, BBC Radio 48, BBC Radio 49, BBC Radio 50, BBC Radio 51, BBC Radio 52, BBC Radio 53, BBC Radio 54, BBC Radio 55, BBC Radio 56, BBC Radio 57, BBC Radio 58, BBC Radio 59, BBC Radio 60, BBC Radio 61, BBC Radio 62, BBC Radio 63, BBC Radio 64, BBC Radio 65, BBC Radio 66, BBC Radio 67, BBC Radio 68, BBC 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**1997** **music week**  
 AS USED BY

100% RADIO



# SINGLES

	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
	<b>1</b> <b>SOMETHING ABOUT THE WAY...</b> / <b>CANDLE IN THE WIND 1997</b> Eilon John	<b>2</b> <b>STAND BY ME</b> Oasis	<b>3</b> <b>SUNCHYME</b> Dario G	<b>4</b> <b>ARMS AROUND THE WORLD</b> Louise 1st Avenue/EMI	<b>5</b> <b>TUBTHUMPING</b> Chumbawamba	<b>6</b> <b>GOT 'TIL IT'S GONE</b> Janet feat Q-Tip & Joni Mitchell	<b>7</b> <b>PLEASE U2</b>	<b>8</b> <b>JUST FOR YOU</b> M People	<b>9</b> <b>MEN IN BLACK</b> Will Smith	<b>10</b> <b>THE DRUGS DON'T WORK</b> The Verve	<b>11</b> <b>NEVER GONNA LET YOU GO</b> Tina Moore	<b>12</b> <b>SAMBA DE JANEIRO</b> Bellini	<b>13</b> <b>OH LA LA LA 2</b> Evissa	<b>14</b> <b>NIGHT NURSE</b> Sly And Robbie featuring Simply Red	<b>15</b> <b>FIX</b> Blackstreet	<b>16</b> <b>SPIDERWEBS</b> No Doubt	<b>17</b> <b>(UN, DOS, TRES)</b> MARIA Ricky Martin	<b>18</b> <b>IT'LL BE MISSING YOU</b> Puff Daddy & Faith Evans	<b>19</b> <b>YOU HAVE BEEN LOVED</b> / <b>THE STRANGEST THING '97</b> George Michael	<b>20</b> <b>WHERE'S THE LOVE</b> Hanson	<b>21</b> <b>WHY?</b> The Love	<b>22</b> <b>SEASONS OF LONELINESS</b> Boyz II Men	<b>23</b> <b>ANYBODY SEEN MY BABY?</b> The Rolling Stones	<b>24</b> <b>EVERY DAY OF MY LIFE</b> House Traffic	<b>25</b> <b>HOPE</b> Logic/Arista



# ALBUMS

	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	
	<b>1</b> <b>BE HERE NOW</b> Oasis	<b>2</b> <b>MARCHIN'</b> ALREADY Ocean Colour Scene	<b>3</b> <b>MAVERICK A STRIKE</b> Finley Quayle	<b>4</b> <b>HOMOGENIC</b> Bjork	<b>5</b> <b>WHITE ON BLONDE</b> Texas	<b>6</b> <b>BUTTERFLY</b> Mariah Carey	<b>7</b> <b>OK COMPUTER</b> Radiohead	<b>8</b> <b>THE FAT OF THE LAND</b> The Prodigy	<b>9</b> <b>OLDER</b> George Michael	<b>10</b> <b>STATIC &amp; SILENCE</b> The Sundays	<b>11</b> <b>THE VERY BEST OF Supertramp</b>	<b>12</b> <b>EVOLUTION</b> Boyz II Men	<b>13</b> <b>MUCH LOVE</b> Shola Ama	<b>14</b> <b>NEW FORMS</b> Romi Size Reprazent	<b>15</b> <b>SPICE</b> Spice Girls	<b>16</b> <b>LOVE SONGS</b> Elton John	<b>17</b> <b>MOTHER NATURE CALLS</b> Cast	<b>18</b> <b>GOODBYE</b> Dabstar	<b>19</b> <b>DOTS AND LOOPS</b> Stereolab	<b>20</b> <b>REMASTERS</b> Led Zeppelin	<b>21</b> <b>BACKSTREET'S BACK</b> Backstreet Boys	<b>22</b> <b>BLURRING THE EDGES</b> Meredith Brooks	<b>23</b> <b>DO IT YOURSELF</b> Seahorses	<b>24</b> <b>THE PICK, THE SICKLE AND THE SHOVEL</b> The Gravelpitaz	<b>25</b> <b>THE STREET</b> Gae Street

# r m

4 OCTOBER 1997



Top of our club chart for the past three weeks, Martha Wash (pictured) looks set finally to have a hit with her garage anthem 'Carry On'. First released in 1993, the track is the latest in a long line of recycled garage smashes following the recent success of Tina Turner's 'Never Gonna Let You Go' and Rosie Gaines' 'Closer Than Close'. Not that Martha is any stranger to the Top 10 having been featured vocalist on both of Todd Terry's recent hits 'Jumpin' and 'Something's Going On In My Soul'. Further back, Martha was of course one half of The Weather Girls who had a huge UK hit in the early Eighties with 'It's Raining Men'. The new package of 'Carry On' features fresh mixes from Tuff Jam, Full Intention and Danny D as well as the originals from Masters At Work and Todd Terry. Martha Wash's 'Carry On' is released by Delirious on October 13.

## lynn cosgrave to leave ministry of sound

Lynn Cosgrave is leaving her post as label manager and director of the Ministry Of Sound to set up her own management company.

Cosgrave joined the Ministry Of Sound in 1991 when she was responsible for promoting the club's Saturday nights. More recently she had become label manager for Ministry Of Sound Recordings. During her time at the label, Cosgrave helped develop compilation series such as 'The Annual' and 'Dance Nation' which have become brand leaders in the dance market.

"I have learnt an enormous amount while at Ministry Of Sound," she says. "It is an amazing organisation that although six years old has only just started to expand and I will still be working closely with them as they continue to grow."

Ministry Of Sound managing director Mark Rodol says, "Lynn may be leaving but her influence on the whole of the Ministry Of Sound will remain apparent for a long while. The future plans for the Ministry are very exciting as we

expand around the world and we will still work closely with Lynn to achieve our ambitions."

Meanwhile, the Ministry is set to launch a glossy mass-market dance magazine.

Called *Ministry*, the first issue will hit the stands on December 4 and is launched in partnership with Dennis Publishing.

The magazine will be edited by Pauline Haldane who has formerly edited *TV Hits* and MTV's *Blah Blah Blah*. Haldane feels there is still room for a new magazine in the competitive dance magazine market led by *Enigma's MixMag*. "We've spotted a gap that hasn't been filled yet so the other magazines don't need to worry," she says. "We're looking at a youth market with a mainstream magazine covering a broad base of subjects."

Aside from Haldane, the other *Ministry* staff will be former *Max* editor Anna Smith who will be *Ministry's* deputy editor and the Ministry Of Sound's creative director Scott Parker who becomes the magazine's art director.

### inside:

[2] SEVEN DAYS IN DANCE: TONY DE VIT reveals what caught his eyes and ears this week

[3] RADIO: the Top 40 Dance Airplay countdown; PETE TONG's playlist

[4-6] HOT VINYL: all the tunes of the week and the latest reviews

[5] JOCK ON HIS BOX: MATT THOMPSON



BACKLASH	POP: 'STAY' Sash! featuring La Toya (Multiply)	p4
CLUB:	'DON'T GIVE UP' Michelle Weeks (Sound Of Ministry)	p5
NUMBER ONE	URBAN: 'BIG BAD MAMMA' Foxy Brown (Def Jam)	p8
COOL CUTS:	'***K THE MILLENNIUM' 2K (Blast First)	p8

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8	35	YOUT
7	36	CIRCL
6	37	FREE
5	38	EVER
4	39	SUMI
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Bullethead tribes a

Conti

## [7 DAYS IN DANCE]

k klass's  
paul roberts  
launches label

Paul Roberts of K Klass, one of the UK's most successful house production and remix teams, has announced the

formation of his own label, Kingpin. The label will be run via the Truelove Label Collective and Truelove label manager Sarah Feeney will oversee its day-to-day activities and provide A&R input.

Roberts says the label will be house-orientated. "We definitely want to define a sound for the label. It'll be house and very much away from the Euro and trance thing. Just well-produced and well-pull-together tracks. It will be rhythm tracks rather than the type of commercial things I do with K Klass," he says.

The first release will be Soundscapers' "Soundscapin" which has already featured in *RMFS Cool Cuts* chart. This will be followed by two tracks from Belgian artists Syndicate Of Law and Space 2000. However, overall Roberts would like to see the label function as an outlet for dance producers around the Wrexham area where K Klass are based.

"We had the problem when we started of people not taking us seriously because of where we came from. But the stuff from around here is as good as anything," he says.

K Klass, meanwhile, are putting the finishing touches to their LP which will be coming out before the end of the year. The LP will feature a variety of vocalists such as Kathy Sledge, Rachel Macfarlane and Paul Williams. The group have also just finished remixes for Mica Paris and Bobby Brown.

tony de vitu



"Monday: flew out to IBIZA for a Kiss 100 beach party with Greg Young who produces my **KISS SHOW** (Wednesday 1am - 4am). It was great but very different to playing in a club. In the evening, I just went out for a meal. Tuesday: I was still in Ibiza and spent the day **CHILLING OUT**, **SNORKELLING** and **JET SKIING**. To me there's a lot more to Ibiza than clubbing. On Tuesday night/Wednesday morning, I played **SPACE** for the first time which was really brilliant. From then we went to the airport and flew back to London. When we arrived we went straight to **KISS** for a meeting about my show. Then we found out that I'll be replacing a Saturday evening show. I knew that my show was going to be moved but I was chuffed to say the least when I found out where. Thursday: I was in the **STUDIO** all day doing a follow-up to my single 'My Out Here'. Thursday: I was in the **STUDIO** all day doing a follow-up to my single 'My Out Here' with **SIMON PARKIN** who does everything with me on my **TDV** label. Friday: in the morning I met with solicitors about a **RECORD SHOP** I'm going to open in Birmingham. It's the second city and it's ridiculous that there isn't a good record shop. The shop will be called **TDV RECORDS** and should be open in about six weeks. That evening, I was off to **LEGENDS** in Luton to DJ. It was a good gig, quite studenty but they were really up for it. Saturday: I always check out my records in the morning, usually with my best mate **ALEX**. Then mid-afternoon I caught a plane to **EDINBURGH** to play at **JOY**. We did an interview at **FORTH RADIO** and got really taken care of and the night really blew me away. Sunday: flew back and went straight to **MixMag's** 'Sundayational' at **PULSE**. So we shattered but this was quite a quiet week."

emap ends franchise  
of kiss brand name

This week sees dance stations Kiss 102 and 105 change their names to Galaxy 102 and 105. This change follows the termination of a contract allowing the stations to use the name by Kiss owner Emap.

A change in name for the two stations had been on the cards following their sale by Faze FM to Chrysalis Radio. The Galaxy name brings the stations in line with Bristol's dance station Galaxy 101 which is also owned by Chrysalis.

Galaxy 105 has a new managing director, Steve Parkinson, who has moved to the station from Bristol's Galaxy 101 and who will also be marketing director for the Galaxy brand. "It was a long-term intention to change the name and the research was proving favourable for a change to Galaxy," says Parkinson. "The contractual agreement with Emap was terminated and it was felt better

to do it sooner rather than later."

Tim Shoemaker, chief executive of Emap says, "Emap is in the business of building successful media brands and Kiss is one of the strongest. The decision to cease to franchise the Kiss name ensures we control and protect its future development."

The bringing together of the three Galaxy stations under one brand will not, however, prompt a unified programming format or see the two newly renamed stations adopting the approach of Galaxy 101, which tends to broadcast more pop dance. Steve Parkinson says programming changes will be happening at the stations, however, "All the stations will be different and heads of music will be completely autonomous."

In a separate development, Galaxy 102 has appointed Henry Owens, former general manager of Atlantic, as its new MD.

## core.dumbarton

Dani S, Bill Laisne Centre, Dumbarton, Scotland G82 4SA tel: 01896 253772  
Dove Records has been established for more than four years and reports that business, like its music, is booming. The shop deals in a wide spectrum of dance music and is always on the lookout for new suppliers and distributors to expand into new areas. Core pride itself on offering its customers friendly, one-to-one service.

The top 10 tracks flying out of Core this week are:

- DISCOLOG 97 Freestyler (Xtremeganz)
- DIRTY CASH (Klubheads Mix) Steve V (Axxx Trax)
- DEEPER Serious Danger (white label) ● DON'T STOP Mark NRG (Epoth Trax) ● DISCO MIRROR (white label) ● "MY WAY" Antipool (Respected Platform) ● CRITICAL NIGHTS 'SHOOK REMIX' Oush (white label) ● "IMAGINE A NATION" Cornix (Ballist)
- TRAXX FROM HELL Koreen Smith (Diox) ● FEEL GOOD Top Cat (white label)



UK garage team Tuff Jam - Karl 'Tuff Enuff' Brown and Matt 'Jam' Lamont (pictured left) - will be benefiting from a reshuffle of Kiss 100 FM's Friday and Saturday night programming following the departure of presenter Judge Jules. The changes will also see Mr C, Alex P and Brandon Block become permanent presenters on Kiss 100. Brandon Block and Alex P will take over Jules's old Friday slot of 6pm - 8pm. "They were a natural choice for Jules's old show," says Paul Thomas, specialist show producer at Kiss. "When you get the pair of them together on air they sound like a couple of nut-nuts." Meanwhile, Graham Gold will take over Jules's old Saturday slot of 4pm - 7pm. "We'll be reworking Graham's show completely to fit in his new slot," says Thomas. It is also rumoured that Carl Cox will be getting a new Friday evening show of 8pm - 10pm, although Kiss declined to comment saying an announcement would be made shortly. Tuff Jam will be moved from Thursday nights to a new prime slot on Saturday evenings, 7pm - 9pm. "We were looking for a way to get them off nights and this, I think, will be the perfect time for them - same as with Tony De Vit," says Thomas. De Vit will also be moved from Tuesday nights 1am - 4am to Saturday 3pm - 11pm. Mr C will take over Tony De Vit's old slot. "So he has been a fill-in DJ for Kiss almost since the station started," says Thomas. "So we felt it was time we finally gave him a proper show of his own."

1	SOME Ethnic	2	STAY	3	SUNG	4	ARMI	5	TUBT	6	GOT	7	PLEA	8	JUST	9	MEN	10	THE	11	NEVE	12	SAMI	13	OH/L	14	NIGHT	15	FIX B	16	SPIDE	17	UN/I	18	LL BE	19	YOUTH	20	WHEE	21	4 SEA	22	ANYVE	23	DEBA	24	EVERY
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# [BEATS&PIECES]

**ROLF HARRIS** has enlisted the help of **108 STATE** to do mixes for the release of his classic 'Sun Arise'. The elusive Manchester techno meisters were apparently willing to do one of their ultra rare remixes because they'd seriously considered doing a cover version of the song at one point in time...Staying with exotic remixes, some of the country's leading Asian dance artists

such as **Talvin Singh**, **Joi**, **Asian Dub Foundation** and many others are featured on a tribute remix LP for the late master of Indian music **MUSRAT HATEH ALI KHAN** called 'Star Rise'...**Liverpool's 3 BEAT RECORDS** have done a deal with **108 STATE** to release the label's output for the UK. Best known for Ken Doh, who will have new material out later in the year, the first release as part of this new deal will be Zamek's 'Merr D'ell'. **KEMA** is the name of a newly renovated club on the Isle Of Wight which now takes the form of an Aztec temple and features state of the

art sound and lighting. The club opens its doors on October 17 and features a residency by The End In London which will be providing its DJs such as Mr C, Matthew B and Layo Paskin...Reading jungle DJ duo **KEMISTRY & STORM** will be mixing their first mix CD with the release of 'Artcore 4' which is out on React later in the month...On a completely different tip, **Epic Records** aided by Goldmine Records have been digging in the crates and compiled one of the strongest Northern Soul compilations by a major company with 'SOUL TIME VOLUME 1'.

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## on the airwaves

(by caroline moss)



UK garage continues its onslaught on the Airplay 40 this week with a re-entry for a record which will probably go down in dance history as the definitive speed garage track, **Double 99's 'RIP Groove'**. It has gone back in at 12, the highest re-entry ever, and this is down to Music Control adding the 'RIP Mix featuring Top Cat' just three days before this week's chart was produced.

Eben Blackman, national radio and TV pluggar at Site Nine, has been working the track since it first appeared in May. He names its main champions as **Kiss 100**, **Pete Tong**, **Danny Rampling** and **Dave Pearce**, with **Tong playing it** for four weeks continuously when it was first released and, more recently, getting the exclusive on the new mixes. Additionally, **Radio One DJ Nicky Campbell** has used the track as his soundbed since May, guaranteeing three or four plays a day. All this exposure has built a huge

buzz around the track for its second release. "The reactions are above and beyond what we had the first time around," says Blackman, "who's keen to drop the 'London thing' tag which speed garage has attracted. "We've been tracking sales, and demand for the record has been creeping up the country through Birmingham, Manchester, Leeds and now up to Glasgow."

Another UK garage track blowing up across the nation is this week's highest new entry at 29, **Roy Davis Jr's 'Gabrielle'** on **XL**, one of the labels currently challenging the genre. Despite only three other new entries and one other re-entry at the tail-end of the 40, there's a lot more action within the chart than it looks, resulting in a vastly reshaped Top 10, which contains this week's highest climber, **It's Sasha!**, up 21 places to eighth with 'Stay', and if their last two releases are anything to go by, as this track will live up to its name by enjoying a long life on the nation's airwaves.

## pete tong playlist



Mix: **SO GOODY** Julee Roberts Delirious; **'PHENOMENON'** Lil Cool J (Def Jam); **I CAN'T HELP MYSELF** Lucid Delirious; **'BZZZ PARTY'** Bazz (Prestige); **Don't Stop** (Sunn-Shine) **De' Mote** & Westborn (Low Spirit); **'FLANK MIX'** (Dave Angel Remix) **Dave Angel** (4th & Broadway); **'SCHIZO DISCO'** Lower East Side (Bloomberg); **'DEEPER RIVER'** Dustard (Cheeky); **'PUT YOUR HANDS WHERE MY HANDS COULD SEE'** Bushy Rhythms (Elastic); **'REACHABLE'** Naim & Kane (Motor); **'SOUL SCREAMER'** Boom Boom Sottelles (Deviant); **'LOVING YOU UBM'** Logic; **'ANSWERING MACHINE - CHICAGO CONNECTION MIX EDIT'** Green Velvet (Cockle); **'I AM BLACK GOLD OF THE SUN'** (RAW Remix feat. Q-Tip) Nutcracker Soul (Tokin Love); **'PACIFIC MELODY'** Almec (Otoprogna); **'MODUS OPERANDI'** Phatka Science; **'SHRUG'** Frewell (Stress); **'BANG ON DIVE'** Propellerheads (Wet of Sound); **'SING A SONG'** Byron Stripling (Monofesta); **'LOST AND FOUND'** D'Note (MJC); **'ROCK THE PUNNY BEAT'** Nutcracker Soul (Tokin Love); **'THE MILLENNIUM 2'** (Blasfemy); **'ALL LOVED OUT'** Ten City (Isotonic); **'BROWN PAPER BAG'** (Pacifick Remix) **Roni Size** (Tokin Love); **'SWARW'** Doc Soul (Metafesta); **'THE PLAYER (DUB DUB V)'** MARTINI PUNNY DUB (First Choice); **'20th CENTURY'** **YOUNG JIM** (Carpenter BRASS); **'DANGEROUS'** Bureta Rhythms (Elastic); **'THE HEAR HEAR'** Bobo Horrobin (Virgin); **'EAST MEET WEST'** The Big Boss (Def Jam); **'HONEY'** Marché **Covey Sony**; **'SIDE CUT TEST #3 (Methy)'**; **'WIND UP YOUR BODY'** **Bad Yarn Club** (White); **'THE SESSION'** Kings of Tomorrow (Groove Out); **'GOT TIL IT'S GONE'** Janet Jackson (Jive); **'TO BE IN LOVE'** Masters At Work (Wagram).

AS FEATURED ON RADIO ONE'S THE ESSENTIAL SELECTION WITH PETE TONG ON FRIDAY SEPTEMBER 26 @ 2.00pm (approx)

'JUST FOR YOU' M People (Deconstruction); **'PLEASURE DOME (BOOKER T MIX)** Soul 2 Soul (Island); **'GUNMAN 187'** Lockdown (Last West); **'BURNING WHEEL'** ICHEBS REMIX (Patrol Screen (Creative)); **'DISCO MACHINE GUN'** Low Fidelity Masters (Skin); **'IT'S BEEN A LONG TIME'** Rakim (JMC); **'REMEMBER WOOD IS SWING NOW'** BT (East West); **'DIGITAL JARMAND VAN HELDEN MIX'** Goldie

## danceairplayforty

NEW	LOW	W/T	TOP	LAST	ARTIST	LABEL
1	2	4	GOT 'TIL IT'S GONE	Janet Jackson	Virgin	
2	5	7	STUNCHYHE	Baria G	Eternal/Wea	
3	8	HONEY	Marché Covey	Columbia		
4	31	1	YOU'RE THE ONE I LOVE	Shasta Ama	Wec	
5	6	NIGHTURSTY	Six & Robb Featuring Simply Red	East West		
6	10	3	RAINCLLOUD LIGHTHOUSE FAMILY	Wild Card/Polysty		
7	11	7	JUST FOR YOU	M People	M People/BMG	
8	29	3	STAY	Sash! Feat. La Trec	Multiply	
9	12	4	SEASONS OF LONELINESS	Boyz II Men	Motown	
10	9	5	FIK	Blackstreet	Interscope	
11	8	6	WHO'S THE MACK	Mark Morrison	WEA	
12	7	8	R.I.P. GROOVE	Dubwise 99	Satellite	
13	25	7	NEVER GONNA LET YOU GO	Tina Turner	Delirious	
14	16	5	NO MONEY NO PROBLEMS	Notorious B.I.G.	Bad Boy/A&M	
15	30	4	SATURNADY	East 57th Street	WEC	
16	2	2	PUT YOUR HANDS...	Busta Rhymes	Elektra	
17	14	2	I KNOW WHERE IT'S AT	All Saints	London	
18	11	11	MAN IN BLACK	Willie Smith	Columbia	
19	24	3	BLOOD GLOP OF THE SUN	Nutcracker Soul	Tak'it	
20	25	6	PLASTIC DRUMS	(REVISITED) Jayden	R&S	
21	18	6	TURN ME OUT...	Prasha Feat. Kathy Brown	Ph/London	
22	23	2	STRANGEST THING	George Michael	Allegiance/Virgin	
23	7	7	KISS & TELL	Brownstone	MALLET	
24	11	11	JUST GETS BETTER	T.J.R. Feat. Xavier	Multiply	
25	9	18	I'LL BE MISSING YOU	Puffy D & Faith Evans	Bad Boy/Jive	
26	3	2	BEACHBALL	Naim & Kane	Motor Music	
27	19	1	FREEED FROM DESIRE	Gala	Big Life	
28	32	2	OH BOY	Fabulous Baker Boys	Multiply	
29	26	1	GABRIEL	Roy Davis Jr Featuring Peven Everett	XI	
30	36	2	STRINGS FOR YASMIN	Tina Turner	VC Records	
31	24	2	GONE ARE THE DAYS	Danjia Krav	Parosista	
32	25	2	MAGIC D-Influence		Echo	
33	15	5	EVEN AFTER ALL	Floetry Quaya	Epic	
34	28	3	BIG MAMMA	Roy Brown Featuring Don Hill	Volcano!	
35	21	1	THE LINE	Lisa Stansfield	Arista	
36	22	1	FEEL SO GOOD	Musa	Logic	
37	22	1	EVERYDAY OF MY LIFE	House Traffic	Arista	
38	22	1	FINALLY	Ca De Penitencia	A&M	
39	17	1	CIRCLES	Adam F	Positiva/EMI	
40	32	1	IT'S BEEN A LONG TIME	Rakim	Universal	

Statistics compiled between 06.00 on 18.09.97 and 24.00 on 24.09.97. Age 100, Kiss 100, Kiss 102, Choice (London & Birmingham), Colony 101, i-News Channel, UK, 6ix Sixties 13, London ECM Ann, Tel: 0171-256 6976.

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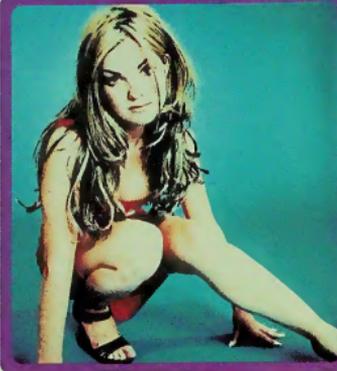
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TUNE OF THE WEEK



COCO 'I NEED A MIRACLE' (POSITIVE) (HOUSE)

A recent Greenlight offering gets the full release it deserves in a promo package with mixes from Victor Imbres, Matthew Roberts and The Sol Brothers. Imbres recreates the original 12" mix in all its glory - nice and light on the build-ups and including the all-important quality vocal. Matthew Roberts, very much on a roll right now, still lets the vocal do the work while the mix just snuggles it nicely. The Sol Brothers offer further mixes of this cracking song. ●●●● CF

SYBIL 'WHY' (COALITION) (HOUSE)

Mark Picchiotti handles Sybil's latest more than adequately. His 'Anthem Journey Vocal' is a little bland but his 'Non-Stop Dub' - complete with huge Dan Hartman appreciation section - is a successful, if cheeky, floor-filler. You won't want to hear it too many times but it's a harmless bit of fun. Lisa Marie Experience mixes to follow. ●●●● D&H

RAKIM 'IT'S BEEN A LONG TIME' (HIP HOP) (UNIVERSAL)

Rakim reinforces his return by using previous classic lyrics such as 'It's been a long time... Rakim, the microphone soloist', and his distinct delivery hasn't dated, rather been updated. With production by Primo and DJ Premier on scratches, this will actually surface as a b-side to 'Guess Who's Back'. ●●●● JH

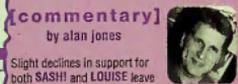
HOUSE OF 909 'THE MAIN EVENT' (PAGAN) (HOUSE)

Taken from this summer's 'Deep Distraction EP', 'The Main Event' now arrives with two new remixes. First up 16B gives it a deep jazzual treatment with enough funky flourishes to ensure that things do not get too serious. Overleaf, Terry Francis toughens the tune up with techno touches, while still keeping things pretty deep, and Appaloosa finish off in style with some laidback and

the POP CHART 04.10.97 (handbag)

(compiled by our hosts from a sample of more than 500 cd returns - fax: 071-928 2461)

Wk	Wk	Wk	Wk	Wk	Wk	Artist	Label
0	1	1	3			Sash! featuring La Trec	Multi
0	2	2	2			Lucaze	Virgin
0	3	3	2			Spice Girls	Virgin
0	4	7	2			N-Trance featuring Red Stewart	All Around The World
0	5	36	2			Nomadic Motion featuring Sonora	Sleazy/D
0	6	8	4			Dario	Eternal
0	7	24	2			Cl Click	Academy Street
0	8	27	2			Kelly Marie	M People
0	9	17	2			Robert Palmer	EMI
0	10	10	2			Abba/Dario	Almighty
0	11	3				B-Yond	Logic
0	12	5	3			Michele Weeks	Sound Of Ministry
0	13	10				Regina	Logic
0	14	4	6			House Traffic	Orbit/Virgin
0	15	13	2			Beitell	Positiva
0	16	35	5			Coco	Deconstruction
0	17	20	2			Wand	Chase
0	18	3	4			Zica	Diverse
0	19	37	2			Force & Styles	Poppers present Aera
0	20	18				Chica	Planet 3
0	21	41				High Jinx	Rumour
0	22	22	5			Poppies present Aera	Euphonic
0	23	22	5			Jackie 'O'	RCA
0	24	9	7			Olive	Coalition
0	25	10				Sybil	Power Station/Universal
0	26	30	2			Gick	Almighty
0	27	32	2			Deja Vu featuring Tamsin	East West
0	28	28	5			Lucy Love	Eternal
0	29	18	3			Daniell Minogue	Universal
0	30	19	2			Aqua	Big Life
0	31	16	5			Gala	All Around The World
0	32	39	22			DJ Milano	Warner.asp
0	33	10	4			Lata Schirin	Xtrazaganza
0	34	10				Chicane with Power Circle	Wild Card
0	35	7				Lightshow Family	Multi
0	36	26	4			Fabulous Baker Boys	Low Sense
0	37	10				Three 'N One	Manifesta
0	38	33	3			DJ Dara	Azul/Positiva
0	39	16	5			Laguna	
0	40	31	2				



[commentary] by alan jones

Slight declines in support for both SASH! and LOUISE leave the former still just ahead of the latter at the top of the chart, with the act most likely to take over at the top now being SPIKE GIRLS who, despite a lukewarm reception from radio and some vicious reviews, debut at number three with 'Spice Up Your Life', which is indeed spiced up enough by David Morales and Murk to give it sufficient weight to challenge for the top. It's closely followed by a couple of remakes - N-TRANCE's take on 'Do Ya Think I'm Sexy' complete with original Rod Stewart vocals, getting a 69% hike in support as it moves 7-4, while NOMADIC MOTION's take on shock rockers Kiss' 'I Was Made For Loving You' surges 35-5. However, the makeover applied to LALO SCHIFRIN's cult movie theme Bullitt, which recently gained a new and enthusiastic audience via its use in TV adverts for the Ford Puma, is more gently jolting. It has been reworked in a contemporary style by the BLACK DOG, ahead of commercial release later this month by warner.asp, and debuts this week at number 34. Two records already in the shops continue to climb, something of an unusual occurrence in a chart usually dominated by promos. DARIO's 'Sunshine' advances 8-6, while BELLINI's 'Samba De Janeiro' scoots 35-16. It's a case of second wind for the latter, which was fully serviced weeks ago, and catching up for the former, which never did get mailed to pop jocks. And GALA's 'Freed From Desire' floats 35-32 on its 22nd week in the Top 40.

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
SOME Eton J	STANI	SWING	ARMS	TUBTI	GOT 1	PLEAS	JUST	MEN 1	THE D	11 NEVEL	12 SAME	13 OH LA	14 NIGHT	15 FX B	16 SPIDE	17 UN, L	18 I'LL BE	19 YOU HA	20 WHEE	21 4 SEA	22 ANYB	23 DEBA	24 EVER	25 HODDE

[commentary] by alan jones



The Ministry Of Sound and singer MICHELLE WEEKS register their second number one club hit in three months, as 'Don't Give Up' completes a steep 35-1 climb, emerging as clear chart champ, with a 14% margin over new runners-up REVIVAL 3000.

Michelle, whose vocals have graced numerous club hits over the past six years as an uncredited backing vocalist for the likes of Gena Eschett, Robin S, Martha Wash and Sylia, to name just a few, has also been featured vocalist on many more, and previously topped the chart as singer on Bobby D'Ambrosio's 'Moment Of My Life', which reached number one in July. She'll have to look to her laurels next week, however, as former Ten City vocalist BYRON STINGILY's 'Sing A Song' is off to a sizzling start, debuting at number five. It's one of three Manilla singles in the Top 10, and likely to be the one to put them in their almost customary position at the top of the chart next week. The Byron Stingily record is one of three hot records at the moment with mixes by Jojo Negro, the others being Revival 3000's 'The Mighty High' (up 16-2) and - in his less glamorous but more likely doppelganger as Dave Lee - THE KNOWLEDGE's cover of Stevie Wonder's 'AS', which climbs 23-12 - but even Jojo/Dave is lagging behind Matthew Roberts, who contributed mixes to the Michelle Weeks, Revival 3000 and Coco singles, thus failing to contribute to only the Roy Davis success in the top four. One of the seminal spirit dance garage grooves, DOUBLE 99's 'Piggroove' returns to the chart at number 41, newly remixed by the genre's golden boys Tuff Jam, having previously climbed to number four in May, a great achievement for a record promoted, as it was then, in just one mix. It later enjoyed a brief stay in the GIN sales chart, peaking at number 31. It actually goes back even further, having originated from a small label called Ice Cream. The recent success of speed garage records like 'Clear Than Glass' and 'Never Let You Go' since its last release will surely deliver it a higher chart position this time around. Club chart breakers this week: ROLF HARRIS (realist), HOUSE BUILDERS, ETERNAL, FORMAT #1, LIM, KID LU, FIDELITY ALLSTARS, MOBY, 'HAPPY CLAPPERS, D'NOTE, JANE JACKSON, JOI CARDWELL, DEATH IN VEGAS and BRUCE WAYNE.

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- |    |    |    |   |  |  |
|----|----|----|---|--|--|
| 38 | UP | 10 | WASH                                      | Michelle Weeks   | Label                                  |
| 01 | 35 | 2  | WEEKS                                     | DON'T GIVE UP (M&S/MATTHEW ROBERTS'S K-CLASS/BAFFLED MIXES)                    | Michelle Weeks                         |
| 02 | 18 | 1  | WEEKS                                     | THE MIGHTY HIGH (LEON & MATTHEW ROBERTS/JOEY NEGRO MIXES)                      | Revival 3000                           |
| 03 | 10 | 2  | GABRIEL                                   | (ORIGINAL/R.L.P./BASEMENT JAZZ MIXES)  | Roy Davis featuring Poven Everett      |
| 04 | 8  | 2  | I NEED A MIRACLE                          | (VICTOR IMBRES/MATTHEW ROBERTS'S GOL BROTHERS MIXES)                           | Coco                                   |
| 05 | 5  | 1  | SINGLES                                   | (JOEY NEGRO/MOUSSE T187 LOCKDOWN MIXES)  | (FLYING HIGH (MAY MIX)) Byron Stingily |
| 06 | 3  | 3  | SPILLER                                   | FROM RIO (DO IT EASY) (ORIGINAL/AMINO RUSHMORE MIXES)                          | Laguna                                 |
| 07 | 1  | 4  | SATURDAY                                  | (FULL INTENTIONS/HARPO/SOURFUR/CAJAZZ 'N' GROOVE MIXES)                        | East 57th St                           |
| 08 | 1  | 2  | EVERY LITTLE TIME                         | (POPPERS/BABY BLUE/GIOTI STORM/VICTOR IMBRES MIXES)                            | Peppers present Aura                   |
| 09 | 5  | 2  | THE HORN                                  | (LE TREN) (MORTAL WHISTLES/ERATOUA MIXES)                                      | DJ Dero                                |
| 10 | 11 | 11 | WHY                                       | (MARK PICCIOTTI/LISA MARIE EXPERIENCE MIXES)                                   | Sybil                                  |
| 11 | 6  | 3  | STAY                                      | (SASHA/MARIE EXPERIENCE/AMPERE) 4P/WOP/PLANT/IAN HELDEN/EXTREME/LOOP MIXES)    | Sash! feat Le Tex                      |
| 12 | 23 | 2  | AS (UNTIL THE DAY)                        | (DAVE LEE & ANDREW 'DOC' LIVINGSTONE MIXES)                                    | The Knowledge                          |
| 13 | 2  | 4  | AINT NO NEED TO HIDE                      | (DEEP DISH/MADLADDS/SOL BROTHERS/UNDERGROUND DISTORTION MIXES)                 | Sandy B                                |
| 14 | 23 | 3  | EVERY LITTLE TIME                         | (POPPERS/BABY BLUE/GIOTI STORM/VICTOR IMBRES MIXES)                            | Peppers present Aura                   |
| 15 | 25 | 3  | PLEASURE DOME                             | (TUFF JAM/DORIAN TEAM/BOOKER T MIXES)  | Soul II Soul                           |
| 16 | 17 | 2  | OH BOY                                    | (ORIGINAL/FEN & RAMSEY MIXES)  | Fabulous Baker Boys                    |
| 17 | 18 | 5  | EPIDEMIC                                  | (JDS/RAMON ZENKER/FUTURE BREEZE/TONY DE VITANO RESPECT MIXES)                  | EXIT EEE                               |
| 18 | 15 | 5  | RAINCLoud                                 | (MARK PICCIOTTI/BASEMENT JAZZ MIXES)   | Lighthouse Family                      |
| 19 | 20 | 1  | LOVER                                     | ALL THAT I WANTED (DILLON & CONDIS/LISA MARIE EXPERIENCE MIXES)                | Gold Dust Twins                        |
| 20 | 22 | 1  | 3 RINGS                                   | AROUND THE WORLD (PARLEY & HELLER/TEMPORATED PG MIXES)                         | Louise                                 |
| 21 | 2  | 2  | DIGITAL                                   | (ARMAND VAN HELDEN/D'ORANGE MIXES)   | Sadie                                  |
| 22 | 24 | 1  | DO NOT THINK ABOUT IT                     | (NU BIRTH-INFLUENCE/MURKIDA FLUNKSTARZ/MYRID/FUNKY GREEN DOGS MIXES)           | Adena                                  |
| 23 | 26 | 1  | STRANDED                                  | (DEEP DISH/DONNY TENAGLA/BROTHER BROWN MIXES)                                  | Deep Dish                              |
| 24 | 26 | 1  | MIRACLE                                   | (MURK/BELOVED/FUNKY GREEN DOGS/T187 LOCKDOWN MIXES)                            | Olive                                  |
| 25 | 7  | 4  | CLAP YOUR HANDS                           | (LIL LOUIS/CHRIS KNIGGLE /LIGGIOTI/ETON DE CREDY/MIKE BOLTON/PAUL FLYNN MIXES) | Lil Louis                              |
| 26 | 9  | 1  | CARRY ON 'TIL                             | (TODD TERRY/UFF JAM/FULL INTENTION/DANNY D MIXES)                              | Martha Wash                            |
| 27 | 3  | 1  | MY DESIRE                                 | Armin  | Armin                                  |
| 28 | 18 | 2  | ACPERIENCE                                | (HARDI,00R/BABY DOC/SECRET KNOWLEDGE/DEX & JONESSEY MIXES)                     | Hardcore                               |
| 29 | 20 | 2  | BURNIN'                                   | (DJ SHEAKIAN POOLLEY/SLAM MIXES)   | Daft Punk                              |
| 30 | 31 | 7  | YOU'VE GOT A FRIEND                       | (BOOKER T/TODD TERRY/VYSAE MIXES)  | Brand New Heavies                      |
| 31 | 32 | 1  | SPICE UP YOUR LIFE                        | (DAVID MORALES/MURK MIXES)   | Spice Girls                            |
| 32 | 14 | 4  | ON THE RUN                                | (VINCENT DE MOOR/HOLE IN ONE/MAX & MAGARIDE BOS/PUFF VICTIM MIXES)             | De Bos                                 |
| 33 | 9  | 3  | BLUE FEAR                                 | (ARMIN MIXES)  | Armin                                  |
| 34 | 15 | 4  | STAPPEEN                                  | (WAND/THROUGH/THRIGHT/JOHN 'OO' FLEMING MIXES)                                 | Wand                                   |
| 35 | 34 | 1  | HAPPINESS THROUGH TIME                    | (BAFFLED/SOUND OF WOODS/WHITE & BLUKEY MIXES)                                  | Philip Bailey                          |
| 36 | 34 | 1  | FROM THE DIZZY HEIGHTS OF LOVE            | (BEATNIK/SISTER BLISS/DISTANT DRUM MIXES)                                      | The Beatnik                            |
| 37 | 27 | 3  | ULTRAFUNKULA                              | (SNEAK MIXES)  | Armand Van Helden                      |
| 38 | 27 | 3  | RIGHT CITY                                | (SANDER ELENERBERG/GROOM/AMM MIXES)  | Vincent De Moor                        |
| 39 | 40 | 1  | A LONDON THING                            | (WAITING)  | Scott Garcia                           |
| 40 | 41 | 1  | ORIGINOVO                                 | (TUFF JAM MIXES)   | Double 99 featuring Top Cat            |
| 41 | 42 | 1  | SWEET TEARS/RUNAWAY/BLACK GOLD OF THE SUN | (I) MyVerian Scout   | MyVerian Scout                         |
| 42 | 42 | 1  | NO TIME GUYA                              | Reg  | Reg                                    |
| 43 | 24 | 2  | JUST FOR YOU                              | (FRANKIE KNIGGLES/WAY OUT WEST/RAE & CHRISTIAN/C-SWING MIXES)                  | M People                               |
| 44 | 37 | 1  | ALRIGHT/SECRET OF LOGIC                   | Tour De Force  | Tour De Force                          |
| 45 | 33 | 2  | COMBLECA DEL MONDO                        | (CEVA ROVER/BORIS DJUDOSHO MIXES)  | Jovanotti                              |
| 46 | 33 | 2  | RYTHM OF THE NIGHT                        | (HOUSE EMPHIS/JOHN 'OO' FLEMING MIXES)   | Peverloose                             |
| 47 | 48 | 1  | HEAVEN'S GOT TO BE                        | (TROUSER ENTHUSIASTS/GMV ONE MIXES)  | Le Click                               |
| 48 | 26 | 3  | THE KEY                                   | (JOEY MUSAPHI/PHAT 'N' PHUNKY MIXES)   | B-Yond                                 |
| 49 | 55 | 1  | FOUND LOVIN'                              | (TROUSER ENTHUSIASTS/GAUB/BURGER GUEIN/SEROTINA/ROLAND RADJELLI MIXES)         | Love City                              |
| 50 | 51 | 2  | DAY BY DAY                                | (MARK PICCIOTTI/DANCING DIAVE MIXES)   | Regina                                 |
| 51 | 61 | 1  | THE LINE                                  | (BLACK SCIENCE ORCHESTRA/RAPHEE/TORALESS/LOOP DO LOOP MIXES)                   | Lisa Stansfield                        |
| 52 | 51 | 1  | DESTINED                                  | (OSTINITY) (COLIN TREVENARD/ELOUR DE FORCE/DOZZY MIXES)                        | Dozy featuring Luvin                   |
| 53 | 54 | 1  | SUENO                                     | THE SOUND OF LONELINESS (SELF PRESERVATION SOCIETY/FORRIGHT MIXES)             | Alabama 3                              |
| 54 | 55 | 1  | DESEO LATINO                              | (LOVE FROM SAN FRANCISCO/SALT TANK/CLUB ZEBRA/EXPRESS OF SOUND MIXES)          | Sueno Latino                           |
| 55 | 56 | 1  | FALL DOWN                                 | Michael Procter  | Michael Procter                        |
| 56 | 57 | 1  | ADDICTED TO LOVE                          | (MOTIV 8 MIXES)  | Robert Palmer                          |
| 57 | 38 | 4  | WHITE LINES                               | (DON'T DON'T DO IT) (CARLSON OSPIW/THAT KID CHRIS MIXES)                       | Grandmaster Flash & Melle Mel          |
| 58 | 38 | 4  | ON HER MAJESTY'S SECRET SERVICE           | Propaganda/David Arnold  | Propaganda                             |
| 59 | 38 | 4  | FOOLING WITH MY LOVE                      | (B.O.P./XAVIER BERNARDO/DEE BAEZ MIXES)  | Gisela Jackson                         |

18 THE BEST DANCE ALBUM OF THE YEAR  
 19 PURE REGGAE  
 20 NORTHREN EXPOSURE 2 - SASHA & DIGIVED

# Lighthouse Family Raincloud

The brilliant new single Raincloud. Out Now on 2 X CD singles & cassette. CD1 contains the bonus new track From a desert to a beach & remixes by d-influence & the basement boys. CD2 features remixes by mark picciotti & additional basement boys remixes.



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- |    |    |       |
|----|----|-------|
| 18 | 25 | HONE  |
| 17 | 26 | I KNO |
| 16 | 27 | PLAY  |
| 15 | 28 | SHE'S |
| 14 | 29 | SO BE |
| 13 | 30 | BURN  |
| 12 | 31 | WHO   |
| 11 | 32 | FREEE |
| 10 | 33 | SEMI- |
| 9  | 34 | JOAN  |
| 8  | 35 | YOUN  |
| 7  | 36 | CIRCL |
| 6  | 37 | FREE  |
| 5  | 38 | EVER  |
| 4  | 39 | SUMI  |
| 3  | 40 | SOUT  |

Builded this a

Contig

# the URBAN CHART

04.10.97

[commentary]  
by Tony Farsides



(position by sales points from a sample of over 1000 music shops in the week ending 03/10/97)

Wk	Artist									
1	5	5	5	5	5	5	5	5	5	Foxy Brown featuring Olu Hill&PMD
2	2	3	3	3	3	3	3	3	3	Devise featuring Aungie B
3	1	7	7	7	7	7	7	7	7	Blackstreet featuring OJ' Dirty Bastard & Mesh
4	6	3	3	3	3	3	3	3	3	Omar
5	3	7	7	7	7	7	7	7	7	Total
6	10	2	2	2	2	2	2	2	2	Rakim
7	10	2	2	2	2	2	2	2	2	Jay-Z featuring Foxy Brown & Babyface
8	4	6	6	6	6	6	6	6	6	Busta Rhymes
9	13	4	4	4	4	4	4	4	4	Mint Condition
10	8	8	8	8	8	8	8	8	8	Mariah Carey
11	14	11	11	11	11	11	11	11	11	SWV featuring Pull Daddy
12	14	11	11	11	11	11	11	11	11	Las Stanfield
13	9	4	4	4	4	4	4	4	4	Reachlord
14	20	5	5	5	5	5	5	5	5	Brian McKnight
15	18	4	4	4	4	4	4	4	4	Brand New Heavies
16	10	5	5	5	5	5	5	5	5	Common featuring Chantay Savage
17	12	6	6	6	6	6	6	6	6	Charlene Smith
18	15	6	6	6	6	6	6	6	6	Brooklyn
19	18	4	4	4	4	4	4	4	4	Simone Hines
20	14	4	4	4	4	4	4	4	4	Simone Hines
21	10	5	5	5	5	5	5	5	5	Bern Jamesians
22	38	2	2	2	2	2	2	2	2	M People
23	13	7	7	7	7	7	7	7	7	Rumpage featuring Billy Lawrence
24	22	6	6	6	6	6	6	6	6	Relugee Camp Allstars featuring Lauryn Hill
25	21	5	5	5	5	5	5	5	5	Adina Howard
26	26	11	11	11	11	11	11	11	11	Taral Hicks
27	34	2	2	2	2	2	2	2	2	D'Influence
28	10	5	5	5	5	5	5	5	5	Bouty Collins featuring MC Lyte
29	10	5	5	5	5	5	5	5	5	Luther Vandross
30	23	6	6	6	6	6	6	6	6	Cherylise Franklin & Beezie Man
31	24	3	3	3	3	3	3	3	3	Lil Louis
32	36	10	10	10	10	10	10	10	10	Missy "Misdemeanor" Elliott
33	10	5	5	5	5	5	5	5	5	Janez featuring Q-Tip & Jon Mitchell
34	25	10	10	10	10	10	10	10	10	Puff Daddy & The Family
35	35	3	3	3	3	3	3	3	3	Boyz
36	10	5	5	5	5	5	5	5	5	Lighthouse Family
37	10	5	5	5	5	5	5	5	5	Lil Kim
38	10	5	5	5	5	5	5	5	5	So So Def Bass All-Stars featuring Corina
39	23	3	3	3	3	3	3	3	3	AZ featuring SWV
40	10	5	5	5	5	5	5	5	5	Mase

**Label**

Def Jam  
Arista  
Universal  
RCA  
LaFace  
Ultrasonic  
Northwestside  
East West  
Wild Card  
Epic  
Mercury  
J&R  
Columbia  
Arista  
Mercury  
Epic  
Indochina  
Sutra  
Epic  
Parlaphone Rhythm Series  
Delicious Vinyl  
BMG  
Elektra  
Columbia  
East West  
Motown  
ECHO  
Black Culture/WEA  
Epic  
Island  
Go Beat  
East West  
Virgin  
Puff Daddy  
Wild Card  
Big Beat/Atlantic  
So So Def/Columbia  
EMI  
Puff Daddy

A good week for rap in our chart and **FOXY BROWN** in particular. Not only does she nab the number one spot, but Foxy also guests on this week's highest entry, **JAY-Z's** new single 'Sunshine', which enters at eight. Built around a sample from Krattwerk's 'Tour De France', the single also features a cameo from Babyface. Look out for Jay-Z's new album in My lifetime which is excellent... Another strong rap album, **COMMON'S** One Day provides our second new entry, 'Remember Me' at 16, which features Chantay Savage. On a more mainstream tip, **BRAND NEW HEAVIES** and **PEOPLE** both look like strong climbers... Legal promo's are finally knocking around at 16, **MACE'S** 'Feel So Good' (which samples Kool & The Gang's 'Hollywood Swinging') and is off the 'Money Talks' soundtrack. There's also a 12" sampler buzzing about with tracks by **LIL KIM**, **RICK JAMES** and **BRAND NUBIAN**. The LP itself, meanwhile, features **MARY J. BLIGE** doing a cover of 'A Dream', the De Barge track that Blackstreet sampled for 'Don't Leave Me' and 2Pac for 'I Ain't Mad At Ya'. **THE PUFF DADDY & THE FAMILY** dates which were meant to have taken place this month have been postponed. Tickets will be valid for the rescheduled shows or can be refunded before October 25 at the point of purchase... **THE WITZE GUVS** are putting on a one-off at The Subterrania, Ladbroke Grove this Thursday (October 2) featuring Afrika Bambata, Jay Strongman and Brother Ras Ruben. Entrance £8...

spacy slo-mo drum & bass. Deep house fans should also look out for House of 909's impressive 'Soul Rebels' LP also out on Pagan. ●●●●● AB

**ROBBIE WILLIAMS 'SOUTH OF THE BORDER' (CHRYSALIS) (HOUSE)**  
187 Lockdown's 'Borderline' mix places tongue firmly in cheek by only using time-stretched 'South of the Border' vocoding. Mother don't bother with much vocals either in their synth-buzzing jazzy hip-hop instrumental. With remixes that are so far removed, what's the point? ●●●●● JH

**2K \*\*\*\*K THE MILLENNIUM (BLAST FIRST) (ALTERNATIVE)**  
Reworking the '98 acid house anthem 'What Time Is Love' with help from the Williams Faray Brass Band, the National Retired Life Boat Men's Choral Society and \*\*\*\*k the millennium's chants, this is musical post-modernity at its most surreal. Take your pick from a 13:59' version, Panasonic's stammering echoed, almost rapped stop/starting mix and a shorter 'Version K'. Massive media attention has included News at Ten, so who's to say this won't knock Elton off number one? ●●●●● JH

**DJ Q 'LANDING SOON ON A PLANT NEAR YOU EP' (GO BEAT) (TECHNO)**  
Paul Flynn's first for Go Beat is a bit less techno-boogie hybrid and a bit more straight-ahead house in comparison with his Filter recordings. 'Feeling Moody' starts with a big drum build-up before getting seriously twisted with a nagging hook, waves of crowd noise and the filters on full. Overleaf it is a game of two halves with the unimpressive downtempo 'Remembering Yesterdays'

back-to-back with the excellent techno '20,000 Hz Under The Bass', which sounds a bit like Carl Craig getting to grips with a church organ. ●●●●● AB

**JANICE ROBINSON 'EARTHBEAT' (MANIFESTO) (HOUSE)**  
In similar style to Inner City's 'Pennies From Heaven' and Indio's 'R U Sleeping', this 'in the setting of the sun in the morning heat, hear the pounding of the earthbeat' hook rests on top of a happy handbag-house pace in housebridge's 'Space Terrace Anthem'. Morales' 'Classic Earth mix' is rich yet sustains and Tonks's remix is hi-NRGized via lashings of Euro flavor. ●●●●● JH

**DOUBLE '99 'PRIGROOVE' (SATELLITE) (HOUSE)**  
New more like a '97 'Wickedest Sound', the new radio remix edit explodes with Top Cat's 'Request the style' chat resting rigorously over the familiar Tina Moore wails. 'Special request' shouts and sound system bleeps. ●●●●● JH



THE JAVELIN - BLUE AMAZON

RELEASE DATE 8TH OCTOBER 1997  
CD AND LIMITED EDITION TRIPLE VINYL



FEATURING 'NO OTHER LOVE',  
'AND THEN THE RAIN FALLS',  
AND THE PREVIOUSLY UNRELEASED 'SEARCHING'  
TRIPLE VINYL, RELEASED OVER THREE WEEKS  
STARTING 14TH OCTOBER

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
SOME Eton J	STAIN	SUNG	ARMS	TUBT	GOT	PLEAN	JUST	MEN	THE D	NEVE	SAME	OH LP	NIGHT	FK B	SPIDE	UN, L	YU BE	ITL BA	WHEF	4 SEA	ANYE	DEBA	EVER	HOHE	

Matt Thompson, Kiss 102 jock and runner of Manchester's leading underground cult club Prescription, is carving out a niche for himself in cyber DJ culture. He cut his DJ teeth on the island of Gozo three years ago and since then has been on the move around the UK and Europe. His radio show is a hotbed of underground tunes and cool guests, including DJ Shadow, Rob Playford, Darren Emerson, David Holmes and Propellerheads

# JOCK

## matt thompson

### ON HIS BOX

PIC. GP

## top[10]

### 'DON'T KNOW WHY I LOVE HER' STEVIE WONDER (MOTOWN)

"This came out in 1968 and again it's a sort of last track of the night song – or a great radio track. Most people go for Seventies Stevie but the Sixties tracks were full of raw power and emotion. He was about 18 when he recorded this and he is singing about a woman who treated him like dirt. It's so full of raw, powerful emotion and by the end he's just screaming, not singing."

### 'KJZ' PHOTEK (SCIENCE)

"This is on the 'Modus Operandi' album and on the 'Hidden Camera' double-pack. It's another back room, late night track. It is what the label says it is – it's science what he's doing. He's moulded his own unique sound. He's combined jazz ideals into drum & bass, and unlike many drum & bass producers who just put jazzy licks on top, he uses innovative jazz drums in his tracks. By the end of the track you're completely pulled in."

### MATT'S STEAMIN' 10

- 1 'CAPITAL D' Source Direct (Science)
- 2 'PERENNIAL PLEASURES EP' Jimpster (Kudos)
- 3 'LINKING TUNNELS' Morganeist (Clear)
- 4 'COME TO DADDY' Alpha Twin (War)
- 5 'PLANET PLAN (REMIXES)' UFO (Talkin' Loud)
- 6 'SUBVERSIVE COMMUNICATIONS' Underground Resistance (SD)
- 7 'UNTITLED' Headstone Lane (ESV)
- 8 'SCRUTINY' EST (Hospital)
- 9 'MODUS OPERANDI' Photek (Science)
- 10 'GARY SUPER MACIO (DUST BROTHERS MIX)' Sukia (Mo' Wax)

### '51 DAYS' PAPER MOON (TOUCHE)

"This is probably my favourite house tune of all time. It came out in 1994. There's absolutely no difference playing it then or now. So much dance music is throwaway but any DJ in his right mind would put this in his set. It's like being in the womb – or on your partner's bosom – it's warm and you get immersed in it. I don't let anyone speak when I play it in my house – speaking would be sacrilege!"

BORN: Redhill, December 29, 1973. LIFE BEFORE DJING: "Student, faking history of politics at Manchester Polytechnic." FIRST DJ GIG: "It was a top bag actually. I started teaching myself in my room and got to the competent stage and went abroad for six weeks to Ibiza, an Ibiza gig on the coast of Malta. This was in 1993. There's this amazing club there called Cotta and I got to play there. I only got £20 and had to borrow their records! I was really pleased when I played the hardcore mix of Moby's 'Go' and the ladies with handbags were clapping on the floor!" MOST MEMORABLE GIG: "Earl – June 1997 at Prescription. It was absolutely miraculous. I sat the club up just over a year ago and it was the first night we opened our second room. The Jedi Knights played 'Live and Tom Middleton said it was the best crowd he'd ever played to." WORST: "Lausanne, Switzerland, New Year's Eve, 1994. There were 15,000 people there yet there was no soul, no emotion or atmosphere or vibe." FAVOURITE CLUBS: Prescription, Manchester, Climax, Lisbon, Lokoto, Bristol, NEXT THREE GIGS: Ear To The Ground, Bangs and Bar 51, in the City, Blagrow (September 29); Prescription, The Phoenix, Manchester (October 4). DJ TRADEMARK: "Musically diverse and adaptable, innovative but not at the expense of skill, depth and emotion and getting going." LIFE OUTSIDE DJING: "Presenter of the Late Night Dance Sound Track on Kiss 102, Mondays to Thursdays 10pm until 2am. He also makes music and likes 'football, food and fornicating'."

### 'BRING THE NOISE' PUBLIC ENEMY (DEF JAM)

"I was torn between this and 'Don't Believe The Hype'. The guy's a lyrical genius. I went for 'Bring The Noise' because of the ferocity of it, the power, the message. The message is being screamed and yet it is very musical. You can't ignore it. It's so ferocious, so funky. I played it last Saturday and the crowd went mad for it. I hadn't played it in ages and it's one of those records where you end up throwing yourself around."

### 'THE PHANTOM' RENEGADE SOUND WAVE (MUTE)

"This came out in 1991 and it's a breakfast record. I played it out on Saturday and everyone went apeshit – as soon as the bassline came in the place went hysterical. Even though I think the scene today is musically more interesting, the energy of these older tracks is irreplaceable. This record is a classic example of just pure momentum, the energy of this time."

### 'SIMPLE HEAD PHONE MIND' STEREOCLAB & NURSE WITH WOUND (DUOPHONIC)

"I chose this because there was a scene going on in the clubs, on the radio and on the gig circuit, where the bands are into electronic fusion. This lasts for 15 or 20 minutes and you get immersed in it. I play it at Prescription, on the radio, anytime."

### 'MAN MACHINE' KRAFTWERK (EMI)

"This came out in 1978 and the reason I like it is because it sends shivers down my spine. Kraftwerk are describing the possibilities of so many things in electronic music. It can be described as emotional. It shows slow, electronic music had emotion."

### 'LOVE MUSIC' BERNARD HERRMANN (SOUND/STAGE)

"This is from the soundtrack album to the film Vertigo. The reason I chose this is because people into drum & bass and downtempo scenes are taking influences from brilliant film scores, from people like John Barry and Henry Mancini, but people don't talk about Bernard Herrmann. No matter how we progress nothing beats a live orchestra. Like all the other tracks I have chosen it's got soul."

### 'LOVELESS' 4-HERO (TALKIN' LOUD)

"I chose this because I'm heavily into jazz at the moment and I've been heavily into drum & bass for the past year and this fuses the two brilliantly.

They get live players in and then sample them and it takes the whole drum & bass sound to another level. It's lyrically brilliant too, even more so than what Roni Size has done. It's more like a song."

### 'GIANT' THE THE (SOME BIZARRE)

"I played this recently and bizarrely it worked, it was a bit of a risk. It came out in 1983. Lyrically, he's depressing as usual. Halfway through it gets into tribal beats, it builds up and builds up and builds up with these African drum beats. It's really hypnotic."

[COMPILED BY SARAH DAVIS. TEL: 0181-948 2326]

## [cv]

18 25	HOME	17 26	KNOW	16 27	PLAY	15 28	SHE'S	14 29	SO BE	13 30	BURN	12 31	WHO	11 32	FREEL	10 33	SEMI-	9 34	JOAN	8 35	YOUT	7 36	CIRCL	6 37	FREEL	5 38	EVER	4 39	SUMI	3 40	SOUT
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▶ Bullseyed titles a

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18 THE BEST DANCE ALBUM OF THE YEAR

19 PURE REGGAE

20 NORTHERN EXPOSURE 2 - SASKIA & DWIGHT

Global Beatbox

Global Hip-hop

Monthly 9 Soul

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- 18 **25** HOMEY (w/annan wany) Columbia
- 17 **26** I KNOW WHERE IT'S AT All Saints London
- 18 **27** PLAY IT COOL Super Furry Animals Creation
- 19 **28** SHE'S A GOOD GIRL Sleeper Inobkent/RCA
- 20 **29** SO BEAUTIFUL Chris De Burgh A&M
- 21 **30** BURNIN' Daft Punk Virgin
- 22 **31** WHO'S THE MACK! Mark Morrison WEA
- 23 **32** FREED FROM DESIRE Gala Big Life
- 24 **33** SEMI-CHARMED LIFE Third Eye Blind Elektra
- 25 **34** JOANNA Mrs Wood React
- 26 **35** YOU'RE THE ONE I LOVE Shola Ama Freakstreet/WEA
- 27 **36** CIRCLES Adam F Positiva
- 28 **37** FREE DJ Quicksilver Positiva
- 29 **38** EVERYBODY (BACKSTREET'S BACK) Backstreet Boys Jive
- 30 **39** SUMMERTIME The Sundays Parlophone
- 31 **40** SOUTH OF THE BORDER Robbie Williams Chrysalis

↑ Bulleted titles are those with the biggest sales gains over last week

## ROACHFORD

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Has the same feel as 'Faded' and 'The Way I Feel' but is a different style

## TOP TWENTY COMPILATIONS

- 1 **1** KISS IN IBIZA 97 Parlophone TV  
10 weeks at No. 1
- 2 **2** IBIZA UNCOVERED Virgin TV  
10 weeks at No. 2
- 3 **3** QUEEN PRINCESS OF NOBLES - FUNKAL SERVICE 107. Radio 1  
10 weeks at No. 3
- 4 **4** DANCE NATION 4 - PETE TONG-BOY GEORGE Mercury 10  
10 weeks at No. 4
- 5 **5** THE FULL MONTY RCA Victor  
10 weeks at No. 5
- 6 **6** CLUBWARD - VOLUME 2 Virgin TV  
10 weeks at No. 6
- 7 **7** CLUB HITS 97/98 Virgin TV  
10 weeks at No. 7
- 8 **8** NOW THAT'S WHAT I CALL MUSIC 37 107. Virgin/Parlophone  
10 weeks at No. 8
- 9 **9** FRESH HITS 1997 107. Virgin/Parlophone  
10 weeks at No. 9
- 10 **10** THE NO. 1 LOVE DANCING ALBUM Parlophone TV  
10 weeks at No. 10
- 11 **11** THE HOUSE COLLECTION 6 Parlophone TV  
10 weeks at No. 11
- 12 **12** BEST DANCE ALBUM IN WORLD - EVER! PART 7 Parlophone TV  
10 weeks at No. 12
- 13 **13** TRAINSPOTTING '92 Parlophone TV  
10 weeks at No. 13
- 14 **14** SHINE \$ Parlophone TV  
10 weeks at No. 14
- 15 **15** THE NO. 1 JAZZ ALBUM Parlophone TV  
10 weeks at No. 15
- 16 **16** MEN IN BLACK - THE ALBUM (OST) Sony  
10 weeks at No. 16
- 17 **17** MINDANCE - THE ALBUM Virgin TV  
10 weeks at No. 17
- 18 **18** THE BEST DANCE ALBUM OF THE YEAR 107. Parlophone  
10 weeks at No. 18
- 19 **19** PURE REGGAE 107. Parlophone  
10 weeks at No. 19
- 20 **20** NORTHERN EXPOSURE 2 - SKISIA & DIGHEED Virgin TV  
10 weeks at No. 20

- 10 **25** CALLING ALL STATIONS Genesis Virgin
- 23 **26** SHERYL CROW Sheryl Crow A&M
- 18 **27** EXPERIENCE HENDRIX - THE BEST OF Jimi Hendrix Telstar TV
- 32 **28** OCEAN DRIVE Lighthouse Family Wild Card/Polybor
- 47 **29** BLUR Blur Food/Parlophone
- 16 **30** ALWAYS ON MY MIND - ULTIMATE LOVE SONGS Elvis Presley RCA
- 37 **31** PABLO HONEY Radiohead Parlophone
- 25 **32** MIDDLE OF NOWHERE Hanson Mercury
- 19 **33** LIFE. (LOVE IS FOREVER) Billy Ocean Jive
- 18 **34** WHEN DISASTER STRIKES Busta Rhymes Elektra
- 18 **35** ESCM BT Perfecto
- 42 **36** (WHAT'S THE STORY) MORNING GLORY? Oasis Creation
- 38 **37** SHARE MY WORLD Mary J Blige MCA
- 22 **38** THE DANCE Fleetwood Mac Reprise
- 24 **39** MOUTH TO MOUTH Levellers China
- 36 **40** TRAVELLING WITHOUT MOVING Jamiroquai Sony S2

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# INTERNATIONAL FOCUS

## US CHARTWATCH

Finally released in America last Tuesday, Elton John's *Candle In The Wind 1937* is certain to debut at number one later this week. Demand far outstripped supply, with huge queues forming at shops throughout the country. The *Los Angeles Times* reports that the Virgin Music store in Costa Mesa ordered 4,000 copies but received only 500, all of which were sold on the first day. The *Washington Post* visited Tower's Foggy Bottom shop and found the "sold out" signs were up by 1,000 CDs and 400 cassettes were cleared in next to no time. And in New York, HMV's outlet at 5th & 46th sold its initial order of 2,500 copies in a little over five hours.

Keeping the top spot warm for Elton, Boy II Men's 4 Seasons Of Loneliness sneaks past Mariah Carey for a week at the summit in a Hot 100 in which Chumbawamba's Tubthumping earns the award for the greatest gain in airplay for the second time in three weeks. With sales also accelerating, the single moves 47-35.

Spice Girls earn their third consecutive gold disc for 500,000 sales of 2 Become 1, which holds at number eight this week, while Spice You'll Be There dips 41-44. Other Brits on the chart are Mark Morrison (25-31), Peaches (15-45), the Bee Gees (75-81) and Lisa Stansfield (91-92).

On the album chart, several British acts simultaneously make big downward moves, with Spice Girls' *Spice 10* (7-12) losing its Top 10 status after 32 weeks, while Praddy (110-13), Oasis (17-27), Jamiroquai (24-41) and even Elton John (81-75)



also take a dive. Spice Girls can comfort themselves with the fact that Spice has been certified platinum for the fifth time, even though its weekly sales are now below 90,000 a week. The big decline in British fortunes here is partly due to the simultaneous release of a large number of hot new albums.

**Mariah Carey's** *Butterfly* lands at number one, with 235,000 sales, replacing *LeAnn Rimes' You Light Up My Life*, which slips to number two, even though it actually increased its sales. Two more upcoming number one albums will have some British involvement—the title track from Janet Jackson's *The Velvet Rope* album samples **Mike Oldfield's** *Tubular Bells*, while **Celine Dion's** *The Reason* includes the track *Immortally*, on which she shares vocals with the song's composers, the Bee Gees.

**Fleetwood Mac** continue to do well with *The Dance*, which slips 4-6 but sells a further 103,000 copies, while the group's *Greatest Hits* moves to number one on the Catalog Chart, dethroning Elton John's *Greatest Hits*. Elton's album is currently selling around 15,000 copies a week, and is now close to a remarkable 14 million sales.

Alan Jones

## UK WORLD HITS

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

FRANCE	
1 (1)	SOMETHING...CANDLE IN THE WIND 1937 Elton John Mercury
2 (2)	YOU HAVEN'T NEEDED SOMEBODY Spice Girls WEA
3 (3)	I'M DREAMING OF YOU The Verve EMI
4 (5)	GO YA THINK I'M SEXY? N-Trance Dance Pool
5 (6)	YOU'RE NOT ALONE Olive RCA
	Dance RPM

GERMANY	
1 (1)	I WANNA BE THE ONLY ONE Elton John EMI
2 (2)	YOU HAVEN'T NEEDED SOMEBODY Spice Girls WEA
3 (3)	BITTER SWEET SYMPHONY The Verve Hit
4 (4)	TUBTHUMPING Chumbawamba EMI
5 (6)	CONGO Dennis Virgin
	Sound Multi-Centred

NETHERLANDS	
1 (1)	SOMETHING...CANDLE IN THE WIND 1937 Elton John Mercury
2 (1)	I WANNA BE THE ONLY ONE Elton John EMI
3 (2)	BITTER SWEET SYMPHONY The Verve Virgin
4 (2)	YOU HAVEN'T NEEDED SOMEBODY Spice Girls WEA
5 (3)	YOU HAVE BEEN LOVED George Michael Virgin
	Source: Stichting Mego Top 100

AUSTRALIA	
1 (1)	ALONE Boy Gees PolyGram
2 (1)	BITTER SWEET SYMPHONY The Verve Virgin
3 (2)	MANAWA-WAY YOU THINK YOU ARE? Spice Girls Virgin
4 (2)	INCOMING Furious Festival
5 (2)	SOMEG Blair EMI
	Source: ARA

AUSTRIA	
1 (1)	SOMETHING...CANDLE IN THE WIND 1937 Elton John Mercury
2 (1)	NEEDING Shak Amante Virgin
3 (1)	I WANNA BE THE ONLY ONE Elton John EMI
4 (2)	BITTER SWEET SYMPHONY The Verve Virgin
5 (6)	CONGO Dennis Virgin
	Source: RPM

SWEDEN	
1 (1)	SOMETHING...CANDLE IN THE WIND 1937 Elton John Mercury
2 (1)	I WANNA BE THE ONLY ONE Elton John EMI
3 (4)	BITTER SWEET SYMPHONY The Verve Hit
4 (2)	ANYBODY SEEN MY BARK? The Redd Stars Virgin
5 (2)	THE DROUGS DON'T WORK The Verve Hit
	Source: OLDFPI

## ARTIST PROFILE: ELTON JOHN

When he was at the peak of his commercial powers back in the mid-Seventies, Elton John could hardly have imagined that his international profile would ever rise any further.

But more than 20 years after he placed the last of six consecutive number ones at the top of the US albums chart, the seasoned superstar has seen the media spotlight turn on him globally like never before.

The response to his reworked version of *Candle In The Wind* has not only given him the biggest hit single of his own long and distinguished career, but has now become the best-selling single of all-time worldwide by a living act. Just over two weeks after its release the single has already shipped more than 21m units, including a record 8m in the US where it set to become the first single by a UK act to debut at the top of *Billboard's* Hot 100 chart.

"It's a phenomenon. There's no other way of putting it," says Mercury Records international product manager Audrey Brown. "His profile couldn't be any higher. There are people coming out buying the single who probably haven't bought a single in the past 10 years."

In the UK, the single topped the charts in France, Germany, the Netherlands and Switzerland after only one day's sales, while PolyGram is also selling it in territories such as Israel and parts of Latin America which traditionally do not have a singles market. The interest is spreading to Elton John's back catalogue, and sales of albums containing the original version of *Candle In The Wind* have risen significantly. In the US alone his Love Songs



collection is re-circling the album chart, while his *Greatest Hits* album returned a week ago to the top of *Billboard's* Catalog Chart.

Brown says *Candle In The Wind 1937* is affecting plans for John's new album *The Big Picture*. "For example, we were planning another single very soon and now we wouldn't be able to do that because whatever we put out at the moment will disappear," she says.

Meanwhile, John is pressing ahead with a busy promotional schedule for the album, which last week included a trip to the US and television appearances on *VH1*, the *Today Show* and *Rosie O'Donnell*. He begins his world tour in the UK on October 10, making his way to the US in December, back to the UK early in the new year, followed by Australia, Far East and Europe. By then the fall extent of *Candle In The Wind's* record-breaking achievements will be fully known. **Paul Williams**

**TRACKWATCH: ELTON JOHN**

- *Candle In The Wind 1937* shipped more than 21m units worldwide
- Biggest UK single worldwide of all time
- Number one in charts around the world
- His Love Songs re-circling international charts

## THE PEPSI CHART

#	Title/Artist	Label	#	Title/Artist	Label
1	SOMETHING...CANDLE IN THE WIND 1937 (Elton John)	Mercury	21	ILL BE MISSING YOU (Porti Moya & Faith Adams)	Red Bull
2	STAND BY ME (Dennis)	Dennis	22	YOU'VE GOT A FRIEND (Brenda Russell/Ronnie)	PHIL
3	SUNSHINE (Eminem)	Mercury	23	FREED FROM DESIRE (Jay)	Big Life
4	ARMS AROUND THE WORLD (Laurie)	EMI	24	I KNOW WHERE IT'S AT (Alan)	London
5	TUBTHUMPING (Chumbawamba)	EMI	25	4 SEASONS OF LONELINESS (Boy II Men)	Atlantic
6	GO! 'TIL IT'S GONE (Janet Jackson)	A&M	26	SEMI-CHARMED LIFE (The Eye-Red)	Hitworld
7	PLEASE (Brit)	BMG	27	SAMBA DE JANEIRO (Sant)	Virgin
8	JUST FOR YOU (M People)	BMG	28	(UN)DUN DRES (Marilyn)	Scotti
9	MEN IN BLACK (Kubrick)	Capitol	29	ANYBODY SEEN MY BARK? (Robbing Stars)	Virgin
10	THE DRUGS DON'T WORK (Verve)	Hit	30	ALL I WANNA DO (Dennis)	EMI
11	BITCH (Mushroom Bros)	Capitol	31	C U WHEN U GET THERE (Celine)	EMI
12	NEVER GONNA LET YOU GO (Tina Turner)	Capitol	32	SOME KIND OF BLISS (Kyla Miroslav)	Iconoclast
13	BLACK EYED BOY (Tina Turner)	Mercury	33	SPICE UP YOUR LIFE (Spice Girls)	Virgin
14	RAINCLOUD (Lighthouse Family)	BMG	34	LIVE THE DREAM (Celine)	EMI
15	YOU HAVE BEEN LOVED (George Michael)	Virgin	35	OH LA LA LA (Ennio)	Job Total
16	NIGHT NURSE (Sax & Rising Feature/Brent)	BMG	36	TRAVELLERS TUNE (Dennis)	INCA
17	FREE (Sax)	AM/PA	37	MY FATHER'S SON (George)	Milano
18	YOU'RE THE ONE I LOVE (Dennis)	EMI	38	EVEN AFTER ALL (Rising Stars)	Hitworld
19	MONEY (Mushroom Bros)	Capitol	39	RIX (Blackstreet)	Entertainment
20	WHERE'S THE LOVE (Hanson)	Mercury	40	SUMMERTIME (Sant)	Parlophone

## VIRGIN RADIO CHART

#	Title/Artist	Label	#	Title/Artist	Label
1	BE HERE NOW (Celine)	EMI	21	REMASTERS (Laz Duperon)	Capitol
2	MARCHING ALREADY (Dennis)	INCA	22	TRAVELLING WITHOUT MOVING (Janet)	BMG
3	WAVY MANICURE A STRIKE (Rising Stars)	Virgin	23	BLUR (Rising Stars)	BMG
4	HOMOGENIC (Celine)	EMI	24	PABLO HONEY (Rebecca)	Capitol
5	WRITE ON BLONDE (Tina)	Mercury	25	WHAT'S THE STORY? MORNING GLORY (Sax)	Capitol
6	OK COMPIETER (Phish)	Capitol	26	COME FIND YOURSELF (For Love)	Capitol
7	THE VERY BEST OF Supertramp (PolyGram)	EMI	27	TUBTHUMPER (Chumbawamba)	EMI
8	STATIC & SILENCE (The Sundays)	Phish	28	A NORTHERN SOUL (The Verve)	Hit
9	CALLING ALL STATIONS (Dennis)	Virgin	29	BROTHERS IN ARMS (Sax)	Capitol
10	MOTHER NATURE CALLS (Celine)	EMI	30	LEGEND (Sax/Mushroom Bros/The Waiters)	Capitol
11	LOVE SONGS (Chumbawamba)	Hitworld	31	POP 12 (Sant)	Capitol
12	BLUERING THE EDGES (Mushroom Bros)	Capitol	32	THE BEST OF VAN MORRISON (Van Morrison)	Capitol
13	DEPENDENCE NATION - THE BEST OF (Jim Henson)	Capitol	33	STOUSH (Shak Amante)	Capitol
14	DO IT YOURSELF (Sant)	Capitol	34	DEFINITELY MAYBE (Sant)	Capitol
15	SHERYL CROW (Sheryl Crow)	INCA	35	ELEGANT SLIMMING (Al Pacino)	Capitol
16	MURRICANE #1 (Mushroom Bros)	Capitol	36	THE BENOS (Mushroom Bros)	Capitol
17	THE OCEAN (Lighthouse Family)	BMG	37	SOUTHSIDE (Sax)	Capitol
18	THE DANCE (Mushroom Bros)	Capitol	38	EVERYTHING MUST GO (Mushroom Bros)	Capitol
19	MOUTH TO MOUTH (Lighthouse)	Capitol	39	MOSELEY SHOALS (Dennis)	INCA
20	THE BEST OF - SUEDHEAD (Mushroom)	EMI	40	DUMMY (Porti Moya)	Capitol

# R&B SINGLES

This	Last	Title	Artist	Label	Cat. No.	(Distributor)
1	3	NEVER GONNA LET YOU GO	Tina Moore	Delirious	74321511051	(BMG)
2	2	MEN IN BLACK	Will Smith	Columbia	CD 6948282	(SM)
3	5	NIGHT NURSE	Sly And Robbie featuring Simply Red	East West	CD EW 19020	(W)
4	1	FIX	Blackstreet	Interscope	CD IN0 9751	(BMG)
5	4	4 SEASONS OF LONELINESS	Boyz II Men	Motown	CD M026982	(F)
6	7	I'LL BE MISSING YOU	Puff Daddy & Faith Evans	Puff Daddy/Arista	743214981	(BMG)
7	8	HONEY	Mariah Carey	Columbia	CD 6450192	(SM)
8	6	KISS AND TELL	Brownsstone	Epic	CD 669852	(SM)
9	11	WHO'S THE MACK!	Mark Morrison	WEA	CD WEA 128CD1	(W)
10	13	YOU'RE THE ONE I LOVE	Shola Ama	Freestyle/WEA	CD WEA 121CD1	(W)
11	15	NO MONEY MO PROBLEMS	The Notorious B.I.G. featuring Puff Daddy & Mase	A&R/Arista	AR 152	(BMG)
12	10	GUANTANAMERA	Wycle D Jean And The Refugee Allstars	Columbia	CD 696302	(SM)
13	9	THE LOVE SCENE	Joe	Jive	JIVET 430	(F)
14	12	WE COME TO PARTY	N-Tyce	Telstar	CD CDSTAS 2915	(F)
15	NEW	LET ME BE THE ONE	Nine Condition	Wild Card/PolyGram	571731	(F)
16	NEW	THE LINE	Lisa Stansfield	Arista	7432152921	(BMG)
17	16	EVERYTHING	Mary J. Blige	MCA	CD MCST57D 48959	(BMG)
18	17	C U WHEN U GET THERE	Cadeo featuring 40 Thez	Torrey Boy	CD TB02 385	(V/SI/S)
19	14	WE JUST WANNA PARTY WITH YOU	Snoop Doggy Dogg featuring J. Cole	Columbia	CD 664900	(SM)
20	18	WHEN DOVES CRY	Ginuwine	Epic	CD 6645242	(SM)
21	21	SOMEONE	SWV featuring Puff Daddy	RCA	74321513941	(BMG)
22	20	MY FATHER'S SON	Conner Reeves	Wildstar	12XWLD 1	(W)
23	19	I LIKE THE WAY	Dani Hines	Mushroom	MUSHCOX DMW/P	(F)
24	22	THE SWEETEST THING	The Refugee Allstars/Rob Luvayn Hill	Columbia	CD 6940121398	(SM)
25	23	TOO GONE, TOO LONG	En Vogue	East West	E 29687	(W)
26	NEW	MYBABYDADDY	B-rock & The Biziz	LaFace	7432149231	(BMG)
27	24	THE RAIN (SUPA DUPA FLY)	Missy 'Madame' Elliott	East West	E 29197	(W)
28	25	NOT TONIGHT	LJ Kim	Atlantic	AT 00077	(W)
29	29	I WANNA BE THE ONLY ONE	Eternal featuring BeBe Winans	EMI	CD CD04 472	(E)
30	30	GOTHAM CITY	R Kelly	Jive	JIVET 408	(F)
31	34	I BELIEVE I CAN FLY	R Kelly	Jive	JIVET 415	(F)
32	26	4 PAGE LETTER	Aaliyah	Atlantic	AT 00107	(W)
33	38	SPACE COWBOY	Jamiroquai	Epic	427382	(SM)
34	35	TRIMPH	Wu-Tang Clan featuring Cappadocia	LuF	7432146781	(BMG)
35	33	TOSS IT UP	Makaveli	Interscope	IN1 95521	(BMG)
36	31	YOU BRING ME UP	K-Ci & JoJo	MCA	MCST 4957	(BMG)
37	32	HISTORY/GHOSTS	Michael Jackson	Epic	CD 6947962	(SM)
38	38	HOW COME, HOW LONG	Babyface featuring Savin Wonder	Epic	CD 6546080	(SM)
39	39	YOU MIGHT NEED SOMEBODY	Shola Ama	Freestyle/Arista	743214981	(BMG)
40	40	HYPNOTIZE	The Notorious B.I.G.	Puff Daddy/Arista	743214981	(BMG)

© N.C. Compiled from data from a panel of independents and specialist multiples.

# DANCE SINGLES

This	Last	Title	Artist	Label	Cat. No.	(Distributor)	
1	NEW	SANCTUARY	Omnitribe	Moving Shadow	SHADOW 116	(SRD)	
2	1	CIRCLES	Adam F	Positive	12FJ 002	(E)	
3	2	JUST GETS BETTER	T.J.R. featuring Xavier	Various	12MULTI 25	(TRO/BMG)	
4	NEW	BURNIN'	Daft Punk	VST	VSCD11869	(E)	
5	NEW	JOANNA	Mis-Wuk	React	12RAC7 01	(V)	
6	NEW	ENERGIZE/ASYLUM	DJ Red/Malini	Trouble On Vinyl	TOW2029	(SRD)	
7	NEW	TO BE IN LOVE	Masters At Work	MAW	MAW 019	(Impul)	
8	3	SUNCHYME	Dario G	Internal	WEA 1207	(W)	
9	NEW	PSYCHE ROCK	Pierre Henry	HS-Life/PolyGram	460301	(F)	
10	NEW	OH LA LA LA	Z Evizoo	Club Tunes	036400	(CLU/F)	
11	7	HERDES	Roni Size Reprazent	Talkin Loud	TLOX 25	(F)	
12	NEW	THE LINE	Lisa Stansfield	Arista	7432152921	(BMG)	
13	12	SAMBA DE JANEIRO	Bellini	Virgin	DINST 165	(BMV/V)	
14	8	DIRTY CASH	Adventure Of Stevie V	Avesa Trax	AVEXTX 05	(F)	
15	4	NINE WAYS	JDS	Jive	FX 304	(F)	
16	11	NEVER GONNA LET YOU GO	Tina Moore	Delirious	74321511051	(BMG)	
17	8	TURN ME OUT (TURN TO SUGAR)	Praxis featuring Kathy Brown	Jive	FX 304	(F)	
18	5	PLASTIC DREAMS	Jaydee	R&S	RS 9117	(V)	
19	NEW	YOU GOT THE LOVE	T featuring Robin S	Champion	CHAMP1230	(BMV/BMG)	
20	NEW	JUST FOR YOU	M People	M People	EMG 7432152301	(BMG)	
21	NEW	HOLD YOUR HEAD UP HIGH	Boris Dlugosz presents Bova	Positive	12TV 79	(E)	
22	NEW	MONT BLANC	Bittman	Heat Recordings	HEAT 010	(V)	
23	NEW	EVERY DAY OF MY LIFE	House Traffic	Logic/Arista	743214944	(BMG)	
24	19	OFFSHORE '97	Dicans with Power Club	Xscape	XSCD 081	(SRD/EXT/F)	
25	13	DISCOBUG '97	Frackytank	Xscape	XSCD 081	(SRD/EXT/F)	
26	15	STRINGS FOR YASMIN	Tin Tin Out	VC Recording	VCRT 20	(E)	
27	NEW	IT'S LIKE THAT	Ron-DiC featuring Newt	Sirco	Communications	SM92E	(F)
28	9	CLOUDBURST	Niegra	Freeflow	FLOW 2	(BMV/SM)	
29	NEW	MAGIC CARPET RIDE	Mighty Dub Katz	Jive	FX 306	(F)	
30	18	NO MISTAKE	Concept 2	Ramm	RAMM 19	(SRD)	

# DANCE ALBUMS

This	Last	Title	Artist	Label	Cat. No.	(Distributor)
1	NEW	WHEN DISASTER STRIKES	Busta Rhymes	Electra	75992.2064/759921544	(W)
2	NEW	THE PICK, THE SICKLE AND THE SHOVEL	The Gravelgegg	Geo Street	GE0 1006/1066	(DMW/P)
3	NEW	EVOLUTION	Boyz II Men	Motown	650628	(F)
4	NEW	MY WAY	Usher Raymond	Arista	7730028434	(F)
5	6	NEW FORMS	Roni Size Reprazent	Talkin Loud	534631/534634	(F)
6	1	MODUS OPERANDI	Phonk	Science	CEOLP 100EM1	(E)
7	2	KISS IN IBIZA 97	Various	PolyGram	TV 5950584	(F)
8	4	TUFF AM PTS (UNDERGROUND FREQUENCIES -1)	Various	Satelite	743214947/743214949	(BMG)
9	3	BUTTERFLY	Mariah Carey	Columbia	488537/488537A	(SM)
10	NEW	ESCM	BT	Perfecto	6584203054	(W)

# SPECIALIST CHARTS

4 OCTOBER 1997

# Spirit songs Ltd

CONGRATULATES



& everyone at Epic/Sony on the success of his debut album 'Maverick A Strike'.

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Epic Sony

# VIDEO

This Week	Artist Title	Label	Cat No	16	17	18	19	20
1	OLIVER & COMPANY	Walt Disney	CD4232	16	17	18	19	20
2	THE ENGLISH PATIENT	Miramax	CD3415	16	17	18	19	20
3	TELETOBBIES - HERE COME THE TELETOBBIES	BBC	DD2377	16	17	18	19	20
4	TELETOBBIES - DANCE WITH THE TELETOBBIES	BBC	DD2377	16	17	18	19	20
5	101 DALMATIANS	Walt Disney	DD1014	16	17	18	19	20
6	TIFFY TAY STORIES	Walt Disney	DD1016	16	17	18	19	20
7	DIANA - A CELEBRATION 1963-1987	BBC	DD0533	16	17	18	19	20
8	TWISTER	CIC Video	WH6205	16	17	18	19	20
9	BLACK CAULDRON	Walt Disney	DD1262	16	17	18	19	20
10	ROUNDTOPPING	PolyGram Video	TS70141	16	17	18	19	20
11	FROM DUST SHALL I COME	Hollywood Pictures	TH1869	16	17	18	19	20
12	DIANA - THE PEOPLES PRINCESS	Warner Vision Int.	3334203	16	17	18	19	20
13	THE ROCK	Hollywood Pictures	DD1082	16	17	18	19	20
14	THE X FILES - FILE 4 - COLOMAY	Fox Video	RE335	16	17	18	19	20
15	ROSEMARY CONLEY - ULTIMATE FAT BURNER	Video Collection	V03513	16	17	18	19	20

# MUSIC VIDEO

This Week	Title	Label	Cat No	16	17	18	19	20
1	SPICE GIRLS-Spice-Official Video Volume 1	Virgin	VGCD34	16	17	18	19	20
2	PRINCE CAST: Summer Holiday	VCI	VD10134	16	17	18	19	20
3	ALAN WINKLES/Jagged Leds Fill In	Warner Music Video	589230	16	17	18	19	20
4	OASIS...Then & Then	SMV	2007022	16	17	18	19	20
5	UK CAST RECORDING/Monsters In Demand	Walt Disney	01283	16	17	18	19	20
6	MICHAEL JACKSON/History Of The Dance	Video Collection	V03518	16	17	18	19	20
7	BACKSTREET BOYS/Live In Concert	Video Collection	V03517	16	17	18	19	20
8	MICHAEL JACKSON/History Of The Dance - Volume 1	Warner Music Video	589230	16	17	18	19	20
9	FEETWID MAC/The Dance	Video Collection	V03516	16	17	18	19	20
10	SPICE GIRLS/Spice Power (unreleased)	Visual Visions	V03515	16	17	18	19	20
11	ERIC PHELPS/Edna - The Great Performances	Walt Disney	019071	16	17	18	19	20
12	BILL WHELAN/Reverendation - The Show	VCI	V03514	16	17	18	19	20
13	OLGA LITVIAN/The Endless Train Live In Miami	VCI/Carlin	50149	16	17	18	19	20
14	BLUES BROTHERS/The Best Of	Video Collection	V03519	16	17	18	19	20

# INDEPENDENT SINGLES

This Week	Title	Artist	Label (distributor)	16	17	18	19	20
1	SAMBA DE JANEIRO	Bellini	Virgin	DIS0185 (RM/VP)	16	17	18	19
2	INTERCEPT	Ear Scatic	Planet Dog	BAR0300 (CD)	16	17	18	19
3	FREED FROM DESIRE	Gala	Big Life	BLD0135 (P)	16	17	18	19
4	PLASTIC DREAMS	Jaydee	R&S	RS137120 (V)	16	17	18	19
5	OFFSHORE '93	Chicana With Power Circle	Xtravaganza	0091255X (P)	16	17	18	19
6	C U WHEN U GET THERE	Coclo Fest 40 Thanz	Tommy Boy	TBO1085 (V/Inc)	16	17	18	19
7	EVERYBODY (BACKSTREET'S BACK)	Backstreet Boys	Jive	JIVE0224 (P)	16	17	18	19
8	I LIKE THE WAY	Dezi Hines	Machrome	MUSH7000 (JMPV)	16	17	18	19
9	THE LOVE SCENE	Joe	Jive	JIVE0430 (P)	16	17	18	19
10	SOMEWHERE ELSE	China Drum	Mantra	MM7220 (CD)	16	17	18	19
11	D'YOU KNOW WHAT I MEAN?	Oasis	Creation	CRE0219 (JMPV)	16	17	18	19
12	DISCOBUG '93	Freakeyman	Xtravaganza	0091255X (P)	16	17	18	19
13	AUTOCADE	Polypase	Redsquare	SCAN26 (P)	16	17	18	19
14	DIRTY CASH	Hurticane of Steve V	Axxis Trax	AXE075 (P)	16	17	18	19
15	CHAIN REACTION	Auriviana P1	Creation	CRE0201 (JMPV/Vinyl)	16	17	18	19
16	WHATEVER	Daxis	Creation	CRE0205 (JMPV)	16	17	18	19
17	DOES YOUR HEART GO BOOM	Helen Love	Clean Up	CU10020M (V)	16	17	18	19
18	POST MODERN SLASZE	Greiner Pings	Chic	CHIC020 (S/M)	16	17	18	19
19	FAIRWEATHER FRIEND	Symposium	Infectious	INFECT4600 (RM/DS/CD)	16	17	18	19
20	WHAT A BEAUTIFUL DAY	Lewellers	China	WOKC0208 (P)	16	17	18	19

# INDEPENDENT ALBUMS

This Week	Title	Artist	Label (distributor)	16	17	18	19	20
1	BE HERE NOW	Oasis	Creation	CRE0219 (JMPV)	16	17	18	19
2	HURRICANE!	Hurricane P1	Creation	CRE0206 (JMPV)	16	17	18	19
3	MOUTH TO MOUTH	Lewellers	China	WOLC0188 (P)	16	17	18	19
4	BACKSTREET'S BACK	Backstreet Boys	Jive	CHP186 (P)	16	17	18	19
5	WHAT'S THE STORY? MORNING...	Oasis	Creation	CRE0218 (JMPV)	16	17	18	19
6	WORD GETS AROUND	Stereographics	V2	VVR100032 (P)	16	17	18	19
7	LOVE IS FOR EVER	Billy Ocean	Jive	016242 (P)	16	17	18	19
8	WHEN I WAS BORN...	Corneshop	Wijja	WJCD1065 (VDS/CD)	16	17	18	19
9	STOODSH	Skunk Anansie	One Little Indian	TPLR B015 (P)	16	17	18	19
10	BEAUTIFUL WASTELAND	Cepacelike	Survival	SUR0001 (P)	16	17	18	19
11	RADIATOR	Super Furry Animals	Creation	CRE0204 (JMPV)	16	17	18	19
12	DEFINITELY MAYBE	Daxis	Creation	CRE0209 (JMPV/CD)	16	17	18	19
13	LOVESONGS FOR UNDERDOGS	Tanya Donelly	ADD	CAD70800 (VDS/CD)	16	17	18	19
14	MY SOUL	Coclo	Tommy Boy	TBO1180 (VDS/CD)	16	17	18	19
15	CORNING UP	Suade	Ninja Tune	ZEN0030 (V)	16	17	18	19
16	LET US PLAY!	Caldcut	Ninja Tune	ZEN0030 (V)	16	17	18	19
17	VANISHING POINT	Primal Scream	Creation	CRE0208 (JMPV)	16	17	18	19
18	THE BEST OF HARD FLOOR	Hardfloor	Eye-Q	EYE000175 (V)	16	17	18	19
19	TULLIN' STORIES	Charlatans	Beggars Banquet	BBCD0190 (RM/DS/CD)	16	17	18	19
20	LADIES & GENTLEMEN WE ARE ...	Spiritualized	Dedicated	DEDCD004 (V)	16	17	18	19

# COUNTRY

This Week	Title	Artist	Label (distributor)	16	17	18	19	20
1	SONGS OF INSPIRATION	Daniel O'Donnell	RCA	RI7280 (P)	16	17	18	19
2	EVOLUTION	Marina McBride	RCA	0786379192 (BMG)	16	17	18	19
3	YOU LIGHT UP MY LIFE	LeAnn Rimes	Cap	CORC0046 (GRP)	16	17	18	19
4	UNDER THE COVERS	Dwight Yoakam	Reprise	3354690 (P)	16	17	18	19
5	WITH YOU IN MIND	Charlie and the Cutabrothers	Rite	RI7202 (P)	16	17	18	19
6	THE SECRET OF LIFE	Gretchen Peters	Cap	COR0031 (P)	16	17	18	19
7	SO LONG SO WRONG	Alison Krauss & Union Sta	Rounder	ROUC00030 (DOR)	16	17	18	19
8	IN PIECES	Garth Brooks	Liberty	COEST 2212 (E)	16	17	18	19
9	NO FENCES	Garth Brooks	Capitol	CD02 2138 (E)	16	17	18	19
10	NOTHIN' BUT THE TAILLIGHTS	Clint Black	RCA	0786379192 (BMG)	16	17	18	19

This Week	Title	Artist	Label (distributor)	16	17	18	19	20
1	TIMELESS	Daniel O'Donnell/MaryDuff	Rite	RI7280 (P)	16	17	18	19
2	SHAKY THINGS UP	Larrie Morgan	BNA	07863674992 (BMG)	16	17	18	19
3	I FEEL ALRIGHT	Stevie Earle	Transatlantic	TRAC 027 (P)	16	17	18	19
4	BLUE BOXES FROM THE MOONS	Maura O'Rourke	Elektra	75826192 (V)	16	17	18	19
5	THE WOMAN IN ME	Shania Twain	Mercury	52282 (P)	16	17	18	19
6	FRESH HORSES	Garth Brooks	Capitol	CD0208 1 (E)	16	17	18	19
7	MUSIC FOR ALL OCCASIONS	Mavericks	MCA	MCD 1134 (BMG)	16	17	18	19
8	STONES IN THE ROAD	Mary Chapin Carpenter	Columbia	473792 (S/M)	16	17	18	19
9	BLUE	Learn Rimes	Capitol	CD02 2138 (E)	16	17	18	19
10	LEE ANN WOMACK	LeAnn Womack	Universal	MCD011985 (BMG)	16	17	18	19

# MID-PRICE

This Week	Title	Artist	Label (distributor)	16	17	18	19	20
1	PABLO HONEY	Radhahead	Parlaphone	CDPCS 7380 (E)	16	17	18	19
2	BROTHERS IN ARMS	Dino Starks	Vertigo	334692 (P)	16	17	18	19
3	WORD GETS AROUND	Stereographics	V2	VVR100032 (P)	16	17	18	19
4	SOUTHSIDE	Texas	Mercury	838172 (P)	16	17	18	19
5	ROBSON & JEROME	Robson & Jerome	RCA	743212392 (BMG)	16	17	18	19
6	ELEGANT SLUMMING	M People	Deconstruction	74321166782 (BMG)	16	17	18	19
7	SPARK TO A FLAME	Davey Blueburgh	A&M	CD080 100 (P)	16	17	18	19
8	BRIDGE OVER TROUBLED WATER	Simon & Garfunkel	Columbia	4624882 (S/M)	16	17	18	19
9	HUNKY DORY	David Bowie	EMI	CDP7918432 (E)	16	17	18	19
10	TRACY CHAPMAN	Tracy Chapman	Elektra	EKT4600 (W)	16	17	18	19

This Week	Title	Artist	Label (distributor)	16	17	18	19	20
1	APPETITE FOR DESTRUCTION	Guns N' Roses	Getten	GEFO 2414 (BMG)	16	17	18	19
2	THE BAND	The Band	EMI	REF JAVCD 16 (E)	16	17	18	19
3	ONLY GOD CAN JUDGE ME	Mina Morrison	Speaking Books	WORD019190 (E)	16	17	18	19
4	NO MORE DIRTY DANCING	Various	RCA	7421369152 (BMG)	16	17	18	19
5	HEAVEN & HELL	Meat Loaf & Bonnie Tyler	Columbia	473692 (S/M)	16	17	18	19
6	OCEAN COLOUR SCENE	Ocean Colour Scene	Fontana	512292 (P)	16	17	18	19
7	TWISTED	Del Amiri	A&M	840112 (P)	16	17	18	19
8	WOODFACE	Crowded House	Capitol	COEST 2144 (E)	16	17	18	19
9	MACHINE HEAD	Deep Purple	EMI	CD00EPP3 (E)	16	17	18	19
10	ALADDIN SANE	David Bowie	EMI	CDP7918432 (E)	16	17	18	19

# ROCK

This Week	Title	Artist	Label (distributor)	16	17	18	19	20
1	REMASTERS	Led Zeppelin	Atlantic	7557804152 (W)	16	17	18	19
2	EXPERIENCE HENDRIX - THE BEST 3	Jimmi Hendrix	Telstar	TVVCO2930 (W)	16	17	18	19
3	STOODSH	Skunk Anansie	One Little Indian	TPLR B015 (P)	16	17	18	19
4	TRAGIC KINGDOM	No Doubt	Interscope	IND 9090 (BMG)	16	17	18	19
5	MACHINE HEAD	Deep Purple	EMI	CD00EPP3 (E)	16	17	18	19
6	THE COLOUR AND THE SHAPE	Fofo Fighters	Roswell	CD051275 (E)	16	17	18	19
7	DESTINATION ANYWHERE	Jon Bon Jovi	Mercury	53001112 (P)	16	17	18	19
8	GLOW	Reef	Sony	S2 869102 (S/M)	16	17	18	19
9	ANTICHRIST - THE BEST OF	Marlyn Manson	Interscope	IND 9090 (BMG)	16	17	18	19
10	CROSS ROAD - SUPERSTAR	Jon Jovi	Jamco	CD25382 (P)	16	17	18	19

# SPOKEN WORD

This Week	Title	Artist	Label (distributor)	16	17	18	19	20
1	WORLD TOUR OF AUSTRALIA	Billy Connolly	Speaking Books	WORD053404 (P)	16	17	18	19
2	10							

# time to choose the video that

With massive spends backing the blockbuster videos due in the run-up to Christmas, Karen Faux says there's something in store for all retailers

As video distributors prepare to do battle in the final quarter, those which have devoted time to forward planning will almost certainly have the edge over their competitors. Many distributors have kept their promises to present product earlier and, with more co-op campaigns this Christmas, this should ease what remains a notoriously volatile market.

"By November of last year we already had 1997's release schedule, and we started talking to retailers about this Christmas's campaigns in June," says CIC director of retail sales Dave Beasing.

"Our aim is to get the right amount of product in position without cannibalising the market."

CIC's Tom Cruise feature Mission Impossible is taking the biggest slice of the company's marketing budget, with a £1.2m spend that includes its biggest-yet investment in TV advertising. Cardboard cut-outs of Cruise will dangle from shop ceilings and be tagged with the sell line - "End the suspense and buy the video now".

Similarly high-impact visuals will also characterise PolyGram's campaign for Cats, with the distinctive feline eyes featuring on packaging, outdoor posters and in TV and press ads.

"This is a particularly strong release for music stores because there will be a simultaneously released soundtrack," says Steve Chippington, marketing director at PolyGram Video.

# SUITS VIDEO



With BBC's Teletubbies video having sold more than 250,000 units in the first week alone, the controversial pre-school programme is something that even the hippest music indie will have to take on board.

"We're spending more than £500,000 on Teletubbies in the run-up to Christmas," says Gail Holman, marketing manager at BBC Video.

"The huge outdoor poster sites have been enormously effective in getting the campaign off to a flying start." This year, BBC Video will also widen its marketing reach by making use of new advertising media. "We will still be press-focused but we are also positioning ads on escalator sites, in petrol pump stations, on radio stations and tying up more third-party promotions," says Holman.

"We've also brought in extra publicity

staff to work on comedy, and our biggest campaigns will be backing The Fast Show (pictured), Red Dwarf, They Think It's All Over and Absolutely Not."

VCI's ingenious campaign for the film of Nick Hornby's novel Fever Pitch promises to stand out from the crowd. The video will be available in two separate 'his and hers' packages reflected in press and TV advertising.

"The two aspects of the campaign have been specially shot in order to appeal to both the football market and to women who see it as love story for the Nineties," says VCI marketing director Carole Gaskell. "We've allocated £500,000 to national TV and press advertising."

Meanwhile, WHV is about to conclude its most successful year with a raft of Christmas bestsellers. "Our assault on the market will show an unprecedented spend in conjunction with retailers," says managing director Mike Heap.

"Man! Attacks, Space Jam, The Wizard of Oz and Friends will all be top priorities and there is also one big title - yet to be unveiled - that we're hoping will be the number one bestseller for Christmas."

While retailers will know that WHV's surprise blockbuster features a dynamic duo, it seems there will be plenty of surprises in store for consumers. □

## RETAILERS LOOK FORWARD TO A TELETUBBY CHRISTMAS

It comes as no surprise to see an unprecedented flood of releases for the last, lucrative quarter of 1997 following the restraint of video distributors in the first eight months of this year, writes Karen Faux.

But retailers are ready as they've never been before. And if all goes according to plan, they believe this could be their best Christmas yet.

Most music multiples expect to treble their video sales during the final quarter and, accordingly, many will expand or re-organise the space devoted to video. At Tower Records in Piccadilly, London, which increases its floor quota by around 25%, basement manager and video buyer Tara Gordon feels the reissued Star Wars trilogy will be a winner.

"We are particularly impressed by Fox Video's imaginative PoS and we'll be using a variety of special stands, racks and posters to maximise awareness," he says.

At jazz and classical specialist Farringtons, films such as The English Patient and Evita are on the priority list. "We'll be increasing space for these two titles as they are right up our street," says Simon Price, manager of the City store. "The respective soundtracks are still bestsellers for us and the videos should prove equally bankable."

Virgin Our Price's senior product manager for video, Garry Blackman, agrees. "Product such as Evita, The English Patient, Ransom and Star Wars will make this Christmas feature film led once again," he says.

Other collectable feature films cited by retailers include VCI's Fever Pitch and Secrets And Lies, along with 4-Front's Blue Velvet and Dances With Wolves. At Music Mania in Glasgow, owner Pat Geary says, "We always do well with cult-edged budget films because they suit the taste and the pockets of our student customers."

On the comedy front, there is a general consensus that Billy Connolly, BBC's Fast Show and PolyGram's Roy Chubby Brown will be front-runners.

"Comedy is shaping up well with some sizeable campaigns and a wealth of top

notch product," says Andy Spofforth, music and video buying manager at Asda. "We're expecting Jo Pasquale, Jethro and They Think It's All Over to perform spectacularly."

BWHE's enhanced Cinderella reissue is also expected to steam out in November, although some feel it should be released earlier. But the BBC's Teletubbies looks likely to eclipse all other chil-

dren's product. At HMV, video buyer Rob Edwards says, "Even for us, Teletubbies is going to be huge. After the first release people couldn't get them for love or money."

Traditionally, music videos get below or out of position in the Christmas rush, but this year the release of the new Spice Girls video, provisionally titled Spice World, should certainly see the genre fighting back. "We're still doing really well with the first one and there's no doubt the next is going to be huge," says Frank Daranjo, marketing and buying director of Now. Other music videos tipped to top the charts are Hanson and Peter Andre.

Of this season's big promotions, few will rival the breadth of PolyGram's campaign for its video of the stage musical Cats. With a £1m marketing budget, many stores believe it could repeat the success of Riverdance and Les Miserables. "With the right level of support, it should do brilliantly in our Debenhams concessions where there is a slightly older customer," says Now's Daranjo.

As the buying frenzy sets in, the most encouraging factor for music retailers is the willingness of video companies to work in partnership with stores. As one video buyer says, "They seem to trust us now and are prepared to listen to our views". It certainly bodes well for profitability.





**FEATURE FILMS**

**HACKERS** (Warner Home Video S055190). Out now. Fast-paced thriller about a computer whiz-kid who gets involved in a cyber crime. Press ads will target the teen market.

**UNCOVERED BLUES** (Warner Home Video S053063). Out now. Kathleen Turner is on top comic form in this yarn about a couple of counter intelligence agents who marry, have a baby and retire to New Orleans.

**CLASSIC ALBUMS: JIMI HENDRIX - ELECTRIC LADYLAND** (Game Entertainment Group Class 101). Out now. The first of the video releases of BBC TV's recent documentary series. Others featuring Paul Simon, The Grateful Dead, The Band, Stevie Wonder and Fleetwood Mac should prove popular Christmas gifts.

**SECRETS AND LIES (VCI/Film Four 5397)**, September 29. The Mike Leigh-directed movie - nominated for five Oscars - has a heavyweight campaign behind it spanning national TV, radio and women's and specialist film press.

**STAR WARS, THE EMPIRE STRIKES BACK, RETURN OF THE JEDI** (Fox Video 597/BW/BW). October 6. Since the videos were last available to buy, the cult trilogy has been re-released at the box office and was accompanied by a raft of high-profile merchandising. Each video contains new footage and enhanced sound.

**MICHAEL COLLINS** (Warner Home Video S014205), October 13. Director Neil Jordan's epic about the life of the Irish revolutionary. A star-studded cast, including Liam Neeson in the title role, Stephen Rea, Julia Roberts and Alan Rickman, will entice gifters.

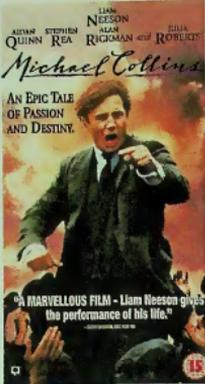
**THE DOORS - THE MOVIE** (4 Front 046 6583), October 13. Val Kilmer cuts it as Jim Morrison in Oliver Stone's hit feature from 1991. Worth stocking up on as Elektra's eagerly-awaited Doors boxed set could cause a rash.

**DANCES WITH WOLVES** (4 Front 0466563), October 13. The Kevin Costner film that originally grossed more than £10m at the UK box office and sold more than 650,000 units at full-price. Strong PoS will attract gifters.

**THE LONG KISS GOODNIGHT** (Entertainment In Video 1236). October 27. Samuel L. Jackson stars as a dead-beat detective out to help school teacher Geena Davis discover her true identity. Jackson's presence provides a cult edge.

**THE HITCHER** (WHV/Big Picture S038051), October 27. One of four top-notch action thrillers, including Ripball and Point Blank, being released at budget. Strong PoS for the range will help indie stores to capitalise.

**THE GLIMMER MAN** (Warner Home Video S014479), November 17. Steven Segal is summoned to catch an LA serial



# STOCK taking

Karen Faux reviews upcoming video releases

killer and finds himself implicated in a macabre conspiracy. With the support of WHV's substantial pre-Christmas marketing drive, prospects look bright for this 1956 box office hit.

**DRAGONHEART** (CIC Video 6010). November 24. Stunning special effects feature in this tale of washbuckling knights and fiery dragons. Sean Connery provides the voice of the dragon.

**THE PREACHER'S WIFE** (BVHE tbc), December 8. Following the success of the Oscar-nominated soundtrack, the Whitney Houston film is now poised to be a smash on video. BVHE will focus on the national and women's consumer press in a wide-range campaign.

**WHITE CHRISTMAS** (CIC Video VHR

4476), December. A re-release of the 1954 classic musical, starring Bill Crosby, Danny Kaye and Rosemary Clooney with a score by Irving Berlin.

**CHILDREN'S ACTION MAN - A TIME FOR ACTION** (Abbey Home Entertainment 0470423). Out now. The toy character that was originally launched in 1968 makes his video debut. Strongly-branded packaging will fuel poster power for this 56-minute tape that combines live and animated footage.

**INSEKTORS BUMPER SPECIAL** (Channel Four Video CH40047). October 13. The Insektors' world of psychedelic butterflies and villainous beetles has delighted both children and adults since its launch in 1994.

**ROALD DAHL'S THE BIG FRIENDLY GIANT** (VCI TR8204). October 13. Dahl's best-selling novel about a young boy who comes to the small screen with the acclaimed animation of Cosgrove Hall and the voice of David Jason. A leading children's title for Christmas.

**ANIMAL SHELF** (BVHE D610421). October 20. Taken from a new model-



**THE VERY BEST OF MEN BEHAVING BADLY - PREMIUM EDITION** (QVI TV 8262), November 3. Six years worth of award-winning comedy is contained on this 135-minute tape. It concludes with Stag Night where, much to his surprise, Tony delivers a baby.



animated series that was well received when it debuted on TV in the summer. It will be trailed on more than 2m 101 Dalmatian - Live Action packs and merchandised alongside Sesame Street videos.

**MAGIC GIFT OF THE SNOWMAN** (Channel 5/4 Front 0475663), October 27. Snowden the snowman takes two London children off on an adventure to an enchanted kingdom where there are no grown-ups. Many will be reaching for their hankies while catchy sing-along songs will appeal to the very young.

**THE NUTCRACKER** (Channel 5 0475543), October 27. A classy animated version of the timeless Christmas story that will benefit from bright, eye-catching packaging. Branded FDUUs and counterpacks will help this, and its companion videos, to do big business as stocking fillers.

**CINDERELLA** (BVHE tbc), November 24. Massive consumer advertising across TV, radio, the tabloids and consumer press will emphasise the quality of this digitally-restored classic. Superb packaging will also encourage gifters.

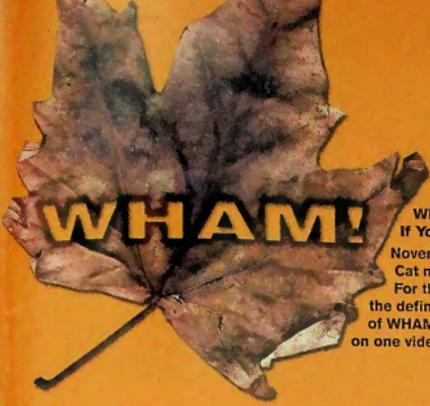
**MUSIC BOWIE: THE VIDEO COLLECTION** (PML/VCI MC2153). Out now. Fans will be keen to acquire this collection of clips that move from Seventies tracks such as Space Oddity and John I'm Only Dancing through to the Nineties' Fame 90. Video collections from Queen, Duran Duran, Tina Turner, Cliff Richard and Morrissey are also included in this latest batch of reissued PML product.

**TONY HADLEY: The new world WNR 2072**. Out now. An in-depth look at the Spaniards Ballet singer with live performances and behind-the-scenes footage of the making of his new album. Hadley is appearing on GMTV, Blind Date and The Chart Show to boost both releases.

**PAUL McCARTNEY: IN THE WORLD TONIGHT** (PNE Video tbc), October 10. Behind-the-scenes documentary about the man and the musician. Viewers get a tour of his studio, which houses his very first amplifier and a double bass that accompanied Elvis Presley singing Heartbreak Hotel.

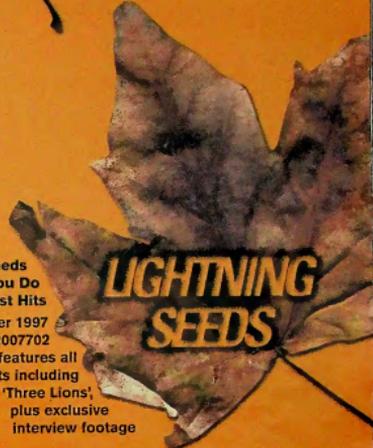
**PETER ANDRE: LIVE AT WEMBLEY** (PolyGram Video 0550103), October 27. Seventy minutes of Andre's acclaimed live show that features dancers, a six-piece band and breathtaking American acrobats. Strong press support will help this to do the business.

**CATS** (PolyGram Video 0476523). November 3. Directed by David Mallet (Lord Of The Dance) and featuring Elaine Paige, the video production of the West End show - now in its 17th year - is bound to be a smash.



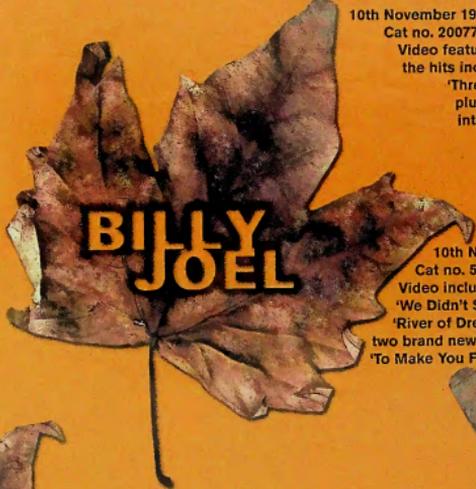
# WHAM!

Wham!  
If You Were There  
November 1997  
Cat no. 2007772  
For the first time,  
the definitive collection  
of WHAM! hits together  
on one video



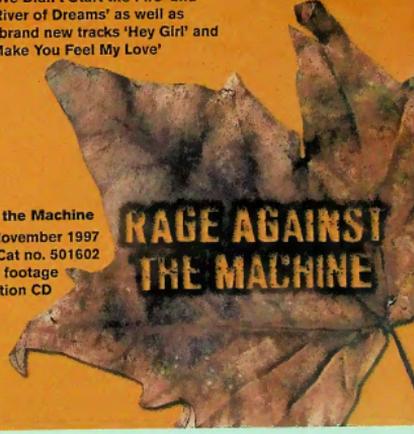
# LIGHTNING SEEDS

Lightning Seeds  
Like You Do  
The Greatest Hits  
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the hits including  
'Three Lions',  
plus exclusive  
interview footage



# BILLY JOEL

Billy Joel  
Greatest Hits The Video  
10th November 1997  
Cat no. 501622  
Video includes the smash hit singles  
'We Didn't Start the Fire' and  
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## DIANA TRIBUTES TO HELP CHARITY

There is more than an outside chance that Princess Diana's two tribute videos could outsell the season's biggest video blockbusters.

BBC Video's Diana: A Celebration and Warner Vision/ITN's The People's Princess were both rush released within two weeks of the funeral without sacrificing high production standards. Both offer sensitively compiled footage, spanning Diana's early career as a nursery school teacher, her marriage to Prince Charles, the birth of the princes and her later charity work. The BBC Video also contains excerpts from her Panorama interview.

Both compilations have pledged profits to the Diana, Princess Of Wales Memorial Fund. A spokesperson at ITN says, "By

guaranteeing a minimum donation from each video sold we are determined to ensure a substantial amount of money goes to the fund."

At BMV, video buyer Roy Edwards believes the videos will maintain their grip on the chart until Christmas and beyond. "Many people feel a Diana video is the perfect gift and the charity element makes it especially appropriate at Christmas," he says.

Unlike other product, the Diana videos are being displayed discreetly, with low-key PoS. "These videos can't be compared with other documentary releases," says Virgin Our Price's senior video buyer Gary Blackman. "They are part of a unique, tragic circumstance and in a class of their own."

> **OZZY OSBOURNE: THE MAN COMETH** (SMV cat fbd), November 3. The companion video to the new compilation album that provides all the highlights from Ozzy's wild career. A joint campaign will span the music and lifestyle press and national fly-posting. **LIGHTNING SEEDS: LIKE YOU DO - THE GREATEST HITS** (SMV 2007702), November 10. Fourteen tracks including The Life Of Riley - Match Of The Day's Goal Of The Month theme - and the Euro '96 theme, Three Lions. A heavyweight campaign will promote both this and the new companion album.

**HANSON: THE VIDEO** (PolyGram Video 0479223), November 10. Hanson's video debut will include four promo clips, live performances, behind-the-scenes and interview footage. A hefty TV, radio and press campaign will have teens clamouring for it.

**WHAM: IF YOU WERE THERE...THE BEST OF** (SMV 2007772). Mid to late November. Expect big returns on this definitive compilation which will ride on

the back of the simultaneously-released album. George Michael will be helping to promote both formats, and TV advertising will run from release until Christmas.

**SPICE GIRLS: SPICE WORLD** (provisional title) (Virgin Video tbc). Released December 1. With more than 700,000 units of the Spice video having been sold to date, most retailers are banking on a massive uptake for its successor. This video marks the third phase of the campaign following on from the new single and album.

## COMEDY

**BEAN IS BACK Vols 1 & 2** (NCI 8263/64), October 13. The ultimate present for Beanaholics, containing episodes from all of his TV series along with previously unseen footage. VCI's campaign will stress collectibility.

**BILLY CONNOLLY TWO NIGHT STAND - LIVE** (VVL 0474223), October 20. With Connolly having sold more than 2m videos to date, retailers have this tipped as one of their biggest comedy

performers this autumn. Recorded live during his sell out UK tour earlier in the year, it features shows in London and Glasgow.

**JOE PASQUALE: TWIN SQUEAKS** (VCI V06384), October 20. The squeaky-voiced comic performs before a live audience on his recent sell-out tour. A simultaneously released audio tape and book will help to build a strong in-store presence.

## ROY CHUBBY BROWN:

## OBSCENE AND NOT HEARD

(PolyGram Video 0476183), October 27. Brown's ninth video builds on sales of more than 2m to date and with the promise of "footage more outrageous than ever before", this should live up to his previous track record.

**JETHRO: BEAST ON BODMIN MOOR** (PolyGram Video 0476203), October 27. In the past three years, the comedian has sold more than 800,000 videos, and his current round of live shows in the north and Midlands will ensure this achieves monster sales.

**THROTTLE** (BBC Video BBCV 8282), November 3. Nick Hancock, Gary Lineker, Rory McGrath, David Gower and Lee Hurst compete in a specially-filmed Formula One race at Silverstone. The last in the series - No Holds Barred - notched up £20,000 sales, so expect

## TILL RINGER



**MUCH LATER WITH THE BEAUTIFUL SOUTH** (PNE Video cat no fbd), October 6. All the music and the background story of their appearance on Jojo's Holland's TV

show earlier this year. Joining them on stage are James Dean Bradfield from The Manic Street Preachers, Iris Dement and soul singer Sam Moore.

this to be a fast mover. **THE FAST SHOW - CHRISTMAS SPECIAL** (BBC Video BBCV 6199), November 3. Christmasmas bits include Ted and Ralph as carol singers who insult folk on their porches while Colin Hunt is the life and "arsehole" of the party. Also includes previously unleased sketches and out-takes.

**ABSOLUTELY FABULOUS - ABSOLUTELY NOT** (BBC Video BBCV 6389), November 3. Forgotten lines, fits of spontaneous mirth and general cock-ups make this an amusing behind-the-scenes look at the series.

**LEE HURST - LIVE** (PolyGram Video 0476223), November 3. Hurst's first video will get a boost from his 55-date autumn tour and PolyGram is backing it with a £300,000 marketing spend, including TV advertising, national press and radio.



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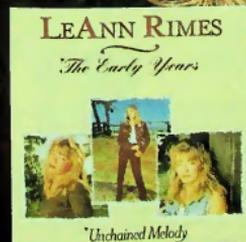
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## SINGLES

**SPICE GIRLS: Spice Up Your Life** (Virgin VSDG066). As inescapably catchy as any of their previous singles, this large-than-life production should see the girls samba their way to a record-breaking five number ones from five releases. □□□□

**JAY Z: Sunshine** (Northwestside CD431528702). Currently one of the US's biggest rap stars, Brooklyn's Jay Z delivers his most melodic and commercial single to date. □□□□

**ROLF HARRIS: Sun Arise** (EMI/7438469129). A surprisingly listenable tune is boosted by four pumping mixes from the *SUS* label boys. □□□□

**JIMMY RAY: Are You Jimmy Ray?** (Sony Soho Square 6650124-5). Pouting Jimmy looks the part of a popstar, and this self-penned song with well-thought-out remixes should catapult him to stardom. □□□□

**WILL SMITH: Just Cruisin'** (Columbia etc). The follow-up to the summer platinum smash *Men In Black* should again benefit from its position on the movie soundtrack, and proves Smith at his laid-back best. □□□□

**MONO: Simeica Girl** (Echo ECD040). Truly a gorgeous slice of timeless pop – its delicate framework leading to a haunting chorus – recalling Dusty in Memphis and Bacharach & David. It gets the radio attention it deserves, it should fly at retail. □□□□

**PRIMAL SCREAM: Burning Wheel** (Creation CRECD272). The third single from the Vanishing Point album is a Sixties-style groove evocative of Pink Floyd or The Who, backed by an excellent mix from the Chemical Brothers. □□□□

**TRAVIS: Happy** (Independiente ISOM 6MS). Harking back to the mid-Seventies chug-arama of *Smokie and Paper Lace*, this could be the single that delivers the quartet into the Top 20. □□□□

**SMASH MOUTH: Walkin' On The Sun** (Interscope IND 95355). This fan-faving US quartet have managed to fuse The Doors with the Stereo MCs to create a deliciously frug-inducing amalgam of slacker pop. A cracker. □□□□

**SCARFO: Cosmoast No.7** (Deceptive BLUFF 063CD). Yet to build on the generally favourable press reaction to their recently-released *Luxury Planescape* album, the trio lack distinguishing features but this *Xim* favourite boasts a compelling sense of urgency. □□□□

**2K: \*\*K** (The Millennium (Blas First/Mate BFPF 166CDK)). This sprawling 13-minute reworking of What Time Is Love Ends Jimmy Cuty and Bill Drummond in collusion with Acid Brains and the National Retired Lifesab Men's Choral Society. One for the die-hards. □□□□

## AQUA: INFECTIOUS ENERGY

**ASH: A Life Less Ordinary** (Infectious INF500CD). The title theme to the Transporting Team's latest celluloid adventure, this is a surprisingly average flagship for what promises to be a big box-office draw. □□□□

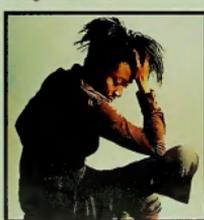
**CHANGING FACES: Get Somebody Else** (Big Beat/Antonic AT014). The New York pair will have no trouble chalking up their second hit with this accessible groove with mixes by D-Influence. □□□□

**GLDIE: Digital** (Mer KCD316). Featuring the rapping talents of KR3-1, this is a track for all the real hip hop heads" with some volcanic bass grooves from Goldie. Surefire hit. □□□□

**ALL SAINTS: Never Ever** (London LONCD407). The Saints go gospel and sultry in this follow-up to I Know Where It's At. A slower-paced single is a gamble, but this is an addictive alternative to the Spice Girls. □□□□

**SPARKS: The Number One Song** (In Heaven Roadrunner RR292-3). This pleasing if somewhat pointless return of the Mael brothers may offer radio proof positive. □□□□

**VANESSA MAE: Storm** (EMI CDEM497). Still just 18 and what a comeback! Fans might not be able to wait for the album by the violin prodigy and the rush to buy this long-awaited track produced by Andy Hill (Celine Dion) could make it a big hit. □□□□



SYLVIA POWELL: EXHILARATING DEBUT

## SCARFO: COMPELLING SENSE OF URGENCY

## SINGLE OF THE WEEK

**AQUA: Barbie Girl** (Universal UM 89413). Bleached and blonde this bouncy Euro pop tune may be, but dumb it isn't. Its mix of perky vocals, barbed lyrics and infectious energy has already brought it success in Scandinavia and the US. The video is irresistible. □□□□

## ALBUMS

**SYLVIA POWELL: Revm** (Deconstruction CD 74321510282). Powell's talent and emotion drenches every second of this exhilarating debut album which has a very autumn feel. But Deconstruction needs to work on building Powell's image for it to sell heavily. □□□□

**CHINA DRUM: Sell Me Mantic** (Mantra MNT CD 1008). A compelling album by the indie-rock veterans featuring angry guitars, blinding drumming and some surprisingly good tunes. □□□□

**D-INFLUENCE: London** (Echo ECHCD-16). Sexy, funky and very commercial, the London-based R&B icons should finally make the crossover impact they deserve with their third album. □□□□

**VARIOUS: Classic G-Funk** (Mastercuts MCD99). The sound of P-Funk reworked for the '90s with tunes from the likes of NWA, Dr Dre and Warren G taking hip hop in a groovy new direction. □□□□

**SASHI: It's My Life** (Multiple MUDY CD1). Fans of the smash singles will be disappointed by a debut album which ploughs a samey furrow. □□□□

**VARIOUS: Blueprint** (FRFR 8289521). A definitive collection from one of the UK's leading drum & bass labels encompassing all styles from the jazzy to the extremely moody. □□□□

**VARIOUS: Northern Exposure II** (Ministry Of Sound NCD2). Sasha and John Digweed are back with a house journey which lacks the freshness of the original. However, it's an accomplished offering and will see them into the charts. □□□□

**STRANGELOVE: Strangelove** (Food FODCD24). Strangelove's third album

and more great reasons for twisted, frustrated, perceptive, angelic, musical schizophrenia. □□□□

**GUEST: Mystery Supreme** (Force Panda NONCD03). Eight songs illustrating the fast-maturing talent of Leeds' top beat combo, intensely rewarding stuff from the opening attack of Furious Temper to the reflective Noselbee. □□□□

**SLEATER-KINNEVER: Dig Me Out** (Masthead 01289-2). A Seattle female three-piece whose aggressive guitar attack recalls Throbbing Masses, Rocket From The Crypt and Girls Vs Boys. □□□□

**10,000 MANIACS: Love Among The Ruins** (Geffen GED5008). Many Ramsey's dreamy vocals and one gorgeous melody after another add up to a joyous return for the group. □□□□

**M PEOPLE: Fresco** (M People/BMG 74321 52496 2). Though the album contains the usual quota of irresistible dance anthems, what particularly shines here is the superb quality of the songs, ensuring this will be one of the autumn's biggest smashes. □□□□

**GREEN DAY: Nimrod** (WEA 936247942). Many of the riffers were first thrashed out two decades ago and the lyrics are strewn with clichés. Nevertheless, the US set come up with some fine tunes on this anarchic-free punk LP. □□□□

**SLEEPER: Please to Meet You** (Indolent SLEEP 016CD). Louise Wener is being pushed to the fore like never before, but the playful pop sensibilities of Sleeper's previous output have been ditched in favour of a more mature sound. □□□□

## ALBUM OF THE WEEK

**ROACHFORD: Feel** (Columbia 48825 4/2R). This varied, soulful work suggests Roachford is on the verge of getting the success he deserves. □□□□

This week's reviewers: Simon Abbott, Michael Arnold, Dugald Baird, Ben Drury, Catherine Ade, Tom FitzGerald, Simon Harper, Sophie Moss, Stephen Jones, Ian Nicholson, Paul Vaughan and Paul Williams



## ALAN JONES TALKING MUSIC

Christian rockers *Delirious?* have quietly registered two Top 20 hits already this year, and are destined to complete the hat-trick with *dePer*, a strong four-track EP on which they sometimes sound like a poppy U2. Their success has come about despite negligible support from radio and press and the EP should increase their visibility noticeably. *Eternal* have only released three albums to date, so a Greatest Hits collection seems a little premature, even though they've managed to cram 13 hits into those albums. Here it is, however, with a trio of new tracks to entice waverers. The new tracks are well up to their usual high standard, with the upcoming single *Angel Of Mine* particularly uplifting and enjoyable...*Jay-Z*'s success so far has been linked to fellow rapper Foxy Brown. His latest,

*Sunshine*, once again features Foxy as his foil, while the pretty chorus is sung by Babyface. A sinewy electro groove provides the backbone for the intrepid trio's magic, and the result should be another hit for the fledgling Northwestside label...The much-mooted return of the KLF materialises in the form of *2K*, whose typically chaotic \*\*\*K The Millennium is a 14-minute burst of pure energy, in which they use their What Time Is Love template and doodle mayhem and madness over the top. Nothing too new or innovative here but their fans will welcome them back...Like The Verve, *Mansun* are maturing rapidly and making increasingly vital and classic records. Their latest, *Closed For Business*, is their best yet, a moody piece replete with acoustic guitar, sweet vocals and with a chorus swathed in

strings...*Record Collector* magazine issues a list of the 500 most collectable artists yearly, based on its readership survey. Madonna is the top female artist but consistently running her a close second is *Petula Clark*. Pet's popularity is increasing all the time, as her constantly swelling CD catalogue attests. Sequel has added three more releases to this growing pile. Today and *Warm & Tender* are expanded versions of 1971 albums, the former helmed by Tony Hatch, the latter by Arif Mardin. Merry Christmas...Joyeux Noel collects together all Pet's seasonal songs spanning 1954-1970. They won't break any sales records but all three albums are destined to be steady catalogue items.

## BEHIND THE COUNTER

## GILES COWLEY, Andy's Records, Bury St Edmunds

"It has been encouraging to see an upturn in business this week and hopefully sales shouldn't dip between now and Christmas. Singles have been really busy - even outside of Elton John's Candle In The Wind - with Janet Jackson and Oasis leading the pack. Jackson really seems to have moved with the times and there is a substantial fanbase around who will ensure that the forthcoming album does well for us. The Oasis single has also been up to scratch and this time we made sure we ordered a big stock quota to keep us going. On Saturday we're having a Yard Sale, where we set up stalls behind the store and sell off all the old stock that has been lurking in the vaults. The last one we did was really popular and it wouldn't surprise us if there were queues again."

## ON THE ROAD

## ANGUS BROOKS, IPA rep for East Midlands

"It's still mad for Elton John this week, while the Oasis single is going well and U2 is flying out. Album-wise, Ocean Colour Scene is still selling really really well along with Oasis. The Chris De Burgh single is continuing to do okay. There's also Johnny Lang, the 17-year-old blues guitarist, who did a gig at the Borderline on Monday. Coming up we've got East 57th Street on AM-FM and next week both Paul Weller and The Jam. And in a couple of weeks' time there's a new single from Sheryl Crow, which is the theme to the new James Bond film, Silver Sun's first single Lava being reissued and the soundtrack to A Life Less Ordinary.

We've just done our dealer roadshows around the country to independent retailers. I went to the one in Birmingham and it seemed to go well with lots of different ideas coming from the dealers."

## IN THE SHOPS THIS WEEK

## NEW RELEASES

Autumn sales will kick in with a healthy cross section of new singles and albums. Some stores were caught out by big demand for Björk's new album while Finley Quayle, The Sundays and No 1 Line Dancing Album also stored out. On the singles front, it was a close thing between Oasis and Janet Jackson, followed by Daft Punk, Rolling Stones, U2, Sleeper and Louise.

## PRE-RELEASE ENQUIRIES

Singles - Sash, Coolio, Aphex Twin, Brand New Heavies, Eternal, Green Day, Albums - The Verve, Portishead, Rolling Stones, Janet Jackson, Louise

## ADDITIONAL FORMATS

Blackstreet limited edition 12-inch single, Janet Jackson 12-inch with extra mixes, Oasis limited edition seven-inch single in gatefold sleeve

## IN-STORE

Windows - Robbie Williams, The Verve, The Kinks, Eternal, Portishead, Rolling Stones, Eton John, Dubstar, Mike Scott, Clubcut 3, In-store - Catch, Roachford, Lighthouse Family, Green Day, Coolio, Paul Weller, Eternal, Seahorses, Luther Vandross, Bob Dylan, Joe Jackson, Poppies

## MULTIPLE CAMPAIGNS



Radio single - Eternal, Windows - Rolling Stones, three CDs for £21, In-store and press ads - Poppies, Tim Rose, The Stranglers, Brian Traneau, A Life Of Agony, The Big Chill, Joe Jackson, Strangelove



Single - Eternal, Album - Robbie Williams, In-store - Portishead, Chris de Burgh, Elton John, Elisabeth Valenti, Clubcut 3, The Verve, Bob Dylan, Luther Vandross, Rolling Stones, Big Mix 97 Vol 2, Paul McCartney, Backstreet Boys, Lighthouse Family, Coolio, Catch, Seahorses, Roachford, Best Ever Virgin albums at £10.99 each or two for £20, budget promotion, mid-price promotion



In-store - Oasis, More! Girls' Night Out, Genesis, Clubland 2, Best Album Of The Year, Smurfs Go Pop Again, free sampler with purchase of two Boots exclusive CDs, selected videos at £5.99, Oliver And Company, The English Patient, The Rock, The Full Monty



Windows - Kurt Wille, Palastina, Pietnue, Musique D'Abord, Kathleen Ferrier, In-store - Tring label of the month, John Taverer, Tribute to Georg Solti, Classic FM British Music promotion



Singles - Eternal, Seahorses, Roachford, Green Day, Coolio, Paul Weller, Late Schifrin, Windows - Lighthouse Family, Backstreet Boys, Sash, Portishead, Rolling Stones; In-store - Music Of The Millennium, Gravediggaz; Press ads - Hole, Wilco, Fluke, Earth 2, The Kinks, D'Influence



In-store - Oasis, Björk, Blur, Finley Quayle, Janet Jackson, The Rolling Stones, No 1 Line Dancing Album



In-store - Backstreet Boys, Comfort, KCL Project, Morcheba, Redwood, Selecta listening posts - Cramps, Björk, Loop Guru



Single - Eternal, Album - Elton John, Windows - easy listening promotion; In-store - Portishead, Clubcut 3, Rolling Stones, The Verve, Big Mix 97 2, Robbie Williams



Singles - Eternal, Roachford, Backstreet Boys, Coolio; Albums - Subtronic, Elisabeth Valenti, Loop Guru; Windows - Rolling Stones, The Verve, Robbie Williams, Portishead, Backstreet Boys, Coolio, Lighthouse Family, In-store - Robbie Williams, mid-price promotion, Big Mix 97 2; Press ads - Bob Dylan, Lesley Garrett, Luther Vandross, D'Influence, Backstreet Boys



Singles - Eternal, Roachford, Catch, Windows - Filton John, CMA Awards, Rolling Stones, Dubstar, Mike Scott, BMG sale, The Verve, Eric; Press ads - The Verve, Mike Scott, Breaking The Waves; Posters - Radiohead, Blur, The Sundays, Supergirls



Singles - Lighthouse Family, Paul Weller, DJ Shadow, Coolio, Roachford, Lo Fidelity Allstars; Windows - The Verve, Portishead, Robbie Williams, Rolling Stones; In-store - The Verve, Portishead, Robbie Williams, LTJ Bukem, mid-price promotion, Blue Note promotion, three reggae CDs for £20, Alanis Morissette, Best Of British Comedy campaign; Press ads - Kiss In Ibiza, Busta Rhymes, soundtracks range, Roger Sanchez, Bob Dylan



Singles - Catch, Roachford; Albums - Robbie Williams, Elton John; Windows - The Verve, Robbie Williams, The Verve, The Kinks; In-store - Lighthouse Family, The Verve, No 1 Rock 'N' Roll



In-store - Louise, Björk, Mariah Carey, Sleeper, CDs at £7.99 or three for £18, buy 3 for 2 of children and get £2 off one of 13 CD titles, two Chemical Brothers CDs for £20

The above information, compiled by Music Week on Thursday, is based on contributions from Andy's Records (Bury St Edmunds), Hillsborough Records (Sheffield), HMV (Glasgow), Just Music (Newhaven), Pinpoint Music (Eastleigh, Hampshire), Swordfish (Birmingham), Tower (Pleasantry), Trax (Christchurch), Our Price (Rugby), and Virgin (Liverpool). If you would like to contribute, call Karen Faux on 0181 543 4830.

## EXPOSURE

## TELEVISION

**4.10.97**  
Live And Kicking with Peter Andre and Eternal, BBC1: 9.15pm-12.12pm  
The Best Of Noel's House Party featuring Boyzone, Wet Wet Wet, Cyndi Lauper and The Lightning Seeds, BBC1: 7-7.50pm  
The Great Hanger: The Life And Songs of Shane MacGowan with Christy Moore, Nick Cave and Sinead O'Conner, BBC2: 10-11pm  
**6.10.97**  
The O Zone featuring Spice Girls and Janet Jackson, BBC2: 7.10-7.30pm  
Never Mind The Boats: featuring Shellie Poole from Alicia's Antic, Midge Ure and

Dodgy's Matthew Priest, BBC2: 10-10.30pm  
**7.10.97**  
Music Of The Millennium with Beth Orton, followed by Will Self 18.10 and Joan Sutherland 19.10, Channel Four: 7.55-8pm  
**9.10.97**  
The Bridge: Gary Moore Special, VH-1: 11-midnight  
**8.10.97**  
The Bn Be Zee - Music Goes To War, featuring Lucky Dube and Papa Wemba, Channel Four: 11.05pm-12.10am  
**10.10.97**  
VH-1 To 1: Genesis, VH-1: 5.30-6pm

**4.10.97**  
The Genesis Story, presented by Rick Wakeman, Radio Two: 5.30-6.30pm  
Kaleidoscope Feature - Paul McCartney, talking about his Liverpool Oratorio, Radio Four: 7.20-7.50pm  
Sarah Brightman by Special Invitation, in concert at London's Golden Green Hippodrome, Radio Two: 7.30-8.30pm  
**5.10.97**  
Desert Island Discs, features Joels Holland, Radio Four: 12.15-12.55pm  
**7.10.97**  
John Peel with a session from Black Star

Liner, Radio One: 8.40-10.30pm  
**8.10.97**  
Schumann Revealed with Steven Isserlis as the soloist in Schumann's Cello Concerto, Radio Three: 7.30-8.05pm  
Jim Lloyd With Folk On Two featuring singer Pete Castle and trio Wax, Radio 6: 8-9pm  
John Peel presents Bowery Electric in session, Radio One: 8.30-10.40pm  
**9.10.97**  
John Peel featuring Giftedradio, Radio One: 8.40-10.30pm  
Soul Provider With Robbie Vincent featuring Bobby Womack, Radio Two: 9-9.30pm

## RADIO

# Keeping a TAG on it

The debate about electronic article surveillance (EAS) and source tagging continues to concern the

There seems to be no end to the array of electronic security tagging systems and anti-theft measures available to retailers in various packages and at widely varying costs. Each system aims to help retailers achieve the same ultimate goal - live racking.

Also known as open merchandising, live racking is the gospel that the British Association of Record Dealers (BARD) preaches to both its members and the industry, for it enables consumers to handle the product before buying.

Until recently the most common alternative to displaying live product was master-bagging, or putting empty cases on the floor. But retailers have found this labour intensive, keeping stock in storage takes up valuable shopfloor space, and time is wasted at point of sale while the system is still vulnerable to shrinkage.

The introduction of extra sales and security staff, electronic article surveillance (EAS) or tagging systems, CCTV, shrink-wrapping and CD security cases are all methods used by music retailers. Many larger stores combine all of these systems.

"At HMV we had the last of our stores converted to live display two years ago and we noticed like-for-like sales increases of around 19-22% with little change in shrinkage," says Colin Culleton, head of security at HMV and joint chair of BARD's security committee.

According to British Retail Consortium (BRC) statistics, shrinkage is costing entertainment retailers 1.5-2% of sales. Culleton believes that without sufficient security measures at HMV, shrinkage could increase by 25% to 40%, equivalent to losses of around £500,000.

One of the big issues in retail security has been which EAS system to use. The music retail sector is one of the few to have agreed on the acousto-magnetic (AM) system from Sensormatic. All the major music retailers have either installed acousto-magnetic systems or have them on trial at present.

"We are currently changing to AM technology which has a wider coverage on the doorway," says Derek Liverpool, head of security for Tower in Europe and the Middle East. "It means we can keep the customer flow in and out of the store moving and have an effective security system."

Bob Tudor, Sam Goody's distribution and retail operation coordinator, says the chain has always been live racked, but adds: "At stores where, due to size or location, we have not been able to display live material we have noticed significantly higher shrinkage."

Asda is currently testing AM tagging on its entertainment products in two stores. "It has cut back queues and gives the sales staff more time to spend on active selling. Sales have definitely gone up as a result," says Steve Storey, technical manager for security.

Shrink-wrapping and CD "safers" such as those made by Pro.Loc and Retail Safers are often used in addition to tagging. However, HMV's Colin Culleton believes measures such as CCTV and extra staff should be used in conjunction with tagging.

HMV is currently running a trial on non-shrink-wrapped and non-security-cased live racking at two stores and will be starting a trial at its Picochilly store at the end of the month.

"Personally, I don't find CD security cases very attractive and shrink-wrapping is becoming costlier due to EU packaging waste rules. We need to investigate alternatives" - Colin Culleton

The imminent advent of source tagging, or the application of the security tag at pressing plant or distribution centre by the record label itself, is likely to change many retailers' views on security. EMI and Sensormatic are currently work-

ing together with CD tray manufacturer White Knight and have already tested source-tagged CDs at HMV, WH Smith, Virgin, Tower Records, John Menzies and Sam Goody. EMI is hoping to start tagging all CDs from next year.

But source tagging creates a new argument about who foots the bill. "The retailers don't mind paying for the labels but want manufacturers to pay for the application costs which I think is fair," says Sensormatic's director of source protection Mark Stafford. Most retailers support source tagging and BARD hopes that other companies will follow EMI's lead.

Attractive as live racking security might sound to small independent retailers, few can be convinced that it is worth the financial and logistical plunge.

But the costs may not be as high as some think. Sensormatic provides the option of hiring its UltraPost AM systems for as little as £20 a week. Kempner's Console shrink-wrapping machine costs £2,500 plus VAT. Using CD security cases requires a high initial investment. But this is a one-off payment and provides a low-maintenance mechanical system.

Even with the costs of set-up, the impact of live racking is two-fold: improved overall security and improved sales. If the suppliers can show this to be true, live racking can't be a bad deal.

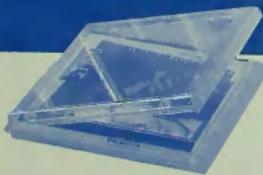
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## INTELLIGENT TAGGING: THE FUTURE?

While debate continues to rage about the use of electronic article surveillance (EAS) and source tagging for the music industry, retail technologists in the US and Europe have plans to move the debate forward with the introduction of "intelligent tags".

Intelligent tags are silicon chips which carry all the information a manufacturer, distributor or retailer needs to know about the host product. The tag can tell the retailer a product's price, bar code, place of manufacture and guarantee date, and can be used to track and count inventory, as several tags can be read simultaneously through boxes on pallets.

The tag is also a security device as it will set off alarms if it is taken out of an electronically-defined zone before being deactivated. Unlike a standard EAS tag, which is literally an on/off switch, the intelligent tag is not only readable but also writable and rewriteable. As it goes through the supply chain, data can be added to it at various stages before the product reaches the supplier. Tags could in future be injection-moulded onto CDs.

Integrated Product Intelligence (IPI) is a research company which is encouraging UK retailers - including music specialists - to look closely at the new technology.

"These tags will supersede EAS,"

tagging specialist Checkpoint formed a joint research team with Mitsubishi to look into intelligent tagging. "The impact intelligent tagging will have on the retail industry will be far reaching," says managing director Ray Higgs. "The

liaison between ourselves and Mitsubishi will undoubtedly be regarded as the beginning of the next generation of security products."

Mark Stafford, Sensormatic director for source protection, also believes intelligent tagging is the way forward. "It is one of our priorities. We are researching how best to evolve our present systems into intelligent tagging when the time is right," he says. At this early stage, tags are expensive, costing 60p each compared with an average for EAS tags of between 2p and 6p. But as the retail trade becomes more aware of intelligent tagging, prices could drop to around 15p in the next 18 months.

Swordfish urges retailers to think ahead and be prepared. "It is going to have a more profound effect on retailers than the introduction of the barcode two decades ago," he says. YA



Sensormatic's UltraMax anti-theft labels, attached during the production process

Says IPI chief executive Martin Swardlow, "Imagine a situation with retailers where 12 CDs can be read simultaneously through the customer's shopping bag at the point of sale. It will make queues a thing of the past."

Swardlow believes that companies like Texas Instruments, Motorola and Checkpoint Systems could have the new technology up and running in the UK by 2000.

This February, radio frequency

# In-store security

Music retail industry as it moves towards its goal of live racking



Demagnetising the security tags at Tower Records Circus store

## MUSIC ZONE RACKING GOES LIVE

Music Zone Trade Direct in Stockport is a progressive independent music specialist retailer. Within 100 yards of the local HMV and Our Price, and with 9,000 square feet of storage space, it offers direct competition to the major chains.

The spacious warehouse-style store has old photographs, paintings and statues throughout instead of the usual promotional posters or cardboard cut-outs. Instead of CD browsers, it has a specially designed flat wall racking system.

It was in a bid to retain the feeling of being a free spirit yet encourage a better sales growth that in a big director Russell Grainger first tested electronic article surveillance tagging last year and plastic security cases or "safers" three months ago.

"We believed that live merchandising is the way forward in music retailing and examined all the options," says Grainger. "We wanted to rid the store of the master-charging system and obviously counter this with a reliable combination of security

systems." Grainger chose Sensormatic's acousto-magnetic (AM)-based Ultramax EAS system for Music Zone's flagship store. The approximately six-foot wide doorway had two pedestals

these systems, but it was important for us not to keep our customers waiting, to improve the working situation for the staff and cut back on shrinkage," says Grainger. "Without any doubt, the live merchandising has been a

success. I wish I had a pound for every time a customer brought a CD case to the till and the disc itself could not be found. Although it is early days and I can't reveal any shrinkage figures yet, we will be installing both systems when we re-fit our other stores. And all our new stores will be automatically be fitted with EAS and safer systems."



Pro.Loc's "safer" system, used by Music Zone along with EAS tagging

installed on either side and staff began the process of tagging the store's inventory. After a few months Music Zone tried out plastic security safers from Pro.Loc, which supplied some cases with live AM tags already attached. The trial was a success and now the store has both systems.

But it has not been a cheap exercise. "Most smaller independents couldn't afford even one of

Music Zone has two other stores in Leigh and Wigan and will be opening its fourth store in Huddersfield at the end of the month. There are also plans to open another three to five stores next year in key cities in the North. Grainger has no doubt where the future lies.

"Ultimately we look forward to source-tagged CDs. That is certainly where we hope the industry is going." YA

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## CAMPAIGNS OF THE WEEK

## ARTIST OF THE WEEK



## JIMMY NAIL – THE NAIL FILE

Record label: East West. Media agency/executive: BMP/Annia Gustavson. Director of marketing: Elyse Taylor. Creative concept: Stylo Rouge

Jimmy Nail's new album, *The Nail File*, released next week through East West, will be nationally TV advertised in conjunction with Asda and Woolworths for three weeks, then solus TV advertised through to Christmas. A nationwide poster campaign taking in Adshels, Super 6 sites and bus sides will begin next week and the album will also feature on the Little Chef menu during October. Press ads will run in the nationals and there will be in-store displays with multiple and independent retailers.

## COMPILATION OF THE WEEK

## PACIFIC STATE



Record label: Deviant. Media agency/executive: Pawson Media/lan Rowan. Product manager: Jeremy O'Mahony. Creative concept: Rob Deacon

Deviant is backing its latest compilation, due out next week, with a press-led marketing campaign. Ads will run in *i-D* with Virgin, *The Wire*, *DJ, Dazed & Confused*, *Knowledge*, *The Guide*, *Immerse*, *Muzik*, *MixMag*, *The Guest List*, *Implant*, *Bassline* and *Johnny Slut*. The album is an Our Price recommended release and it will feature on Virgin listening posts. Deviant is also running a restaurant and club postcard promotion and will be plugging the release on specialist radio shows.

ARTIST/TITLE/LABEL	RELEASE DATE	TV	Music Press	CAMPAIGN
LTA BUKEM Earth 2 (Good Looking)	September 29	●	●	Music press and ILR advertising will run in conjunction with promotion through student venues.
PAUL CARRACK Beautiful World (EMI)	October 6	●	●	There will be music press advertising and displays with selected retailers.
CHINA DRUM Self Made Maniac (Beggars Banquet)	October 6	●	●	Ads will run in the music and student press and selected fanzines. There will be posters nationwide.
FEEDER High (Epic)	October 6	●	●	Regional radio ads are backed by advertising in the music and teen press.
LESLEY GARRETT...Greatest Hits (Silva Screen)	September 29	●	●	National GMTV and regional TV ads are backed by ads on Classic FM and in the national press.
JANET JACKSON The Velvet Rope (Virgin)	October 6	●	●	National TV ads with Woolworths are backed by a poster campaign and extensive press ads.
LOUISE Woman In Me (EMI)	October 6	●	●	TV ads will run nationally on Channel Four, Five and satellite. There will also be press ads and posters.
JIMMY NAIL The Nail File (East West)	October 6	●	●	National TV ads with Asda and Woolworths are followed by solus ads through to Christmas.
THE PASTELS Illumination (Dunino Records)	October 6	●	●	Ads will run in the music press and there will be in-store point of sale for retailers.
PIXIES Death To The Pixies (GAD)	October 6	●	●	Advertising on KFM and student radio stations will be backed by ads in the music press.
FINLEY QUAYE Maverick A Strike (Epic)	September 29	●	●	Ads will run in the music, national and style press and there will be posters nationwide.
ROLLING STONES Bridges To Babylon (Virgin)	September 29	●	●	Extensive music and national press ads are backed by posters nationwide and retail displays.
STRANGELOVE Strangelove (Parlophone)	October 6	●	●	Ads will run in the music and regional press including Q, Select and The Big Issue.
THE VERVE Urban Hymns (Hat)	September 29	●	●	A national TV ad is backed by extensive music press ads, nationwide posters and in-store support.
VARIOUS Club Cuts 93 (Telstar TV)	September 29	●	●	Ads on BSkyB, Channel Four and ITV will have radio support on Capital, Kiss and selected stations.
VARIOUS The No. 1 Rock N Roll Album (PolyGram TV)	September 29	●	●	Advertising will run on Channel Four, selected ITV regions and Sky One.
VARIOUS Pacific State (Deviant)	October 6	●	●	The album, which is an Our Price recommended release, will feature on Virgin listening posts.
VARIOUS Renaissance Worldwide (Passion Music)	October 6	●	●	An extensive regional radio campaign is backed by music and style press ads, posters and a mailout.
VARIOUS Speed Garage (Global TV/North Westside)	September 29	●	●	Ads will run on Channel Four, Kiss and Capital and there will be posters and ads in the style press.
VARIOUS Sub Culture (Arista/Sub Club)	September 29	●	●	Extensive music press advertising is backed by posters on the Glasgow Underground.

Compiled by Sue Sillitoe: 0181-767-2255

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The Course - Ready or Not • Porn Kings - Amour  
The Blueboy - Remember Me • Rosie Gaines - Closer Than Close  
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N-Trance - D.I.S.C.O • Disco Citizens - Footprint*

# You won't forget These?....

*TJR featuring Xavier - Just Gets Better  
DJ Flavours - Your Caress (All I Need)  
Sharada House Gang - Gypsy Boy, Gypsy Girl  
Scott Garcia - A London Thing • Mama Mystique - Tremendous  
Zum - Funk • The Fabulous Baker Boys - Oh Boy  
N-Trance featuring Rod Stewart - Da Ya Think I'm Sexy  
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Aswad - Roxanne • Dj Supreme - Horns Of Jericho*

# Not These?....

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Various - King Of The Beats • The Fall - Levitate  
Steel Pulse - Rage And Fury • Space - Invasion Of The Spiders  
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