

27 MAY 1989

# MUSIC WEEK



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ISSN 0265-1548

EYES RIGHT FOR A MIRACLE . . .



# THE CAMPAIGN

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# QUEEN

THE MIRACLE



RELEASE DATE MAY 22<sup>ND</sup> 1989

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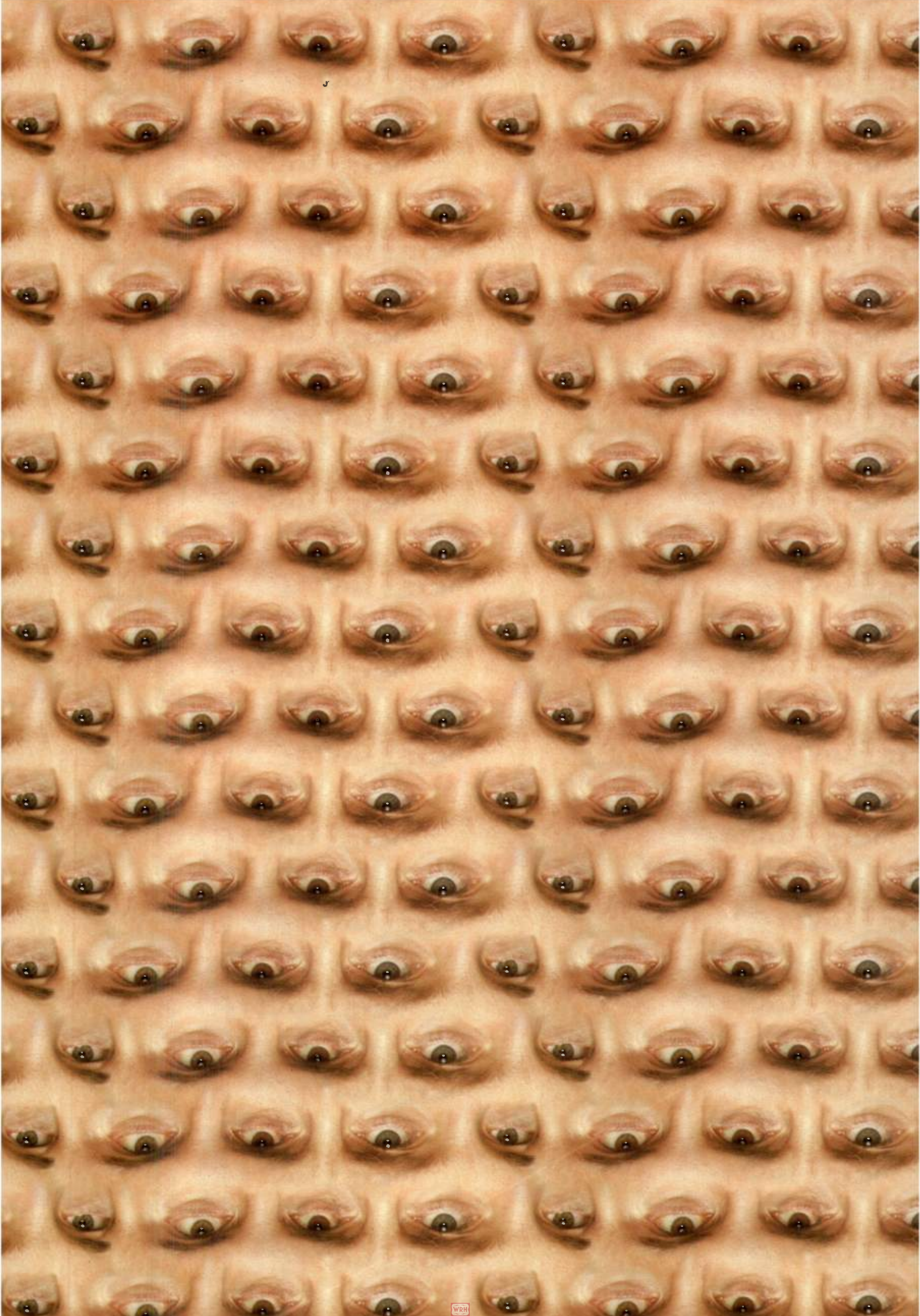
On May 22nd 1989 Queen release their long awaited album 'The Miracle' through Parlophone Records.

The international release of 'The Miracle' marks Queen's sixteenth album release during their eighteen years together as one of the world's leading rock bands.

'The Miracle' follows a three year break of studio LP releases from Queen since their multi platinum success, 'A Kind of Magic' in June '86. The Magic Tour was performed all over Europe to audiences in excess of one million culminating in their hugely successful live LP 'Live Magic'.

NOW HERE'S THE MIRACLE







## MUSIC WEEK



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THIS IS the style that Parkfield Entertainment is bringing to more than 250 High Streets with its Hollywood Nites chain of sell through video and rental stores. Independent dealers that have so far joined the chain are being given the option of having their shop fronts redesigned in a cinema style and a national TV advertising campaign to promote Hollywood Nites begins on June 5.

## Tapes and CDs storm on, but vinyl's slipping

THE SUPPLANTING of the vinyl album by cassettes and compact discs is strongly indicated by the latest set of trade delivery figures from the BPI.

In the year to March 31, vinyl LPs dropped by eight per cent compared with the previous 12 months while cassettes rose by 11 per cent and CDs were 51 per cent up.

Comments the BPI: "LP discs are now very much less than 30 per cent of the total market. It would not be surprising to see the downward trend accelerating."

In the year ended March, 48.6m vinyl albums were shipped compared with 83.9m cassettes and 31.3m CDs.

The boom in sales during the first quarter of this year that retailers

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THE DEADLINE for nominations for chairmanship of the BPI has been extended by a week. All names should have been submitted by the beginning of last week but BPI director-general John Deacon says he is still awaiting the formal acceptance of nomination. He does not reveal how many candidates have been proposed.

# Record producers ask for radio cash

RECORD PRODUCERS are staking their claim for a share of needletime payments to make up for what they believe will be a falling income from mechanical royalties.

The Producers Guild has already met with Phonographic Performance Limited to make its case as part of an initiative to become established as one of the mainstream

music industry organisations.

The guild, established two-and-a-half years ago, feels it has a role to play in representing the interests of producers and in providing a link between the creative aspects of making records and A&R staff and radio stations.

One of the immediate challenges facing the organisation is to

repeat the success it had in Germany in securing needletime payments for its members.

Says guild member Phil Wainman: "PPL's reaction to our suggestions was very favourable."

"We say that producers should receive needletime payments because, sometimes, the producer has made more of the record than the artists."

To secure payment from GVL, the German equivalent of PPL, the guild insisted on the implementation of forgotten clauses in copyright legislation. However, in the UK the organisation will have to negotiate a system for payment with PPL from scratch.

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## More venues likely as roadshow gathers speed

MORE VENUES are likely to be added to the BPI's roadshow tour following a positive turnaround in support from dealers.

The organisation's retail liaison committee plans to run additional shows after overall attendances at the events doubled during the second week of the tour.

Poor turnouts at Birmingham and Newcastle in the first week began to turn the roadshow into a disaster for the five record com-

pany managing directors who were expecting a lot of healthy feedback from retailers.

But at Manchester and Glasgow during the second leg of the tour, the response turned to overwhelming support with more than 40 dealers attending each event.

"It definitely has been worthwhile," says committee and Pinnacle Records chairman Steve Ma-

TO PAGE FOUR ►

STOP PRESS: EMI Music is continuing its buying spree. The company's Capitol/EMI division was expected to conclude a deal in Los Angeles on Friday (19) to acquire 50 per cent of leading US independent label, Enigma. The acquisition is said to be in the \$10-12m range.

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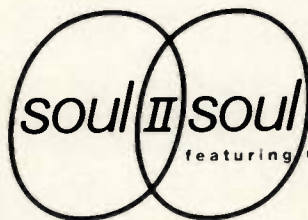
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## Free-spending Fifield combats CD shortfall

EMI IS to increase its investment in compact disc manufacturing substantially by establishing a plant in the heart of Europe.

In London last week for the launch of the restyled EMI Classics free-spending EMI Music Worldwide president and chief executive officer Jim Fifield confirmed that a firm commitment had been made and the money allocated, though he said that a decision had not been made on whether to build a plant from scratch or try to acquire an existing operation.

A recent forecast predicted a shortage of CD pressing capacity at the height of the season this autumn (MW, May 20).



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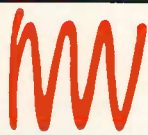






REBOUND IS the new single from Cactus World News, on MCA, which is released on June 5 and will be promoted by a UK tour by the band during the latter half of May.

## MUSIC WEEK



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## Pick 'n' pack for greater profit urges BARD five-point plan

CHANGES ACROSS the board are needed if the UK's distributors are to improve efficiency and increase profits for the industry.

That is the conclusion of the British Association of Record Dealers' five point plan for the standardisation of company systems which was formulated by one of its sub-committees (MW, May 20).

Details of the document, which it intends to present to the BPI, include a recommendation for orders, delivery and advice notes.

The information on these should include the account number, address, reference number, date, catalogue number, title/artist, format details, quantity, price per unit with extended gross and totals.

Invoices should, says BARD, include the order/delivery/advice notes number, date, reference number and value of O/D/A. Special terms should be mentioned on the invoice and not the O/D/A and ex-car sales should tie in with the formats used in the normal invoice O/D/A systems.

Statements should have cross referenced credit notes, easy-to-read invoice information and a column of special discounts/terms. Colour coding and a uniform size is also advised.

Packaging recommendations for seven-inch and 12-inch singles suggest a consistent number of units in a one-ended, perforated flap.

Cassettes should be packaged in a similar way but double tapes should be packed landscape or back-to-back and not portrait style.

Compact discs would be best suited to flat opening boxes with the spines showing and sell through videos should be in the standard Amaray boxes.

A standard cassette box size label should be featured on all types of packaging. This should contain a bar code, catalogue number, artist/title, quantity and a one-inch space for any over-writing. Colour coding may also be an advantage.

The suggested standard system for returns is based on a regular automatic schedule with defined company contacts for each account. For returns, a standard procedure of a figure given and no authorisation needed is recommended but not crediting or returning mistakenly submitted deletions is not acceptable.

For sent in error items, BARD claims there is a need for a faster pick up system and for faults there is presently a great difficulty in labelling each fault. This must be overcome, it says.

With specials like SOR and SOE, the one problem is to define mint condition, which is a request when returning product and can often lead to rejected product. A standard guideline is advised.

One unified list of deletions is suggested and in future this may be incorporated as part of the Elec-

tronic Record Ordering System.

In conclusion, BARD suggests that if these recommendations are accepted the BPI can then negotiate with box suppliers for the best rates possible.

The end result of this new efficiency in picking, packing and unpacking will result in cost and labour savings, it says.

## MUSICAL

## Chairs

MOVING FROM general manager to managing director is Torquil Creevy of Bugle Songs, Miles Copeland's publishing company which was formerly known as Illegal Music ... BMG Music Publishing International has promoted Janice Skeavington to the post of international repertoire manager ... Former A&M press officer Andy Prevezer has been promoted to head of press and the company's new senior press officer is Penny Caplowe, previously of CBS ... Andrea Taylor joins Fleming And Smallman, from MCA, as a radio promoter ... David Smith is the new marketing manager at Trax Music ... Former K-tel marketing manager Vicky Blood is now doing the same job at BMG Enterprises.



FORMER RCA managing directors David Betteridge and Geoff Hannington returned to help their ex-colleagues celebrate the 20th anniversary of the formation of the RCA sales team. The event was organised by BMG sales director Dave Harmer, the only survivor of the original team. That original group is pictured (left) while Harmer is head and shoulders above the celebrations (right).



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## Producers

FROM PAGE ONE

The German deal, though, has brought some substantial incomes for guild members. Says Mike Vernon: "Two tracks from the last Chris Farlowe album earned more from GVL than I got from sales royalties in Germany."

Adds Wainman: "Secondary income is very soon going to be more important than mechanicals."

Wainman goes on that the organisation is addressing its larger aims by meeting with Radio One as a means of helping staff there and its members better cater for each other's needs. In addition, it maintains a continual dialogue with A&R personnel, says Wainman.

● Membership details are available on 01-586 9795.

## Tapes and CDs

FROM PAGE ONE

have already indicated is borne out by the figures. Although the particularly strong month of April is not included in the statistics, the market rose by 11.5 per cent compared with the same period in 1988.

The BPI, though, sounds a note of caution around the figures. It points to the markedly quiet market in the first quarter of last year when comparisons are made about growth.

In addition, while acknowledging the growth of music sales, it warns that the rate of increase is being slowed as the Chancellor's policies of restraining consumer spending begin to take effect.

## Roadshow

FROM PAGE ONE

son. "I think you have to relate the earlier poor turnouts to catchment areas. With Birmingham, we perhaps lacked a little publicity for the event but in Newcastle it was a limited catchment area and late night shopping.

"As the publicity increased between the two weeks, the turnout also increased," says Mason.

"Each region had different points of view and many of those issues that were raised were eye openers for us all," he says. "We will now seriously consider extending the tour.

"We will go back to the BPI and, with a few weeks notice, organise some other dates."

# Ay up, put money in thy tills, says EUK

SENIOR REPRESENTATIVES of the UK record industry went north of Watford last week as Entertainment UK sought to show them that even Yorkshiremen buy music.

Some 20 sales and marketing executives from as many record companies visited a Woolworths entertainment-only store in Manchester and supermarkets in Ashton-under-Lyne and Bradford supplied by EUK.

Mike Sommers, managing direc-

tor of the Woolworths-owned EUK, comments: "We do not think people recognise the length and breadth of our customer base. They think we are simply Woolworths — which we are not.

"Secondly, we do not think the record companies realise how much music is sold by non-record shops.

"We also wanted to make sure they realised what range of product we will sell. A lot of people

think a rack jobber's customers carry just chart material but they saw there was a lot of back catalogue around.

"People do not recognise how much they can get out of featuring product in the supermarkets that is just a couple of months old. It really will sell in the grocers when some people might think it was dead product."

Sommers says his guests were very positive about the trip. "It was an information and awareness exercise and I think it achieved that."

## EMI Classics' new image aims to up world sales

EMI HAS restructured its classical division with the intention of capturing 20 per cent of the world market by 1993.

Aiming to capitalise on a widening audience base for classical music, the former International Classical Division has been re-styled EMI Classics and will be run by a seven member board headed by newly appointed president Richard Lyttelton. Announcing the move, EMI Music's president and chief executive officer Jim Fiefield says that it is a "crucial element in the implementation of our aggressive business plan".

According to Lyttelton, EMI Clas-

sics is committed to a total investment of £25m in more than 100 new recordings in each of the next four years. He says that the new structure "will unify EMI's classical interests into a single cohesive and dynamic force".

Lyttelton acknowledges that the world classical market is becoming increasingly competitive with the arrival of new companies in a buoyant market whose growth has been driven by the compact disc.

Although EMI Classics will be run from London, Lyttelton emphasises that the national recording programmes in the UK, France, Germany and the US will continue.



KEN EAST's 37-year career with EMI, which comes to a close at the end of this month, has been marked by a dinner hosted by EMI Music Worldwide chairman Bhaskar Menon. East is pictured with his wife, Dolly, with (from left): Menon, Cliff Richard's manager Peter Gormley, RAK Records founder Mickie Most and Elton John's manager John Reid.

## Ex-EMI de Wit joins ASCAP

FORMER EMI Music Publishing managing director Frans de Wit is to join the London office of US rights organisation the American Society of Authors Songwriters and Composers.

De Wit, who resigned from EMI following the appointment of Peter Reichardt as head of the newly combined SBK Songs-EMI Music operation, will have a pan-European brief. He will be based at ASCAP's London office alongside UK regional director James Fisher.

Until recently, De Wit was president of the Music Publishers Association and a council member of the Performing Right Society and his wide knowledge of the European scene is expected to strengthen ASCAP's ties with affiliated societies in continental Europe.

## BRIEFS

● PROFILE RECORDS, which claims to be the largest indie label in the US, is launching its UK operation this week.

Initially, Profile will be releasing American product but the company says it intends to sign artists from its London office, based at 10 Tech West, Warple Way, London W3 0RQ (01-749 8777).

## World BRIEFING

STOCKHOLM: PolyGram International Music Publishing has acquired Swedish music publisher Sweden Music AB. The company is one of the leading independent music publishers in Scandinavia and represents the works of Cole Porter, Irving Berlin, Evert Taube and Abba, among others. Sweden Music AB owner Stig Anderson will continue as managing director of PolyGram's interests in the country for the next five years. This deal makes PolyGram the holder of the largest share of Europe's recorded music market.

LOS ANGELES: Berry Gordy's slimmed-down business interests, known as The Gordy Co since he sold Motown Records to MCA, had \$105m in turnover last year. As such, it was the fifth-largest black-owned business in the US, according to *Black Enterprise* magazine (Motown Industries, including the record division, was for many years America's largest black-owned company).

NEW YORK: According to boss of Tower Records Russ Solomon, during the first quarter of 1989, Warner represented 32.8 per cent of Tower's purchases while CBS was second at 15.5 per cent and PolyGram third at 14.4 per cent.

HELSINKI: One of Finland's biggest department stores has opened a recording studio in which the public can make their own records using a backing track and the help of a professional sound engineer. The cost of a session is about £10 and includes a cassette of the end product.

# The Prisoner is out



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WRH





BOB BARNES watches intently as ..... JON WEBSTER shows him the future of retailing

## Seconds out, round one: the roadshow kicks off

**E**XPLOSION MIXTURES can be produced in a variety of ways. One recipe involves combining five record company managing directors and about 20 independent retailers with some free beer and a handful of contentious subjects.

Such were the ingredients when the BPI's retail liaison committee met the dealers in Birmingham. However, nobody actually lit the blue touchpaper and the evening passed off without anybody being forced to retire immediately.

Powerful arguments were put — complaints were made, even — but within an atmosphere of humour and conviviality.

Main topic for discussion was the cassette single which the BPI council is very enthusiastic to see launched in the UK. Said retail liaison committee chairman Steve Mason: "The BPI sees it as one way of arresting the decline of the singles market."

Challenged about the dealer price of cassette singles (from next month, they must be shipped at £1.20 or more to qualify for the chart), BPI council mem-

ber Rupert Perry asked for dealers to bear in mind the cost of launching the format.

Mason picked up on the theme and said the BPI was intending to take national newspaper advertising to promote the format. Record companies with top 40 product would consider buying co-operative space in *The Sun* and *Daily Mirror* to advertise their individual singles and the format in general.

The dealers present said they thought cassette singles were a good idea but they expressed some concern about packaging and racking.

Richard Wootton of Ainley's in Leicester said the push behind cassette singles must come from all record companies and that there should be a uniformity in the packaging.

Bob Barnes, head of the West Midlands-based Discovery group, asked about a generic logo for cassette singles and was told by BPI council member Jon Webster that the idea was being considered. Said Webster: "We are asking all companies to consider putting the words 'cassette single' at the top of each box."

In terms of availability of cassette singles and racks, Mason said it is intended for the top 40 plus 10 others to be displayed in-store. The additional titles would include new releases, climbers and tracks out of the top 40 but still selling well.

The discussion then moved to the future of vinyl and the price of compact discs. Told by a retailer that CD prices should fall, Webster replied that perhaps it was not that CDs were too expensive but that vinyl was too cheap.

Wootton responded that the

**'If you've got the customer to accept a certain price level then why throw that away? If CDs do come down to £9.99, how long will they stay there?'**

penetration of CD hardware was being held back because the price of software was deterring potential customers.

The record companies were pressed to make all CDs available at a dealer price that they could retail for under £10, but Perry stated: "If you've got the customer to accept a certain price level then why throw that away?"

"If CDs do come down to £9.99, how long will they stay there?" Responded Dick Raybould from Spinadisc in Northampton: "The punter is aware that he's being ripped off by CD."

Mason then asked how the independent retailers saw themselves in relation to the multiples. Liz Wootton from Ainley's replied: "We're back to where we were 20 years ago with the independent coming back up again." She added that a range of specialist stock and quality service should maintain a market for an indie in any town.

Added Mason: "The multiples, by the nature of what they are, have to be blander and blander. You just can't give individual managers freedom of choice."

**'The multiples, by the nature of what they are, have to be blander and blander. You just can't give individual managers freedom of choice'**

## BETTER PRESENTATION



## MEANS



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John





by Phil Hardy

TOP OF the list this month is undoubtedly **Hank Williams' 40 Greatest Hits** (Polydor 821 233-2) which is just that from one of the seminal recording artists of the 20th century. An added bonus is that the sound quality is superb, far better than on my vinyl greatest hits collections. Also a joy to behold is the budget-priced **Fleetwood Mac's Greatest Hits** (CBS 4607042), a melodic and melancholic collection of songs from the era of Albatross and Man Of The World Days. Equally fine is **The Blues Collection** (Castle CCSLP 216) a live set from the same time. Best known as session guitarist and songwriter (Cover Me, Sure As Sin) **Eddie Hinton** has been described as the last great white soul singer. Letters From Mississippi (Line INCD 9.00172 0), a collection of demos made in search of a contract and previously only available in Sweden, confirm this to perfection. Over a surging Muscle Shoals backdrop Hinton wails the blues. Now if someone would reissue his 1977 Capricorn album... Another fine album from a cult figure is **Townes Van Zandt's The Late Great** (Decal CD 145) which includes his own version of the oft-recorded Pancho And Lefty. From Edsel there's two superior singer-songwriter outings, **Kate & Anna McGarrigle's Dancer With Bruised Knee** (ED 307)\* and **Randy Newman's Trouble In Paradise** (ED 305)\*. The former includes the moving First Born and is a superb example of deli-

cate harmonising, while the latter sees Newman at his most mordant, particularly on My Life Is Good, Christmas In Capetown. More exuberant is **Ritmo Caliente** (CD Charly 131), a rousing collection of Seventies salsa, including **Ruben Blades** first major hit, Pedro Navaja, an account of an immigrant's life in America.

The event of the month is CBS's reissuing all **The Clash's** six albums on mid-price CD. Listening to them in chronological order their eponymous debut album (CBS 32232) remains as striking as ever. With Never Mind The Bollocks it is the punk album. (But note it's the US version with a different running order and some track changes). Equally impressive is **London Calling** (460114 2) while **Sandinista!** (463364 2) remains as perplexing as ever. It will be interesting to see how they sell. Have enough of the Clash's audience of 10 years ago moved into CDs? Also from CBS comes a trio of **Roy Orbison** reissues, **Our Love Song** (4634172), **Best-Loved Standards** (4634192) and the pick of the bunch, **Rare Orbison** (4634182) which includes The Actress, Paper Boy and Today's Teardrops. From Ace comes another batch of **Grateful Dead** reissues, including **From The Mars Hotel** (GDV 4007), the live set **I Steal Your Face** (GDV2 4006), the interesting **Tiger Rose** (GDV 4010) from the Dead's lyricist **Robert Hunter** and Garcia

(GDV 4011) probably the best of **Jerry Garcia's** solo outings.

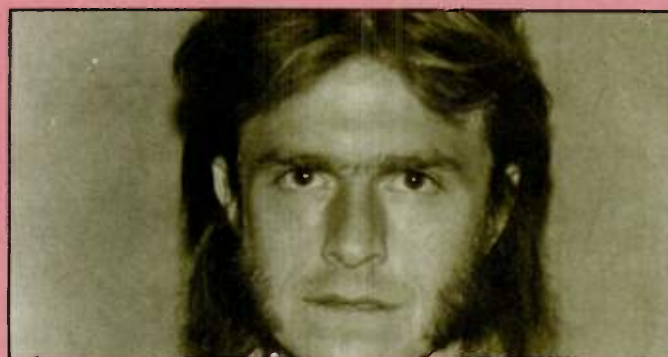
On the country front there's been a slew of albums from Stetson. The best of these are **Jack Guthrie's Greatest Songs** (Hat 3095)\*, **Al Dexter's Pistol Packin' Mama** (3101)\*, **Jimmy Rodgers' My Rough and Rowdy Ways** (3091)\* and **Merle Haggard's** celebration of gospel music, **Land Of Many Churches** (3097/8)\*. Jack Guthrie's career has been for too long overshadowed by that of his cousin and frequent collaborator, Woody, but his version of Oklahoma Hills, included here, was one of the earliest country hits to achieve national recognition in the Forties. Similarly, though, a 1962 recordings of his hits, the Dexter album is a timely reminder of his contribution to the evolution of the honky tonk sound. **Rough and Rowdy Ways** is a straight reissue of the classic 1960 RCA survey of Rodgers' career and **Land Of Many Churches** one of the more interesting of Haggard's concept albums of Seventies. And then there's **Speedy West**. **Guitar Spectacular** (Hat 3093)\* is a straight reissue of his 1963 album in its original sleeve; **Steel Guitar From Outer Space** (See For Miles See 249)\* couples that album with 12 selections of West's Fifties recordings and comes complete with an authoritative sleeve note from John Firminger. You pays your

money and takes your choice. Also from See For Miles is **California Rose** (See 241)\* a 20-track selection of the influential **Rose Maddox's** early Sixties capitol recordings.

Collectors of various persuasions are well served this month. **The Four Lovers** (Bear Family Records BCD 15424) collects together all the RCA recordings of the group that later became the Four Seasons and shows the wide range of influences on the group. Also from Big Bear is the double **The New Orleans Sessions 1950** (BFD 15308 VA)\*

Bald Head) and the salty blues of the little known **Alma Mandy**. **Epitaph For A Legend** (Decal UKD 52)\* includes cult rarities from Lelan Roger's International Artists label. From Demon there's two intriguing Hi releases, **Al Green's Love Ritual** (HILP 443)\*, which consists mostly of unreleased material and rarities such as his first Hi single, a cover of The Beatles Want To Hold Your Hand, and **Rare And Unissued Hi Recordings** (HILP 430)\* which includes two marvelous previously unavailable tracks by **O V Wright**.

As the years roll by the nostalgia market seems to be broadening considerably. A trio of Best Of's from EMI, **Ronnie Hilton**



EDDIE HINTON: 'the last great white soul singer'

which consists of a complete run through of Mercury's first recording sessions in the Crescent City. The result is a time capsule of New Orleans music with stand out tracks from **Professor Longhair** (notably the raucous

(CDP 7 9220 2), **Eve Boswell** (7 92259 2) and, the best of the bunch, **Michael Holliday** (72260 2) are obviously targeted at that market. **RELEASES MARKED \*** are only available in LP and cassette form.

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# THE No1 TRIO ON A TRIO OF No1's

MUSIC WEEK 20 MAY, 1989

## TOP · 75 · ARTIST · ALBUMS

1	2	TEN GOOD REASONS ★	PWL HF7 (P)
		Jason Donovan (Stock/Aitken/Waterman)	C-HFC7/CD-HFCD7
2	1	STREET FIGHTING YEARS ★	Virgin MINDS 1 (E)
		Simple Minds (Stock/Aitken/Waterman)	C-MINDSC 1/CD-MINDSC
3			

MUSIC WEEK 20 MAY, 1989

## TOP · 75 · SINGLES

This Week	Last Week	Wks on Chart	Title	Label 7 (12)	Number (Distributor)
			Artists (Producers) Publishers		
1	NEW		FERRY 'CROSS THE MERSEY	PWL PWL 41 (P)	
			Marsden/McCartney/Johnson/Christians (S/A/W) DJM/PolyGram Music		
2	1	3	HAND ON YOUR HEART	PWL PWL(T) 35 (F)	
			Kylie Minogue (Stock/Aitken/Waterman) All Boys Music		
3	5	6	MISS YOU LIKE CRAZY	EMI USA (12/MT 63 (E)	
			Natalie Cole (Marsden/McCartney/Johnson/Christians) Prince Street/Louisa Music		

MUSIC WEEK 13 MAY, 1989

## TOP · 75 · SINGLES

This Week	Last Week	Wks on Chart	Title	Label 7 (12)	Number (Distributor)
			Artists (Producers) Publishers		
1	2	2	HAND ON YOUR HEART	PWL PWL(T) 35 (F)	
			Kylie Minogue (Stock/Aitken/Waterman) All Boys Music		
2	1	1	ETERNAL FLAME	CBS BANGS(T) 5 (C)	
			(Stock/Aitken/Waterman) SBK Songs/Warner Chappell Music		

OUR THANKS TO PINNACLE, IMPULSE, SHARP END, EVERYONE AT PWL  
AND ALL OUR FRIENDS IN RETAIL  
AND RADIO FOR THEIR SUPPORT AND ENCOURAGEMENT

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Panel Sales Percentage  — 13%

After All (Love Theme from  
'Chances Are')

## THE NEXT 25

**76** AIN'T NOTHIN' TO IT Arista 112756 (612756) (B)  
H 9 posse (Bobby Bobcat Ervin Murphy-Lynch

PLATINUM • GOLD • SILVER

5 Indicates title available in sheet music  
Panel Sales Increase over last week

Compiled by Gallup for the BPI Music Week and the  
based on a sample of 500 conventional record outlets.

ords which would have appeared between positions 70 and 71 have been excluded if their sales have fallen in two consecutive weeks, and if their sales fell by 20 per cent compared

with last week (C)



DISTRIBUTED BY **wea** RECORDS LTD. ® A WARNER COMMUNICATIONS CO.  
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38		NEW	JUST KEEP ROCKIN'	Desire - (WANT) 9 (PAC)
39	38	4	DISAPPOINTED Public Image Limited (Stephen Hague)	Virgin VS(1181) (E)
40	NEW		ONE BETTER WORLD ABC (Mark White/Martin Fry)	Neutron/Phonogram NT(114) (F)
41	34	4	MY LOVE IS SO RAW Alyson Williams featuring Nikki-D (Alvin Moody)	Def Jam 654898 7 (12-654898 6) (C)
42	32	4	WORKIN' OVERTIME Diana Ross (Nile Rogers)	Ross/EMI (12EM 91) (E)
43	27	7	GOOD THING Fine Young Cannibals (Cox/Steele/Gift)	London LON(218) (F)
44	29	8	YOU ON MY MIND Swing Out Sister (Paul Staveley O'Duffy)	Fantasia/Phonogram SWINC 6(12) (F)
45	39	11	KEEP ON MOVIN' Soul II Soul feat. Caron Wheeler (Jazzie B/Nellie Hooper)	10/Virgin TEN(263) (E)
46	55	2	U + ME = LOVE The Funky Worm (Mark Brydon/Parrot)	FON/WEA FON9(12) (W)
47	50	2	CLOSE MY EYES FOREVER Lita Ford (duet with Ozzy Osbourne) (M. Chapman)	Dreamland/RCA PB 49409 (PT 494 C) (BMG)
48	NEW		LONG HOT SUMMER '89 The Style Council (Peter Wilson/Paul Weller)	Polydor LP S(X) 1 (F)
49	53	3	I WON'T BACK DOWN Tom Petty (Jeff Lynne/T.P./Mike Campbell)	MCA MCA(1334) (F)
50	70	2	FREE Stevie Wonder (Stevie Wonder)	Mo'wan ZB 42855 (12-ZT 42855) (BMG)
51	57	2	GRACELAND The Bible (Jon Kelly)	Ensign/Chrysalis BE(X) 4 (C)
52	33	13	I BEG YOUR PARDON Kon Kan (Barry Harris)	Atlantic A 829(T) (W)
53	40	8	ME MYSELF AND I De La Soul (Prince Paul)	Big Life/Tommy Boy BLR 1(T) (U/RT)
54	37	6	AIN'T NOBODY BETTER Inner City (Kevin 'Master Reese' Saunderson)	10/Virgin TEN(252) (E)
55	51	6	THAT'S WHEN I THINK OF YOU 1927 (Charles Fisher)	WEA YZ 3(T) (W)
56	NEW		WALTZ DARLING Malcolm McLaren (McLaren/Lebolt/Collins/Ramone)	Epic WALTZ(T) 2 (C)
57	NEW		JOY AND PAIN Maze (Frankie Beverley)	Capitol (12) 1 531 (E)
58	43	11	LIKE A PRAYER Madonna (Madonna/Patrick Leonard)	Sire W 7539(T) (W)
59	NEW		TILL I LOVED YOU Placido Domingo & Jennifer Rush (Phil Ramone)	CBS 65-843 7 (C)
60	46	9	GOT TO KEEP ON Cookie Crew (Daddy O/DBC)	Arr/London FFE(X) 25 (F)
61	45	13	TOO MANY BROKEN HEARTS Jason Donovan (Stock/Aitken/Waterman)	PWL PW 1(T) 32 (P)
62	36	6	ONE Metallica (Metallica/Flemming Rasmussen)	Vertigo/Phonogram META 5(12) (F)
63	59	2	DON'T YOU WANT ME BABY Mandy Smith (Pete Hammond)	PWL PW 1(T) 37 (P)
64	69	2	IT'S YOUR TIME Arthur Baker/Shirley Lewis (Baker/Golden/Foragher)	Breakout/A&M USA(T) 654 (F)
65	49	4	MY HEART CAN'T TELL YOU NO Rod Stewart (Rod Stewart/Andy Taylor/Bernard Edwards)	Warner Brothers W 7 229(T) (W)
66	66	3	STILL TOO YOUNG TO REMEMBER It Bites (Mack)	Virgin VS(1184) (E)
67	44	13	STRAIGHT UP Paula Abdul (Elliot Wolff/Keith Cohen)	Siren/Virgin SRN(T) 111 (E)
68	NEW		WALKING ON SUNSHINE Eddy Grant (Eddy Grant)	Blue Wave/Parlophone (12) 6217 (E)
69	61	8	VOODOO RAY EP A Guy Called Gerald (Chapter/Gerald)	Cham! RS 804 (12-RF 804) (F)
70	52	6	LULLABY The Cure (R. Smith/D.M. Allen)	Fiction/Polydor/FIC(X) 29 (F)
71	NEW		SCOTTISH RAIN The Silencers (The Silencers/Flood)	RCA PB 42701 (12-F 427 2) (BMG)
72	63	7	WHEN LOVE COMES TO TOWN U2 with B.B. King (Jimmy Iovine)	Island (12) 5 411 (F)
73	48	14	THIS TIME I KNOW IT'S FOR REAL Donna Summer (Stock/Aitken/Waterman)	Warner Brothers U 7 30(T) (W)
74	RE		CIRCLE Edie Brickell And New Bohemians (Pat Moray)	Geffen GEI 51(T) (W)
75	NEW		CRY Waterfront (Glenn Skinner)	Polydor WC(N)(X) 1 (F)



# Mr Big

by Barry Lazell

LONGSY D'S This Is Ska has taken up what seems to be near-permanent residence in the dance chart, outlasting and quite probably outselling a lot of records which streaked faster and higher but burned out much more quickly.

The single also made not inconsiderable inroads into the national top 75 a few weeks ago, and continues to sell in consistent "bubbling under" quantities.

Apart from Longsy himself, the person to whose face this success has brought the biggest smile is Patrick Meads, who helms the Big One label for which the Willesden, north London-based rapper and musician records.

Meads is an experienced industry veteran, who ran Trojan Records through the first half of the Eighties, and was responsible for many compilations of that label's impressive ska and reggae back-catalogue.

He first set up Big One in mid-1985 as "an evening and weekend label, running parallel to my day job at Trojan". It wasn't that Meads was particularly desperate to run a label himself, but he was fighting a growing frustration that he was not making full use of his talents.

"I was known as a marketing man, but I also knew that I had skills for A&R, promotion and talent development, as well as an ability to do things with catalogue; the problem was convincing anyone to agree with me. Big One was the eventual 'Okay, I'll show you' answer."

The label's first single was by Birmingham group, Xpertz — "part of the post-ska revival which seeded in the wake of the Specials and 2-Tone" — and it did well enough to convince Meads to continue where he had started.



CORPORATION OF One: Cutmaster MC, Patrick Meads and Longsy D

Was there any particular significance to the name? "Not really. Just my own brand of humour and a slight dig at the industry I was taking on single-handed, as it were: I could say, 'this is going to be the big one'..."

Meads and Trojan eventually parted company in July 1987, by which time Big One had chugged into gear in the specialist market with some low-key reggae 12-inches. That same week, he met Longsy D, whose ideas and obvious talents were an immediate catalyst.

"Within weeks we'd been into the studio to cut Hip-Hop Reggae, and we had it on release. Big One was suddenly a full-time company with a good reason to be. Of course, we didn't have a major chart success, but it was one of the cult dancefloor sounds of 1987, and we sold something like 18,000," says Meads.

In the 18 months or so since that initial seller, releases on Big One have been easily-paced and carefully considered. "We've put out just nine singles between then and now — I'm a firm believer, particularly since this is basically a one-man operation, in only releasing product at a rate to which you can do each individual release justice, and I would rather issue just one record a year that I believed in, rather than several in which I didn't. Anyway, three of the eight prior to This Is Ska, including Longsy's second release, To The Rhythm, made the top 100 as well as specialist charts, and now, of course, we've had our first 'real' chart hit, inside the 75!"

This Is Ska came from an idea I had last October, which I suggested to Longsy as an LP track. In fact, it was the last track of the batch that we cut (Meads, as befits his jack-of-all-trades approach, doubles as producer under the

name Patrick T Rojan — no prizes for sussing out the origin of the name!), and it was recorded, mixed and edited in six hours, at a grand cost of £100."

Big One is, and will basically remain, a dance-oriented label. "The genre itself is so wide now," says Meads, "house, hi-NRG, hip-hop — they've all proved to be viable commercial forms in their own right. Basically, anything which is good and original will find a section of the dance audience, and mixing elements of some of these genres has proved to be one of Longsy's and our trump cards so far. We can be as versatile as necessary within the area of what we feel to be worthwhile, and as we develop, I can see us releasing more pop-oriented mainstream dance music. Perhaps that will even break the barrier of Radio One airplay — or rather, lack of it, which, I would say, is the chief problem faced by any — particularly dance — indie label."

Future projects include work with former Bad Manners frontperson Buster Bloodvessel, the development of the completely street-level First Bass subsidiary label, and of acts like Kash, Twin-Beat, Syndee, and Interlocutor 3.

Meads feels: "I've already fulfilled my original ambition — I can thumb my nose at those majors who didn't want to use me".

Important to the smooth flow of an essentially one-man operation are good working relationships with those who cover the necessarily farmed-out aspects, and Meads has good words for Cartel distribution, Secret Promotions (who cover his PR and club promo) and his artwork people, who conveniently occupy the office beneath Big One's ("I only have to do a rough, and slip down the stairs with it; it all helps ease the process").

● Big One is based at 343, Goswell Road, London EC1V 7JT (Tel. 01 486 5353).

# James Hamilton

C O L U M N

AN IMPORT EP called Back To Basics — which only sold moderately well when new last winter — is proving to have been one of the most important dance records of the year, in that it spawned first the original version of what became the current **Jamanda** hit, and now likewise the lurching bass powered striding instrumental **PRECIOUS** Definition Of A Track (Big Beat BB-0007), given several hip house vocal remixes in this form too, the hottest US release of the moment! Other imports doing business include the strong slickly speeding huskily soulful house **FORTE** (featuring **Leon Evans**) I'll Set Ya' Free (Pet Project WAR-044); Monkees Theme introed then Stone Fox Chase and other scratching **Todd Terry**-type samples backed exciting rap **TWIN TYPE** Do It To The Crowd (Profile PRO-7255); good rare groove funky break beats wovon jogging rap **NU SOUNDS** Condition Red (UNI Records UNI-8016); **Bobby Glover** Your Spell rewriting **Roger** producer teasingly started then soulful high pitched harmonies washed rolling **LYNCH** Magic Spell (Capitol V-15462); **Crown Heights Affair** 'dada dada, dip dip' scat-based and many other funky chugging break beats wovon **THE DYNAMIC DUO** In The Pocket (Nu Groove NG-020); **Frankie Knuckles** remixed beefily thumping and bounding busy house **LOST BOYS** It's Time For A Change (4th + B'way BWAY 474); **Victor Simonelli & Lenny Dee** created **Todd Terry**-type samples wovon raucously rapped and a bit untidily frantic hip house **BROOKLYN FUNK ESSENTIALS** Change The Track (Minimal Records 6); hard to find languidly chatted funkily rolling rap 'n' scratch **SUPREME DJ NYBORN** Versatility (Payroll Records PR-732); rawly mixed bright doted jazz-funkily jiggling **WALTER P.P.K.** Get On Board (Bassic BS 202); **Full Force** created spikily jolting swingbeat **CHERYL PEPSII RILEY** Seein' Is Believin' (The Pepsii Dance Remix) (Columbia 44 68237).

On import LP are the real soul fans pleasing though not really that exceptional gruff dated **'D'** Train-type swingbeat and slowies oriented **ALTON 'WOKIE'** **STEWART** All Our Love (Epic FE 45210), and likewise good enough largely downtempo soul **EUGENE WILDE** I Choose You (Tonight) (Magnolia Sound MCA-42282), while out here and likely to create rather more of a stir is the eagerly

anticipated and long awaited **CHANA KHAN** Life Is A Dance — The Remix Project (Warner Bros EX 248), a double album of oldies in modern remixes (like her hit single). Big new UK released club smashes to look out for are the fascinatingly beautiful sinuous subtle deep house **FRANKIE KNUCKLES** presents **SATCHI TOMI** featuring **Robert Owens** Tears (ffrr FX 108); **Chanelle**-style powerfully wailed timelessly trotting **KECHIA JENKINS** Still Waiting (Profile PROFT 250); **Fast Eddie** remixed bumpily bubbling hip house **SWEET TEE** Let's Dance (Profile PROFT 246); **On The House** oldie remaking and anglicising brightly forceful commercial **SIMON HARRIS** featuring **Lionel Gordon** (I've Got Your) Pleasure Control (ffrr FX 106); newly remixed and currently much quoted (specifically by **Cappella's** hit) catchy driving **LNK** Work It To The Bone (The Clubhouse Mix) (Kool Kat LNK 1, via Big Life); excellent **AI Jaramu**-style harmonies and **Sarah Professor** scratches combining exotic jaunty **OMAR I** Don't Mind The Waiting (Kongo DPST 5, via JetStar); fiercely scratched famous percussion break beats backed wordy fast rap **MINK** featuring **2WICE THE TROUBLE** Hey! Hey! Can You Relate? (FON Records FON T18); **M-D-E-M** created samples stuffed mournfully driving latin house **MYSTIQUE** featuring **Kid Vaidex** Heartbreaker (I Can't Understand) (Re-Fusion Records LIC 009); **ton Levine** produced (and surprising everyone by being far from hi-NRG!) excellent attractively cantering late Seventies Philly-style **CHUCK JACOBSON** All Over The World (Highmore MARE 103); monotonous but extremely powerful intense percussion jittered **RENEGADE SOUNDWAVE** The Phantom (It's In There) (Mute France MF 19364).

Pop rocks will doubtless go also for the **Shop Pettibone** remixed **Martha & The Vandellas**-ish bumpily loping **MADONNA** Express Yourself (Sire W 2948T); perky shrill smacking jiggly US pop **PAULA ABIGAIL** Forever Your Girl (Siren SNT 112); US-aimed small voiced jittery latin hip hop-pop **RAIANA** **PAUGH** Open Up Your Heart (Sleeping Bag Records SBUK 10T); vicariously cranking pop house **MAUREEN** Don't Fight The Music (The Dance Yard Recording Corporation YARD T7).

# NINA SIMONE

IT'S COLD OUT HERE

CONCERTS:

MAY 25th BRIGHTON — DOME THEATRE  
MAY 27th BRISTOL — COLSTON HALL  
MAY 28th STRATFORD-UPON-AVON — R.S. THEATRE  
MAY 30th LONDON — ROYAL ALBERT HALL

NEW SINGLE:

RELEASED MAY 30th  
JUNG 51: 2 TRACK 7"  
JUNG 51T: 3 TRACK 12"  
JUNG 51CD: 4 TRACK 3"

JUNGLE



# TOP Dance SINGLES

27 MAY 1989

COMPILED BY MUSIC WEEK FROM GALLUP DATA. BUBBLERS ARE FROM OUTSIDE THE TOP 50 ON THEIR WAY UP

THIS WEEK	LAST WEEK	WEEKS ON CHART		
1	1	4	<b>I'M EVERY WOMAN (REMIX)</b> Chaka Khan Warner Brothers W2963(T) (W)	
2	3	6	<b>MISS YOU LIKE CRAZY</b> Nataie Cole EMI USA (12)MT 63 (E)	
3	2	4	<b>HAND ON YOUR HEART</b> Kylie Minogue PWL PWL(T) 35 (P)	
4	22	2	<b>EVERY LITTLE STEP</b> Bobby Brown MCA MCA(T)1338 (F)	
5	5	8	<b>REQUIEM</b> London Boys Teldec/WEA YZ345(T) (W)	
6	4	4	<b>BRING ME EDELWEISS</b> Edelweiss WEA YZ 353(T) (W)	
7	NEW		<b>MANCHILD</b> Neneh Cherry Circa/Virgin YR(T) 30 (E)	
8	8	4	<b>HELYOM HALIB</b> Cappella Music Man MPM57004 (12004) (P)	
9	6	6	<b>WHO'S IN THE HOUSE</b> Beatmasters with Merlin Rhythm King LEFT 31(T) (I/RT)	
10	7	5	<b>WHERE HAS ALL THE LOVE GONE</b> Yazz Big Life BLR 8(T) (I/RT)	
11	NEW		<b>FUNKY COLD MEDINA/ON FIRE</b> Tone Loc Delicious (12)BRW 129 (F)	
12	18	2	<b>NOTHIN' (THAT COMPARES 2 U)</b> Jacksons Epic 6548087 (12'-6548081) (C)	
13	9	4	<b>MY LOVE IS SO RAW</b> Alyson Williams Def Jam 6548987(12'-6548986)(C)	
14	12	11	<b>KEEP ON MOVIN'</b> Soul II Soul/C. Wheeler 10/Virgin TEN(X) 263 (E)	
15	11	5	<b>ELECTRIC YOUTH</b> Debbie Gibson Atlantic A 8919(T) (W)	
16	10	3	<b>WORKIN' OVERTIME</b> Diana Ross EMI (12)EM91 (E)	
17	17	10	<b>VOODOO RAY (EP)</b> A Guy Called Gerald Rham! RS804 -(12' RS 8804) (P)	
18	NEW		<b>IT'S YOUR TIME</b> Arthur Baker Feat. S. Lewis A&M USA(T) 654 (F)	
19	46	2	<b>U***SME ***UU LOVE</b> Funky Worm Fon/WEA FON 19(T) (W)	
20	16	8	<b>AMERICANOS</b> Holly Johnson MCA MCA(T)1323 (F)	

21	14	8	<b>ME MYSELF AND I</b> De La Soul Big Life/Tommy Boy BLR7(T) (I)
22	13	6	<b>AIN'T NOBODY BETTER</b> Inner City 10/Virgin TEN(X) 252 (E)
23	15	2	<b>RAP SUMMARY/WRATH OF KANE</b> Big Daddy Kane Cold Chillin'/WEA W2973(T) (W)
24	NEW		<b>FREE</b> Stevie Wonder Motown ZB42855(12***RRZT42856) (BMG)
25	21	7	<b>REAL LOVE</b> Jody Watley MCA MCA(T)1324 (F)
26	NEW		<b>JUST KEEP ROCKIN'</b> Double Trouble Desire WANTX 9 (PAC)
27	20	8	<b>GOT TO KEEP ON</b> Cookie Crew Hrr/London FFR(X)25 (F)
28	NEW		<b>I DON'T WANNA GET HURT</b> Donna Summer Warner Brothers U7567(T) (W)
29	23	6	<b>GOOD TIMES</b> Reid Syncopate/EMI (12)SY 27 (E)

30	NEW		<b>A BETTER WAY</b> Royal House Feat Ian Star Champion CHAMP (12' 201) (BMG)
31	NEW		<b>DON'T YOU WANT ME BABY</b> Mandy Smith PWL PWL(T) 37 (P)
32	19	5	<b>HEAVEN HELP ME</b> Deon Estus Mika MIKA(Z) (F)
33	34	4	<b>SHELTER</b> Circuit Feat. Nasih Coll sion 7CIR1 (12'12CIR1) (I)
34	NEW		<b>ONE STEP AT A TIME</b> Naisha PWL PWL(T)40 (P)
35	NEW		<b>PUT YOUR TRUST IN THE MUSIC</b> Burrell 10/Virgin TEN(X) 264 (E)
36	24	7	<b>THAT'S HOW I'M LIVING</b> Toni Scott Champion CHAMP(12)97 (BMG)
37	33	3	<b>DON'T SCANDALIZE ME</b> Sugar Bear Champion CHAMP(12)92 (BMG)
38	NEW		<b>GOOD GOOD FEELING</b> Eric & The Good Good Feeling Equinox ("2)EQN 1 (BMG)
39	NEW		<b>LONG HOT SUMMER '89</b> Style Council Polydor LHS(X) 1 (F)
40	29	4	<b>GET HIP TO THIS!</b> M-D-EMM Feat Nasih Republic -(LICT 022) (I)
41	NEW		<b>SERIOUS</b> Steady B Jive JIVE(T) 199 (BMG)
42	NEW		<b>SISTER ROSA</b> Neville Brothers Breakout/A&M USA(T) 656 (F)
43	38	4	<b>THE KING IS HERE, THE 900 No.</b> 45 King Dr Beat/Filmtrax -DRX912) (BMG)
44	32	3	<b>HARDCORE HIP HOUSE</b> Tyree DJ Int/Westside DJINT11) (A)
45	NEW		<b>ONE BETTER WORLD</b> ABC Neutron NT(X) 114 (F)
46	28	12	<b>I BEG YOUR PARDON</b> Kon Kan Atlantic A 8969(T) (W)
47	39	2	<b>LOVE'S GOT 2 BE STRONG</b> Keyman Edwards 4th + B'way/Island (12)BRW130 (F)
48	26	10	<b>MUSICAL FREEDOM</b> Paul Simpson Feat Adeva Cooltempo COOL(X)182 (C)
49	27	4	<b>AFFAIR</b> Cherrelle Tabu 65467370 2 6546738) (C)
50	36	6	<b>MAKE MY BODY ROCK 'FEEL I'</b> Jomanda RCA PB 42749 (12'-PB 42750) (BMG)

## TOP 10 ALBUMS

1	2	2	<b>PARADISE</b> Inner City 10/Virgin DIX81/CDIX81 (E)
2	1	6	<b>CLUB CLASSICS VOL. ONE</b> Soul II Soul 10/Virgin DIX 82/CDIX 82 (E)
3	4	19	<b>DON'T BE CRUEL</b> Bobby Brown MCA MCF3425/MCF3425 (F)
4	7	2	<b>GOOD TO BE BACK</b> Natalie Cole EMI-USA MTL1042/TCMTL1042 (E)
5	5	2	<b>NITE FLITE 2</b> Various CBS MOOD8/MOODC8 (C)
6	3	3	<b>DEEP HEAT</b> Various Telstar STAR 2345/STAC 2345 (BMG)
7	6	10	<b>3 FEET HIGH AND RISING</b> De La Soul Big Life DLSLP1/DLSMC1 (I)
8	9	10	<b>RAW</b> Alyson Williams Def Jam 4632931/4632934 (C)
9	10	2	<b>JUST A LITTLE MORE</b> Deluxe Danceyard UNQLP1/UNQC1 (5P)
10	NEW		<b>LOVER'S INTUITION</b> Amy Keys Epic 4633831/4633834 (C)

## REGGAE DISCO CHART

1	(2)	<b>WHY DO FOOLS FALL IN LOVE</b> P. Leo/C. J. Lewis Fashion FAD 065
2	(1)	<b>BUN AND CHEESE</b> Clementine Blue Mountain BMD 055
3	(3)	<b>FATAL ATTRACTION</b> Taxman Stush STU 001
4	(8)	<b>SWEET AND NICE</b> Lombert Douglas/Wayne Fire Charm CRT 29
5	(18)	<b>PUSH PUSH</b> Slim Boston Nu Edge NE 00912
6	(7)	<b>TWO TIMING LOVER</b> Janet Davis Fine Style FS 020
7	(12)	<b>COME TO RULE</b> Sanchez D. Sir Coxsone BD 8908
8	(4)	<b>I WANNA BE LOVED BY YOU</b> Phillip Leo Fine Style FS 021
9	(6)	<b>MAKE UP YOUR MIND</b> T Sparks/B General Blue Trac BTDR 034
10	(5)	<b>TAKE YOUR TIME</b> Sandra Cross Artiva ARI 87

## REGGAE ALBUM CHART

1	(1)	<b>LOVE LINE</b> Frankie Paul Clary Gold GGLP 003
2	(3)	<b>TOP TEN '89</b> Various Artists Super Power SPLP 11
3	(5)	<b>SELEKTA SHOWCASE 89</b> Various Artists Greensleeves GREL 130
4	(2)	<b>BOWLED OVER</b> John McLean Artiva ARIPL 037
5	(6)	<b>SCANDAL SKA</b> Various Artists Island Records ILPS 9929
6	(27)	<b>A REGGAE EXPERIENCE</b> C. Schloss Charm Records CRLP 2
7	(10)	<b>LOVE THE LIFE YOU LIVE</b> Barrington Levy Time One TORLP 05
8	(9)	<b>SKA VOLUTION</b> Various Arts King Edwards KELP 01
9	(11)	<b>SUPER STAR HIT PARADE VOL 5</b> Various Arts Superpower SPLP 14
10	(4)	<b>REGGAE HITS VOL. 5</b> Various Artists Jet Star JELP 1005

## NEW RELEASES DISCO 45's

<b>REAL REAL</b> Thriller U. + Johnny P. Unity FEA 012
<b>MY COMMANDING WIFE</b> Boris Gardiner Charm CRT 32
<b>NOW OR NEVER</b> Daddy Freddie Dance Vibes DV 002
<b>MADGIE</b> Isahman Levi Jamani JMD 1100
<b>TAKE THE SLUG</b> Sluggo Ranks Lemon + Lime LLR 001
<b>YARD MAN TUNE</b> Flourgon Greensleeves GRED 242
<b>GAL MAN</b> Johnny P. Blue Mountain BMD 059
<b>TUTORING</b> Joseph Cotton Jaguar SRF 001T

## NEW RELEASES — ALBUMS

<b>CHICKEN SCRATCH</b> Lee Perry Heartbeat HB 53 (Import)
<b>MIXING LAB SHOWCASE VOL. 1</b> Various Mixing Lab MMLP 001
<b>LOVERS FOREVER</b> Various Artists Joe Fraser LMPL 1000
<b>JORDON</b> Junior Byles Heartbeat HB 45 (Import)
<b>RARE REGGAE FROM THE VAULTS OF . . .</b> Various Heartbeat HB 47 (Import)
<b>REMINAH DUB</b> Lee Perry/Upsetters Original Music OMPL 0011
<b>LIVE POWER</b> Black Roots Nubian NRPL 02

## TOP 10 BUBBLERS

1	<b>JOY AND PAIN</b> Maze Feat Frankie Beverly Capitol (12)CL 531 (E)
2	<b>WHY CAN'T WE LIVE TOGETHER</b> Illusion Rumour RUMA(T) 1 (A)
3	<b>TAKE SOME TIME OUT</b> Arnold Jarvis Republic LICT 024 (CAR)
4	<b>WE GOT OUR OWN THANG</b> Heavy D & The Boyz MCA MCA 23942 (F)
5	<b>LITTLE JACKIE WANT TO BE A...</b> Lisa Lisa And Cult Jam CBS 6547E17 (12***RR6547318) (C)
6	<b>LET IT ROLL</b> Raze Presents Doug Lazy Grove Stree GSR 018 (IMP)
7	<b>HUMANITY</b> Biddu Orchestra Traz 7TX 5 (12***RR-12TX 5) (BMG)
8	<b>WALKING ON SUNSHINE</b> Parlophone EMI(12)R6217 (E)
9	<b>LOOKING FOR A LOVE</b> Joyce Sims Sleeping Bag SLX 40142 (IMP)
10	<b>ROCK TO THE BEAT</b> Lisa M Jive JIVE(T) 201 (BMG)

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# IBA contracts roll out as Sunderland shuns top 40

by Bob Tyler

THE IBA has announced the winners of the second batch of incremental radio contracts last week. However, time for the over-worked authority, ran out and it deferred the decision on the Tending contract until June. The Isle of Wight, contract went to Isle of Wight Radio, a group led by broadcaster and journalist Jean-Paul Hansford. He is a native of the island and had been preparing the application for a number of years with a local consortium. He is currently a presenter with Ocean

Sound which he is planning to use as an overnight service. Hansford says: "Our policy will be to play quality familiar music going back four decades." The island has a large population of over 25s but he promises that the station will sound "exciting and exhilarating".

In London the Haringey station went to a joint bid between London Greek Radio and WNK Radio, offering black music. They plan to operate by dividing the day between the two groups and broadcasting the two ethnic services as

different stations.

In Sunderland, the contract was awarded to the local community radio association who plan to broadcast a daily show of Thirties and Forties music and several evening specialist music shows. Alan Fry, spokesman for the group added that "we are not a top 40 station."

The final successful applicant is Radio Harmony based in Coventry. Again an ethnic station, with a base of Asian music, together with Polish and Ukrainian.

## Jazz blows its own trumpet

WITH RECENT Arts Council research suggesting a UK audience for jazz of 3½m and the emergence of a new pressure group for more jazz on radio, hopes are high that the new London FM incremental radio contract might go to one of three applicants with a strong jazz emphasis.

London Jazz Radio, with a personality-led presenting team featuring Humphrey Lyttelton, includes former LBC newsman Ron Onions. Thames Radio will offer a mix of

rock and jazz while an amalgamation of two established radio groups, Tower and Pyramid from Brixton includes world music and improvised music in its proposed programming. This application also includes input from Edinburgh-based Radio Forth.

The Arts Council findings provide ammunition for an Is Radio

Fair To Jazz? campaign launched by the Association of British Jazz Musicians. The ABJM's Chris Hodgkins says the research shows that while live classical music is attended by 12 per cent of the population and live jazz by 8 per cent, the former gets 95 hours of BBC national radio a week while jazz has just four and a half.

## B R I E F S

● BBC-1 is broadcasting a Paul McCartney special, Put It There, on June 10. Produced by PMI for the BBC and MPL, the 50-minute show will feature a mix of tracks from the new album Flowers In The Dirt, some classic songs from the past and an interview with McCartney. NBD Pictures, which distributed McCartney, a previous BBC profile, is handling international distribution. NBD managing director Nicky Davies says the show is "selling like hot cakes. Most European countries are taking it and serious negotiations are taking place with the US."

● GREAT NORTHERN Rock, BBC North East's indie rock show, expands its territory from June 3. Simulcast for over two years on BBC local radio stations in Leeds, York and Humberside, radios Sheffield, Cleveland and

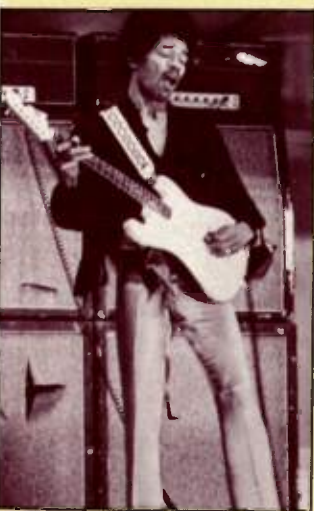


PAUL MCCARTNEY: BBC Special

Newcastle will now be included. The show also moves to a regular Saturday night slot from 8 to 10pm. Presenter/producer Jeremy Hibbard says "I'm hoping to give airtime to as many of the region's excellent bands as possible." Previous live session bands have included Dub Sex, The Parachute Men and The Cardiacs.

● ELTON JOHN has chosen MTV Europe to open for his forthcoming British concert tour with Nik Kershaw. The first concert, at the NEC Birmingham, took place on May 17 and marked the UK debut of MTV On The Road. MTV opens each concert with a 30-minute package of video clips, segments and animation.

● STARTING MAY 30, Channel 4's late night music slot moves into summer with a wide variety of programmes featuring artists like Billy Bragg, Rory Gallagher and Ziggy Marley, plus archive footage of Abba and Jimi Hendrix and a documentary about the emergence of rock music in the USSR.



JIMI HENDRIX Channel 4 goes into the archives

## COMPACT

disc

DIGITAL AUDIO

1 - STREET FIGHTING YEARS, Simple Minds	Virgin
2 - PAST PRESENT, Clannad	RCA
3 - MIND BOMB, The The	Epic
4 - PARADISE, Inner City	10/Virgin
5 - THE RAW AND THE COOKED, NYC	London
6 - WHEN THE WORLD KNOWS YOUR NAME, Deacon Blue	CBS
7 - A NEW FLAME, SIMPLY RED	Elektra
8 - KALEIDOSCOPE WORLD, Swing Out Sister	Fontana/Phonogram
9 - BLAST, Holly Johnson	MCA
10 - DON'T BE CRUEL, Bobby Brown	MCA
11 - GOOD TO BE BACK, Natalie Cole	EMI-USA
12 - TEN GOOD REASONS, Jason Donovan	PWL
13 - NITEFITE 2, Various	CBS
14 - STEPPIN' TO THE SHADOWS, The Shadows	Polydor
15 - ANYTHING FOR YOU, G. Estefan/Miami Snd	Epic
16 - PRECIOUS METAL, Various	Stylus
17 - CLUB CLASSICS VOLONE, SOUL II SOUL	10/Virgin
18 - BIG DADDY, John C. Mellenkamp	Mercury/Phonogram
19 - BLIND MAN'S ZOO, 10,000 Maniacs	Elektra/WEA
20 - EVERYTHING, The Bangles	CBS

© BPI. Compiled by Gallup for BPI, Music Week and BBC.

# AIRPLAY

KEY A= Radio 1 'A' list B= Radio 1 'B' list		RADIO 1		RADIO 1		REGIONAL		LAST	
		w/c 18.5 ACTUAL PLAYS (Clear more)	w/c 11.5 PLAYLISTED	w/c 16.5 PLAYLISTED	w/c 11.5 PLAYLISTED (43 stations)	w/c 18.5 PLAYLISTED	w/c 11.5 PLAYLISTED	WEEK CHART	
ABC One Better World	Neutron	16	9	B	—	19	14	—	—
ABDUL, PAULA Forever Your Girl	Siren	10	4	B	—	30	31	—	—
ADULT NET Where Were You	Fontana	—	—	—	—	12	—	—	—
ALLEN, DONNA Joy And Pain	BCM	5	—	—	—	6	—	—	—
ANIMATION Room To Move	Mercury	5	11	—	—	29	24	95	—
BEAUTIFUL SOUTH Song For Whoever	Go! Discs	11	—	B	—	—	—	—	—
BIBLE! THE Graceland (Remix)	Chrysalis	7	5	—	—	26	20	57	—
BLACK SORROWS, THE The Chosen Ones	Epic	9	6	—	—	7	13	—	—
BOY MEETS GIRL Stormy Love	RCA	8	4	—	—	19	19	—	—
BRICKNELL, EDIE/NEW BOHEMIANS Circle	Geffen	6	12	—	—	30	30	80	—
BROWN, BOBBY Every Little Step	MCA	25	24	A	A	36	27	20	—
BROWN, SAM Can I Get A Witness	A&M	14	10	B	—	33	33	31	—
CAPELLA Helyom Holib	Musica	8	11	—	—	11	5	23	—
CHER & PETER CETERA After All	Geffen	—	5	—	—	29	24	84	—
CHERRY, NENEH Marchand	Circus	20	19	A	A	32	24	26	—
CHILDS, TONI Stop Your Fussing	A&M	—	—	—	—	13	—	—	—
COLD CUT My Telephone	Ahead Of Our Time	11	5	B	—	11	—	—	—
COLE, NATALIE Miss You Like Crazy	EMI-Manhattan	26	19	A	A	43	41	3	—
COSTELLO, ELVIS Baby Plays Around	WEA	4	—	—	—	12	—	—	—
CRY BEFORE DAWN Witness For The World	Epic	—	—	—	—	13	—	—	—
DEACON BLUE Fergus Sings The Blues	CBS	29	26	A	A	38	34	25	—
DENNIS, STEFAN Don't It Make You Feel Good	Sublime	—	—	—	—	24	20	17	—
DICKSON, BARBARA Coming Alive Again	Valley	—	—	—	—	13	16	—	—
D-MOB Time To Get Funky	FFR	4	—	—	—	—	—	—	—
DONOVAN, JASON Sealed With A Kiss	PWL	—	5	—	—	15	—	—	—
EDELWEISS Bring Me Edelweiss	WEA	17	13	B	B	24	24	6	—
ENYA Storms In Africa	WEA	13	—	—	—	—	—	—	—
ERIC & THE GOOD GOOD FEELING Good Feeling	Equinox	8	9	—	—	7	5	96	—
FORD, LITA/OZZY OSBOURNE Close My Eyes	RCA	—	—	—	—	14	—	—	—
FUNKY WORM U + Me - Love	Fam	—	—	—	—	13	—	—	—
FUZZBOX Pink Sunshine	WEA	20	15	A	B	21	16	47	—
GERMINO, MARK Rex Bob Lowenstein	RCA	—	—	—	—	12	16	—	—
GIBSON BROTHERS Que Sera Mi Vida	Debut	8	—	—	—	8	—	—	—
GIBSON, DEBBIE Electric Youth	Atlantic	13	11	B	B	34	35	14	—
GO-BETWEENS, THE Streets Of Your Town Beggars Banquet	Geffen	4	—	—	—	11	—	—	—
GUNS N' ROSES Sweet Child O' Mine	Geffen	4	—	—	—	8	—	—	—
HOTHOUSE Everything You Said	BMG	4	—	—	—	11	—	—	—
HUE & CRY Violently	Circus	14	14	B	B	42	41	21	—
IT BITES Still Too Young To Remember	Virgin	—	—	—	—	13	12	66	—
JACKSONS, THE Nothing That Compares 2 U	Epic	4	4	—	—	32	32	42	—
KHAN, CHAKA I'm Every Woman (Remix)	WEA	16	16	A	—	41	38	8	—
LAUPER, CYNDI I Drove All Night	Epic	1	4	B	—	33	30	60	—
LISA LISA & CULT JAM Little Jackie Wants	CBS	6	6	—	—	20	27	93	—
LOC, TONE Funky Cold Medina	4th & B'way	1	9	A	B	12	4	41	—
LONDON BOYS Requiem	WEA	—	5	—	—	31	29	4	—
MADONNA Express Yourself	WEA	12	—	—	—	25	—	—	—
MCCARTNEY, PAUL My Brave Face	Parlophone	23	16	A	B	42	39	22	—
MCCLEAREN, MALCOLM/BOOTZILLA ORCH. Willy Dörflinger	Epic	1	8	A	—	13	—	—	—
MANDY Don't You Want Me Baby	PWL	—	—	—	—	15	—	—	—
MARSDEN/MCCARTNEY ... Ferry Cross The Mersey	PWL	25	16	A	A	38	33	1	—
MELLENKAMP, JOHN COUGAR Pop Singer	Mercury	1	—	—	—	—	—	—	—
MINOGUE, KYLIE Hand On Your Heart	PWL	22	25	A	A	39	40	2	—
NICKS, STEVIE Rooms On Fire	EMI	23	24	A	A	39	37	16	—
ONE 2 MANY Downtown	A&M	13	—	—	—	11	—	—	—
PAGE, TOMMY Shoulder To Cry On	Warner Brothers	5	—	—	—	—	—	—	—
PALMER, ROBERT Change His Ways	EMI	27	22	A	A	39	33	35	—
PETTY, TOM I Won't Back Down	MCA	18	14	B	B	32	31	53	—
Pil Disappointed	Virgin	13	10	B	B	10	9	38	—
POISON Your Mama Don't Dance	Capitol	8	13	B	B	21	29	18	—
QUEEN I Want It All	EMI	18	21	A	A	37	38	5	—
REID Good Times	Synco	5	—	—	—	10	—	—	—
REM Orange Crush	Warner Brothers	5	—	—	—	6	—	—	—
RICHARD, CLIFF The Best Of Me	EMI	—	—	—	—	13	—	—	—
RIDGWAY, STAN Calling Out Carol	17.5	73	10	B	B	25	23	—	—
ROSS, DIANA Workin' Overtime	EMI	—	—	—	—	22	24	32	—
ROXETTE The Look	EMI	26	20	A	A	36	35	10	—
SA-FIRE Thinking Of You	Mercury	—	—	—	—	15	19	—	—
SINATTA Right Back Where We Started From	Fontana	—	—	—	—	27	21	—	—
SKIN GAMES Your Luck's Changed	Epic	4	4	—	—	20	14	—	—
SNOW, PHOEBE If I Can Just Get Through	Elektra	—	4	—	—	11	14	—	—
SOUL SISTER The Way To Your Heart	Columbia	—	—	—	—	11	13	—	—
STEVENS, SHAKIN' Love Attack	Epic	6	4	—	—	35	32	28	—
STEWART, ROD My Heart Can't Tell You No	Warner Bros	0	17	B	A	25	37	49	—
STYLE COUNCIL Long Hot Summer	Polydor	—	—	—	—	15	11	—	—
SUMMER, DONNA I Don't Wanna Get Hurt	WEA	4	—	—	—	38	32	—	—
SWING OUT SISTER You On My Mind	Phonogram	8	15	—	B	20	39	29	—
UNTOUCHABLES, THE Agent Double O Soul	Enigma	4	5	—	—	—	—	—	—
WATERFRONT Cry	Polydor	8	—	—	—	19	—	—	—
WILLIAMS, ALYSON/NIKKI-D My Love Is So Raw Def. cm	5	4	—	—	—	21	22	34	—
WONDER, STEVIE Free	Mercury	14	12	B	—	30	28	70	—
YAZZ Where Has All The Love Gone	Big Life	14	20	B	A	31	38	19	—

A more detailed playlist breakdown, tracking specific records, is available from the Research Department. For details of this weekly service, call Lynn Facey on 01 387 6611 ext 224.

Records are eligible for the grid if they a) are on the current Radio 1 playlist, or b) had 4 or more plays on Radio 1 last week as monitored by Radio 1's Romeo computer or c) are featured on 11 or more current ILR playlists (A & B lists).



# TOP 75 • ARTIST • ALBUMS

## MUSIC WEEK

27 MAY 1989

INCORPORATING LP, CASSETTE & CD SALES



## NEW THIS WEEK!

### THE HITS ALBUM 10



## 32 OF TODAY'S HOTTEST HITS

INCLUDING: LONDON BOYS • EDELWEISS  
BANGLES • BEATMASTERS WITH MERLIN  
KON KAN • FUZZ BOX • SIMPLY RED

<b>No1</b>	1	TEN GOOD REASONS CD	PWL HF7
		Jason Donovan	
<b>2</b>	2	STREET FIGHTING YEARS ★ CD	Virgin MINDS 1
		Simple Minds	
<b>3</b>	3	PARADISE • CD	10/Virgin DIX 81
		Inner City	
<b>4</b>	<b>NEW</b>	MIND BOMB CD	Epic 4633191
		The The	
<b>5</b>	8	PAST PRESENT CD	RCA PL 74074
		Clannad	
<b>6</b>	7	WHEN THE WORLD KNOWS YOUR NAME ★ CD	CBS 4633211
		Deacon Blue	
<b>7</b>	4	THE RAW AND THE COOKED ★ CD	London 8280691
		Fine Young Cannibals	
<b>8</b>	15	DON'T BE CRUEL • CD	MCA MCF 3425
		Bobby Brown	
<b>9</b>	5	A NEW FLAME ★★ CD	Elektra/WEA WX 242
		Simply Red	
<b>10</b>	6	BLAST • CD	MCA MCG 6042
		Holly Johnson	
<b>11</b>	10	GOOD TO BE BACK ○ CD	EMI-USA MTL 1042
		Natalie Cole	
<b>12</b>	16	CLUB CLASSICS VOL ONE • CD	10/Virgin DIX 82
		Soul II Soul	
<b>13</b>	11	STEPPIN' TO THE SHADOWS • CD	Polydor SHAD 30
		Shadows	

<b>35</b>	25	HEY HEY IT'S THE MONKEES - GREATEST HITS CD	K-Tel NE 1432
		The Monkees	
<b>36</b>	31	FOREVER YOUR GIRL • CD	Siren/Virgin SRNLP 19
		Paula Abdul	
<b>37</b>	30	COMING ALIVE AGAIN CD	Telstar STAR 2349
		Barbara Dickson	
<b>38</b>	39	WATERMARK ★ CD	WEA WX 199
		Enya	
<b>39</b>	<b>NEW</b>	LARGER THAN LIFE CD	MCA MCG 6044
		Jody Watley	
<b>40</b>	<b>RE</b>	ELECTRIC YOUTH ○ CD	Atlantic WX 231
		Debbie Gibson	
<b>41</b>	35	SONIC TEMPLE • CD	Beggars Bonquet BEGA 98
		Cult	
<b>42</b>	36	SINGULAR ADVENTURES OF THE STYLE COUNCIL • CD	Polydor TSCTV1
		Style Council	
<b>43</b>	34	AT THIS MOMENT CD	Jive TOMTV1
		Tom Jones	
<b>44</b>	42	ANCIENT HEART ★ CD	WEA WX 210
		Tanita Tikaram	
<b>45</b>	41	THE INNOCENTS ★★ CD	Mute STUMM 55
		Erasure	
<b>46</b>	43	MONEY FOR NOTHING ★★★★★ CD	Vertigo/Phonogram VERH 64
		Dire Straits	
<b>47</b>	37	DOOLITTLE CD	4AD CAD 905
		Pixies	
<b>48</b>	45	RATTLE AND HUM ★★★ CD	Island U 27
		U2	
<b>49</b>	51	THE GREATEST HITS COLLECTION ★★★ CD	London RAMA 5
		Bananarama	
<b>50</b>	40	MYSTERY GIRL • CD	Virgin V 2576
		Roy Orbison	
<b>51</b>	44	SHOOTING RUBBERBANDS AT THE STARS ○ CD	Geffen WX 215
		Edie Brickell And New Bohemians	
<b>52</b>	48	3 FEET HIGH AND RISING CD	Big Life DLSP 1
		De La Soul	
<b>53</b>	50	THE TRAVELING WILBURYS ★ CD	Wilbury/Warner Bros. WX 224
		The Traveling Wilburys	



	12	Gloria Estefan And Miami Sound Machine	Epic 463125-1
15	9	KALEIDOSCOPE WORLD ○ CD Swing Out Sister	Fontana/Phonogram 8382931
16	23	REMOTE ● CD Hue And Cry	Circa/Virgin CIRCA 6
17	14	DISINTEGRATION ● CD Cure	Fiction/Polydor FIXH14
18	NEW	BLIND MAN'S ZOO CD 10,000 Maniacs	Elektra EKT 57
19	13	EVERYTHING ● CD Bangles	CBS 462979-1
20	21	APPETITE FOR DESTRUCTION ★ CD Guns 'N' Roses	Geffen WX 125
21	18	LIKE A PRAYER ★ CD Madonna	Sire WX 239
22	17	POP ART ● CD Transvision Vamp	MCA MCF 3421
23	NEW	WORKIN' OVERTIME CD Diana Ross	EMI EMD 1009
24	19	KICK ★★★ CD INXS	Mercury/Phonogram MERH 114
25	NEW	BIG DADDY CD John Cougar Mellencamp	Mercury/Phonogram 8382201
26	24	KYLIE ★★★★★ CD Kylie Minogue	PWL HF 3
27	22	DIESEL AND DUST ○ CD Midnight Oil	CBS 460005-1
28	32	STOP! ● CD Sam Brown	A&M AMA 5195
29	20	SONGS TO MAKE THE WHOLE WORLD ... CD Barry Manilow	Arista 209927
30	29	OPEN UP AND SAY ... AAH! ● CD Poison	Capitol EST 2059
31	26	SOUTHSIDE ● CD Texas	Mercury/Phonogram 8381711
32	27	GIPSY KINGS CD Gipsy Kings	Telstar STAR 2355
33	28	WANTED ★ CD Yazz	Big Life YAZZLP 1
34	33	BAD ★★★★★★★★★ CD Michael Jackson	Epic 450290-1

★ ★ ★ TRIPLE PLATINUM (900,000 units)  
 ★ ★ DOUBLE PLATINUM (600,000 units)  
 ★ PLATINUM (300,000 units)  
 ● GOLD (100,000 units)  
 ○ SILVER (60,000 units)  
 NEW NEW ENTRY  
 RE-ENTRY

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18	14	THE GREATEST LOVE ★★ CD Various	Telstar STAR 2316
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55	58	GREATEST HITS ★★ CD Fleetwood Mac	Warner Brothers WX 221
56	55	TRACY CHAPMAN ★★★ CD Tracy Chapman	Elektra EKT 44
57	52	KITE CD Kirsty MacColl	Virgin KMLP 1
58	RE	LOC'ED AFTER DARK CD Tone Loc	Delicious/Island BRLP 526
59	38	IN YOUR FACE CD Kingdom Come	Polydor 8391921
60	54	THE STONE ROSES CD The Stone Roses	Silvertone OREL 502
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71	60	BORN THIS WAY! CD Cookie Crew	London 8281341
72	RE	TANGO IN THE NIGHT ★★★★★ CD Fleetwood Mac	Warner Brothers WX65
73	RE	THE FIRST OF A MILLION KISSES ★★ CD Fairground Attraction	RCA PL 71696
74	64	NEW YORK ○ CD Lou Reed	Sire/WEA WX 246
75	46	IN SEARCH OF SANITY CD Onslaught	London 8281421

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# DIY Fry

by David Giles

"YOU CAN bet 80 per cent of people who call themselves managers are either hustlers or completely incompetent", says Martin Fry, who knows far more about management than most popstars — mainly because ABC have been their own bosses for the majority of their existence. They're back in business at the moment with a new single, *One Better World*, from the forthcoming *Up* album, which is their fifth LP, 10 years after Fry and Mark White released their first single in a band called *Vice Versa*.

Since then, there has only been a short period when an outside manager has been involved (although in the US they are managed by Bennett Freed). Fry explains why:

"We only manage ourselves now because we've searched high and low for a manager. They seem to be split into two camps: the guy who is a fifth member of the band, if you like, who is invaluable if you develop over the years. But it's difficult to locate somebody like that when you're established. Or there are the fat cat management companies who've got a roster of 10 names, and sometimes that doesn't suit an artist."

"Management isn't about going to a couple of five-star restaurants. The most successful people I've come across work for the group or artist. Often groups get intimidated by their management, or they end up with celebrity managers who are plugging themselves rather than the people they represent. If you're clear about what you're doing, just seek a really competent lawyer or accountant ... but I'd love a manager to do battle with the record company for me ..."

ABC have always created the impression of being a separate 'company' — "the purveyors of fine product" boasts the Neutron slogan — dusting up the charts with a big broom rather than being merely an extension of a major label. A mixture of outrageous self-confidence ("We want to shake the world to its foundations" Fry said in an early interview) and astute business and artistic acumen has been the key to their success. Would Fry ever consider managing another band himself?

"Yeah, but I think we've got a lot more records to make. Maybe, when I'm 50! I'll be in there, banging on all those record company doors — 'oh no, it's him again!' Then again, music might change radically in the next century. The best managers are the silent guys, y'know? They're few and far between ... but if there's anyone out there interested in managing ABC, send us your curriculum vitae!"



"IT'S LIKE a UK version of the *Travelling Wilburys*," claims manager Andy Price-Watts of the Corporation, an amalgam of *Sixties* rock stars. Already nicknamed the *Travelling Wrinklies* the quintet includes Merseybeat Tony Crane, Brian Poole, ex-Searcher Mike Pender, Clem Curtis (*Foundations*) and Reg Presley of The Troggs. Their first single, through Pinnacle, is a revival of The Showstoppers' *Ain't Nothin' But A Houseparty*. And even though this is one he didn't produce, Pete Waterman's got an interest since All Boys Music owns the publishing. **DL**

## Popped in, sold out?

by Selina Webb

THE TROUBLE with Pop Will Eat Itself, as RCA is discovering, lies with their impulsive blend of hip-hop vocals, loud grunging guitars and laddish humour. It's not designed for an off-the-peg marketing campaign and so far both radio and TV have been reluctant to jeopardise programme continuity by providing the exposure it deserves.

Frontman Clint says he can "appreciate the limitations of a band like us not getting on *Going Live*," but is frustrated that moving to a major, from manager Craig Jennings' Chapter 22 label, has made little impact on their profile. The behaviour of the band's first two single releases on RCA (a fortnight hovering around the 40 mark before plummeting) confirms it's the fans — and plenty of them — who are buying the records. The challenge of getting The Poppies to the masses is still to be met.

"On the whole it's been pretty good," says Clint of the RCA signing, which he attributes to "needing more money" and better distribution than The Cartel could provide. "The people who work directly with us seem to be genuinely into what we do, but there have been certain cock-ups that really narked us. If The Cartel got something wrong it was still annoying but only a couple of people were involved — when you've got a whole corporation working on something and they still get it wrong, that's

really bad."

The bone currently of contention is that PWEI's new LP, the wildly enjoyable *This Is The Day, This Is The Hour, This Is This*, has gone out nude in its overcoat. The band are incredulous that RCA has, they're told, lost the artwork for the inner sleeve "somewhere between here and Germany".

There's also disagreement on the choice of the next single. RCA is keen to re-release *Def Con 1*, the band wants *Preaching To The Perverted* to go out, while neither party seems keen on *Not Now James, We're Busy*, the LP track earning most media interest and lacking the radio-repellent multiple Big Mac references and dodgy title of the two contenders. The Poppies acknowledge that it could take them into the top 10, but say it's "too much of a novelty record".

"We don't want to be seen as the next Morris Minor And The Majors, and it's hard to shake off people's first impressions," says Clint, who believes "there's no point panicking" as bands like The Cure have proved it's possible to get to the top without ever pandering to radio producers. "If you do it your own way you can still get there in the end," he says.

## Carry on regardless

by Martin Aston

WHAT DO you do when you've been compared to Fleetwood Mac, Sinead O'Connor, T'Pau and Hazel O'Connor, a list of names that only shows that the lazy journalist has noticed you have a female lead singer? What do you do when some bright spark at EMI calls your singer the worst he's had the privilege to hear? What do you do when you have big sacks of ambition and a small bag of a budget?

You just carry on in your own sweet way. Bristol's Love Jungle released their debut mini-album, *Welcome To The House Where The Extras Are Free* in October 1988 on their own Sugar Shack label, a complete and self-sufficient package full of pop promise. "We

do pay attention to what people say but mostly we just carry on, because there is such a contradiction in what people have said," points out guitarist and co-writer Neil Darby. "Some say Angela is the star and the band aren't and others say the opposite. One guy thought our problem was that we had a 'spaghetti junction' of a musical direction. But no-one's said, 'this band are exactly the same as ...'"

Only the EMI comment has really hurt: "I find it shocking as I don't know how anyone could say Angela hasn't got a good voice," says Darby. But Love Jungle's trump card might well be their singer, who like Yazz, is tall, striking, with closely cropped hair and an individual feel for fashion. "She looks totally different every time she goes out and makes all her own clothes," Darby says rather proudly. "I've always been quite fussy about who I work with, and about working with people who can sing really well but also have something about them that gets them noticed."

But don't go thinking house is Love Jungle's bag, because they're definitely pop. "But not just 'classic' pop," Darby feels, "because I think we have a slightly brighter edge than just another pop band." In other words, Love Jungle still feel independent, in both the musical and mental definitions of the word, which might be the reason why A&R folk are just a little confused.

The group's problem is that bold, accessible songs like *Am I Good Enough* and *Blue Skies* — the album's stand-out tracks — never got the necessary bold, accessible production they needed. Darby readily agrees, but adds: "I think you can tell how cheaply the record was done and how little studio time we had. It was stupid money but considering, we think we did really well."

## Passage from India

by Adam Blake

ZOH HAS sold 20m records in India alone. He has had five number ones in South America, with enormous success in such places as Peru. But not, so far, in the UK: "I was signed to EMI for two years but it didn't work out because they had a pre-conceived image for me, they wanted me to take a very Indian route with tablas, sitars and so forth, and I didn't want to do that."

Zoh is far more interested in Luther Vandross and Stevie Wonder as his new single, *Don't Think Twice*, released on the Silva International label, testifies. "I want to get away from the traditional Indian stereotype. I love soul, jazz — and I love writing," he says. To finish a song after maybe three days working on it, it's great. But I hate having to promote it afterwards, it takes all the fun out of it."

However that's exactly what Zoh has been doing with *Don't Think Twice*, making personal appearances at clubs up and down the UK. With his touring band he has appeared in the Middle East, Portugal, Canada and the US, done one date at Hammersmith Odeon, and he is about to tour India. He explains: "I don't have a manager,

so for a tour I employ all the musicians. I get all the equipment, I make sure the contracts are in order, organise the promotion — that's the only way you can make money."

Zoh has a second career as a businessman. He somehow manages to combine being a pop star with studying for an MBA (Master of Business Administration): "It's quite separate. It has a lot to do with my parents. I always put music as a second priority, always. I make sure my studies are done. Music is very important but I'm not going to sacrifice my life for it. You can't rely on the music business."



ZOH: "You can't rely on the music business"

## Plain Wailing

by Adam Isaacs

BOB MARLEY'S death in 1980 was the start of the lean times for his band The Wailers. "We had no contact with him" says guitarist Junior Marvin, recently in the UK to promote a new Wailers Band album on Atlantic.

The lack of legal documents meant intermittent Jamaica-only releases by the group, whose most successful project was the Alpha Bondy's Jerusalem album, a gold record in France. This was the last recording of drummer Carlton Barrett who died in a shooting.

It took us seven years to get a deal," Junior stresses "because people thought Bob was The Wailers. We had to struggle, to prove ourselves. But we kept working. We did the *Sunsplash* tour in '86 and before that the *Legend* tour in '84 and various tribute tours to Australia and New Zealand."

The new album *ID* features new members Michael "Boo" Richards on drums, Irvin "Carrot" Jarrett (ex-Thrice World) on percussion and ex-Berklee College scholar Martin Battista (piano). Although good sales are guaranteed in the US and Japan, Marvin's soulful vocals are let down by poor songwriting.

The Wailers Band now set out on a world tour with UK dates fixed for Birmingham Hummings (June 28) and London Astoria (29).





STEVIE WONDER: birthday boy at his best

## Wonder stuff

NOT MANY birthday parties are held at **Wembley Arena** and when **Stevie Wonder** started celebrating, it was certainly a special occasion.

His brilliant performance gave the audience a chance to sit back and re-live some of the most exciting moments of his career. These included songs from his classic *Innervisions* album and the old R&B favourites recorded before he was 21 years old.

These were backed with a wealth of other songs from his colourful repertoire and the whole show was held together by Wonder's friendly chats between songs, which included a hilarious attempt at a posh English accent and impressions of artists like Michael Jackson and Diana Ross.

The set showed exactly why Wonder has such tremendous respect from so many others. His songs throughout the years — excluding the abysmal *I Just Called...* period — have been characterised by their depth and strong memorable melodies.

Even when he played a new track, *Good Light*, that too was distinctive for the same reasons and proved that his creativity has not left him.

But perhaps the most impressive aspect of the show was how his voice was on top form for the whole of the three hours-plus show. Even after that time he didn't want to leave the arena — and neither did the audience.

NICK ROBINSON

## Beautiful visions

**HURRAH!** HEAD off along the road that so few guitar-based rock/pop groups can successfully navigate. On one side lies the

wreckage of scul-less wimpy janglers, while on the other sits the burnt-out shells of shallow over-pompous fakers. For many, it seems hard enough to steer a steady course in the studio, but when performing live things become even more difficult.

With their second LP, *The Beautiful, Hurrah!* have shown that they can still successfully manage the former. And at London's **Marquee** they set out to repeat the achievement on stage. Things got off to a shaky start with the night's only new song, *Hallelujah*, which could do with some tightening up. It was followed by an unnecessary re-arrangement of *Gloria* — why meddle with something which is already perfect?

But by the third song they had found their stride and there was no looking back. Having three singer/songwriters ensures plenty of variety: from Paul Handyside's studied pure-pop approach, via Taffy Hughes' more dramatic style, through to Dave Porthouse's rock-out. Fuelled with frustration, they delivered all the hits that never were: *Sweet Sanity*, *How Many Rivers* and *Big Sky*.

When almost everyone else's standards seem so low, *Hurrah!* set their's almost beyond reach: at the end of a concert which would put so many to shame, the group seemed genuinely dissatisfied with their performance. On a "good night" they would be unmissable.

ANDY BEEVERS

## Back on the Kane gang

**HUE AND CRY's** performance at London's **Hammersmith Odeon** was a very different affair from the gig I attended a year or so ago in a Birmingham nightclub.

That night they had a very small but highly excited audience who'd come to hear their first hit, *Labour Of Love*. Brothers Pat and Greg Kane gave them that great anthem twice plus a double dose of a version of Prince's *Kiss*. And, good as it was, I left feeling disappointed that Hue and Cry hadn't come up with more worthy produce of their own.

Now I am disillusioned no more. Patrick's brilliant batch of new songs — from their second album *Remote* — hit *Hammersmith* hard. They appealed across the board, to the screaming kids on the balcony and the thoughtful music buffs in the stalls.

And I was pleased to note that Pat isn't afraid to rub in what they're about: the evils of Poll Tax, office politics, problems of painful shyness and so on.

But the showstopper was their brilliant cover of Kate Bush's *Man With The Child In His Eyes*, sung by the brothers without the accompaniment of the superb three-man brass section which boosted them so admirably on other tracks.

Tonight's performance came up with the goods, demonstrating that over the last 12 months the Kane clan have matured against the odds into a band with a great long term future.

CHRIS WILSON

## Never mind the Balkans, here's Muzsikas

**BALKAN FATIGUE** has yet to affect us, so rich and enduring is the music transported to our door. *Hannibal Records* is mostly responsible for the efforts; and following the epic and equally acclaimed Bulgarian ensemble, comes Hungary's **Muzsikas**, featuring Marta Sebestyen, who's been called the Hungarian Sandy Denny before now. Which doesn't make *Muzsikas* the Hungarian Fairport Convention because they're more in the tradition of a gypsified, mediaeval Chieftains.

Quite why these five Hungarians share something with the Celtic spirit is something for the ethnomusicologists, but the **Woolwich Tramshed** audience were too busy being bewitched by the group.

With soaring and sawing fiddles, cuatro and double bass, *Muzsikas* songs are wonderful string-driven things, uncannily simple and intense at the same time, while the addition of hurdy-gurdy and bagpipes varies the recipe. Another key to the enjoyment of this dance/house sound was the double bassist's comments. In versatile and humorously dry English his explanations of the functions of this traditional music — for weddings, sad love poems, dancing and so on — freed the stuff from a purely objective appreciation of the form.

Between the explanations, these Balkans know how to get down, and in the elfin Marta they have a singer who might sing a little bit too far off the microphone, but has a tone and emotion that should be the envy of many a Brit-warbler. Glorious stuff, but then you expect that now. The Balkan beat goes on.

MARTIN ASTON

## Scoring those Pixie points

**THE PIXIES** may be rubbing shoulders in the LP chart with *INXS* and *The Bangles* but they're not letting on. With looks that wouldn't

turn a head in *The Rover's Return* their on-stage banter at London's **Town and Country Club** amounted to a couple of 'thank you's'.

Instead, every ounce of sweat and creativity percolates through their boiler of musical invention, building up a head of steam that powers along their glorious sound. It's cunning stuff, playing on minute touches as much as raw power as *The Pixies* work overtime to emphasise every last hiss and whisper.

Where so many US four-piece acts mark their territory with a guitar sound, the *Pixies'* hallmark is the unique lyrical and vocal genius of Charles "Black" Francis. Looking more like a St Bernard he whined like a coyote and barked like a Doberman.

The might and majesty of songs like *I Bleed* and *This Monkey's Gone To Heaven* coupled with the groovy infection of *There Goes My Gun* and *Gigantic* is a near perfect recipe. If great is six then *The Pixies* are seven.

MATTHEW COLE

## Get a Grip

IT'S NOT often that you can place bands within a field of one but in the case of **The Grip** you are left with no option. Their unique brand of joyful rock has steadily built up a healthy and enthusiastic following, allowing for yet another packed-out show at the **Marquee** and a fitting climax to their UK tour.

It's easy to get carried away with superlatives when describing *The Grip* on stage. From the opening *Silicon And Wire*, through *When The Rain Comes Down*, right up to *Old Getting Older* (unrecorded as yet but now elevated to the highlight of the set), there's no mistaking the band's undoubted ability to produce quality songs, packed full of irresistible melody and infectious charm. In *Willie* they have not only a tunesmith but a confident and witty frontman capable of stirring up a party atmosphere, creating the perfect environment for *The Grip* to operate in.

By the time they reach *Be Yourself*, the title track of last year's debut album, the *Teenage Bride*, the current single via *Survival*, *The Grip* have made their point. The latter, incidentally, witnesses the band at their heaviest, yet losing none of their instantly commercial appeal. The guitars seek to complement and bolster, not camouflage the songs, a quality that they make look easy.

With the encore of *Tiger Feet*, the band deliver a song that best sums up *Grip* philosophy, before bowing out with a speedy *Great Balls Of Fire*. With the essential components of tunes, power, humour and optimism well in evidence it shouldn't be long before the sentiments of their *England You're Dead* EP become a distant reminder of a valuable apprenticeship.

KIRK BLOWS

## As clear as Mudhoney

"WE'RE NOT going to play until everyone joins us on stage," said Mark Arm, **Mudhoney's** vocalist, to the packed crowd at **The London School of Oriental and**

**African Studies**. The result of this oft-used humorous remark was a stage invasion which delayed the gig for more than 30 minutes and put paid to any chance the night's headline's had of living up to their high standards.

Even when they did play, there were numerous interruptions most of which seemed to have little to do with audience misbehaviour. Their eventual performance did offer some compensation with tidy versions of *Crain That Door* and their classic *Touch Me I'm Sick*, but the edge of a normal gig was destroyed by the stop-start nightmare. It could have been a great set, but given the attention their *Superfuzz Bigmuff LP* has aroused, they should soon get the chance to play London again.

Earlier in the evening former fellow Sub Pop stablemates **Soundgarden** showed why A&M has invested in them. Singer Chris Cornell has a voice that helps you remember Robert Plant at his best and the kind of Yank good looks that will soon have the little girls screaming and A&M's accountants sleeping happily. Musically, they're almost straight metal but retain some of the wackiness and intelligence of hardcore.

LEO FINLAY

## Another band, another planet

**THE TRUDY** are every single Sixties kitsch TV moment thrown together. They're *The Monkees* re-done with *Thunderbirds* type puppets, they're *Captain Scarlet's* favourite bard. In the same way that pop music was displayed as a disposable youth object in programmes of the time, *The Trudy* are frivolousness transcribed into music.

They claim to come from another planet and you can tell. The stage gear is a bundle of preposterous outfits, all shoulder pads, glitter and bacon foil suits while the music is packed with outer space references. Giant white balloons decorated with eerie cosmic projections surround the proceedings, making sure that nothing goes out of hand and in a way nothing really does. It's fun, it's fantastic and yes it's been done before (*The Rezillos* to name but one) but that's no reason to deny an evening of solid entertainment.

The stage is littered with bodies all scrabbling to play as many instruments as possible. Organs, guitars, popper plates, no holds barred in the search for the pop music equivalent of a space hopper. The audience, to say the least, is affected. The only reason no-one's up at the front at the **Powerhaus** is that they're all getting down and this is truly a close encounter of the fun kind.

Like *Grease* on another planet, *Blondie* playing *Lost In Space*, *The Trudy* are the past meeting the future and throwing one big girly power pop party. Commercial success, hell who needs it. Prepare to fall in love.

IAN WATSON



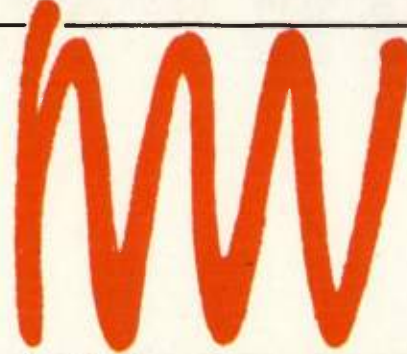
# TOP 75 SINGLES

27 MAY 1989



Compiled by Gallup for the BPI, *Music Week* and BBC based on a sample of 500 record outlets. Incorporating 7", 12", Cassettes & CD single sales.

## MUSIC WEEK



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<b>No1</b>	<b>FERRY 'CROSS THE MERSEY</b> Marsden/McCartney/Johnson/Christians	<b>TOP POPS</b>	PWL PWL 41 (P)
<b>2</b>	<b>HAND ON YOUR HEART</b> ○ Kylie Minogue		PWL PWL(T) 35 (F)
<b>3</b>	<b>MISS YOU LIKE CRAZY</b> Natalie Cole		EMI USA (12)MT 63 (E)
<b>4</b>	<b>REQUIEM</b> ○ London Boys		Teldec/WEA YZ 345(T) (W)
<b>5</b>	<b>BRING ME EDELWEISS</b> Edelweiss	<b>TOP POPS</b>	WEA YZ 353(T) (W)
<b>6</b>	<b>EVERY LITTLE STEP</b> Bobby Brown		MCA MCA(T) 1338 (F)
<b>7</b>	<b>THE LOOK</b> Roxette		EMI (12)EM 87 (E)
<b>8</b>	<b>MANCHILD</b> Neneh Cherry		Circa/Virgin YR(T) 30 (E)
<b>9</b>	<b>I WANT IT ALL</b> ○ Queen		Parlophone (12)QUEEN 10 (E)
<b>10</b>	<b>I'M EVERY WOMAN (Remix)</b> Chaka Khan		Warner Brothers W 2963(T) (W)
<b>11</b>	<b>ETERNAL FLAME</b> ● Bangles		CBS BANGS(T) 5 (C)
<b>12</b>	<b>HELYOM HALIB</b> Cappella	<b>TOP POPS</b>	Music Man MMPS 7004 (12'-MMPT 12004) (P)
<b>13</b>	<b>ON THE INSIDE (Theme 'Prisoner Cell Block H')</b> Lynne Hamilton	<b>TOP POPS</b>	A.1. A1 311 (A)
<b>14</b>	<b>FERGUS SINGS THE BLUES</b> Deacon Blue		CBS DEAC(T) 9 (C)
<b>15</b>	<b>ELECTRIC YOUTH</b> Debbie Gibson		Atlantic A 8919(T) (W)
<b>16</b>	<b>DON'T IT MAKE YOU FEEL GOOD</b> Stefan Dennis		Sublime LIME(T) 105 (A)
<b>17</b>	<b>BEDS ARE BURNING</b> Midnight Oil		Sprim/CBS OIL(T) 3 (C)
<b>18</b>	<b>MY BRAVE FACE</b> ○ Paul McCartney		Parlophone (12)R 6213 (E)
<b>19</b>	<b>I DON'T WANNA GET HURT</b> Donna Summer	<b>TOP POPS</b>	Warner Brothers U 7567(T) (W)
<b>20</b>	<b>BABY I DON'T CARE</b> Transvision Vamp		MCA TVV(T) 6 (F)
<b>21</b>	<b>CAN I GET A WITNESS</b> Sam Brown	<b>TOP POPS</b>	A&M AM(Y) 509 (F)
<b>22</b>	<b>ROOMS ON FIRE</b> Sonic Youth		

## Skin Games



<b>41</b>	<b>MY LOVE IS SO RAW</b> Alyson Williams featuring Nikki-D		Def Jam 6548987 (12'-6548986) (C)
<b>42</b>	<b>WORKIN' OVERTIME</b> Diana Ross		Ross/EMI (12)EM 91 (E)
<b>43</b>	<b>GOOD THING</b> Fine Young Cannibals		London LON(X) 218 (F)
<b>44</b>	<b>YOU ON MY MIND</b> Swing Out Sister		Fontana/Phonogram SWING 6(12) (F)
<b>45</b>	<b>KEEP ON MOVIN'</b> Soul II Soul featuring Caron Wheeler		10/Virgin TEN(X) 263 (E)
<b>46</b>	<b>U + ME = LOVE</b> The Funky Worm		FON/WEA FON 19(T) (W)
<b>47</b>	<b>CLOSE MY EYES FOREVER (Remix)</b> Lita Ford (with Ozzy Osbourne)		Dreamland/RCA PB 49409 (PT 49410) (BMG)
<b>48</b>	<b>LONG HOT SUMMER '89</b> The Style Council	<b>NEW</b>	Polydor LHS(X) 1 (F)
<b>49</b>	<b>I WON'T BACK DOWN</b> Tom Petty		MCA MCA(T) 1334 (F)
<b>50</b>	<b>FREE</b> Stevie Wonder		Motown ZB 42855 (12'-ZT 42856) (BMG)
<b>51</b>	<b>GRACELAND</b> The Bible		Ensign/Chrysalis BIB(X) 4 (C)
<b>52</b>	<b>I BEG YOUR PARDON</b> ○ Kon Kan		Atlantic A 8969(T) (W)
<b>53</b>	<b>ME MYSELF AND I</b> De La Soul		Big Life/Tommy Boy BLR 7(T) (I/RT)
<b>54</b>	<b>AIN'T NOBODY BETTER</b> Inner City		10/Virgin TEN(X) 252 (E)
<b>55</b>	<b>THAT'S WHEN I THINK OF YOU</b> 1927		WEA YZ 351(T) (W)
<b>56</b>	<b>WALTZ DARLING</b> Malcolm McLaren And The Bootzilla Orchestra	<b>NEW</b>	Epic WALTZ(T) 2 (C)
<b>57</b>	<b>JOY AND PAIN</b> Maze	<b>NEW</b>	Capitol (12)CL 531 (E)
<b>58</b>	<b>LIKE A PRAYER</b> ● Madonna		Sire W 7539(T) (W)
<b>59</b>	<b>TILL I LOVED YOU</b> Placido Domingo & Jennifer Rush	<b>NEW</b>	CBS 654843 7 (C)
<b>60</b>	<b>GOT TO KEEP ON</b> Cookie Crew		Hrr/London FFR(X) 25 (F)
<b>61</b>	<b>TOO MANY BROKEN HEARTS</b> ● Jason Donovan		PWL PWL(T) 32 (P)
<b>62</b>	<b>ONE</b> Metallica		Vertigo/Phonogram METAL 5(12) (E)



- 23** 21 **VIOLENT EP**  
Hue & Cry Circa/Virgin YR(T) 29 (E)
- 24** 13 **AMERICANOS** ○  
Holly Johnson MCA MCA(T) 1323 (F)
- 25** 12 **WHO'S IN THE HOUSE**  
The Beatmasters with Merlin Rhythm King/Mute LEFT 31(T) (I/RT)
- 26** 41 **FUNKY COLD MEDINA/ON FIRE**  
Tone Loc Delicious/4th + B'way (12)BRW 129 (F) **TOP POPS**
- 27** **NEW** **THE REAL ME**  
W.A.S.P. **TOP POPS** Capitol CL 534 (E)
- 28** 15 **IF YOU DON'T KNOW ME BY NOW** ○  
Simply Red Elektra YZ 377(T) (W)
- 29** 28 **LOVE ATTACK**  
Shakin' Stevens Epic SHAKY(T) 10 (C)
- 30** 18 **YOUR MAMA DON'T DANCE**  
Poison Enigma/Capitol (12)CL 523 (E)
- 31** 35 **CHANGE HIS WAYS** **TOP POPS**  
Robert Palmer EMI (12)EM 85 (E)
- 32** 19 **WHERE HAS ALL THE LOVE GONE**  
Yazz Big Life BLR 8(T) (I/RT)
- 33** 47 **PINK SUNSHINE**  
Fuzzbox WEA YZ 401(T) (W)
- 34** 24 **I'LL BE THERE FOR YOU**  
Bon Jovi Vertigo/Phonogram JOV 5(12) (F)
- 35** **NEW** **PSYCHONAUT**  
Fields Of The Nephilim Situation Two ST 57(T) (I/RT)

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- 36** 60 **I DROVE ALL NIGHT**  
Cyndi Lauper Epic CYN(T) 4 (C)
- 37** 42 **NOTHIN (THAT COMPARES 2 U)**  
The Jacksons Epic 654808 7 (12"-654808 1) (C)
- 38** **NEW** **JUST KEEP ROCKIN'**  
Double Trouble & The Rebel MC Desire - (WANTX 9) (PAC)
- 39** 38 **DISAPPOINTED**  
Public Image Limited Virgin VS(T) 1181 (E)
- 40** **NEW** **ONE BETTER WORLD**  
ABC Neutron/Phonogram NT(X) 114 (F)

- 63** 59 **DON'T YOU WANT ME BABY**  
Mandy Smith PWL PWL(T) 37 (P)
- 64** 69 **IT'S YOUR TIME**  
Arthur Baker feat. Shirley Lewis Breakout/A&M USA(T) 654 (F)
- 65** 49 **MY HEART CAN'T TELL YOU NO**  
Rod Stewart Warner Brothers W 7729(T) (W)
- 66** 66 **STILL TOO YOUNG TO REMEMBER**  
It Bites Virgin VS(T) 1184 (E)
- 67** 44 **STRAIGHT UP** ○  
Paula Abdul Siren/Virgin SRN(T) 111 (E)
- 68** **NEW** **WALKING ON SUNSHINE**  
Eddy Grant Blue Wave/Parlophone (12)R 6217 (E)
- 69** 61 **VOODOO RAY EP**  
A Guy Called Gerald Rhm! RS 804 (12"-RX 8804) (P)
- 70** 52 **LULLABY**  
The Cure Fiction/Polydor FICS(X) 29 (F)
- 71** **NEW** **SCOTTISH RAIN**  
The Silencers RCA PB 42701 (12"-PT 42702) (BMG)
- 72** 63 **WHEN LOVE COMES TO TOWN**  
U2 with B.B. King Island (12)IS 411 (F)
- 73** 48 **THIS TIME I KNOW IT'S FOR REAL** ○  
Donna Summer Warner Brothers U 7780(T) (W)
- 74** **RE** **CIRCLE**  
Edie Brickell And New Bohemians Geffen GEF 51(T) (W)
- 75** **NEW** **CRY**  
Waterfront Polydor WON(X) 1 (F)

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T W E L V E • I N C H

- |    |            |                                 |                                   |    |            |                               |   |
|----|------------|---------------------------------|-----------------------------------|----|------------|-------------------------------|---|
| 1  | 9          | EVERY LITTLE STEP               | Bobby Brown                       | 21 | 18         | KEEP ON MOVIN'                | Soul II Soul feat. Caron Wheeler          |
| 2  | 7          | HELYOM HALIB (ACID ACID ACID)   | Coppella                          | 22 | 20         | ELECTRIC YOUTH                | Debbie Gibson                             |
| 3  | 1          | I'M EVERY WOMAN (Danny D Remix) | Chaka Khan                        | 23 | <b>NEW</b> | JOY AND PAIN                  | Maze featuring Frankie Beverly            |
| 4  | 4          | BRING ME EDELWEISS              | Edelweiss                         | 24 | 11         | ETERNAL FLAME                 | Bangles                                   |
| 5  | 2          | REQUIEM                         | London Boys                       | 25 | <b>NEW</b> | ONE BETTER WORLD              | ABC                                       |
| 6  | 10         | MANCHILD                        | Neneh Cherry                      | 26 | <b>NEW</b> | LONG HOT SUMMER '89           | The Style Council                         |
| 7  | 6          | MISS YOU LIKE CRAZY             | Natalie Cole                      | 27 | 25         | CLOSE MY EYES FOREVER (Remix) | Lita Ford (duet with Ozzy Osbourne)       |
| 8  | <b>NEW</b> | JUST KEEP ROCKIN'               | Double Trouble                    | 28 | 15         | BABY I DON'T CARE             | Transvision Vamp                          |
| 9  | 3          | HAND ON YOUR HEART              | Kylie Minogue                     | 29 | 12         | BEDS ARE BURNING              | Midnight Oil                              |
| 10 | <b>NEW</b> | PSYCHONAUT                      | Fields Of The Nephilim            | 30 | 16         | WHERE HAS ALL THE LOVE GONE   | Yazz                                      |
| 11 | <b>NEW</b> | I DON'T WANNA GET HURT          | Donna Summer                      | 31 | <b>NEW</b> | WALTZ DARLING                 | Malcolm McLaren & The Bootzilla Orchestra |
| 12 | 8          | WHO'S IN THE HOUSE              | The Beatmasters with Merlin       | 32 | 33         | WORKIN' OVERTIME              | Diana Ross                                |
| 13 | 13         | THE LOOK                        | Roxette                           | 33 | 28         | ROOMS ON FIRE                 | Stevie Nicks                              |
| 14 | 14         | FERGUS SINGS THE BLUES          | Deacon Blue                       | 34 | <b>NEW</b> | CAN I GET WITNESS             | Sam Brown                                 |
| 15 | <b>NEW</b> | THE REAL ME                     | W.A.S.P.                          | 35 | 19         | AMERICANOS                    | Holly Johnson                             |
| 16 | 29         | FUNKY COLD MEDINA/ON FIRE       | Tone Loc                          | 36 | 26         | VOODOO RAY EP                 | A Guy Called Gerald                       |
| 17 | 5          | I WANT IT ALL                   | Queen                             | 37 | <b>NEW</b> | DISAPPOINTED                  | Public Image Limited                      |
| 18 | 17         | MY LOVE IS SO RAW               | Alyson Williams featuring Nikki-D | 38 | 23         | YOUR MAMA DON'T DANCE         | Poison                                    |
| 19 | 24         | YOU ME - LOVE                   | The Funky Worm                    | 39 | 36         | IT'S YOUR TIME                | Arthur Baker And The Backbeat Disciples   |
| 20 | 32         | NOTHIN (THAT COMPARES 2 U)      | The Jacksons                      | 40 | 31         | ME MYSELF AND I               | De La Soul                                |

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# US TOP FORTIES

## SINGLES

1	1	FOREVER YOUR GIRL, Paula Abdul	Virgin
2		REAL LOVE, Jody Watley	MCA
3*	5	ROCK ON, Michael Damian	Cypress
4*	4	SOLDIER OF LOVE, Donny Osmond	Capitol
5*	6	PATIENCE, Guns N' Roses	Geffen
6*	7	WIND BENEATH MY WINGS, Bette Midler	Atlantic
7*	12	I'LL BE LOVING YOU, New Kids On The Block	Columbia
8*	9	EVERY LITTLE STEP, Bobby Brown	MCA
9	3	I'LL BE THERE FOR YOU, Bon Jovi	Mercury
10*	15	CLOSE MY EYES FOREVER, Lita Ford	RCA
11	11	ELECTRIC YOUTH, Debbie Gibson	Atlantic
12*	19	BUFFALO STANCE, Neneh Cherry	Virgin
13*	14	EVERLASTING LOVE, Howard Jones	Elektra
14*	22	SATISFIED, Richard Marx	EMI
15*	20	WHERE ARE YOU NOW?, Jimmy Hamen with Synchron	WTG
16	21	THROUGH THE STORM, Aretha Franklin	Arista
17	8	AFTER ALL, Cher & Peter Cetera	Geffen
18	10	LIKE A PRAYER, Madonna	Sire
19	13	SECOND CHANCE, Thirty Eight Special	A&M
20*	24	CRY, Waterfront	Polydor
21*	27	POP SINGER, John Cougar Mellencamp	Mercury
22*	30	BABY DON'T FORGET MY NUMBER, Milli Vanilli	Arista
23*	28	THIS TIME I KNOW IT'S FOR REAL, Donna Summer	Atlantic
24*	29	MISS YOU LIKE CRAZY, Natalie Cole	EMI
25	26	VOICES OF BABYLON, The Outfield	Columbia
26	17	IKO IKO (From Rain Man), The Belle Stars	Capitol
27	18	THINKING OF YOU, Sa-Fire	Cutting
28*	35	GOOD THING, Fine Young Cannibals	I.R.S.
29	32	LITTLE JACKIE WANTS TO BE A STAR, Lisa Lisa & Cult Jam	Col
30*	34	COMING HOME, Cinderella	Mercury
31	16	CULT OF PERSONALITY, Living Colour	Epic
32*		I WON'T BACK DOWN, Tom Petty	MCA
33*	40	I DROVE ALL NIGHT, Cyndi Lauper	Epic
34	23	FUNKY COLD MEDINA, Tone-Loc	Delicious
35	25	SHE DRIVES ME CRAZY, Fine Young Cannibals	I.R.S.
36*		VERONICA, Elvis Costello	Warner Brothers
37*		CUDDLY TOY (FEEL FOR ME), Roachford	Epic
38		GIVING UP ON LOVE, Rick Astley	RCA
39	37	DOWNTOWN, One 2 Many	A&M
40*		IF YOU DON'T KNOW ME BY NOW, Simply Red	Elektra

## ALBUMS

1	1	LIKE A PRAYER, Madonna	Sire
2*	3	THE RAW & THE COOKED, Fine Young Cannibals	I.R.S.
3	4	G N' R LIES, Guns N' Roses	Geffen
4*	6	BEACHES, Original Soundtrack	Atlantic
5	2	LOC-ED AFTER DARK, Tone-Loc	Delicious
6	5	DON'T BE CRUEL, Bobby Brown	MCA
7	7	HANGIN' TOUGH, New Kids On The Block	Columbia
8*	9	FOREVER YOUR GIRL, Paula Abdul	Virgin
9	8	VIVID, Living Colour	Epic
10*	12	SONIC TEMPLE, The Cult	Sire
11*	18	FULL MOON FEVER, Tom Petty	MCA
12	11	NEW JERSEY, Bon Jovi	Mercury
13	10	ELECTRIC YOUTH, Debbie Gibson	Atlantic
14	13	GIRL YOU KNOW IT'S TRUE, Milli Vanilli	Arista
15	15	APPETITE FOR DESTRUCTION, Guns N' Roses	Geffen
16	16	LARGER THAN LIFE, Jody Watley	MCA
17	14	TRAVELING WILBURYS, Traveling Wilburys	Wilbury
18*	25	TWICE SHY, Great White	Capitol
19	19	SKID ROW, Skid Row	Atlantic
20*		DISINTEGRATION, The Cure	Elektra
21*		REPEAT OFFENDER, Richard Marx	EMI
22	17	MYSTERY GIRL, Roy Orbison	Virgin
23	20	HYSTERIA, Def Leppard	Mercury
24	22	SHOOTING RUBBERBANDS AT THE STARS, Edie Brickell	Geffen
25	23	MELISSA ETHERIDGE, Melissa Etheridge	Island
26	24	...AND JUSTICE FOR ALL, Metallica	Vertigo
27	27	GUY, Guy	Uptown
28	21	EVERYTHING, The Bangles	Columbia
29*	33	NICK OF TIME, Bonnie Raitt	Capitol
30	29	OUT OF ORDER, Rod Stewart	Warner Bros
31	31	WINGER, Winger	Atlantic
32	30	WATERMARK, Enya	Geffen
33	26	GREEN, R.E.M.	Warner Brothers
34*	35	DIRTY ROTTEN FILTHY..., Warrant	Columbia
35	32	LET'S GET IT STARTED, M.C. Hammer	Capitol
36	40	3 FEET HIGH AND RISING, De La Soul	Tommy Boy
37	28	LOOK SHARP!, Roxette	EMI
38	37	LIFE IS... TOO SHORT, Too Short	Jive
39	39	SPIKE, Elvis Costello	Warner Bros
40*		THE GREAT ADVENTURES OF..., Stick Rick	Def Jam

Charts courtesy Billboard, May 27, 1989 ★ Bullets are awarded to those products demonstrating the greatest airplay and sales gain.

## A & R LP REVIEWS

**TIN MACHINE:** Tin Machine. EMI USA. MTL5 1044. David Bowie returns under the guise of a raging rock and roll four piece that owes more to his Ziggy Stardust period than his recent efforts. But while this return to roots will please Bowie's dedicated followers, the abrasive edge and wailing guitars might well restrict wider sales. That said, there are some damn fine songs that find Bowie free-wheeling and having a lot of fun, particularly the Stooges-style Crack City and the tongue-in-cheek lament of Bus Stop. The man's undeniable style remains intact but this time he delivers the goods too. **NR**



**k d lang:** Absolute Torch And Twang. Sire WX59. There's none of the career energy of lang's last album with the reclines (Angel With A Lariat) or its dramatic tongue-in-cheek extremes. This is a more polished offering, highlighting that lang — in collaboration with Ben Mink — is capable of writing a decent ballad on which to hang her voice or a pure country number with a swing in its tail. But the high points — such as Three Days, Trail Of Broken Hearts and Pulling Back The Reins — are sparkling enough to sustain lang's current kudos. **KF**

**LISA LISA & CULT JAM:** Straight To The Sky. CBS 463446-1. While the hardcore hip hop element continues to bombard the dancefloors, Lisa Lisa can be found exploring the more commercial side of the genre. This album is in more of a pop vein with distinct Latin influences but still retaining some sturdy hip hop rhythms. And as the single Little Jackie has proved, it works well. **NR**

**JODY WATLEY:** Larger than Life. MCA. MCG 6044. Watley follows her platinum-selling debut with this breezy, 12-track summer collection which, despite some cloning in the funk workout and ballad departments, has its impressive moments. The v. Minneapolis For Love's Sake, vocal collaboration with rappers Eric B and Rakim on Friends and the glorious Lifestyle are all made memorable by producer Andre Cymore, the former Prince cohort who also takes writing credits with Watley for all but one of the tracks. **SW**

**THE OUTFIELD:** Voices Of Babylon. CBS 4634451 (C: 4/CD:-2). A band who have never matched their US success back home in England return with a classy set of songs that still echo The Cars and The Police, although the stunning title track which is already a US hit and climbing over here, is their most stylish and individual single to date. No real surprises, but they never promised any either. **GT**

**SABBAT:** Dreamweaver. Noise NUK 132. Their History Of A Time To Come debut was unanimously acclaimed and with Dreamweaver maintaining the band's penchant for lyrical and musical complexity, a talent that belies their youth, Sabbath now look destined to take their unique brand of thrash all the way. Illustrating the potential rather than the limitations of their

genre, if ever there were a musical equivalent of The Exorcist, this is it! **KB**

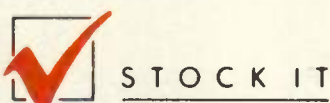


**PAUL HAIG:** Chain Records CIRCA 7. Fine solo effort from Haig, former frontman of Scotland's coolest ever group Josef K. Now working with ex-Associate Alan Rankine, the emphasis has switched from classic jangly guitar sounds to classy Euro-pop, but a superior brand of that much maligned format. There's quite a few potential hits here, a small each way on Times Can Change reaching top 20 status would be in order, and the future in general, looks bright for one of the more interesting pop singers around. **LF**

**FRONT LINE ASSEMBLY:** Gathered Senses & Crossfire. Third Mind TMLP31. Technology vans again. Front Line Assembly are Canadian conspiracy theorists out of Skinny Puppy who bring a goth sensibility into play in their excellent electro-dance music. More static and ponderous than house, Gathered Senses & Crossfire is nonetheless plugged well into the pleasure principle. **CG**



**KEVIN MCDERMOTT ORCHESTRA:** Mother Nature's Kitchen. Island. ICT 9920. Not only is this the strongest debut of the year so far it is also a contender for best album. It's packed with rousing, passionate rock songs charged with some gutsy and emotive electric and acoustic guitar work. The spark was lit with the excellent Wheels Of Wonder single and McDermott's honest and uplifting songwriting style looks set to ensure big long term sales. **NR**



**STAN RIDGWAY:** Mosquitoes. IRS Records. EIRSA 1010. Always a masterful storyteller, Ridgway returns with another stunning collection of mood pieces and rocking rhythms. His lyrical clarity makes him sound like a Tom Waits from the deep South and the tunes are just as captivating. A successful single, possibly Goin' Southbound, should put him — deservedly — back in the public eye. **NR**

**THE DICKIES:** Second Coming. Enigma ENVLP 526. The return of the vastly underrated Dickies finds them in fine fettle. The term "power pop" was coined precisely for music like this — lively, melodic and frequently manic. Unlike many of their post-punk contemporaries, The Dickies have never been frightened of intricate pop songs and there are some excellent examples here. **DC**

**TO HELL WITH BURGUNDY:** Earthbound. FACTORY 217. Distribution: Pinnacle. Quite what any group would so slavishly mimic Love's Forever Changes is baffling. That said, this debut is melodic, atmospheric, daring, subtle — all the things Love were. Given Factory's

honesty, Earthbound could make a major splash, and not just in the alternative charts. **MA**

**VARIOUS:** 2-4-2. El ACME 19. Distribution: Pinnacle. VARIOUS: Bananas! Rodney Rodney RODNEY 1. Distribution: APT. Two compilations donating funds to the Hillsborough appeal but conceived before the tragedy. Both share a common sense of humour, both are well worth hearing, although the novelty of the former can wear off quite rapidly. 2-4-2 brings together all the dreadful songs by football teams, from England to Wimbledon, with pop inserts from 10CC, The Thompson Twins and Chas And Dave at times. The best offering by far is Don Maroon's Belfast Boy. The effect of the remainder being hilarious after numerous drinks. Bananas! is aimed for and square against the I-D card bill and has Dub Sex, Frank Sidebottom, Bradford, The Corn Dollies and various others lending their songs. **DEH**

**BLUE RODEO:** Diamond Mine. WEA 256 268-1. Anyone who is a fan of 10,000 Maniacs, The Triffids or Elvis Costello will appreciate the creative songwriting that makes this album one of the most accomplished works of the year. Country, rock and folk influences blend to make an emotive, relaxing and fulfilling set. Dig out this gem. **NR**

**SPINAL TAP:** From The Original Motion Picture Soundtrack. This Is Spinal Tap. Episode LUS LP2. At last! The original testament to the entire history of heavy rock finally makes it way onto vinyl. The subtleties and slight nuances of Spinal Tap's humour continues on record with the likes of Hell Hole, Big Bottom, Sex Farm and Stonehenge defining the proper concept of true metal. And with lines such as "Big bottom big bottom, talk about mud flaps, my gal's got 'em" doing the album justice lyrically, there'll be plenty of interest in these living legends. Could change the face of rock and roll. **KB**

**RAY LEMA:** Nangadeef. Island MLPS 1000. Like Salif Keita and Manu Dibango, Ray Lema is an African musician forging powerful links with the West, combining the rhythms and melodies of his native Zaire with the expansiveness of modern production techniques and the fluid expressiveness of modern jazz. On this album the mixture works brilliantly, the luscious vocal harmonies and cool sax of Courtney Pine blending perfectly with the palpitating beat. Marvelous. **DG**

**DREAMS SO REAL:** Rough Night In Jerico. Arista Records 259 457. From the same Athens as REM (the one in Georgia), Dreams So Real must have also shared the same guitar tutor, album collection, underwear etc as their near neighbours such as the similarity in the bands' sound. But we all know who was there first, don't we. The title track is stirring enough, but the rest of this UK debut is a rather insipid affair. **AM**

**STOCK RESPONSES:** Martin Astar, Kirk Blows, Karen Faux, Lee Finlay, David Giles, Ian Givins, Dave E Henderson, Andrew Martin, Nick Robinson, Gareth Thompson and Selina Webb.



Reviewed by Jerry Smith

**REM:** Orange Crush. (Warner Brothers W 2960(TCD)). The magnificent REM lift a colourful track from their acclaimed, latest album, Green. With Peter Buck's razor-edged guitars and Michael Stipe's characteristic and catchy vocals, it's all very environmentally sound and, as always, worthy of wide-reaching exposure.

**YOUSOU N'DOUR/PETER GABRIEL:** Shakin' The Tree. (Virgin VS(T)1167). Peter Gabriel gives another boost to his friend Youssou N'Dour and world music in general with a very effective track, complete with hypnotic African rhythms and their seductive harmonies, which together form a compelling and, no doubt, chart bound single.



## STOCK IT

**THE WOOD CHILDREN:** Global Village Idiot. (Demon WOOD EP 1). Highgate's finest band of scruffy minstrels let loose with another brace of majestic indie pop, dispatched with a refreshing vigour and displaying a healthy regard for catchy melodies, which should ensure they get noticed.

**DINOSAUR JR:** Just Like Heaven. (Blast First/Mute BFFP 47). Proves to be a curious animal, in taking one superb, light and heady, Cure hit and putting it through the cement mixer that is Dinosaur Jr's wall of throbbing guitars and Mase's gloriously downbeat vocal. The result is pure magic.

**TRANSVISION VAMP:** The Only One. (MCA (D)TVW(T/C) 7). After the rebel-rousing pop of Baby, I Don't Care, the ravishing Wendy and Co deliver a rather one-dimensional stomp to precede their forthcoming LP Velvet. Another hit but of a lesser stature.



## STOCK IT

**ABC:** One Better World. (Neutron/Phonogram NT(X/XR/CD) 14). Martin Fry and Mark White are back with a magnificent pumping dance track, leaning heavily on the Chicago sound and taken from their eagerly-awaited new album, Up. As always — superior and highly engaging stuff, heading once more for the charts.

**ERIC AND THE GOOD GOOD FEELING:** Good Good Feeling. (Equinox (12)EQN 1). Former Duran, Andy Taylor launches his Equinox label with a high powered dance track by the lead singer from the last S'Express hit. Bright and bubbly and instantly memorable, it certainly bodes well for them.

**QUEEN LATIFAH:** Dance 4 Me. (Gee Street GEE(T) 16). Nineteen-year-old New Jersey rapper delivers a tough spiel over a bouncy beat and breaks of Sly Stone's ever popular Dance To The Music. Produced by DJ Mark The 45 King, it has huge crossover potential.



## STOCK IT

**HOT HOUSE:** Everything You Said. (deConstruction/RCA PB 42845 (PT 42846)). Having inexplicably failed to gain more than critical acclaim with their previous singles, Hot House return with a brand new song, smoothly produced by Pete Wingfield, and with Heather Small's velvet voice, success can not elude them for much longer.

**WOLFHOUSES:** Happy Shopper. (Midnight D(I/O)NG 46). These abrasive East Londoners return with a striking single, marked by its cutting guitars and characteristic vocal style. Not one of their best, but interesting enough to ensure attention for their new album, Bright And Guilty.

**LUNACHICKS:** Sugar Luv. (Blast First/Mute BFFP 44). An all female combo who are getting a large amount of press attention at the moment but from this double single it is hard to see why. Regular thrash backing supports yelping vocals to a less-than-dramatic effect.

**COLD CUT:** My Telephone. (Ahead Of Our Time CCUT 006(T)). Having just had a massive hit with the unforgettable People Hold On, Coldcut lift another track from their current What's That Noise? LP. It's a more innovative number but still with an irresistible hook in the chorus harmonies and set to give them yet more success.

**ANIMAL LOGIC:** There's A Spy (In The House Of Love). (Virgin AL(T) 10). Curious combination of talent as ex-Police drummer, Stew-



art Copeland, teams up with the renowned bassman Stanley Clarke to back an, as yet, unknown Los Angeles singer/songwriter, Deborah Holland. Quality stuff with a fine sense of dynamics that could prove popular.



## STOCK IT

**RAINBIRDS:** Sea Of Time (Mercury/Phonogram MER(X) 287). Berlin's Rainbirds preview their second album, Call Me Easy, Say I'm Strong, Love Me My Way, It Ain't Wrong, with a moody track, and the mesmerising guitar riffs and the girl singer's highly effective, warbling vocal should gain them plenty of attention.

**GLADYS KNIGHT:** Licence To Kill. (MCA MCA 1339). Gladys Knight beats all-comers for the dubious pleasure of singing the theme to the latest Bond movie, written and produced by Narada Michael Walden, and basically a pastiche of the best of the previous themes. It can't really fail.

**JOHNNY KEMP:** Birthday Suit. (CBS 654838 0(654838 8)). Apparently taken from the soundtrack to a film, Sing, this bright and poppy dance track proves to be a powerful summer single, with an unforgettable chorus and high foot-tapping quality. Given the right exposure, it should do well.



WOLFHOUSES: HAPPY Shoppers in the supermarket of pop

MUSIC WEEK 27 MAY, 1989

THE OTHER CHART  
TOP 40 SINGLES

1	1	BABY I DON'T CARE	Transvision Vamp	MCA TVV6 (F)
2	4	DISAPPOINTED	Pil	Virgin VS1181 (E)
3	-	PINK SUNSHINE	Fuzzbox	WEA FZ401 (W)
4	13	GRACELAND	The Bibles	Chrysalis B184 (C)
5	2	LULLABY	The Cure	Fiction FICS29 (F)
6	-	ALBINONI VS STAR WARS	Sigue Sigue Sputnik	Parlophone SSS4 (E)
7	6	EARDRUM BUZZ	Wire	Mute MUTE87 (RT/SP)
8	10	SOMETHING ABOUT YOU GIRL	John Moore & The Expressway	Polydor PNG105 (F)
9	7	CIRCLE	Edie Brickell & The New Bohemians	Geffen GEF51 (W)
10	-	LAZYITIS	Happy Mondays	Factory FAC22 (F)
11	3	INTERESTING DRUG	Morrissey	HMV MOP1621 (E)
12	9	CULT OF PERSONALITY	Living Colour	Epic LCL5 (C)
13	5	FREE WORLD	Kirsty MacColl	Virgin KMA1 (E)
14	8	WISE UP SUCKER	Pop Will Eat Itself	RCA PB4 761 (BMG)
15	22	DUSTY HEARTFELT	Win	Virgin VS1178 (E)
16	12	HAIRSTYLE OF THE DEVIL	Mainman	Crimson CRE063 (I/RT)
17	11	NEVER	House Of Love	Fontana HOL1 (F)
18	-	OBSESSION	Xymox	Wing/Polydo WING5 (F)
19	15	TYPICAL!	Frazier Chorus	Virgin VS1178 (E)
20	20	MONKEYS GONE TO HEAVEN	Pixies	4AD AD904 (I/RT)
21	14	THE BEAT(EN) GENERATION	The Beat	Epic EMU8 (C)
22	29	JOE	Inspirational Carpets	Cas MOO3 (I)
23	21	CALLING OUT TO CAROL	Stan Ridz	IRS IRS106 (F)
24	16	WON'T LET GO	Bliss	Parlophone R6216 (E)
25	18	SAVED SWANS	The Cult	MCA MCA1332 (F)
26	17	FIREWOMAN	Beggars Banquet	BEG228 (W)
27	24	SHE GIVES ME LOVE	The Godfathers	Epic GFT4 (C)
28	19	WHEELS OF WONDER	Kevin McDermott Orchestra	Island IS404 (F)
29	28	LET'S GO ROUND THERE	Darling Buds	Epic LOND3 (C)
30	23	LIKE PRINCES DO	Diesel Park West	Food FOOD19 (F)
31	33	BIRDLAND EP	Birdland	Lozy L&Z13 (I/RT)
32	30	EVERYTHING COUNTS (LIVE)	Depeche Mode	Mute BONG16 (RT/SP)
33	35	JOCELYN SQUARE	Love And Money	Fontana DONEY7 (F)
34	31	HARD WORK	CCP	MCA MCA1298 (F)
35	38	TEENAGE BRIDE	Grip	Survival SUR048 (I)
36	-	SWEET JANE	Cowboy Junkies	Cooking Vinyl BRV008 (I/RT)
37	-	WHITE KNUCKLE RIDE	Danielle Dax	Avonmore OR23 (I/RT)
38	36	VAGABONDS	New Model Army	Epic NMA8 (E)
39	39	MERCY SEAT	Ultra Vind Scene	4AD AD906 (I/RT)
40	27	ALL AND MORE	Salvation	Karbon KAR612T (P)

## TOP 20 ALBUMS

1	1	DISINTEGRATION	The Cure	Fiction FIXH14 (F)
2	2	POP ART	Transvision Vamp	MCA MCF3421 (F)
3	4	DOOLITTLE	Pixies	4AD CAD905 (I/RT)
4	6	SONIC TEMPLE	The Cult	Beggars Banquet BEGA98 (W)
5	5	STONE ROSES	Stone Roses	Silverstone GRELP502 (P)
6	-	MORE SONGS ABOUT LOVE AND HATE	The Godfathers	Epic 4633941 (C)
7	-	KITE	Kirsty MacColl	Virgin KMA1 (E)
8	3	THIS IS THE DAY, THIS IS THE HOUR, THIS IS THIS	Pop Will Eat Itself	RCA PL 4141 (BMG)
9	10	SHOOTING RUBBERBANDS AT THE MOON	Edie Brickell & The New Bohemians	Geffen WX218 (W)
10	9	UKRAINSKI VESTUPI V JOHNA PEELA	The Wedding Present	RCA PL 4104 (BMG)
11	15	GREEN	R.E.M.	Warner Bros WX234 (W)
12	7	THE INNOCENTS	Erasure	Mute STUW55 (RT/SP)
13	8	SILVERTOWN	The Men They Couldn't Hang	Silverstone JRELP503 (P)
14	11	TECHNIQUE	New Order	Factory FACT275 (P)
15	14	STRANGE KIND OF LOVE	Love & Money	Fontana SFLP (F)
16	17	THE TRINITY SESSION	Cowboy Junkies	Cooking Vinyl COK11 (I/RT)
17	19	BLACK SWAN	The Triffids	Island ILPS928 (E)
18	16	SURFER ROSA	Pixies	4AD CAD803 (I/RT)
19	12	GOOD DEEDS AND DIRTY RAGS	Goodbye Mr MacKenzie	Epic EST2089 (E)
20	13	101	Depeche Mode	Mute STUW55 (RT/SP)

Compiled by Music Week from Gallup Data



**When it comes to marketing Queen, you're marketing more than just a band, you're dealing with a phenomenon. As Selina Webb discovers, if you'd hoped to avoid their new LP, *The Miracle*, during the next month, the EMI machine has other ideas**

# Marketing a miracle: Queen's royal return

and display profile. Smiths also has an exclusive deal to give away a print of the front cover of the album with every one purchased, 25,000 prints having been produced for the purpose.

In addition EMI has produced a very limited edition A4 presentation box containing an album CD, the special "teaser" tape, a biography, album press release and black/white photograph. Fans can also ring an 0898 number to hear Brian May talking about the new album and playing a selection of tracks.

Wadsworth says his campaign is "almost like marketing a trade mark" and approached in a different way from the launch of a new artist.

"There's already recognition, so you're not persuading people to be interested in something. It's just a case of letting people know it's there and putting the right message over in as striking a way as possible," he says.

That message, according to Wadsworth, is that Queen's sixteenth long-player is an excellent Queen album by Queen standards and he intends to put it across with the help of the band's gob-smacking sleeve design artwork. Designer Richard Gray has employed advanced computer techniques to make a composite head of the four band members for the front of the sleeve, and a second design — for the reverse of the LP and display backing sheets — of an arresting honeycomb of eyes and noses.

The in-store campaign kicked off a fortnight prior to release with purely graphical teaser posters bearing the legend "Queen's *Miracle* arrives on May 22", with the display blossoming into a wash of heads, noses and eyes on release day. Wadsworth is confident the artwork will have considerable impact and Jim Beach, the band's manager, says it was designed with the marketing campaign in mind.

"It's not just art for art's sake and we've remembered that it will have to be reduced down for CD and cassette, not just designed for the 12-inch record," he explains. "The image gradually links through with the single into what's on the album. It aims to be both simple and hard-hitting."

Following the initial marketing blitz — which Wadsworth says is targeted primarily at Queen's massive fan base — the campaign will concentrate on pulling in the "floating voters", the thousands of people who have Queen records in their collection but wouldn't describe themselves as loyal followers. Wadsworth believes the potential is enormous:

"One of the best-selling albums ever was Queen's *Greatest Hits* with its variety ranging from the stadium rock of *We Will Rock You* to the dance beats of *Another One Bites The Dust*. This new album sounds like another Queen's *Greatest Hits*, except none of the



QUEEN RULES: the full set of promo items and formats

are hits — yet!"

The on-going promotion is to include solus TV advertising bought through the London Media Company as each single is released, while BR poster sites have been pre-booked for three months from June, an expense justified by the frequent appearance of seven-inch product.

"We aim to attract the floating voters by regular single releases, which should also sustain the album in the spotlight until the end of the year," he says. "The first single is straight down the line for the Queen fan but there is a whole range of styles on the LP — something for everyone."

The first single, *I Want It All*, entered the chart at number three on May 7 and Wadsworth's campaign will now shift a gear to ride on the back of its success. Brian May and Roger Taylor are involved in promotional duties for TV, radio and press — through Lipsey Meade PR — and the schedule also includes a Radio One special on May 29 and two Queen programmes on ITV. Radio One listeners will be able to hear the first UK radio interview with all four members of Queen in over eight years when *Queen For An Hour* is aired at 2pm on bank holiday Monday, while ITV is finalising a date in May or June to transmit two Queen programmes. Queen: *Magic Years* is an hour-long TV edit of the currently available three-volume video anthology and Queen: *Live In Budapest* a documentary of their successful tour of Hungary in 1986.

Queen's media profile will be high throughout the summer, but

there are no plans for the band to play live — surely a huge disappointment for fans and hindrance to its Parlophone campaign. Freddie Mercury takes the blame for the decision not to tour and is quoted as saying: "I want to change the cycle of the album, world tour, album, world tour. Maybe we will tour but it will be for totally different reasons, I've personally had it with these bombastic lights and staging effects. I don't think a 42-year-old man should be running around in his leotard any more."

Also surprising is the video for *I Want It All*. Directed by David Mallet, it is a simple performance promo, a long way from the visual extravaganzas we have come to expect from Queen.

"There was a feeling that it would be good to return to something that was very simple and straightforward and showing Queen doing what they do best," explains Jim Beach. "We were also considering the US. A lot of videos which were received rapturously here weren't really appreciated in the States. They didn't see the humour of seeing Queen in drag."

Queen's success has earned them considerable autonomy which extends to owning their own recordings, videos and artwork. In Beach's view management input in the marketing campaign amounts to "tossing ideas backwards and forwards" with particular emphasis put on the in-store display, radio play, the video and co-op advertising which he believes gives better value for money.

"We have our say but it's ultimately Tony Wadsworth's cam-



TONY WADSWORTH: 'it'll sell even if we cock the whole thing up'

paign and I think he's done a brilliant job," states Beach. "This is a classic example of how to market a high-profile band, I think it covers all quarters. The key factor with a Queen album is making sure that everyone knows it's here and for that you've got to go for maximum visibility."

Wadsworth reckons the only possible pitfall he will have to avoid is "not taking every opportunity that comes our way", but on the whole he is confident that his marketing campaign will bear ripe fruits for the EMI coffers. What's more, it seems he's enjoying the job:

"You can afford to try out a lot of different marketing elements with a band as big as Queen. It's not exactly indulgence, but you've got a bigger toy shop to work with," he enthuses. "Also there's less luck involved. If you're doing a good marketing job with a band that's had hits you can see the results immediately — with a new band you can be doing a great job for two or three years without any success."



# 'This is art — so what?'

by Selina Webb

**I**KON STANDS alone amongst video companies not only for its location and occasionally bizarre releases, but for staunchly resisting the industry norm of unabashed commercialism. In 10 years the company has retained its artistic discrimination and, while IKON product falls short of the competition in the gloss and glamour stakes, it is miles ahead in its individuality. Live concert tapes and compilations featuring such indies as Danielle Dax and Tools You Can Trust sit side by side with short films from young UK directing talent and all are packaged to the same high standard for sell through release.

IKON began its life as Factory Records' video arm after Tony Wilson ploughed part of the profits from Joy Division's *Unknown Pleasures* LP into a few pieces of basic camera equipment. Malcolm Whitehead, a former printer with insatiable passions for both film and music, took charge of the venture and his first fruit was *Here Are The Young Men*, now a historical visual document which captures Joy Division live in Brussels, Manchester and Eindhoven. Two no-frills compilations followed — *A Factory Video* and *A Factory Outing* — together with *Dowie*, the first non-music title, which records off-beat comedian John Dowie live in Edinburgh.

"IKON was always quite a separate operation, even in those days," explains Whitehead. "And when it got to the stage that we'd made all the films we could with Factory — you can only make so many Joy Division and New Order videos — we left. It was a natural progression."

Funding its film releases with profits from the music tapes, IKON has been a hand to mouth operation based in turns at Whitehead's flat, Tony Wilson's cellar and a room over a second hand television shop. Now the company — comprising Whitehead, Mike Scott, their assistant Alan Dook and a 32-title catalogue — is housed in relatively plush surroundings on an industrial estate south of Manchester. Its office, in a building shared by a sunbed manufacturer and other enterprising small businesses, is more Soho than Altrincham with its neatly-packed shelves, comfy reception area and corporate decor. It's the only similarity discernible between IKON and its mainstream video cousins.

Whitehead explains that IKON operates on similar lines to a small independent record label with releases decided "on my taste and Mike Scott's taste" and deals struck with handshakes rather than contracts. "We don't do much with the major labels, it's so much hassle," he says, preferring to licence video material from independents —

Australian bands Severed Heads and Hunters & Collectors are recent examples — and nurturing the visual potential of such bands as Slab and Dub Sex.

Current projects are a long form with wacky "I haven't got a chicken..." person Edward Barton, a 40-minute dance music video directed by Howard Walmsley and O Yuki Conjugate, an ambient film for music best described as new age. "This is art — so what?" is Whitehead's good-natured exclamation. "It's art without any pretensions about it."

Art or not, IKON has to pay the rent and though it is hard to imagine "sales potential" having a place in Whitehead's daily vocabulary, he concedes that "it all comes down to business in the end". Once IKON has dealt with all packaging and duplication the film releases go out via mail order while the music titles are shifted through all distributors except Rough Trade. But sales are "pretty abysmal", or so quips Whitehead who hopes business will improve when the first sell through shops open, a development IKON is preparing for by cutting its retail prices back to a mainstream £9.99. Flopping IKON programmes to would, he says, defeat the object.

"Doing things for television means that you have to adapt to the medium and the restrictions are getting tighter all the time. Having things on video release only makes them more special, more collectable."



SEVERED HEADS: 'art without any pretensions about it'



HUNTERS & COLLECTORS: the sort of indie band IKON prefers

In conclusion, Whitehead asserts that "it's not always such a good thing to have a lot of money".

"We've got a really basic chop edit suite and I'm glad we haven't got loads of effects at our fingertips. It means you've got to make things happen and shoot it properly," he says.

Perhaps surprisingly, Whitehead

adds that another IKON philosophy is for images to be subservient to the song they accompany.

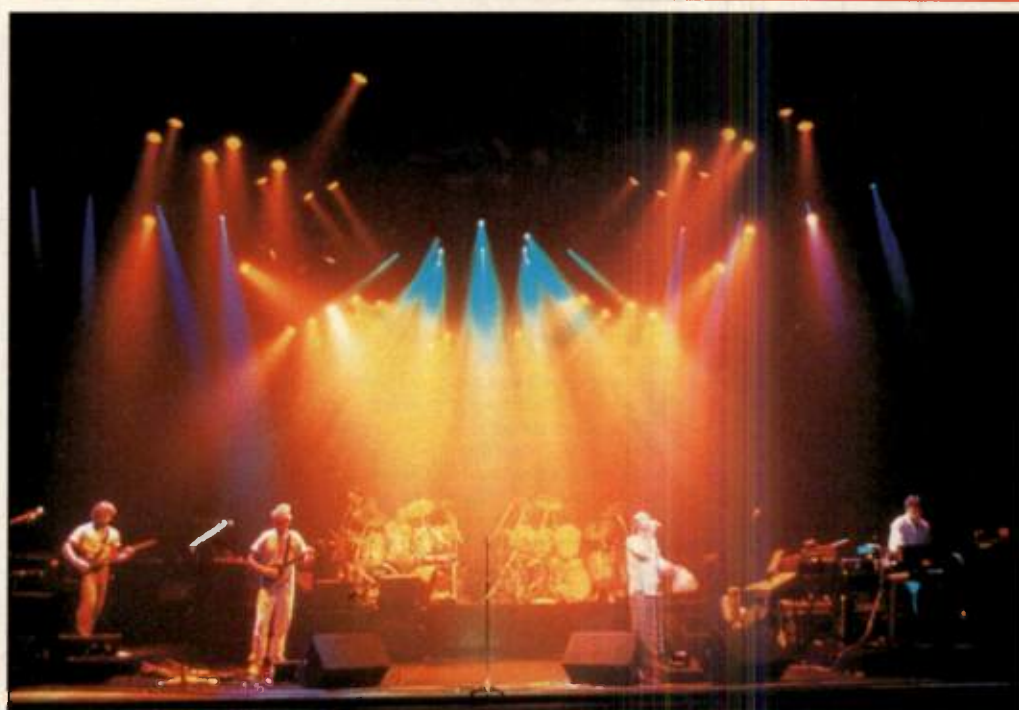
"The music's the important thing and we look at it that we're not trying to sell the music but to enhance it," he says. "It's a different area of business where music's a product and video is a commercial for it."

## MUSIC VIDEO

Description (tracks) Timings/ Dealer Price		
1 3 2	FRANK SINATRA & FRIENDS Live/1hr 30min/£6.95	Video Collection VC 4077
2 1 2	METALLICA: 2 Of One Video Single (2 tracks)/20min/£3.47	PMV/Channel 5 CFV 08342
3 2 8	U2: Rattle And Hum Live (21 tracks)/1hr 36min/£8.34	CIC VHR 2308
4 4 27	KYLIE MINOGUE: Kylie The Videos Video Single (5 tracks)/20min/£6.25	PWL VHF 3
5 5 8	ERASURE: Innocents Live (14 tracks)/56min/£6.95	Virgin VVD 491
6 NEW	HARD 'N' HEAVY: VOLUME 1 ISSUE 1 Compilation/1hr 10min/£6.95	PMI MVP 99 1183 3
7 6 3	GLORIA ESTEFAN: Homecoming Concert Live (15 tracks)/1hr 20min/£8.34	CMV 49017 2
8 NEW	INXS: In Search Of Excellence Compilation (10 tracks)/1hr 30min/£9.04	PMV/Channel 5 CFV 08372
9 10 10	BRUCE SPRINGSTEEN: Video Anthology Compilation (18 tracks)/1hr 30min/£9.04	CMV 49010 2
10 12 36	MICHAEL JACKSON: Making Thriller Compilation/1hr/£6.95	Vestron MA 11000
11 NEW	RICK ASTLEY: Video Hits Compilation (9 tracks)/37min/£6.95	BMG 790147
12 8 3	NEW ORDER: Academy Live (9 tracks)/51min/£6.95	Palace PVC 3019M
13 7 2	PRINCE: Lovesexy Live 1 Live (16 tracks)/1hr 7min/£6.95	Palace PVC 3017M
14 NEW	LEVEL 42: Fait Accompli Compilation (16 tracks)/1hr 30min/£9.04	PMV/Channel 5 CFV 08182
15 17 9	CLIFF RICHARD: Guaranteed Live '88 Compilation (10 tracks)/1hr/£6.50	PMI MVP 99 1179 3
16 13 51	MICHAEL JACKSON: Legend Continues Video Collection Compilation (22 tracks)/55min/£6.95	MJ 1000
17 11 2	PRINCE: Lovesexy Live 2 Live (18 tracks)/1hr/£6.95	Palace PVC 3018M
18 14 2	ROY ORBISON AND THE ... Live (9 tracks)/25min/£3.47	Music Club/Video Col MC 2000
19 9 3	JOHN LENNON: Sweet Toronto Live (8 tracks)/1hr/£6.95	Parkfield Publishing MKM 0001
20 16 2	NEIL DIAMOND: Greatest Hits Live Live (19 tracks)/1hr/£6.95	CMV 49014 2

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## R E V I E W



GENESIS: THE lightshow makes its point on the Invisible Touch tour

**GENESIS: Invisible Touch Tour.** Virgin Vision. VVD 358. Running time: 116 minutes. Dealer price: £8.34.

**Comment:** This straight forward concert performance seems to have taken a while to edit as the concerts at Wembley Stadium were almost a year ago. But for that reason, the footage is not only top quality in terms of colour and definition but also the whole thing flows smoothly. The use of a cam-

era boom enables a number of great crowd sweeps that help capture the stadium atmosphere. But the first two or three songs sound like direct studio cuts with little audience noise and this gives the video, initially, a rather muted effect. But it soon warms up, particularly when it darkens, making the lightshow more evident and Phil Collins gets into his comic banner between songs. Apart from that, it's just Genesis doing their stuff.

There's no special effects or camera trickery — just true-to-life concert shots.

**Sales forecast:** This is an enjoyable show even if some of the songs (taken mainly from their last two albums) drag on at times. But anyone who was at the concerts last summer and Genesis fans in general will love it. Expect initial copies to fly out thanks to the addition of a collector's edition free compact disc single.

NR





# GENESIS

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## TOP • 75 • ARTIST • ALBUMS

1	1	TEN GOOD REASONS Jason Donovan (Stock/Aitken/Waterman)	PWL HF7 (P) C:HF7/CD:HFCD7
2	2	STREET FIGHTING YEARS ★ Simple Minds (Trevor Horn/Stephen Lipson)	Virgin MINDS 1 (E) C:MINDSC 1/CD:MINDSCD 1
3	3	PARADISE ● Inner City (Kevin Sounderson/Juan Atkins)	10/Virgin DIX 81 (E) C:CDIX 81/CD:DIXCD 81
4	NEW	MIND BOMB The The (Various)	Epic 4633191 (C) C:4633194/CD:4633192
5	8	PAST PRESENT Clannad (Various)	RCA PL 74074 (BMG) C:PK 74074/CD:PD 74074
6	7	WHEN THE WORLD KNOWS YOUR NAME ★ Deacon Blue (Warne Livesey/Deacon Blue)	CBS 4633211 (C) C:4633214/CD:4633212
7	4	THE RAW AND THE COOKED ★ Fine Young Cannibals (Cox/Steele/Gift/David Z)	London 8280691 (F) C:8280694/CD:8280692
8	15	DON'T BE CRUEL ● Bobby Brown (Various)	MCA MCF 3425 (F) C:MCFC 3425/CD:DMCF 3425
9	5	A NEW FLAME ★★ Simply Red (Stewart Levine)	Elektra/WEA WX 242 (W) C:WX 242/CD:2448692
10	6	BLAST ● Holly Johnson (Various)	MCA MCG 6042 (F) C:MCGC 6042/CD:DMCG 6042
11	10	GOOD TO BE BACK ● Natalie Cole (Various)	EMI-USA MTL 1042 (E) C:TCMTL 1042/CD:7489022
12	16	CLUB CLASSICS VOL ONE ● Soul II Soul (Jazzy B)	10/Virgin DIX 82 (E) C:CDIX 82/CD:DIXCD 82
13	11	STEPPIN' TO THE SHADOWS ● Shadows (Various)	Polydor SHAD 30 (F) C:SHADC 30/CD:8393572
14	12	ANYTHING FOR YOU ★★ Gloria Estefan And Miami Sound Machine (Various)	Epic 463125-1 (C) C:463125-4/CD:463125-
15	9	KALEIDOSCOPE WORLD ● Swing Out Sister (Paul Staveley O'Duffy)	Fontana/Phonogram 8382931 (F) C:8382934/CD:8382932
16	23	REMOTE ● Hue And Cry (Goldberg/Biondolillo/Kane)	Circa/Virgin CIRCA 6 (E) C:CIRC 6/CD:CIRCD 6
17	14	DISINTEGRATION ● Cure (Robert Smith/David M Allen)	Fiction/Polydor FIXH14 (F) C:FIXH14/CD:8393532
18	NEW	BLIND MAN'S ZOO 10,000 Maniacs (Peter Asher)	Elektra EKT 57 (W) C:EKT 57/CD:9608152
19	13	EVERYTHING ● Bangles (Davitt Sigerson)	CBS 462979-1 (C) C:462979-4/CD:462979-
20	21	APPETITE FOR DESTRUCTION ★ Guns N' Roses (Mike Clink)	Geffen WX 125 (W) C:WX 125/CD:924148-2
21	18	LIKE A PRAYER ★ Madonna (Madonna/Leonard/Bray/Prince)	Sire WX 239 (W) C:WX 239/CD:9258442
22	17	POP ART ● Transvision Vamp (D. Bridgeman/Zeus B. Held)	MCA MCF 3421 (F) C:MCFC 3421/CD:DMCF 3421
23	NEW	WORKIN' OVERTIME Diana Ross (Nile Rodgers)	EMI EMD 1009 (E) C:TCMD 1009/CD:7925432
24	19	KICK ★★ INXS (Chris Thomas)	Mercury/Phonogram MERH 114 (F) C:MERHC 114/CD:832 7212
25	NEW	BIG DADDY John Cougar Mellencamp (John Mellencamp)	Mercury/Phonogram 8382201 (F) C:8382204/CD:8382202
26	24	KYLIE ★★★★★ Kylie Minogue (Stock/Aitken/Waterman)	PWL HF 3 (P) C:HF3/CD:HFCD 3
27	22	DIESEL AND DUST ● Midnight Oil (Warne Livesey/Midnight Oil)	CBS 460005 1 (C) C:460005 4/CD:460005 2
28	32	STOPI ● Sam Brown (Sam Brown/Pete Brown)	A&M AMA 5195 (F) C:AMC 5195/CD:CDA 5195
29	20	SONGS TO MAKE THE WHOLE WORLD SING Barry Manilow (Various)	Arista 209927 (BMG) C:409927/CD:259927
30	29	OPEN UP AND SAY ... AAH! ● Poison (Tom Werman)	Capitol EST 2059 (E) C:TCEST 2059/CD:CDEST 2059
31	26	SOUTHSIDE ● Texas (Tim Palmer)	Mercury/Phonogram 8381711 (F) C:8381714/CD:8381712
32	27	GISSY KINGS Gipsy Kings (Pam/Vanessa)	Telstar STAR 2355 (BMG) C:STAC 2355/CD:YCD 2355
33	28	WANTED ★ Yazz (Various)	Big Life YAZZLP 1 (I/RT) C:YAZZMC 1/CD:YAZZCD 1
34	39	BAD ★★★★★★ Michael Jackson (Quincy Jones/Michael Jackson)	Epic 450290-1 (C) C:450290-4/CD:450290-2
35	25	HEY HEY IT'S THE MONKEES - GREATEST HITS The Monkees (Various)	K-Tel NE 1432 (K) C:CE 1432/CD:NCD 1432
36	31	FOREVER YOUR GIRL ● Paula Abdul (Various)	Siren/Virgin SRNLP 19 (E) C:SRNMC 19/CD:CDSRN 19
37	30	COMING ALIVE AGAIN Barbara Dickson (Stewart and Bradley James)	Telstar STAR 2349 (BMG) C:STAC 2349/CD:YCD 2349
38	33	WATERMARK ★ Enya (Nicky Ryan)	WEA WX 199 (W) C:WX 199/CD:243875-2
39	NEW	LARGER THAN LIFE Jody Watley (Andre Cymone)	MCA MCG 6044 (F) C:MCGC 6044/CD:DMCG 6044
40	RE	ELECTRIC YOUTH ● Debbie Gibson (Debbie Gibson/Fred Zarr)	Atlantic WX 231 (W) C:WX 231/CD:781932-2
41	35	SONIC TEMPLE ● Cult (Bob Rock)	Beggars Banquet BEGA 98 (W) C:BECC 98/CD:BECA 98CD
42	36	SINGULAR ADVENTURES OF THE STYLE COUNCIL ● Style Council (Various)	Polydor TSCTV1 (F) C:TSCTC1/CD:8378962
43	34	AT THIS MOMENT Tom Jones (Various)	Jive TOMTV1 (BMG) C:TOMTC1/CD:TOMCD1
44	42	ANCIENT HEART ★ Tanita Tikaram (Peter Van Hooke/Red Argent)	WEA WX 210 (W) C:WX 210/CD:WX 210CD
45	45	THE INNOCENTS ★★ Erasure (Stephen Hague)	Mute STUMM 55 (I/RT/SP) C:STUMM 55/CD:CDSTUMM 55
46	43	MONEY FOR NOTHING ★★ Dire Straits (Various)	Vertigo/Phonogram VERH 64 (F) C:VERHC 64/CD:836419-2
47	37	DOOLITTLE Pixies (Gil Norton)	4AD CAD 905 (I/RT) C:CAD 905/CD:CAD 905CD
48	45	RATTLE AND HUM ★★ U2 (Jimmy Iovine)	Island U 27 (F) C:UC 27/CD:CIDU 27
49	51	THE GREATEST HITS COLLECTION ★★ Banarama (Various)	London RAMA 5 (F) C:KRAMC 5/CD:8281062
50	40	MYSTERY GIRL ● Roy Orbison (Various)	Virgin V 2576 (E) C:TCV 2576/CD:CDV 2576
51	44	SHOOTING RUBBERBANDS AT THE STARS ● Edie Brickell And New Bohemians (Paul Moran)	Geffen WX 215 (W) C:WX 215/CD:9241922
52	48	3 FEET HIGH AND RISING De La Soul (Prince Paul/De La Soul)	Big Life DLSLP 1 (I/RT) C:DLSMC 1/CD:DLSCD 1
53	50	THE TRAVELING WILBURYS ★ The Traveling Wilburs (Otis & Nelson Wilbury)	Wilbury/Warner Bros. WX 224 (W) C:WX 224/CD:925796-2
54	69	RAW Alyson Williams (Alvin Moody/Vincent Bell)	Def Jam/CBS 4632931 (C) C:4632934/CD:4632932
55	58	GREATEST HITS ★★ Fleetwood Mac (Various)	Warner Brothers WX 221 (W) C:WX 221/CD:925 838-2
56	55	TRACY CHAPMAN ★★ Tracy Chapman (David Kershenbaum)	Elektra EKT 44 (W) C:EKT 44/CD:960774-2
57	52	KITE Kirsty MacColl (Steve Lillywhite)	Virgin KMLP 1 (E) C:TKM 1/CD:CDKM 1
58	RE	LOC'ED AFTER DARK Tone Loc (Matt Dike/Michael Ross)	Delicious/Island BRPL 526 (F) C:BRCA 526/CD:BRCD 526
59	38	IN YOUR FACE Kingdom Come (Keith Olsen/Lenny Wolf)	Polydor 8391921 (F) C:8391924/CD:8391922
60	54	THE STONE ROSES The Stone Roses (John Leckie)	Silverstone OREL 502 (P) C:OREC 502/CD:ORECD 502
61	70	SPIKE ● Elvis Costello (Costello/Killen/Burne)	Warner Brothers WX 238 (W) C:WX 238/CD:9258482
62	47	ROACHFORD ● Roachford (Vernon/Brauer/Roachford/Fayney)	CBS 4606301 (C) C:4606304/CD:4606302
63	72	G N' R LIES ... ● Guns N' Roses (Guns N' Roses)	Geffen WX 218 (W) C:WX 218/CD:924198-2
64	75	ANOTHER PLACE AND TIME ● Donna Summer (Stock/Aitken/Waterman)	Warner Brothers WX 219 (W) C:WX 219/CD:2559762
65	67	ORIGINAL SOUNDTRACK ● S'Express (Mark McGuire/Mark McCabe)	Rhythm King/Mute LEFTLP 8 (I/RT/SP) C:LEFTC 8/CD:LEFTCD 8
66	59	THE HEADLESS CHILDREN W.A.S.P. (Blacie Lawless)	Capitol EST 2087 (E) C:TCEST 2087/CD:CDEST 2087
67	71	RAINTOWN ★ Deacon Blue (Jon Kelly)	CBS 450549-1 (C) C:450549-4/CD:450549-2
68	63	HYSTERIA ★★ Def Leppard (Robert John Lange/Nigel Green)	Bludgeon Riffola/Phono HYSLP 1 (F) C:HYSMC 1/CD:830675 2
69	RE	THE CIRCUS ★ Erasure (Flood)	Mute STUMM 35 (I/RT/SP) C:STUMM 35/CD:CDSTUMM 35
70	62	NEW JERSEY ★ Bon Jovi (Bruce Fairbairn)	Vertigo/Phonogram VERH 62 (F) C:VERHC 62/CD:836345-2
71	64	BORN THIS WAY! Cookie Crew (Various)	London 8281341 (F) C:8281344/CD:8281342
72	RE	TANGO IN THE NIGHT ★★ Fleetwood Mac (Buckingham/McVie)	Warner Brothers WX65 (W) C:WX65/CD:925471-2
73	RE	THE FIRST OF A MILLION KISSES ★★ Fairground Attraction (F. Attraction/Moloney)	RCA PL 71696 (BMG) C:PK 71696/CD:PD 71696
74	68	NEW YORK ● Lou Reed (Lou Reed/Fred Maher)	Sire/WEA WX 246 (W) C:WX 246/CD:925829-2
75	46	IN SEARCH OF SANITY Onslaught (Stephen Galfas)	London 8281421 (F) C:8281424/CD:8281422



## ARTISTS' A-Z

10,000 MANIACS	18	JONES, Tom	43
ABDUL, Paula	36	KINGDOM COME	59
BANANARAMA	49	LOC, Tone	58
BANGLES	19	MACCOLL, Kirsty	57
BON JOVI	70	MADONNA	21
BRICKELL, Edie And	51	MANILOW, Barry	29
NEW BOHEMIANS	58	MELLENCEAMP, Johnny	27
BROWN, Bobby	8	Cougar	25
BROWN, Sam	21	MIDNIGHT OIL	27
CHAPMAN, Tracy	56	MINOGUE, Kylie	26
CLANNAD	5	MONKEES, The	35
COLE, Natalie	11	ONSLAUGHT	75
COOKIE CREW	71	ORBISON, Roy	50
COSTELLO, Elvis	61	PRINCE	47
CULT	41	POISON	30
CURE	17	REED, Lou	74
DE LA SOUL	52	ROACHFORD	62
DEACON BLUE	66	ROSS, Diana	23
DEF LEPPARD	68	S'EXPRESS	65
DICKSON, Barbara	37	SHADOWS	13
DIRE STRAITS	46	SIMPLE MINDS	2
DONOVAN, Jason	1	SIMPLY RED	9
ENYA	38	Soul II Soul	12
ERASURE	45	STONE ROSES, The	60
ESTEFAN, Gloria & MIAMI	49	STYLE COUNCIL	42
FAIRGROUND	73	SUMMER, Donna	64
FINCH, Young	7	SWING OUT SISTER	15
FINE YOUNG	7	TEXAS	31
FLEETWOOD MAC	55	THE THE	4
GIBSON, Debbie	40	TIKARAM, Tanita	44
GISSY KINGS	32	TRANSVISION VAMP	22
GUNS N' ROSES	20	TRAVELING WILBURYS	53
HUE AND CRY	16	U2	48
INNER CITY	24	W.A.S.P.	66
INXS	19	WATLEY, Jody	39
JACKSON, Michael	34	WILLIAMS, Alyson	54
JOHNSON, Holly	10	YAZZ	53

Compiled by Gallup for the BPI, Music Week and BBC based on a sample of 500 conventional record outlets. To qualify for a chart position LPs, Cassettes and CDs must have a dealer price of £2.00 or more.

## KEY TO CHART

TITLE	Label LP No. (Distributor)
Artist (Producer)	C: Cassette No./CD: Compact Disc No.

▲ Indicates panel sales increase of 50-99%  
 ★ Indicates panel sales increase of 100% or more.  
 BPI AWARDS  
 ★ PLATINUM (300,000 units)  
 ★ Any multiple of this level can be certified to provide for double platinum ★★ (600,000 units), triple platinum ★★★ (900,000 units), quadruple platinum ★★★★ (1,200,000 units) awards etc.  
 ○ = GOLD (100,000 units)  
 ○ = SILVER (60,000 units)  
 BPI awards are made for combined unit sales of LPs, Cassettes and CDs.  
 Records with a dealer price of £2.79 or below require twice the sales quantity quoted above to obtain an award.

Panel Sales Percentage.....14%  
 WEEK 20

## TOP • 20 • COMPILATIONS

1	1	NITE FLITE 2 Various (Various)	CBS MOOD8 (C) C:MOOD8/CD:MOOD8CD8
2	2	NOW 14! ★★ Various (Various)	EMI NOW14 (E) C:TCNOW14/CD:CDNOW14
3	NEW	PRECIOUS METAL Various (Various)	Stylus SMR 976 (STY) C:SMC 976/CD:SMD 976
4	3	DEEP HEAT - THE SECOND BURN ● Various (Various)	Telstar STAR 2356 (BMG) C:STAC 2356/CD:YCD 2356
5	4	DIRTY DANCING (OST) ★★ Various (Jimmy Ienner/Bob Feiden)	RCA BL 86408 (BMG) C:BL 86408/CD:BD 86408
6	5	CHEEK TO CHEEK ● Various (Various)	CBS MOOD 6 (C) C:MOODC 6/CD:MOODCD 6
7	7	BUSTER (OST) ★★ Various (Various)	Virgin V 2544 (E) C:TCV 2544/CD:CDV 2544
8	6	THE SINGER AND THE SONG Various (Various)	Stylus SMR 975 (STY) C:SMC 975/CD:SMD 975
9	8	THE CHART SHOW - ROCK THE NATION 2 Various (Various)	Dover/Chrysalis ADD 4 (C) C:ZDD 4/CD:CCD 4
10	9	THE BLUES BROTHERS (OST) Various (Various)	Atlantic K 50715 (W) C:K 450715/CD:K 250715
11	10	THE PREMIERE COLLECTION ★★ Various (Various)	Really Useful/Polydor ALWTV 1 (F) C:ALWTC 1/CD:837282-2
12	RE	SOFT METAL ★ Various (Various)	Stylus SMR862 (STY) C:SMC862/CD:SMD862
13	16	GOOD MORNING VIETNAM (OST) ● Various (Various)	A&M AMA 3913 (F) C:AMC 3913/CD:CDA 3913
14	11	DEEP HEAT ● Various (Various)	Telstar STAR 2345 (BMG) C:STAC 2345/CD:YCD 2345
15	15	THE MARQUEE - 30 LEGENDARY YEARS ● Various (Various)	Polydor MQTV 1 (F) C:MQTVC 1/CD:8400102
16	17	MORE DIRTY DANCING (OST) ★ Various (Various)	RCA BL 86965 (BMG) C:BL 86965/CD:BD 86965
17	12	UNFORGETTABLE 2 ● Various (Various)	EMI EMTV 46 (E) C:TCMTV 46/CD:CDP 7922352
18	14	THE GREATEST LOVE ★★ Various (Various)	Telstar STAR 2316 (BMG) C:STAC 2316/CD:YCD 2316
19	13	THE GREATEST LOVE 2 ● Various (Various)	Telstar STAR 2352 (BMG) C:STAC 2352/CD:YCD 2352
20	18	THE LOST BOYS (OST) Various (Joel Schumacher)	Atlantic 7817671 (W) C:7817674/CD:7817672





# TOP • 20 • ALBUMS COUNTRY

COUNTRY

27th May 1989

1	1	COPPERHEAD ROAD Steve Earle	MCA MCF3426 (F) C:MCFC3426/CD:DMCF3426
2	2	FROM THE HEART Danie O'Donnell	Telstar STAR2327 (BMG) C:STAC2327/CD:TCV2327
3	3	DON'T FORGET TO REMEMBER Danie O'Donnell	Ritz RITZLP0043 (SP) C:RITZL0043/CD:RITZCD105
4	7	LYLE LOVETT & HIS LARGE BAND Lyle Lovett	MCA MCG6037 (F) C:MCGC6037/CD:DMCG6037
5	11	CLASSIC CASH Johnny Cash	Mercury 8345261 (F) C:8345264/CD:8345262
6	RE	TWO SIDES OF DANIEL O'DONNELL Daniel O'Donnell	Ritz RITZLP0031 (SP) C:RITZLC0031/CD:RITZCD107
7	9	OLD 8 X 10 Randy Travis	Warner Bros WX162 (W) C:WX162C/CD:K9254662
8	10	BLUEBIRD Emmylou Harris	Warner Bros 957761 (W) C:9257764/CD:9257762
9	NEW	SOMETHING INSIDE SO STRONG Kenny Rogers	Reprise 9257921 (W) C:9257924/CD:9257922
10	5	I NEED YOU Daniel O'Donnell	Ritz RITZLP0038 (SP) C:RITZLC0038/CD:RITZCD104
11	6	ONE FAIR SUMMER EVENING Nanci Griffith	MCA MCF3435 (F) C:MCFC3435/CD:DMCF3435
12	RE	LITTLE LOVE AFFAIRS Nanci Griffith	MCA MCF3413 (F) C:MCFC3413/CD:DMCF3413
13	18	DIAMONDS & DIRT Rodney Crowell	CBS 4608731 (C) C:4608734
14	14	BEST LOVED FAVOURITES Boxcar Willie	RCA NL71946 (BMG) C:NK71946
15	8	NEXT TO YOU Tammy Wynette	Epic 4650281 (C) C:4650284
16	RE	BUENAS NOCHES FROM A LONELY... Dwight Yoakam	Reprise WX193 (W) C:WX193C/CD:WX193CD
17	4	LONE STAR STATE OF MIND Nanci Griffith	MCA MCF3364 (F) C:MCFC3364/CD:MCAD5927
18	RE	REBA Reba McEntire	MCA MCG6040 (F) C:MCGC6040/CD:DMGC6040
19	NEW	WILLOW IN THE WIND Kathy Mattea	Mercury 8369501 (F) C:8369504/CD:8369502
20	RE	SHADOWLAND Kd lang	Warner Bros WX171 (W) C:WX171C/CD:WX171CD

Compiled by Gallup for the Country Music Association © 1989

## What next for UK country?

by Alan Gardiner

WITH THE Route '89 campaign to promote US country artists well underway, now is an interesting time to check on the health of UK country, for so long the poor relation to its American counterpart. The thriving club and festival scene suggests that there is a large and growing audience for UK country acts, but is this reflected in record sales?

In the case of Irish singing sensation Daniel O'Donnell, whose albums on Ritz and Telstar have dominated the country albums chart for the past two years, it clearly is. O'Donnell now hopes to break into the US market and this month is recording in Nashville. Tony Byworth (of Byworth-Wootton International) hopes to secure a US label deal for the artist and argues that O'Donnell's success is partly attributable to Ritz's ability to mount extensive marketing and promotional campaigns: "most British country acts are with smaller companies, which inevitably lack the resources to give their artists the back-up they need to achieve significant commercial success."

O'Donnell's achievement appears to indicate the potential of UK artists, but the major companies show little interest in UK acts. Explanations for this lack of interest vary.

Jim Marshall of the British Country Music Association believes the companies need more country specialists on their staff but points also to a division in the UK audience between the committed record buyer, who usually favours US artists, and the club- and festival-goer, who supports UK acts but may not buy records regularly. Neil Coppelale, organiser of the

annual Worthing All-British Country Music Festival, agrees that splits in the audience damage the British cause. New young fans attracted by the Route 88 and 89 campaigns are unlikely to patronise their local country clubs.

He speaks of the "dreadful barriers" that country music is still struggling to overcome in the UK and argues that while the credibility of US country has improved, the belief that UK acts cannot perform as well as US artists remains.

Wendy Furness, Product Manager at EMI, does consider UK artists inferior, but says it is inevitable that the majors should concentrate their efforts on US acts with a proven track record. And while sales may be increasing, country's market share is still low (three per cent last year). Given the chart orientation of major companies the neglect of UK artists is unsurprising.

It is therefore left to independent companies such as Ritz to carry the torch for UK and Irish country acts. Irish performers on Ritz include Mary Duff, Ray Lynam, Philomena Begley and new signings Mick Flavin and Dominic Kerwan. The label also releases Charley Pride's US product and later this year plan to record a Pride concert appearance in Dublin.


English labels with an interesting roster of homegrown talent include PT and Borge. PT was founded last year by Pat Tynan, who as Strike Force manager at MCA successfully marketed Nanci Griffith, Steve Earle and Lyle Lovett. He stresses that PT is not a specialist country company but an artist-oriented label interested in original, creative talent with crossover appeal.

Recent signings include veteran UK country rocker Wes McGhee, who has been based for several years in Austin, Texas. Also on the label are Two Hearts, a pairing of female singers Ginny Brown and Tammy Cline, whose well-received debut album, Two Hearts, One Lover, was recorded in Nashville. Borge Records is based in Merseyside and market its product under the banner UK New Country. Its roster includes Stu Page, Iona and Andy, Stroller and White Line Fever. A compilation album, UK New Country Volume 2, is set for release later this year.

**'Most British country acts are with smaller companies, which inevitably lack the resources to give their artists the back-up to achieve commercial success'**

## TOP 10 COMPILATIONS LPS

1	1	THE KENN* ROGERS 'TORY Kenny Rogers	Liberty 3MTV39 (F)
2	6	20 GOLDEN GREATS Glen Campbell	EMI EMTV2 (E)
3	2	THE VERY BEST OF JIM REEVES Jim Reeves	RCA PLB*017 (BMG)
4	10	THE COLLECTION Jim Reeves	Collector CCSL 183 (BMG)
5	5	DOLLY PARTON'S GREATEST HITS Dolly Parton	RCA PLB 422 (BMG)
6	RE	ANNIVERSARY - 20 YEARS OF 'HITS Tammy Wynette	Epic 4503931 (C)
7	7	THE COLLECTION Slim Whitman	Libert EMI326 (E)
8	8	VERY BEST OF DON WILLIAMS* Don Williams	MCA MCG4014 (F)
9	4	THE COLLECTION Boxcar Willie	Collector Ser. CCSL 7159 (BMG)
10	3	GREATEST HITS The Judds	RCA PLB017 (BMG)



★  
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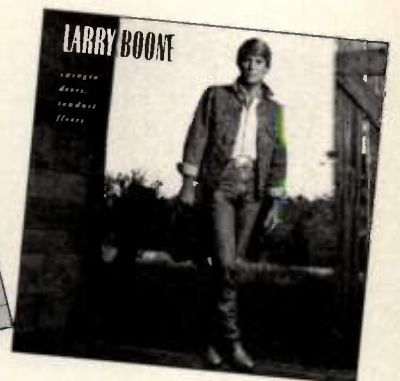
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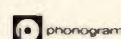


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# One is for opera — a singular success

by Nicolas Soames

THE ART of supertenor Luciano Pavarotti and the delights of opera have been receiving encouragement and support from unaccustomed directions of late, gracing numerous ad campaigns on radio and TV. And opera is even achieving a more regular presence on Radio One.

Nicky Campbell is one of a number of DJs prepared to risk audience figures by programming in a dramatic aria from Puccini or Verdi — but according to Campbell, it only increases the size of his audience.

"Many of my friends kept asking me what was the music on the Pirelli ad, and I sensed there was a growing burn about the piece — Nessun Dorma from Puccini's opera Turandot — and opera in general," says Campbell. "Anyway, it is a spectacular piece of music, so I thought I'd give it a go on my show."

Even Campbell was surprised by the reaction. "I got a tremendous

response. Every time I have played it, the phone lines have gone hot. And when we did a poll asking listeners if they wanted to hear more things like that, 98 per cent said yes, and only two per cent said no."

So Campbell suggested to Decca that it brought out Nessun Dorma as a single in the recording by Luciano Pavarotti. And this has duly been done, with the famous Neapolitan song O Sole Mio on the second side (Pavo 3).

"I wouldn't be surprised if it got into the charts because after all, good music is good music," remarks Campbell. "We are in a time of change and a lot of people are finding out alternatives to things. It is nice to be able to say that they can get Nessun Dorma on a seven inch single rather than forking out £25 for a box set."

Campbell himself has an established taste for opera — his first break into radio came with a show called The World Of Opera for North Sound, the independent radio station in Aberdeen in 1983,

shortly after he finished his history degree at the university there.

"I grew to love a lot of Verdi and Puccini, and I agree with Alan Freeman when he says that he gets the same buzz from Pavarotti when he hits a high C as when a great rock guitarist holds a long note."

Pavarotti comes to London in June for his recital in Docklands' London Arena on June 18, which has been sold out for months. Decca is preparing a prominent campaign, based on a new compilation called Tutto Pavarotti.

This is a mid-price double pack which includes the two songs on the Pavarotti single, plus the song Caruso which was used as a theme music for an American series based on the life of the first great singer to win a worldwide audience through records, Enrico Caruso. It is released here for the first time. Tutto Pavarotti is available on all three formats (425 681), and contains a total of 27 popular operatic arias and songs.

Michael Letchford, Decca Classical's general manager, has pre-



RADIO ONE DJ Nicky Campbell receives a copy of the Nessun Dorma single from Decca's Michael Letchford under the watchful gaze of a cardboard effigy of its singer, Pavarotti

pared a shortened version of Caruso for radio play.

In addition, Decca has two other re-packaging projects, both called The Pavarotti Edition.

The first is sub-titled Songs, and brings together four of his best-selling CDs in a presentation box at a special price — Mamma, O Sole Mio, Mattinata and Passione (421 121-2, £24.46 dealer price).

The second is sub-titled Arias and follows a similar pattern, bringing together four operatic programmes, Great Tenor Arias, Verismo Arias, Pavarotti — Verdi,

and Pavarotti — Donizetti (421 122-2 £24.46 dealer price).

When Pavarotti does arrive in the UK in June, he will be highly prominent. He is doing a live LBC phone-in with Brian Hayes at 11am on June 16, followed by a signing at Tower Records. And he will be on Wogan in the evening. He will be the subject of numerous articles, including colour cover features in the Mail On Sunday and Opera Now; and Decca is investing in radio and national press ads.

There will be posters, showcards, stickers for stock, and life-size Pavarotti cut-outs for in-store use.

# King's of America

THE SONGWRITING talents of Paul Simon, Randy Newman and Jimmy Webb get the full vocal treatment from The King's Singers in one of three MOR releases from EMI this month.

America is the title of the new King's Singers' disc which comes just nine months after their 20th anniversary sortie into pop, the Beatles album. America (749701, all three formats) contains four Simon songs, including Bridge Over Troubled Water and Homeward Bound in a programme with songs also by Cetera, Webb, Maclean and Newman.

They are accompanied by the English Chamber Orchestra conducted by Carl Davis, and the recording is EMI's Record Of The Month with both the LP and MC reduced to £3.86 dealer price up to June 30.

The group will be much in evidence in the summer months, with



THE KING'S Singers' America is one of three EMI MOR releases this month

regular appearances in a Yorkshire TV programme in June and at the Barbican's Summer In The City Festival in July — of which they are artistic directors for the second

year running.

Music by Jerome Kern — Overtures, and music from the film Swing Time — is contained on a new recording by the National Philharmonic Orchestra conducted by John McGlinn who directed the successful Show Boat and Kiri Songs Gershwin albums (749630, all three formats).

And the American bass Samuel Ramey also moves into musicals, with Samuel Ramey Sings Rodgers and Hammerstein (749581, all three formats) with hit numbers from Carousel, Oklahoma, The Sound of Music, South Pacific and others, with the National Philharmonic Orchestra conducted by Peter Matz.

Ramey also features in his more customary operatic role, with an album of operatic arias by Verdi, Rossini, Berlioz, Meyerbeer and Donizetti (CDC 7495822).

NS

## REVIEW

The Planets, Holst/Four Sea Interludes and Passacaglia from Peter Grimes, Britten. LPO, Sir Adrian Boult. Nixa Collector NIXCD 6013. Distributor: PRT. The Planets was recorded in 1954 but sounds absolutely resplendent after its Cedar treatment — an audio processing system developed in Cambridge to return the sound to its original quality. It sounds superb — less surgical than the No Noise system used on Philips, a real service to an excellent performance.

● General interest Mid price

St Nicolas/Hymn To Saint Cecilia, Britten. Anthony Rolfe Johnson, Corydon Singers, English Chamber Orchestra, Matthew Best. Hyperion CDA 66333. Distribution: Pinnacle. The tenor Anthony Rolfe Johnson is an ideal Britten tenor — a singer with a highly distinctive voice which he shades with care and warmth. And with the strong presence of the Corydon Singers and the energetic conducting of Best, it will be difficult to improve upon recording. Well filled, too, with the Hymn To Saint Cecilia.

● General interest

NS

## CHOICE

● THE WORK considered by George Pratt on Saturday's Building A Library on Radio Three was Handel's Dixit Dominus. The top recommendation was a double CD-only recording made in the context of the Carmelite Vespers of 1707. The conductor was Andrew Parrott with the Taverner Choir and Taverner Players, issued by EMI (CDS 749749/2).

## TOP 20 MID-PRICE/BUDGET

### Classical

1	1	VIVALDI FOUR SEASONS	CFP
		Virtuosi Of England	CFP40016/TCCFP40016 (E)
2	2	DUETS FROM FAMOUS OPERAS	CFP
		Various	CFP4144981/CFP4144984 (E)
3	4	TCHAIKOVSKY 1812 OVERTURE	CFP
		Charles Mackerras/LPO	CFP101/TCCFP101 (E)
4	16	VIVALDI FOUR SEASONS	Eminence
		Jerzy Maksymiuk/PCO	EMX2009/TCEMX2009 (F)
5	10	HOLST THE PLANETS	Eminence
		Simon Rattle/PO	EMX2106/TCEMX2106 (E)
6	—	ALBINONI/CORELLI/VIVALDI/PACHELBEL	D G Walkman Class
		Various	4131424 (F)
7	—	VIVALDI FOUR SEASONS	D G Galleria
		Herbert Von Karajan/BPO	4194881/4194884 (E)
8	13	ELGAR ENIGMA VARIATIONS	CFP
		Adrian Boult/LPO	CFP40022/TCCFP40022 (E)
9	—	WAGNER THE RIDE OF THE WALKYRIES	CFP
		Rickenbacher/LPO	CFP4412/TCCFP4412 (E)
10	3	DVORAK SYMPHONY 9 (NEW WORLD)	CFP
		Zdenek Macal/LPO	CFP4382/TCCFP4382 (E)
11	14	HANDEL WATER MUSIC	CFP
		Virtuosi Of England	CFP40092/TCCFP40092 (E)
12	20	WARSAW CONCERTO	CFP
		Adni/Bournemouth SympH/Alwyn	CFP4144931/CFP4144943 (E)
13	6	ELGAR CELLO CONCERTO	CFP
		Robert Cohen/LPO	CFP40342/TCCFP40342 (E)
14	—	CHOPIN FAVOURITES	CFP
		Various	CFP4145011/CFP4145014 (E)
15	—	MOZART CLARINET CONCERTO/BASSOON	CFP
		Jane Glover/London Mozart Plrs	CFP4144841/CFP4144844 (E)
16	—	GREAT CHORAL CLASSICS	CFP
		Various	CFP4548/TCCFP4548 (E)
17	5	HOLST THE PLANETS	CFP
		James Loughran/HO	CFP40243/TCCFP40243 (E)
18	8	ELGAR ENIGMA VARIATIONS ETC	Eminence
		Vernon Handley/LPO	EMX2011/TCEMX2011 (E)
19	—	TCHAIKOVSKY/RIMSKY KORSAKOV	Conifer
		Vladimir Petroschhoff/BFO	DDD133/DDC133 (CON)
20	17	VIVALDI FOUR SEASONS	Conifer
		Anders Ohrwall/DBE	DDD109/DDC109 (CON)

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# DISTRIBUTION TOP INDIE TOP-40 SINGLES

1	NEW	FERRY 'CROSS THE MERSEY	Geary Mountain & Vainings	PWL PWL41 (P)
2	1	HAND ON YOUR HEART	Kylie Minogue	PWL PWL(T)35 (P)
3	2	WHO'S IN THE HOUSE	Beatmasters with Morfin	Rhythm King LEFT31 (T) (I/RT)
4	6	HELYOM HALIB (ACID ACID ACID)	Cappella	Music Man MMP57004 (P)
5	3	WHERE HAS ALL THE LOVE GONE	Yaz	Big Life BLR(T) (I/RT)
6	4	DON'T IT MAKE YOU FEEL GOOD	Shakin' Demos	Sublime LIME(T)105 (A)
7	7	ON THE INSIDE	Lynne Handley	AI A1311 (A)
8	5	ME MYSELF AND I	De La Soul	Big Life BLR(T) (I/RT)
9	8	VOODOO RAY (EP)	A Guy Called Gerald	Rhino! RS804 (P)
10	NEW	DON'T YOU WANT ME BABY	Mandy Smith	PWL PWL(T)137 (P)
11	10	TOO MANY BROKEN HEARTS	Jason Donovan	PWL PWL(T)32 (P)
12	11	EARDRUM BUZZ	Wire	Mute (T)MUTE87 (I/RT/SP)
13	14	WHY DO I ALWAYS GET IT WRONG?	Live Report	Brainbaba (T)CUE7 (A)
14	NEW	ONE STEP AT A TIME	Norcha	PWL PWL(T)40 (P)
15	NEW	JUST LIKE HEAVEN	Dingemans Jr	Blast First BFFP47 (T) (I/RT)
16	NEW	LAZYITIS	Happy Mondays	Factory FAC2227 (P)
17	9	PEOPLE HOLD ON	Cold Cut/Lisa Stansfield	Ahead Of Our Time CCUT5 (T) (RT)
18	15	JOY AND PAIN	Rob Base & DJ E-Z Rock	Supreme SUPE(T)143 (A)
19	12	HARDCORE HIP HOUSE	Tyree	Westside DJIN(T)11 (A)
20	13	I HAVEN'T STOPPED DANCING YET	Pat & Mick	PWL PWL(T)33 (P)
21	19	SHELTER	Circus featuring Kofi	Collaps (T)CIR1 (I/RT)
22	16	SKAVILLE UK	Bad Manners	Bliss Beat BBS001 (P)
23	30	BONNIE WEE JEANNIE MCCALL	Stuart Anderson	Scotdisc (T)VS481 (H/GD/MS)
24	17	SLAM	Hummagard	Westside WSR(T)14 (A)
25	22	COCOON	Timexland	Lisson DOLE(Q)B (P)
26	21	TAKE SOME TIME OUT	Arnold Janya	Republic (T)LIC204 (I/RE)
27	23	GET HIP TO THIS	M-D-Eman feat. Nasah	Republic (T)LIC202 (I/RE)
28	18	HAIRSTYLE OF THE DEVIL	Mamas	Creation CRE043 (T) (I/RT)
29	NEW	CONTACT	Hill The Roof	One Little Indian 15TP7 (I/NM)
30	28	MONKEYS GONE TO HEAVEN	Pixies	4AD (B)AD904 (I/RT)
31	32	THE WALK	Jammy McCrackin	Charly REDZ7100 (CH)
32	NEW	JOE	Inspiral Carpets	Cow MOO3 (I/NM)
33	26	THIS IS SKA	Louisa D	Big One (V)BIG13 (I/RT)
34	25	ROUND AND ROUND	New Order	Factory FAC2637 (P)
35	24	ROCKIN' ON THE GO GO SCENE	Richie Rich	Gee Si GEE(T)12 (I/RT)
36	NEW	BRING FORTH THE GUILLOTINE	Silver Bullet	Tam Tam TTT008 (P)
37	34	THE REAL LIFE	Corporation Of One	Desire (W)ANTX16 (PAC)
38	NEW	IBIZA	Amnesia	Debut (DEB)X3069 (A)
39	NEW	SOUL THIEF	Thieves	Planetarium (T)HEFT2 (U)
40	37	ALL AND MORE	Solapion	Karbon (KAR)6127 (P)

## T R A C K I N G

by Dave Henderson

"HAVE YOU got the new **Beethoven** single?" and "Is Dave Henderson there, this is Shakin' Street Records, have you got the **American Ruse** album?" These are the burning questions in this week's Burning Questions drawer and let me tell you, the answers are "Yes, it's good, it's loud" to number one and "Yes, it's boring" to number two. And, as old cliches go, it's been another funny week on the way to the Tracking page, and independently speaking, **The Dog Faced Hermans** are back! Obnoxious, aggressive, discordant and punky, the Hermans have a new LP on the Vinyl Drip label. Every Day Time Bomb is more cross-phased time changes and energetic stuff on the Vinyl Drip International label through Revolver. For real independent spirit inhale deeply, put on the Hermans and tuck your Sonic Youth T-shirt in for goodness sake.

THE BLUE Chip label has signed New Jersey's **Together Brothers** and the start of June sees the release of a two album set called **Smokin' Beats** which is the most "upfront" set of samples and scratches yet. That'll be followed by the long awaited **Barbara Jean**'s English, which is her first since she was on Contempo some time ago. There's some bizarre dance sounds from the legendary **Sugardog** too. They release **Groove To Get Down**, an intense, demented dance slice on the Temple label through Revolver and the Cartel.

**FIELDS OF The Nephilim** release a new 12-inch on Situation Two through the Cartel. Called **Psychonaut Lib III** it's the best thing that Tracking has ever heard them do, in fact we're so gagglingly inspired we're going to douse the whole office with flour right now. Unfortunately we can't say the same for **The UK Subs**. They have reformed and release **Killing Time** on Fall Out through Jungle and the Cartel. On LP, Cassette and CD, it's a tawdry experience, but a cult one at that.

**EASTERHOUSE**, IN their newly trimmed line up play several dates during June and have a new single, **You're Gonna Miss It (When It's Gone)** taken from the **Waiting For The Red Bird** LP, released on Rough Trade. The APT label has a couple of **Eugene Chadbourne** releases which have already been available as limited supply imports through Revolver. On the Fundamental label they now have a UK list price and they are... The Eddie Chatterbox Double Trio Love Album (which features members of Camper Van Beethoven but we're not allowed to say that) and I've Been Everywhere (which is a measly single album, even though it features an aside of Tim Buckley covers). **Laurel Aitken** has signed to Unicorn Records and releases **Everybody Ska** this week, a rather late follow up to his chart hit **Rudi Got Married** (which rocketed into oblivion

some nine years ago). That'll be available through Nine Mile and the Cartel and the man will be playing live at the end of May and through June.

GREAT NAME of the week, so far, goes to **Whirlpool Guest House** and they release a new album on Summerhouse to celebrate this great accolade. **Pictures On The Pavement** is distributed by APT, as is former PiL guitarist **Keith Levene**'s **Violent Opposition** LP on Fundamental and **Nurse With Wound**'s revitalised **Sylvie And Bobs** collection on the Belgian LAYLAH label... More from American's Fundamental stable includes **Kilslug**'s **Answer The Call** and an eponymous **Negative FX** platter.

THE EL label follows its footie fascination with an album/CD collection called **Girl Talk** featuring a selection of El acts. There's also volume three of their London Pavilion series on album and CD, and that features the guys too. All of these are available through Cherry Red and Pinnacle. At Backs, the glam button has been depressed and **Venus In Furs** unleash their fourth album, **Megalomania** on the Backs label itself. **Little Red Schoolhouse** offer some quality time on their **Groovy** album on Public Domain (that's a recommended one). **The Surf Rats** get seriously rockabilled on their second album for Lost Moment, **Straight Between The Eyes** plus a clutch of CDs from **The Gadgets** on the Plastic Head label. The CDs are **The Blue Album** (which features **Matt Johnson** as a card carrying Gadget), **Love, Curiosity, Freckles And Doubt**, **Gadgetree** and **Infantree**.

**PSYCHIC TV** release the fourteenth, in their series of 23, live LP on their own Temple label through Revolver and the Cartel, which they hope will keep them in the Guinness Book Of Records for quantity. **The Milk Monitors** release an album on ID called **Revenge Revenge** which has been acclaimed as a riotous cross pollination of the Stooges and Spinal Tap. The Lively Art label through New Rose/Pinnacle has a electronic pop album from **Little Nemo**. Sounds In The Attic, which is available on album, cassette and CD, is pretty damn hot. **The American Screaming Trees** release a new album called **Buzz Factory** which is on the SST label through Rough Trade distribution.

**THE PERFECT Disaster** release a deceptively downbeat album called **Up** on the Fire label and head out on the road in June and early July to ply their wares. The album is available through Pinnacle. Third Mind, through APT, has a new album from electronic whizz kids **Front Line Assembly**. The Canadian duo are currently touring Europe, the album is called **Gashed Sense And Crossfire** and it's available on vinyl and CD. Third Mind also releases an album from American band **Area**. The Perfect Dream is the kind of winsome

ambience that'll subliminally impress anyone yearning for a new Cocteau Twins album. The ska wave continues with **Casino Royale**, from Italy, with an album called **Ten Golden Guns** on Unicorn through Nine Mile and the Cartel.

CULT FIGURE **Edwyn Collins**, the former Orange Juice guitarist, returns with a solo album for Demon titled **Hope And Despair**, which is available on album and CD and will be followed by a 12-inch/CD single with a couple of "unavailable elsewhere" racks. Also from Demon and through Pinnacle is a new EP from **The Wood Children** titled **Global Village Idiot**. The New Rose label has a new album from glam rock 'n' rollers **The Lollas**, that's called **Fusee D'Amour** and **The Slickee Boys** **Live At Last**. Both of those are through Pinnacle, too.

CULT MID-Seventies band, **The Transmitters** release a 12-inch called **The Mechanic** on the Craving Company label through Backs and the Cartel, and then there's **The Fifty Third Card** — a name that surely needs some serious investigation — and they have a 12-inch single on the Wildshire label called **Sweet Charity**. That too is through Backs, as is **The Trudy's** **Countdown To Love** single on Planet Miron (that's a pretty good pop too). **Eight Days** **Every Day Is Like A New Beginning** on New Wind, the subtly named **Righteous Pigs** with **Live And Learn** album on Nuclear Blast and, all the way from the Medway, **The Hyacinth Girls** have an album on Red Records and it's called **Happy Now?** Hailed as a collection of acoustic-tinged pop songs in the Lloyd Cole tradition, we're unsure if the Girls are actually gals, but we'll be first to tell you if they are.

THE CREPUSCULE label has a couple of new releases heading our way. Former Tuxedomoon mainman, **Steven Brown** has an album called **Composes Pour le**, which is available on vinyl and CD, while **Devine And Statton** are a union of former Ludus person Ian Devine and Alison Statton who was formerly in the Young Marble Giants and Week-end. They have an album, that's also available on vinyl and CD, called **The Prince Of Wales**. Both APT releases are available through APT.

THERE'S A tussle at the close for **Name Of The Week**, as **Cowboy Killers** crop up. Not sure it's good or not actually, still, they have an album or **Words Of Warning** and it's called **Koyaniscatsi** strangely enough. Available through Revolver, it's been compared to The Dead Kennedys, Spentbirds and SNFU (it's also been called "hot stuff"). On Peaceville, **Autopsy** release an album/cassette/CD called **Severed Survival**. Autopsy are California's top gore metal band, as if you didn't know. And, on that note, let's call it a day for this week.

## TOP-20 ALBUMS

1	1	TEN GOOD REASONS	Jason Donovan	PWL HFT (P)
2	2	DOOLITTLE	Pixies	4AD CAD905 (I/RT)
3	8	WANTED	Yaz	Big Life YAZZLP1 (I/RT)
4	4	3 FEET HIGH AND RISING	De La Soul	Big Life DLSLPT (I/RT)
5	5	KYLIE	Kylie Minogue	PWL HFT (P)
6	3	STONE ROSES	Stone Roses	Silverstone OREL502 (P)
7	6	THE INNOCENTS	Erosione	Mute STUMM55 (RT/SP)
8	7	WHAT'S THAT NOISE?	Cold Cut	Ahead Of Our Time CCUTLP1 (I/RT)
9	9	ORIGINAL SOUNDTRACK	S'Agness	Rhythm King LEFTLP8 (I/RT)
10	10	SILVERTOWN	What They Couldn't Hang	Silverstone OREL503 (P)
11	11	TECHNIQUE	New Order	Factory FACT275 (P)
12	13	THE CIRCUS	Erosione	Mute STUMM 35 (RT/SP)
13	14	JUST A LITTLE MORE	Danceyard	UNQLP1 (SP)
14	12	101	Depeche Mode	Mute STUMM101 (I/RT/SP)
15	RE	LOVE IS A RHAPSODY	General Lafayette	Plaza PZAA001 (SP)
16	NEW	BENEATH THE REMAINS	Sepultura	Roadrunner RO95111 (P)
17	16	SURFER ROSA	Pixies	4AD CAD803 (I/RT)
18	17	THE TRINITY SESSION	Cowboy Junkies	Cooking Vinyl COOK011 (I/RE)
19	20	LUNACHICKS	Lunachicks	Blast First BFFP44 (I/RT)
20	NEW	CENTURY FLOWER	Shalayan Orphan	Rough Trade ROUGH137 (I/RT)

Compiled by Music Week from Gallup Data





Record (Cat. No. OCN2003WL)  
CD (Cat. No. OCN2003WD)  
Cassette (Cat. No. OCN2003WK)



Record (Cat. No. OCN2008WL)  
CD (Cat. No. OCN2008WD)  
Cassette (Cat. No. OCN2008WK)



Record (Cat. No. OCN2005WL)  
CD (Cat. No. OCN2005WD)  
Cassette (Cat. No. OCN2005WK)



Record (Cat. No. OCN2007WL)  
CD (Cat. No. OCN2007WD)  
Cassette (Cat. No. OCN2007WK)



Record (Cat. No. OCN2006WL)  
CD (Cat. No. OCN2006WD)  
Cassette (Cat. No. OCN2006WK)



Record (Cat. No. OCN2001WL)  
CD (Cat. No. OCN2001WD)  
Cassette (Cat. No. OCN2001WK)



Record (Cat. No. OCN2002WL)  
CD (Cat. No. OCN2002WD)  
Cassette (Cat. No. OCN2002WK)



Record (Cat. No. OCN2004WL)  
CD (Cat. No. OCN2004WD)  
Cassette (Cat. No. OCN2004WK)



Record (Cat. No. OCN2009WL)  
CD (Cat. No. OCN2009WD)  
Cassette (Cat. No. OCN2009WK)



Record (Cat. No. OCN2010WL)  
CD (Cat. No. OCN2010WD)  
Cassette (Cat. No. OCN2010WK)

DEALER PRICE  
L.P. & CASSETTE £2.43  
C.D. £3.65

## PUBLISHING

# Chrysalis Music: 'tomorrow the world', says confident Slater

by Dave Laing

EMI'S RECENT acquisition of half of Chrysalis Records can only have positive results for Chrysalis Music Worldwide, says that company's international president Stuart Slater.

He points out that the deal emphasises the independent role of the publishing operation (which remains wholly-owned by Chrysalis plc) and that it will make available funds to help his expansion plans.

These currently include the opening of new offices in Germany and Australia on January 1, 1990, to join existing centres of operation in the UK, US and Scandinavia. "The size of the German market and the success of the record company there makes it a good move for us," says Slater. In Australia, the priority will be to sign writers with an international potential. Slater sees further expansion in the Nineties: "In three or four years we aim to have our own people everywhere in the world."

Slater's career began as lead singer of Merseybeat group The Mojos, and he can be heard singing the band's biggest hit Everything's Alright on a recent British Telecom ad, which featured other Sixties artists — "it was got together by Dave Dee," he says. Slater joined Chrysalis Records in A&R in 1978, moving to publishing, then back to A&R before moving to his present post last year. This has given him an insight into both sides of the industry, he says, and an appreciation of the potential of publishing: "There are so many ways a song can be worked, and looking ahead to a time when soundcarriers as we know them may disappear, the publisher's role could become more important."

In the UK, Chrysalis Music has a catalogue of about 25,000 songs, including the MAM material acquired when the company merged with Gordon Mills' group. Although the emphasis is very much on the acquisition of new talent, Slater, says he will be looking for a veteran publisher to help exploit the MAM material. Of the current writers he adds that "we have a good spread of writers and bands", citing Scitti Politti's Green, Simon Climie and Brian Kennedy, the Irish musician who recently sup-



STUART SLATER: in positive mood

ported Fairground Attraction.

According to Slater, the way Kennedy has been developed by Chrysalis Music is an example of how publishers need to operate in the current competitive environment. "With my general manager Bruce Craigie, I signed him eight months ago before there was record company interest and invested a lot of money," he says, adding that Kennedy is on the verge of a major record deal. Other Chrysalis writers include Midnight Blue (which shares management with Marillion), "modern soul band" Stress, A House (with an album due on Sire) and Muscle Shoal, who are finishing their first album for Virgin.

Stuart Slater sees Chrysalis Music Worldwide poised to increase its role in the Nineties. Pointing out that publishing contributed £800,000 of the Chrysalis Group's £2m profit last year. He says "We've been at the same level on the publishing ladder for some years. Now we want to climb up a couple of rungs."

**'In three or four years we (Chrysalis Music) aim to have our own people everywhere in the world'**

**PolyGram says, 'Thank you for the music'**

ABBA'S HIT songs and recordings have been acquired by PolyGram in a deal with the group's former manager Stig Anderson.

Sweden Music AB and Polar Music International AB will continue to run by Anderson under a five year contract with the new owners, says PolyGram International Music Publishing chief executive David Hockman. Anderson will undertake publishing and production projects with such artists as Sanji Tanden and Leif Kack.

Sweden Music catalogue includes the copyrights to compositions by former Abba members Benny Andersson and Bjorn Ulvaeus. It is the latest in a series of purchases by Hockman which have included Dick James Music, Cedarwood and the Welk Music Group. The PolyGram International chief says that "this acquisition takes PolyGram further to the forefront of music publishing worldwide".

## B R I E F S

● THE SONG writing profession should be returned to respectability, according to producer Robin Millar, one of the judges of this year's Grolsch Question Of Style Competition.

"Songwriting as a profession has been forgotten in recent years — it should be brought back as a reputable occupation. It's what the record industry needs," he says. Millar is judging the songwriting section of the Grolsch arts competition with A&M recording artist Sam Brown and Callie Mather of Scarlett Publishing.

The competition, which is being run in collaboration with the Institute Of Contemporary Arts, asks "can you inject originality into the charts?" and the winner will re-

ceive a £2,000 cash prize.

● DO THE Children Know by Gerry Dyer has won the first prize of £2,000 and a publishing contract at the English Riviera Song Contest, held in Torquay. The award was made by a panel of judges including Les Reed, Mitch Murray, Tony Hiller and Roger Greenaway. The contest's organisers say that it attracted more than twice the number of entries for the UK heat of the Eurovision Song Contest and that a major sponsor is being sought for 1990. The Riviera contest will also take on an international dimension, inviting English-language entries from Australia, the US and the rest of the world.



# Keeping one step beyond those rates of exchange

**Nigel Lawson's got some fans! Well, not quite, but the recent increases in interest rates haven't affected the distribution business as much as other arms of the business... or has it? Robin Cobb gauges opinion**

**N**IGEL LAWSON'S policies appear to have aroused less ire in the music distribution business than in most other sectors of UK industry. The Chancellor stands accused by many industries of causing exports to be priced out of their markets through high interest rates which have raised the value of sterling against most other currencies.

But Colin Johnson, of European Music Distributors, brushes all this aside: "We are not in the same position as the exporter who is maybe dealing with new products, where if the exchange rates go against him the product becomes very expensive," he explains. "We are dealing with mid-price and repeatable lines which tend in a lot of cases to be exclusive to us."

"We just swallow up the exchange rate fluctuations. It is a more sensitive situation for current chart albums, where 5p each way makes a difference in whether people stock it or not."

He adds: "A slowing down of consumer demand in the UK doesn't affect our business directly because the UK is only about 30 per cent of our turnover."

PRT Distribution, through its exporting arm Audio Visual International, similarly claims that foreign sales are buoyant. "Exports are getting more significant all the time," comments Danny Ryan, who runs this division. "They have taken off strongly over the past 18 months."

But Panther Music's Aniff Allybokus is less cheerful. A third of Panther's business is in export and Allybokus blames exchange rates for an interruption in its rate

of growth. "The export side of our operations will increase once we get a better exchange rate," he says.

Nevertheless, he is happy about his company's progress since it was formed nearly two years ago for the sale and distribution of overstocks and deletions. "We will have turned over something like £1.5m in our second year of trading," he claims.

The move to wholesale distribution appears to have been a shrewd one, with product handled from France's Concert, Trojan, BGO, PT Verona and the Master's series. Panther says it is now discussing further distribution and wholesale with other companies, particularly in the field of specialist music.

As a result, Allybokus is planning to move from the current 40,000 square foot warehouse to one that is more than double the size. UK deliveries are by the company's fleet of five vans, which are equipped as mini showrooms. Sales representatives deliver, display and sell from the vans as they make their rounds.

He was joined at the start of the venture by Trevor Reidy, who handles exports. More recently, Neil Kellas has been recruited to look after the classical and jazz product, backed by 20 years experience in this area. The original van salesman, Peter Harvey is now national sales manager with a sales force of five reporting to him.

Looking further ahead, Allybokus would like to see the company with its own retail outlets and its own label: "But we will not dive into these areas until we have done enough research to ensure we will be successful."

There has also been a build-up in the imported products he has been handling but he believes that exports will always account for a larger part of the business.

In the record business ever since he qualified as a chartered accountant, Allybokus adds: "I have become more commercial and professional."

Like Pinnacle Records, the biggest independent wholesaler and distributor in the business, all these companies see benefits in diversification of product and handle virtually all categories of music.

"We do everything from classical to hip hop and rapping," declares EMD's Johnson. But format is a different matter. CD and music video are booming, each claiming about 40 per cent of EMD's sales. LPs have shrunk to 15 per cent and cassettes have declined to five per cent.

Today, cassette sales are confined almost entirely to the UK and Johnson reports that demand elsewhere is virtually extinct. "We anticipate that our cassette market will just die the death," he says. But,

with other formats continuing to expand, this eventuality leaves him unworried.

Although PRT was originally built on dance products, it now goes in for a broad spread of labels. "That way you iron out the season peaks and troughs," points out marketing and label manager David Brooker. He does not touch the overstocks and deletions market.

On the troubled question of whether distributors who have their own labels take the risk of being accused of favouring their bands, Brooker says PRT Distribution had experienced no conflict of interest over its sister company PRT Records. "Generally speaking, because there has not been an aggressive A&R policy by the label, none of the independents we distribute feel threatened that we might give priority to an in-house company," he comments.

PRT also has an associate company, Oasis, which handles retail merchandising through motorway service stations. "But they act completely independently and we don't have any High Street retail outlets," says Brooker. His company does not handle overstocks and deletions.

It has its own warehouse, the former Pye Records storage and distribution centre at Mitcham. Apart from its own delivery service in London's West End, the company contracts out its UK physical distribution to Parceline.

According to Brooker, independent labels are benefiting as never before through the development of distributors which, he says, can match the services of any of the majors.

A year since it split off from Heron, EMD is 76 per cent owned by Prism Leisure and 24 per cent jointly by Johnson and his partner, Robert Molenaar. It has its own label in Digital Classic but, again, it is denied that this causes any conflict.

Molenaar speaks six languages and is permanently on the road in Continental Europe in his Mercedes sports car, handling EMD's



KEEP THE stock moving, home and abroad

export sales. "While he is going round selling, he is also feeding back to us information on what is selling in each market," says Johnson. "That enables us to look for similar material to supply him with and it places us slightly ahead of other distributors who don't have the same direct contact with the markets."

The company stores and ships from its Enfield warehouse, seeking transport bargains for its European exports on the empty return legs of vehicles which have brought Continental goods to the UK. Johnson sees the rest of the EC countries being strongly influenced by the UK in musical fashions — but they are not always in step with each other. "You can have a situation in Germany where disco dance music may be dead and rock music popular, while in Italy the converse may be true."

The trend now, he says, is for record companies to look for pan-European distribution deals. "Very few people apart from the majors are in a position to take advantage of that. But that's what we are here for."

Prospects do not end with the boundaries of the EC. At the end of May he is off to Moscow to discuss licensing arrangements with

the Russians.

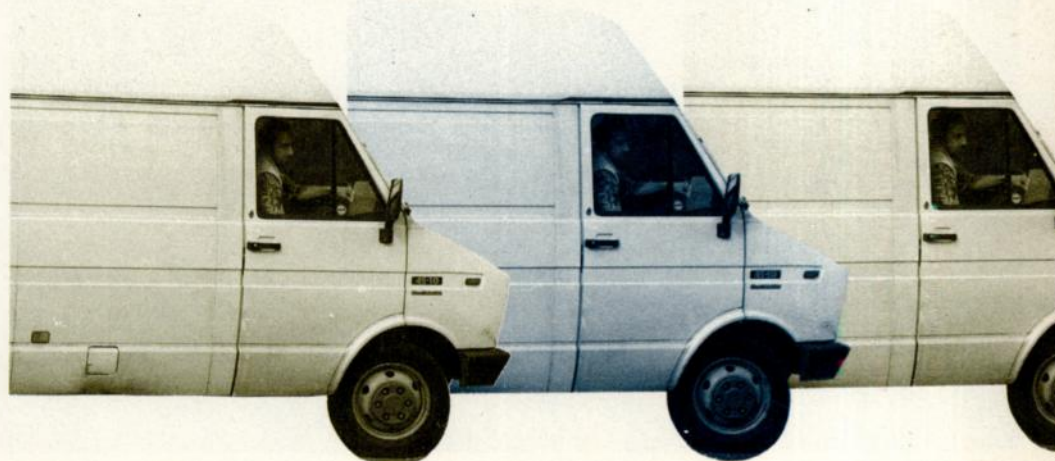
Audio Visual International's sales are strongly orientated towards North America, where last year's import problems, prompted by the parallel products legal dispute brought by the Record Industry Association of America and the Harry Fox Agency, have eased.

Australia is also developing strongly and, for the future, AVI is keeping an eye on what develops in the Soviet Union and China.

"People who buy the product from us are also interested in licensing it and we help the label to procure such deals," says AVI's Danny Ryan. He does not believe that the harmonisation of legislation for the European Single Market will open further floodgates to the EC.

"Most of the changes that are coming up in 1992 have already happened with records," he says. "Customers are still going to want information for statistical purposes and exporting to the EC is now as free as it will ever be."

Overall, the message is that the distribution of independent labels has not been significantly affected in the UK by the attempts to curb consumer spending and export markets continue to develop despite unfavourable exchange rates.





# NEW ALBUMS

## Distributor Codes

A—PRT 01-640 3344  
ACD—ACD 01-451 4494  
APT—0904 611656  
ARAB—Arabesque 01 992  
7732  
BB—Bite Back 01-653 5350  
BK—Books 0603 624290  
BMG—BMG 021-500 5678  
BU—Buller 08894 76316  
C—CBS 0296-395151  
C—Caddis 01-836 3646  
CC—Clear Cut 0533 811417  
CH—Charly 01-639 8603  
CLO—Compact Leisure 01-523 2266  
CM—Celtic Music 0423 888979  
CON—Conifer 0895 441 422  
CSA—01-960 8466  
DIS—Discovery 0672 63931  
E—EMI 01-848 9811  
EMD—European Music  
Distributors 01-443 2528  
EUK—Entertainment UK 01-848 9769  
FF—PolyGram 01-590 6044  
FF—Fast Forward 031 226 4616  
FOL—Folksound 0703 711935  
GD—Gordon Duncan  
0467-21517  
GOLD—S. Gold 01-539 3600  
GS—Graphic Sound 0622 683196  
GY—Greyhound 01-924 1166  
H—HR Taylor 021 622 2377  
HM—Hammam Mundi 01-253 0863  
HOL—Hollywood Nights 0438 315533  
HS—Harshot 0532 742106  
—Caret Scotland  
031 226 4616  
—Caret North  
0904 641415  
—Caret Midlands  
0926 496060  
—Caret East  
0926 496060  
—Caret West  
0272 541291  
—Caret South-East  
01-837 4404  
JETZ—Jet Sounds 0253 712453  
JGM—JGM 01-534 4882  
GCS—John Goldsmith CDs 01-405 2280  
J—Jungle 01-359 8444  
JS—Jester 01-961 5818  
K—K-tel 01-992 8000  
KS—Kingdom 01-836 4763  
LC—Lightning 01-965 9292  
LO—London 01-522 2936  
M—MSD 01-961 5646  
MMG—Magnum Music Group  
0494-882858  
ML—Mainline 01-686 3636  
MS—Music Sales (N. Ireland)  
NL—Nine Mile 0926 496060  
O—Orbit 0232 322826  
OR—Orbitone 01-965 8292  
P—Pinnacle 0689 73144  
PAC—Pacific 01-800 4490  
PAR—Paragon 0327 300811  
PK—Pickwick 01-200 7000  
PL—Plein Leisure 01-804 8100  
PP—Probe Plus 051 236 6591  
PRO—Projection 0702 714025  
PVG—Palace Virgin and Gold  
01-539 5566  
PY—Priority 01-992 7021  
RB—Red Barron 01-759 3774  
RA—Rainbow 01-589 3254  
RC—Rollercoaster 0453 886252  
RE—Revolver 0272-541291  
REC—Recommended 01-622 8834  
RH—Rhino 01-965 9223  
RL—Red Lightnin' 037-988 693  
ROSS—Ross 08886 2403  
RR—Red Rhino 0904 641415  
RT—Rough Trade 01-833 2133  
SIL—Silver Screen 01-284 0525  
SO—Stage One 0428 4001  
SOL—Soloman & Peres  
08494-32711  
SOTO—Sotosound 01-523 2981  
SP—Spartan 01-903 8223  
SRD—Southern 01-889 6555  
SSD—Silver Sounds (CD) 01-808 0833  
STERN—Stern's/Triple Earth  
01-388 5533  
STY—Stylus 01-742 1662  
SW—Swift 0424 220028  
TB—Terry Blood 0782 620321  
TRC—Total 01-846 9946  
VFM—VFM Cassette Distributors  
0296 437307  
W—WEA 01-998 5929  
WU—Wynd-up 061-872 0170

Artist	Title	Label	"LP"	"MC"	"CD"	Cat Nos	Dealer Price	(Distributor)	Category
ALAN PARSONS PROJECT, The	ROBOT ARISTA	LP/MC 209651/409651	CD 259651	E2 43/4.86(BMG)					Pop
ALEXANDER, Mandy	SATURDAY NIGHT NEW NOTE	LP/WMLP 024 CD/MCDO 24	E4 29/6.95(E)						Jazz
ARMSTRONG, Louis	THE GREAT ENTERTAINER MUSIC FOR PLEASURE	LP/MFP 5857	(E)						MOR
BAEZ, Joan	THE BALLAD BOOK VOL. 1 START	LP/MC VFLP 5106/VFTC 6106	CD/VPCD 7106	(P)					Folk
BAKER, Chel	LIVE IN ROSENHEIMER NEW NOTE	LP/SJP 233 CD/CDSP 233	E4 29/6.95(E)						Jazz
BARBER JAZZ, Chris	STARDUST NEW NOTE	LP/MC/STD 537/TDD 537	CD/STD 537	E4 29/6.95(E)					Jazz
BARBER, Chris & Dr. John	MARDIS GRAS AT THE MARQUEE NEW NOTE	LP/MC/STD 546/TDD 546	CD/STD 546	E4 29/6.95(E)					Jazz
BATTLE BRATT	BATTLE BRATT US METAL	LP/US 015	E3 85/0.95(E)						Metal
BENSUSAN, Pierre	SOULAI CBS	LP/MC 4650851/4650854	E3 99/0.95(C)						Rock
BLACK ROOTS	LIVE POWER NUBIAN	LP/NRILP 02	E3 85/0.95(E)						Reggae
BOONE, Pat	GOLDEN CD COLLECTION PRESIDENT	CD/BDCD 2053	E4 86/0.95(P)						MOR
BROWN, Steven	COMPOSES POUR LE THEATRE ET LE CINEMA CREPUSCULE	LP/TW1 872	(APT)						Rock
BROWN, Ray	BAM BAM BAM NEW NOTE	LP/MC/CJ375/CJ375C	CD/CJ375	E4 29/6.95(E)					Jazz
BRYSAN, Paolo	ALL MY LOVE CAPITOL	LP/MC/EST 2097/TCEST 2097	CD/CEST 2097	E3 99/7.29(E)					Rock
BUSHMEN	DON'T SURF ALIVE MOLES	LP/MR 001	E3 85/6.70(E)						R & B
BUTERA, Sam	HOT NIGHTS IN NEW ORLEANS ROLLERCOASTER/SWIFT	CD/BDC 15449	E7 45/0.95(C)						Jazz
BYRD, Charlie	IT'S A WONDERFUL WORLD NEW NOTE	LP/MC/CJ374/CJ374C	CD/CJ374	E4 29/6.95(E)					Jazz
CAMPBELL, Glen	GOLDEN CD COLLECTION PRESIDENT	CD/BDCD 3806	E4 86/0.95(P)						MOR
CARDIACS	ON LAND AND SEA ALPHABET	LP/MC/ALPH 012/ALPHMC 012	CD/ALPHCD 012	E3 95/6.75(P)					Rock
CHURCH, The	REMOTE LUXURY ARISTA	LP/MC 209649/409649	CD 259649	E2 43/4.86(BMG)					Rock
CLAYTON, Buck	JAM SESSIONS FROM THE VAULT CBS (FRANCE)	LP/MC 4633361/4633364	CD 4633362	E2 99/8.50(C)					Jazz
COLLINS, Edward	HOPE AND DESPAIR DEMON	LP/MC/FIEND 144/FIENDCASS 144	CD/FIENDCD 144	E3 95/7.29(P)					Pop
CONCRETE BLONDE	FREE I.R.S. LP/EORSA 1004	(E)							Rock
CONLEY, Earl	Thomas GREATEST HITS RCA	LP/MC/NL 90374/NK 90374	CD/NL 90374	E2 43/4.86(BMG)					Country
COULTER, Phil	PEACE AND TRANQUILITY HARMAC	LP/MC/HM 1/HMC 1	CD/HMCD 1	E3 89/7.29(SP)					MOR
COULTER, Phil	SENIORITY HARMAC	LP/MC/HM 16/HMC 16	CD/HMCD 16	E3 89/7.29(SP)					Country
CUDIA, Joe	HANGING OUT CALIENTE	LP/MC/HOT 126/TCHOT 126	CD/CD CHARLY 177	(CH)					Latin Am.
DAMONE, Vic	THE CAPITOL YEARS CAPITOL	LP/MC/EMS 1334/TCEMS 1334	CD/CZ 197	E2 43/4.85(E)					MOR
DAVIS JNR, Sammy	THE GREAT SAMMY DAVIS JNR MUSIC FOR PLEASURE	LP/MFP 5858	CD-MFP 6055	(E)					MOR
DAVIS, Miles	FRIDAY NIGHT AT THE BLACK HAWK VOL. 1 CBS (FRANCE)	LP/MC 4633341/4633344	CD 4633342	E3 95/7.29(C)					Jazz
DEEP PURPLE	MACHINE HEAD FAME	CD/CDFA 3158	E7 99/0.95(E)						Metal
DELUXE	JUST A LITTLE MORE DANCETARD/RAPSONIC	LP/MC/UNQLP 1/UNQC 1	CD-UNQCD 1	E3 89/7.05(SP)					Dance/Disco
DEMON	TAKING THE WORLD BY STORM SONIC	LP/MC/SONICLP 1/SONICMC 1	CD-SONICCD 1	E3 99/6.69(BMG)					Rock
DEREK & CLIVE	LIVE ISLAND	CD/CID 9434	(P)						Comedy
DEVINE & STATTON	THE PRINCE OF WALES CREPUSCULE	LP/TWL 837	(APT)						Pop
DISTANT COUSINS	DISTANT COUSINS GHETTO	LP/MC/GHETT 2/GHETTCD 2	CD/GHETTCD 2	E3 89/6.50(VRT)					Pop
DOE, Ernie K.	BURN K-DOE BURN! CHARLY	LP/CRR 1218	(CH)						R & B
DOOM	TOTAL DOOM PEACEVILLE	CD/VILE 11CD	E4 86/0.95(E)						Rock
DORSEY, Tommy	Frank SINATRA ALL TIME GREATEST HITS VOL. 1 RCA	LP/MC/NL 90310/NK 90310	CD/NL 90310	E2 43/4.86(BMG)					MOR
ESTUS, Dean	SPELL POLYDOR	LP/MC 8357131/8357134	CD 8357132	E4 26/6.69(P)					Pop
FAST EDDIE	THE BEST OF RADICAL	LP/MC MASTER 1/ZC MASTER 1	(2SET) CD/CD MASTER 1	E4 50/11.00(SP)					House
GILSTRAP, Jim	SWING YOUR DADDY START	LP/MC/CHLV 1005/CHLVC 1005	CD/CHLVD 1005	E2 43/4.25(P)					Pop
GODFATHERS, The	MORE SONGS ABOUT LOVE AND HATE EPIC	LP/MC 4633941/4633944	CD 4633942	E3 99/7.29(C)					Rock
GOODMAN, Benny	SLIPPED DISC CBS (FRANCE)	LP/MC 4633371/4633374	CD 4633372	E2 99/8.50(C)					Jazz
GOODMAN, Benny	SMALL GROUPS 1941/45 CBS	LP/MC 4633411/4633414	CD 4633412	E2 99/8.50(C)					Jazz
GREAT PLAINS	COLORIZED DEMON	LP/SORC 6	E3 95/0.95(P)						Rock
GUY CALLED GERALD	A HOT LEMONADE RHAM	MC/RAC 1	CD/RACCD 1	E3 95/6.99(P)					Pop
HARRIS, Eddie	LIVE IN BERLIN NEW NOTE	LP/SJP 289	CD/CDSP 289	(E)					Jazz
HAWKWOOD	HALL OF THE MOUNTAIN GRILL FAME	CD/CDFA 3133	E3 99/7.99(E)						Metal
HAWKWOOD	IN SEARCH OF SPACE FAME	CD/CDFA 3192	E3 99/7.99(E)						Metal
HAWKWOOD MASTERS	OF THE UNIVERSE FAME	LP/MC/FA 3220/TCFA 3220	CD/CDFA 3220	E3 99/7.99(E)					Metal
HIGHLANDERS, The	A PERFECT CRIME VIRGIN	LP/MC/V 2586/TCV 2586	CD/CDV 2586	E3 85/7.29(E)					Pop
HOLIDAY, Billie	QUINTESSENTIAL VOL. 4 CBS (FRANCE)	LP/MC 4633331/4633334	CD 4633332	E2 99/8.50(C)					Jazz
HOWLIN'	WOLF MEMPHIS DAYS, THE DEFINITE EDITION VOL. 1 ROLLERCOASTER/SWIFT	CD/BDC 15460	E7 45/0.95(C)						R & B
JACOBS, David/Andrew	FAULDS JOURNEY INTO SPACE BBC	MC/ZBBC 4002	(4 Cassettes) E9 10(P)						Spoken
JOHNSON, J.J.	THE TROMBONE MASTER CBS (FRANCE)	LP/MC 4633401/4633404	CD 4633402	E2 99/8.50(C)					Jazz
JONES, Grace	ISLAND LIFE ISLAND	CD/CID 132	E4 86/0.95(P)						Rock
KEYS, Amy	LOVER'S INTUITION EPIC	LP/MC 4633831/4633834	CD 4633832	E3 99/7.29(C)					Soul
KING OF THE SLUMS	BARBOROUS ENGLISH FAIRE PLAYHARD	LP/MC/DEC22	(VRT)						Rock
LAINE, Frankie	21 GREATEST HITS WESTMOOR	LP/MC/SPWM 4/CSWM 4	E2 44/0.95(P)						MOR
LATIN QUARTER	MODERN TIMES RCA	LP/MC 209648/409648	CD 259648	E2 43/4.86(BMG)					Latin Am.
LEVINE, Keith	VIOLENT OPPOSITION FUNDAMENTAL	LP/HOLY 9	(APT)						Rock
LEWIS, Jerry Lee	THE CLASSIC JERRY LEE LEWIS OCEAN	LP/MC/OCNWL 2021/OCNWK 2021	CD-OCNWD 2021	(BMG)					MOR
LOAFERS, The	CONTAGIOUS STACCATO	LP/RUDE LP 001	E3 65/0.95(E)						Reggae
LONG TALL TEXANS	SATURNIA RAZPR	LP/RAZPD 37	E3 65/0.95(P)						Rock
LOSS ORCHESTRA	Joe WORLD CHAMPIONSHIP BALLROOM DANCES MUSIC FOR PLEASURE	LP/DL 1146	(E)						MOR
LOWE, Nick	BASHER THE BEST OF NICK LOWE DEMON	LP/MC/FIEND 142/FIENDCASS 142	CD/FIENDCD 142	E3 95/7.29(P)					Pop
LULU LULU	THE MAN WHO SOLD THE WORLD START	LP/MC/CHLV 1004/CHLVC 1004	CD/CHLVD 1004	E2 43/4.25(P)					Pop
LYNCH, Lee	ISLAND MY ISLAND WESTMOOR	LP/MC/SPWM 2/CSWM 2	E2 44/0.95(P)						Folk
MACKA B	BUPPIE CULTURE ARIWA SOUNDS	LP/ARIL 0488	E3 85/0.95(E)						Reggae
MAD PROFESSOR, The	SCIENCE & THE WITCH DOCTOR ARIWA SOUNDS	LP/ARILP 045	CD/ARICD 045	E3 85/7.05/0.95(E)					Reggae
MASTERS OF REALITY	MASTERS OF REALITY DEF AMERICAN	LP/MC 8384741/8384744	CD 8384742	(P)					Rock
MCCRACKLIN, Jimmy	EVERYBODY ROCK! CHESS	LP/MC/RED LP 10/TCRED 10	CD/CDRED 10	(CH)					R & B
MILK MONITORS, The	ONE ID LP/NOSE 22 (Mini Album)	E2 43/0.95(E)							Rock
MONK, The	THE COMPOSER CBS (FRANCE)	LP/MC 4633381/4633384	CD 4633382	E2 99/8.50(C)					Jazz
MOORE, John & The	EXPRESSWAY RISING POLYDOR	LP/MC 8393791/8393794	CD 8393792	E4 26/6.69(P)					Rock
MOUNTAIN MAN	TUCKET SLEIGH BGO	MC/BGOMC 32	E3 99/0.95(P)						Hi-nrg/Disco

Artist	Title	Label	"LP"	"MC"	"CD"	Cat Nos	Dealer Price	(Distributor)	Category
NASH, Johnny	I CAN SEE CLEARLY NOW (GREATEST HITS) EPIC	LP/MC 4633861/4633864	CD 4633862	E2 43/4.25(C)					Pop
NEWTON, Wayne	BEST OF WAYNE NEWTON LIVE START	LP/MC/CHLV 1006/CHLVC 1006	CD/CHLVD 1006	E2 43/4.25(P)					Rock
NICKS, Stevie	THE OTHER SIDE OF THE MIRROR EMI	LP/MC/EMD 1008/TCMD 1008	CD/CEMD 1008	E4 29/7.29(E)					Rock
NOTHING SHORT OF TOTAL WAR	NOTHING SHORT OF TOTAL WAR SUB AQUA	LP/BFFP 013	(WRT)						Hip Hop
NURSE WITH WOUND	STYLIE & BABS LAYLAM	LP/LAY 15	(APT)						Rock
O'BRIEN, Dermot	DEAR OLD IRELAND HARMAC	LP/MC/HM 41/HMC 41	E2 44/0.95(P)						Country
ORBISON, Roy	THE CLASSIC ROY ORBISON OCEAN	LP/MC/OCNWL 2017/OCNWK 2017	CD-OCNWD 2017	(BMG)					MOR
ORBISON, Roy	THE SUN YEARS 1956-58 ROLLERCOASTER/SWIFT	CD/BDC 15441	E7 45/0.95(C)						MOR
OUTFIELD, The	THE VOICES OF BABYLON CBS	LP/MC 4634451/4634454	CD 4634452	E3 99/7.29(C)					Rock
PALMER, Robert	PRESSURE DROP ISLAND	CD/CID 9372	E4 86/0.95(P)						Rock
PALMER, Robert	SECRETS ISLAND	CD/CID 9544	E4 86/0.95(P)						Rock
PALMER, Robert	SNEAKIN' SALLY ISLAND	CD/CID 9294	E4 86/0.95(P)						Rock
PARTON, Dolly	THE LOVE ALBUM RCA	LP/MC/NL 90307/NK 90307	CD/NL 90307	E2 43/4.86(BMG)					Country
PAXTON, Tom	NEW SONGS FROM THE BRIER PATCH START	LP/MC/VNP 531/VNPP 531	CD/VNP 7313	(P)					MOR
PELOWSKI, Ken	SONNY SIDE NEW NOTE	LP/MC/CJ376/CJ376C	CD/CJ376	E4 29/6.95(E)					Jazz
PERRY, Lee	THE UPSITTER COLLECTION TROJAN	CD/CDTL 195	E6 49/0.95(P)						Reggae
PIL 9 VIRGIN	LP/MC/V 2588/TCV 2588	CD/CDV 2588	E3 85/7.29(E)						Rock
PILGRIM SOULS	IS THIS ALL OF US? CBS	CD 4634672	E7 29/0.95(C)						Rock
PITNEY, Gene	GOLDEN CD COLLECTION PRESIDENT	CD/BDCD 7028	E4 86/0.95(P)						MOR
PRESLEY, Elvis	ELVIS IS BACK RCA	LP/MC/NL 99013/NK 99013	CD/NL 99013	E2 43/4.86(BMG)					Pop
RAGE OF THE HEART	THE ORIGINAL BROADCAST FIRST NIGHT	LP/MC/ROLE 1/ROLEC 1	CD/ROLED 1	E4 95/7.29(P)					Rock
RAINBIRDS	CALL ME EAST MERCURY/PHONOGRAM	LP/MC 8381761/8381764	CD 8381762	(P)					Rock
REILLY, Paddy	PADDY REILLY'S GREATEST HITS HARMAC	LP/MC/HM 2/HMC 2	E3 89/0.95(P)						Folk
RIDGWAY, Stan	MOSQUITOES I.R.S.	LP/EIRSA 1010	(E)						Rock
RILEY, Terry	In C DEMON	LP/ED 314	E3 95/0.95(P)						Rock
ROBINSON, Perry	NIGHTMARE ISLAND NEW NOTE	CD/WVCD 2026	E6 99/0.95(E)						Jazz
ROCK, Dickie	20 GREATEST HITS HOMESUN	CD/DHCD 717	E3 85/0.95(P)						MOR
ROKETTE	LOOK SHARP EMI	LP/MC/EMC 3557/TCMC 3557	CD/CEMC 3557	E3 99/7.29(P)					Rock
SCORPIONS	ANIMAL MAGNETISM FAME	LP/MC/FA 3217/TCFA 3217	CD/CDFA 3217	E3 99/7.99(E)					Metal
SHAW, Sandie	GOLDEN CD COLLECTION PRESIDENT	CD/BDCD 3051	E4 86/0.95(P)						Pop
SINATRA, Frank	RARITIES CBS	LP/MC 4651651/4651654	CD 4651652	E2 43/4.25(C)					MOR
SINATRA, Frank	THE RARE SINATRA MUSIC FOR PLEASURE	LP/MFP 5856	(E)						MOR
SIROUSIE & The	BANSHEES JU JU POLYDOR	CD 8390052	E6 69/0.95(P)						Rock
SIROUSIE & The	BANSHEES ONCE UPON A TIME POLYDOR	CD 15422	E6 69/0.95(P)						Rock
SMITH, Bessie	THE COLLECTION CBS (FRANCE)	LP/MC 4633391/4633394	CD 4633392	E2 99/8.50(C)					Jazz
SMITH, Dardine	DARDEN SMITH EPIC	CD 4608752	E7 29/0.95(C)						Rock
TAYLOR QUARTET, James	GET ORGANIZED POLYDOR	LP/MC 8394051/8394054	CD 8394052	E4 26/6.69(P)					MOR
TRAFFIC	WELCOME TO THE CANTEN ISLAND	CD/CID 916	E4 86/0.95(P)						Rock
UNCLE SAM	HEAVEN OR HOLLYWOOD RAZOR	MC/RAZ 40	E3 65/0.95(P)						Rock
VARIOUS	50 YEARS OF BAILEYS MILLS HOMESUN	LP/CHRL 723	E3 25/0.95(P)						Folk
VARIOUS	AMERICAN JAZZ FEST. IN LATIN AMERICA NEW NOTE	CD/WVCD 2025	E6 95/0.95(E)						Jazz
VARIOUS	BLACK ORIGINALS VOL 4 SUN	LP/CD SUN 10	(CH)						R & B
VARIOUS	CLASSIC ROCK 'N' ROLL OCEAN	LP/MC/OCNWL 2026/OCNWK 2026	CD-OCNWD 2026	(BMG)					R 'n' R
VARIOUS	GREATEST FOLKINGERS OF THE SIXTIES START	LP/MC/VNP 5316/VNPP 5316	CD/VNP 7316	(P)					Folk
VARIOUS	GREEN FIELDS OF HOME HARMAC	LP/MC/HM 4/HMC 4	(SP)						Folk
VARIOUS	HIPPY HOUSE & HAPPY HO ACID JAZZ	LP/JAZLP 012	E3 65/0.95(P)						Hip Hop
VARIOUS	JAZZ SAMPLER VOL 5 CBS (FRANCE)	LP/MC 4633351/4633354	CD 4633352	E2 99/8.50(C)					Jazz
VARIOUS	LIBERATOR DELTIC	LP/MC/DELT 3/DELTCM 3	CD/DELCD 3	E3 35/7.39(P)					Rock
VARIOUS	NITE FLUTE 2 CBS	LP/MC/MOOD 8/MOOD C8	CD-MOOD C8	E4 23/7.29(C)					Pop
VARIOUS	PADDINGTON BEARS MAGICAL MUSIC FIRST NITE	LP/MC/TV 18/TV 18C	CD 18	E2 44/0.95(P)					Spoken
VARIOUS	ROCK & ROLL ORIGINALS VOL 4 CHARLY	CD/CD SUN 12	(CH)						R 'n' R
VARIOUS	SAXOPHONE NEW NOTE	CD/WVCD 2013	E6 95/0.95(E)						Jazz
VARIOUS	SOULED OUT - THE BEST OF CHELSEA START	LP/MC/CHLV 1007/CHLVC 1007	CD/CHLVD 1007	E4 39/7.29(P)					Soul
VARIOUS	STOMPING AT THE KLUB FOOT V ID	CD-ABCD 15	E6 25/0.95(P)						Rock
VARIOUS	STOMPING AT THE KLUB FOOT VOL I ID	CD-ABCD 36	E6 25/0.95(P)						Rock
VARIOUS	STOMPING AT THE KLUB FOOT VOL II ID	CD-ABCD 36	E6 25/0.95(P)						Rock
VARIOUS	STOMPING AT THE KLUB FOOT VOL III ID	CD-ABCD 8	E6 25/0.95(P)						Rock
VARIOUS	STOMPING AT THE KLUB FOOT VOL IV ID	CD-ABCD 8	E6 25/0.95(P)						Rock
VARIOUS	THE BEST OF CHICAGO BLUES START	LP/MC/VNP 5312/VNPP 5312	CD/VNP 7312	(P)					R & B
VARIOUS	THE BEST OF JAZZ CLASSICS BBC	CD-BBC 6	E6 27/0.95(P)						Jazz
VARIOUS	THE BEST OF THE CLASSIC YEARS BBC	CD-BBC 6	E6 27/0.95(P)						Nostalgia
VARIOUS	THE GREAT ENTERTAINERS MUSIC FOR PLEASURE	LP/MFP 5852	CD-MFP 6051	(E)					MOR
VARIOUS	THE GREAT ENTERTAINERS VOL 2 MUSIC FOR PLEASURE	LP/MFP 5855	CD-MFP 6057	(E)					MOR
VARIOUS	THE SOUNDS OF SPAIN MUSIC FOR PLEASURE	LP/DI 1149	(E)						Pop
VARIOUS	THE TROJAN STORY TROJAN	CD/CDTRL 402	E9 70/0.95(P)						Reggae
VARIOUS	WE'VE GOT LATIN SOUL VOL 3 CALIENTE	LP/MC/HOT 125/THOT 125	CD-CD CHARLY 176	E3 89/7.05/0.95(P)					Latin Am.
VARIOUS	YOU BETTER BELIEVE IT! CHARLY	LP/CBB 1223	(CH)						R & B
VARIOUS	YOUR FAVOURITE HYMNS MUSIC FOR PLEASURE	LP/DI 1143	(E)						MOR
VERITY	ROCK SILENCE SIERRA	LP/MC/LBR 100/LCBLR 100	CD-CDLBR 100	E3 89/7.05/0.95(P)					Metal
VINCENT, Gene	EP COLLECTION SEE FOR MILES	LP/SEE 25	E3 45/0.95(P)						MOR
W.A.S.P.	THE LAST COMMAND FAME	LP/MC/FA 3218/TCFA 3218	CD-CDFA 3218	E3 99/7.99(E)					Heavy Metal
W.A.S.P.	WASP FAME	CD-CDFA 3201	E3 99/7.99(E)						Heavy Metal
WAITS, Tom	RAIN DOGS ISLAND	CD/CID 914	E4 86/0.95(P)						R & B
WALLER, Fats	THE MOST IMPORTANT RECORDINGS OF	LP/OFFICIAL 3030-2	(CH)						R & B
WARWICK, Dianne	FRIENDS RCA	LP/MC/209652/409652	CD 209652	E2 43/4.86(BMG)					MOR
WASHINGTON, Dinah	THE COMPLETE VOL 10 OFFICIAL	LP/OFFICIAL 3023-1	(CH)						R & B
WHITE, Clifford	LIFESPREADING START	LP/MC/STL 21/STC 21	CD-SCF 21	E3 85/0.95(P)					Pop
WHITESNAKE	COME ANY GET IT FAME	LP/MC/FA 3219/TCFA 3219	CD-CDFA 3219	E3 99/7.99(E)					Metal
WIRE	IT'S BEGINNING TO & BACK AGAIN MUTE	LP/MC/STUMM 66/STUMMCD 66	CD-STUMMCD 66	E3 89/7.05/0.95(P)					Gospel
WOMACK, Bobby	I DON'T KNOW WHAT THE WORLD IS COMING TO CHARLY	LP/MC/CDX 39/TCDDX 39	CD-CD CHARLY 157	(CH)					R & B
WOODS, Phil	BOUQUET NEW NOTE	LP/MC/CJ377/CJ377C	CD-CDJ377	E4 29/6.95(E)					Jazz
ZOMBIES	THE FIVE LIVE ZOMBIES RAZOR	LP/RAZM 41	E2 99/2.49(P)						Rock
**Previously listed in alternative format      *Import									



## NEW SINGLES

Artist	A/B-side	Label	7"	12"	"MC"	"CD"	Cat Nos	Extra tracks	(Distributor)	Category
<hr/>										
B.B.OAT BUT MY BROTHER HE DID/FOUND MYSELF WITH YOU/Married Man, Lawyer's House/Lmo For Jeremy SHIP BBOAT 1 12" Pic Bag (I/FF)										
BANGLES, The BE WITH YOU/Let It Go CBS BANGS 6 7" Pic Bag BANGS T6 12" Pic Bag BANGS C6 CD (C)										
BARRETT, John Paul MOVE IT BETTER/(Inst) RADICAL RADC 2 7" Pic Bag RADICAL 2 12" Pic Bag CDRAD 2 CD (SP)										
BARRY, Len 1-2-3/FONTELLA BASS-Rescue Me/R LEWIS-Wade In The Water OLD GOLD OG 6144 CD (WU/AUG)										
BEATLES, The THE BALLAD OF JOHN AND YOKO/Old Brown Shoe PARLOPHONE 12CHAP 40 12" (E)										
BELLE STARS, The IKO IKO/Las Vegas CAPITOL CL 537 7" Pic Bag 12CL 537 12" Pic Bag (E)										
BERRY, Chuck ROCK OVER BEETHOVEN/Johnny B. Goode OLD GOLD OG 6143 CD Rock & Roll Music (WU/AUG)										
BIZARRE INC TIME TO GET FUNKY (REMIX)/(Versions) BLUE CHIP BLUEC 14RR 12" Pic Bag (I/BK)										
BLACK SABBATH DEVIL & DAUGHTER/Ita I.R.S. EIRS 115 7" FIRST 115 12" (E)										
BLUE WORLD HELLO DARLING/Little Ivan's BLUE ANAGRAM 12ANAD 48 12" Pic Bag (P)										
*BON JOVI ILL BE THERE FOR YOU/Homebound Train VERTIGO/PHONOGRAM 8725644 MC Borderline/Edge Of A Broken Heart (F)										
BRONSKI BEAT With EARTHA KIT CHA CHA HEELS/My Discarded Men ARISTA 112331 7" Pic Bag 612331 12" Pic Bag 662331 CD (BMG)										
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**CANDI DANCING UNDER A LATIN MOON/Luna Latina Tu Y Yo I.R.S. EIRSCD 108 CD (E)										
CAPALDI, Jim TAKE ME HOME/Child In A Storm ISLAND IS 419 7" CID 419 CD Sackala Music (F)										
CHER GYPSIES, TRAMPS AND THIEVES/Half Breed/SUNNY & CHER: All I Ever Need Is You OLD GOLD OG 6146 CD (WU/AUG)										
**CHERRY, Neneh MANCHILD/(Version) CIRCA YRC 30 MC (E)										
CHILITES YOU DON'T HAVE TO GO/Too Good To Be Forgotten/I Found Sunshine OLD GOLD OG 4119 12" (WU/AUG)										
CHINA CRISIS RED LETTER DAY/Diary Of A Hollow Horse VIRGIN VS 1188 7" Pic Bag VST 1188 12" Pic Bag Strength Of Character (E)										
**CHRISTMAS STUPID KIDS/Ring My Bell I.R.S. EIRST 110 12" (E)										
**CLAYTOWN TROOP PRAYER/Alabama ISLAND CIS 417 MC (F)										
COLLAGE ROMEO WHERE'S JULIET/You Get The Best From Me - ALICIA MYERS OLD GOLD OG 4116 12" (WU/AUG)										
CURRY BEFORE DAWN WITNESS FOR THE WORLD/Lip Against The Wall EPIC GONE B3 7" Box Set (C)										
CURRY, Towana LET ME SHOW YOU/Ita Republic/Up 26 12" (I/R)										
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DALE, Dick PICK AND PLAY/The Wedge PULCH WAVE PSC 666 7" Pic Bag 12PSC 666 12" Pic Bag 3PSCD 666 CD (A)										
DAMIAN, Michael ROCK ON/Ita CYPRESS YY 500 7" (A)										
DANNY AND THE JUNIORS AT THE HOP/KALIN TWINS - When/ROBIN LUKE - Susie Darlin' OLD GOLD OG 6148 CD (WU/AUG)										
DAWN ARTIST DARK MAXIMUM OVERDRIVE/Let Me Touch/Dreamstress CHAPTER 22 12CHAP 40 12" Pic Bag (I/NM)										
DENNIS, Stefan DON'T IT MAKE YOU FEEL GOOD/Solo Dancing SUBLIME LIMETP 105 12" Pic Disc (A)										
DIAMOND, Neil CRACKLIN' ROSE/I Am I Said/Song Sung Blue OLD GOLD OG 6149 CD (WU/AUG)										
DUFFY, STEPHEN TIN TIN KISS ME/Icing On The Cake OLD GOLD OG 4121 12" (WU/AUG)										
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ERIC & THE GOOD GOOD FEELING GOOD GOOD FEELING/Higher Than Heaven EQUINOX EQN 1 7" Pic Bag (BMG)										
ESSEX, David ROCK ON/The Zone CBS 6549487 7" Pic Bag 6549486 12" Pic Bag 6549482 CD (C)										
ESSEX, David THE SUN AINT GONNA SHINE ANYMORE/Ita LAMPLIGHT LAMP 6 7" 12LAMP 6 7" 12LAMP 6 7" 12LAMP (TRC/BMG)										
EXCUSED BOOTS JUST MY LUCK/Ita FLY FLEA 1 7" FLEASC CD (TRC)										
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FEET INC Featuring CHARLES T LOVE/Ita VINYL LAB VL 00ST 12" (SP)										
FORD, Lita With OZZY OSBOURNE CLOSE MY EYES FOREVER/Ita RCA PB 49409 7" Pic Bag PT 49410 12" Pic Bag PA 49396 12" Pic Disc PD 49409 CD (BMG)										
FUNKY WORM U ME LOVE/Ita FON FON 19 7" Pic Bag FON 19T 12" Pic Bag (W)										
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GREATER THAN 1 IGNORANCE IS THE AGENT.../Ita KK KGK 3 12" (I/R)										
**GREAVES, Dennis & THE TRUTH JEALOUS MON/Wings Of A Prayer I.R.S. EIRSCD 113 CD (E)										
GREBENSHIKOV, Boris RADIO SILENCE/That Voice Again CBS 6549567 7" Pic Bag (C)										
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HAPPY MONDAYS MAD CYRIL-HELLO GIRLS/Lazyitis-One Armed Boxer FACTORY FAC 2227 7" Pic Bag (P)										
HEAD ALL THE BOYZ/Heaven Is Only Six Miles Away VIRGIN VS 1190 7" Pic Bag VST 1190 12" Pic Bag You're So Vain (E)										
HIT THE ROOF CONTACT/(Versions) ONE LITTLE INDIAN 15TP12 12" Pic Bag (I/NM)										
HOLLY, Buddy & THE CRICKETS THAT'LL BE THE DAY/Oh! Boy/Maybe Baby OLD GOLD OG 6147 CD (WU/AUG)										
**HUE AND CRY VIOLENTLY/Man With The Child In His Eyes/Calamity John CIRCA YRE 29 7" Special Packaging YRET 29 12" Special Packaging YRC 29 MC (E)										
**HYLAND, Brian SEALED WITH A KISS/Ginny Come Lately OLD GOLD OG 6150 CD Yellow Polka Dot Bikini (WU/AUG)										
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I START COUNTING MILLION HEADED MONSTER/Listen MUTE 12MUTE 95 12" Pic Bag (I/R/SP)										
**IT BITES STILL TOO YOUNG TO REMEMBER/Vampires VIRGIN VSCDT 1184 CD VSCDX 1184 CD Special Packaging VSCD 1184 CD (E)										
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JACK SSSENTIONAL/Building Bridges TOSH TOSH 001 7" 12TOSH 001 12" (SP)										
**JACKSONS, The NOTHIN (THAT COMPARES 2 U)/Almight With Me EPIC 6549098 12" 6548084 MC (C)										
JANE'S ADDICTION THE SHOCKING EP: MOUNTAIN SONG/Jane Says/Had A Dad - Live! WARNER BROTHERS W7520T 12" Pic Bag (W)										
JONES, Howard THE PRISONER/Rubber Marids WEA HOW 14 7" Pic Bag HOW T14 12" Pic Bag (W)										
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KNIGHT, Gladys LICENCE TO KILL/Ita MCA MCA 1339 7" Pic Bag MCAT 1339 12" Pic Bag DMCA 1339 CD MCA 1339 MC (F)										
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Artist	A/B-side	Label	7"	12"	"MC"	"CD"	Cat Nos	Extra tracks	(Distributor)	Category
LATIN QUARTER SWIMMING AGAINST THE STREAM/The Colour Scheme		RCA PB 42663	7"	Pic Bag PT 42664	12"	Pic Bag Ed Murrow	PD 42664	CD (BMG)		
"LIVING COLOUR CULT OF PERSONALITY/What's Your Favourite Color? (Theme Song)		EPIC	LCLP 5	12"	Ltd Ed Poster (C)					
LIVING IN A BOX GATECRASHING/Get On The Dog Baza		CHRYSLIS LIB 6	7"	Pic Bag LIBX 6	12"	Pic Bag Blow The House Down	LIBCD 6	CD (C)		
LL COOL J I'M THAT TYPE OF GUY/I Get No Rougher		DEF JAM LLCJ 3	7"	LLCJ T3	12"	CDLLCJ 3	CD (C)			Rap
LOC, TONE FUNKY GOLD MEDINA/ON FIRE/DELICIOUS VINYL/4THB'WAY		BRW 129	7"	Pic Bag 128RW 129	12"	Pic Bag BRCD 129	CD BRCA 129	MC (F)		Rap
"LOVE CHILD ORCHESTRA Featuring LORITA GRAHAME WHOLE LOTTA LOVE/Experiment 4 (The Art Of Picasso)		MCA HYMMX 1	12"	Pic Bag (F)						Dance/Disco
M POP MUZIK/ba FREESTYLE FR5 1 7" 12FR5 1 12" FR5CD5 1 CD (TRC)										Dance/Disco
M & M GET OFF YOUR BUTT/ba RADICAL RADICAL 3 12" Pic Bag (SP)										Rap
MAJOR, Dee HOT STUFF/Jail Break/Socca Cheata CATT CATT 005 12" (VRE)										
MAMA CASS IT'S GETTING BETTER/Dream A Little Dream Of Me/CUFF LINKS -Tracey		OLD GOLD OG 6145	CD (WU/A/LIG)							
MAMA'S & PAPA'S CALIFORNIA DREAMIN'/Monday Monday/Dedicated To The One I Love		OLD GOLD OG 6142	CD (WU/A/LIG)							
MAUREEN DON'T FIGHT THE MUSIC/ba DANCEYARD/RAPSONIC YARD 7 7" YARD 7 12" (SP)										Dance/Disco
"MCCLAREN, Malcolm & THE BOOTZILLA ORCHESTRA WALTZ DARING/Deep In Vogue		Epic Walt G 2								Dance/Disco
McGUIRE, Barry EVE OF DESTRUCTION/STEPHEN WOLF-Born To Be-/MATHEWS S.C. - Woodstock		OLD GOLD OG 6141	CD (WU/A/LIG)							
MELANCHOLY MAN Featuring JAMES HARRIS DON'T SAY GOODBYE/(Versions)		TAM TAM TTT 04	12" (A)							
MIDNIGHT STAR MIDAS TOUCH/Operator		OLD GOLD OG 4114	12" (WU/A/LIG)							Dance/Disco
MORGANA PANTHER/(Version) PLAZA PZA 045 7" Pic Bag PZA 045T 12" Pic Bag (SP)										
MURRAY, Pauline THIS THING CALLED LOVE/My Money/Pressure Zone		CAT & MOUSE ABBO 9T	12" Pic Bag (F)							
NAISHA ONE STEP AT A TIME/(Version) PWL PWL 04 7" (P)										Dance/Disco
NEW MODEL ARMY GREEN AND GREY (EDIT)/The Change (Live)		EMI NMA 9	7" Pic Bag NMADP 9	7" 12NMA 9	12" Pic Bag Family Life	CDNMA 9	CD (E)			
ONE NATION WHAT YOU SEE/What You See Blues I.R.S. EIRS 112 7" Pic Bag EIRST 112		12" Pic Bag EIRSCD 112	CD (E)							
OSMOND SOLDIER OF LOVE/Time Can't Erase		VIRGIN VS 1094	7" Pic Bag VST 1094	12" Pic Bag VSCD 1094	CD Groove (E)					
PADDINGTON BEAR CROSS MY PAWS AND HOPE TO DIE/GARY BOND - The Marmalade		King TV STV 1	7" Pic Bag (P)							
PARACHUTE MEN, The LEEDS STATION/Maybe If I'd Said FIRE BLAZE 335 7" (P)										
PERENNIAL DIVIDE LEATHER NECKS/ba SWEATBOX SOX 036 12" SOX 036CD CD (VRT)										
PRESSURE POINT & PP ARNOLD DREAMING/ba VICEROY VICE 2 7" 12VICE 2 12" (TRC/BMG)										
PROFANE, Benny SKATEBOARD TO OBLIVION/ba PLAY HARD DEC 24 12" (VRT)										
"PUBLIC IMAGE LIMITED DISAPPOINTED/Same Old Story		VIRGIN VSG 1181	7" Gatefold Sleeve VSCD 1181	CD (E)						
"RAIN PEOPLE, THE LITTLE BIT OF TIME/Hiding Out		EPIC 6548232	CD (C)							
RAZE Presents DOUG LAZY LET IT ROLL/(Version) CHAMPION CHAMP 204 7" Pic Bag CHAMP 12204		12" Pic Bag (BMG)								
RECKLESS SLEEPERS IF WE NEVER MEET AGAIN/ba I.R.S. EIRS 114 7" EIRST 114 12" (E)										
RICHARD, Cliff THE BEST OF ME/Move It Lindsay Jane		EMI EM 92 7" Pic Bag 12EM 92	12" Pic Bag High Class Baby/CEM 92 (E)							
RICHARD, Cliff THE BEST OF ME/Move It Lindsay Jane		EMI EMS 92 7" Ltd Ed Gold Package 12EMS 92	12" Ltd Ed Gold Package High Class Baby/CEMS 92	CD Ltd Ed Gold Package (E)						
ROSE ROYCE CARWASH/WANNA GET NEXT TO YOU/Theme From Which Way Is Up - STARGARD		OLD GOLD OG 4117	12" (WU/A/LIG)							Dance/Disco
SALOMON, Gary SEALED WITH A KISS/Armed Robbery Of The Heart		PYRAMID PYR 8	7" Pic Bag 12PYR 8	12" Pic Bag (E)						
SHALAMAR TAKE THAT TO THE BANK/OWE YOU ONE OLD GOLD OG 4115		12" (WU/A/LIG)								Dance/Disco
SHRINE OF FOUR PERFECT CRIME (WE ALL HURT INSIDE)/ba MOLES MRCL 1 7" 12MRCL 1 12" MRCLCD5		1 CD (TRC)								
"SKIN GAMES YOUR LUCK'S CHANGED/Arabesque		EPIC SGAB 4	7" Ltd Box Set (C)							
SOUL II SOUL BACK TO LIFE/ba 10 TEN 265 7" Pic Bag TENX 265		12" Pic Bag (E)								Dance/Disco
STEWART, Amii KNOCK ON WOOD (1985 REMIX)/Light My Fire (1985 Remix)		OLD GOLD OG 4120	12" (WU/A/LIG)							Dance/Disco
THIEVES, THE SOUL THIEF/And Then He Died/Souvenir Of 1969		PLANATARIUM THEFT 2	12" Pic Bag (I/FF)							
"TOUCHDOWN EASE YOUR MIND '89/(Version) BEATBOX BBOX 5 7" (P)										
TOUPS, Wayne & ZYDECAJUN SWEET JOLENE/Sugar Bee		MERCURY/PHONOGRAM MER 284	7" Pic Bag MERX 284	12" Pic Bag Let's Fall In Love/MERC 284	CD (F)					</

2-	B
All the boys	H
All the hop	D
Back to life	S
Back to me song	Z
But	B
But I found myself with	Y
Y	B
California dreamin'	M
Carash'i wanna get near	R
teapot	R
On my heels	B
On my eyes forever	F
Correct	H
Quack'n' riss	D
On my paws and hope to	L
Correct personality	B
Dancing under a latin moon	B
Daw & daughter	B
Disappointed	P
Do you know who you are	B
Don't fight the music	M
Don't it make you feel	D
good	D
Don't say goodbye	M
Don't say goodbye	P
Egyptian buzz	B
Eat your mind '89	T
Extreme destruction	Y
Fancy cold medianian fire	C
Confessing	L
Correct if your butt	M
Good good feeling	E
Go bye little boy	T
Green and grey (edle)	N
Gyrls, tramps and thieves	B
Hella drifing	C
Hot nuff	M
Hasn't the sweetest feeling	W
I'm here for you	B
I'm not type of guy	L
I'm not an angel	B
Ignorance is the agent	G
Like so	B
I'm shing better	M
Jacous moa	G
Just in luck	D
Knack on Wood (1985 re-	S
mix)	S
Leamer necks	P
Leads station	P
Let me	R
Let me be the pearl	T
Let me show you	C
License to kill	K
Little bit of time	R
Love	F
Like a girl-like girls	C
Macchid	C
Maximum override	D
Mias touch	M
Minion headed monster	I
More is better	B
On my so row	W
Nemim (that compares 2 u)	B
Oh-oh-oh	Z
One step at a time	N
Parthen	B
Parthen and crime (we all hurt)	S
de)	S
Pic and play	C
Pae muzik	M
Prayer	C
Prayer please	C
So letter a	C
Roll on	D
Roll on	E
Roll over beethoven	B
Rolling with roll	W
Rolling with roll	W
Smelled with a kiss	S
Smelled with a kiss	S
Smelled with a kiss	S
Scatter of love	O
Scattered in the night	V
The real me	C
Situational	T
Shi too young to remember	L
Shrad kids	C
Shrunk please	T
Swimming against the	L
stream	L
Tame me home	C
Time that to the bank	S
It'll be the day	H
It'll be the day of john and	B
woko	B
Th best of me	R
Th best of me	R
Th only one	J
Th prisoner	T
The real me	C
Tha shadow ep: mountain	S
song	J
The sun ain't gonna shine	E
anymore	E
The thing called love	M
The thing is funky (remix)	T
U-uh-love	F
V-iently	H
Vizual darning	M
What you see	O
What you see	O
Witness for the world	C
Y you don't have to go	C
Y you luck's change	C

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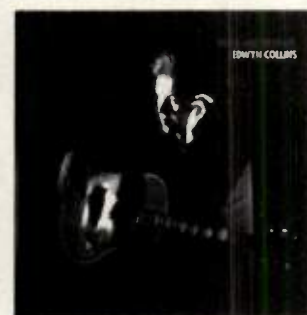
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# Dooley's

## D I A R Y

**BUSY AND LIVELY** — that's the pleasing report on the two BPI dealer liaison committee roadshow visits to Manchester and Glasgow last week, following the disappointments of the previous venues... On reading **Steve Mason's** roadshow comments about multiples inevitably becoming "blander and blander" (see p3), wonder whether the likes of **Barry Hartog** (Our Price), **Mike Sommers** (EUK/Woolworths), **Clive Swan** (Soto Sound/Boots) and **Brian McLaughlin** (HMV) would agree? ... Giving a pointer to **Thorn EMI's** results announcement on June 8, EMI Music chief **Jim Fifield** reckons they will demonstrate that the music division is "well on the way to achieving its growth goals" ... "I've been told my hat has been put in the ring," says EMI MD **Rupert Perry** as the nomination deadline for the BPI chairmanship has been extended to this week (see p1), though he adds: "I haven't yet decided whether to let the nomination go forward" ... **Chris Wright** was nominated but declined on the basis that he has enough on his plate at Chrysalis and, while the concept of a full-time president or executive chairman is likely to come back on the agenda at some future date, the BPI council is likely to want a unanimous nomination this time round ... While **Jim Fifield** continues to spend **Thorn EMI's** money on an international basis, expect EMI Records UK to spend some money on its own account this week through the purchase of the **Roulette Records** catalogue founded by the controversial **Morris Levy**. THE EMI-SBK deal may not have been finally sealed but new UK head **Peter Reichardt** has already been to Charing Cross Road to give a pep talk to the troops ... The hits keep on coming: **PWL** has followed up **Kylie's** number one with the **Ferry Cross The Mersey** tribute and have made it a treble with **Jason Donovan's** album making the top slot as well ... Do you recall that **Phil Ames** was running a competition to find a suitable name for his in-store outlets? Well, he's finally arrived at "4" (that's the name, not the length of the shortlist). Apparently, client **Debenhams** was not impressed with the original suggestion of 4 Play ... Entertainment UK's tour of the dark satanic mills (see p4) was an eye-opener for those who rarely cross the North-South divide and was probably a shock to some of the more refined palates in tow. Shortage of time meant that **EUK's Terry Blackman** had to order 25 take-aways from **Harry Ramsden's** famous fish bar near Bradford and **Dooley** is only sorry that we have no photographic record of 25 VIPs eating fish and chips out of the paper ... "Wizard of the record industry", "the king of record companies" — of course those of us in the biz have long known this about **Rob Dickins** but it has finally been confirmed in a feature in this month's *Tatler* in which the **WEA** chairman displays his designer luggage preference in the role of, what he describes as, "a novice Accidental Tourist".



**ENTERTAINING STUFF:** Entertainment UK is congratulated for selling more than 100,000 copies of **PWL's** *Kylie* video.



**MAKING TRAX:** Colin Ashby (right), managing director of Trax Music, welcomes the company's new marketing manager David Smith.



**DAY OF the guitar:** Some of the players from **IRS' Night Of The Guitar** project meet fans at Tower Records, Piccadilly.



**THE WEMBLEY way:** Wembley sales and events director **Roger Edwards** receives the top international venue award from *Performance* magazine.



**A KARTLOAD:** The winners of the **Noreoff Robbins Music Therapy** annual go-kart race bask in their glory.



**WHAT A caucus:** Among those present at the meeting of the **Parliamentary Black Caucus** and the **US Congressional Black Caucus** were CBS executives **LeBaron Taylor** (right) and **Tony Woolcott** who accompanied **Lor Pitt**.



**SWEET TALK:** Alyson Williams becomes close friends of CBS's **Paul Russell** and **Alan Phillips**.



**LAND OF the rising star:** The **Japan Phonogram Record Association** awarded **Sade** the grand prix for her contribution to the record business in the country and CBS's **Paul Russell** and **Andy Stephens** were on hand to receive it.

### MUSIC BUSINESS AGREEMENTS

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**A**TTENTION TO detail is the order of the day for distributors — whether small and specialist or large and broadly based. If the details are right, then dealers will be happy because they can concentrate on selling the records rather than chasing up late deliveries, wrong deliveries, non-deliveries, out-of-stock items and all the other banes of their business lives.

Attending to details does not mean one can ignore the fundamentals. That means an efficient, reliable system — inevitably fully computerised in this age of automated processes.

Distribution has become a fine art with few margins for error. Yet the squeeze on wholesalers and distributors constantly to perform better has not limited choice, as one can see from the following A to Z listing. Good distributors can still find specialist niches and exploit significant opportunities if they can get those fundamentals and details right.



## Alpha Records (Oxford) Ltd

1 Abbey Street, Eynsham, Oxford, OX8 1HR.  
Tel: (0865) 880240  
Fax: (0865) 882443  
Contact: H F Mudd, A J Wilson  
Hours of business: 9.00am-5.00pm  
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Ordering/Delivery details: By post or Fax, by Carrier, post or Air Mail.  
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Specialist music/Product: Choral, organ, instrumental and orchestral music. LP records, cassettes and compact discs. Labels owned: Abbey and Alpha.

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## APT Distribution

74 Eldon Street, York, YO3 7NE.  
Tel: (0904) 652524 (wholesale), (0904) 611656 (distribution)  
Fax: (0904) 644190  
Contact: Tony K (distribution), Amanda Belt (wholesale)  
Hours of business: 9.00am-5.30pm  
Monday — Friday  
Ordering/Delivery details: Order by phone or fax. Next-day delivery.  
Importer/Exporter  
Specialist music/Product: Independent, heavy metal, dance.

## Arabesque Ltd

Music and Video Distribution, Network House, 29-39 Stirling Road, London, W3 8DJ.  
Tel: 01-992 7732  
Fax: 01-992 0340  
Contact: Arthur Richmond, Ruth Smith  
Hours of business: 9.30am-6.30pm  
Monday — Friday  
Ordering/Delivery details: 24-hour delivery nationwide  
One-stop facility.  
Importer/Exporter  
Specialist music/Product: Supplier of records, tapes, compact discs, video and related products including chart and back catalogue, full price, mid price, and budget lines, independent and major label product, interview picture discs, music picture discs, limited editions and special formats, overstocks, deletions, calendars, posters and more ...

## Audio Merchandisers Ltd

Units 1&2 Forest Works, Forest Road, London, E17 6JF.  
Tel: 01-523 2981  
Fax: 01-523 3202  
Contact: Clive Swan  
Hours of business: 9.00am-5.30pm  
Ordering/Delivery details: Tele-sales: 01-527 2399/ Fax: 01-523 3202 24-hour national distribution.  
Specialist music/Product: Specialist merchandising/rack jobbing. UK chart and back catalogue. 7"/12"/LP/MC/CD/CDV/Video. In all 16,000 catalogue lines.

## Audio Visual International (AVI)

105 Bond Road, Mitcham, Surrey, CR4 3UT.  
Tel: 01-648 7000  
Fax: 01-646 0580  
Contact: Danny Ryan, Alastair Baumgartner  
Exporter  
Specialist music/Product: All UK domestic product

## Avanti Records

Unit 6C, 111 Mortlake Road, Kew, Richmond, Surrey, TW9 4AB.  
Tel: 01-876 9995  
Fax: 01-876 2227  
Contact: Paul Weiss, David Dunn  
Hours of business: 9.00am-5.30pm  
Ordering/Delivery details: Ordering by fax and by mail.  
Importer/Exporter



## Bucks Records Ltd

St Mary's Work, St Mary's Plain, Norwich, Norfolk, NR3 3AF.  
Tel: (0603) 626221/624290  
Fax: (0603) 619999  
Contact: Derek Chapman, Tom Smith  
Hours of business: 9.00am-6.00pm  
Monday — Friday  
Ordering/Delivery details: All products available from Cartel wholesale.  
Specialist music/Product: Records, cassettes and CDs on independent labels.

## Terry Blood Distribution/Wynd Up

18/20 Rosevale Road, Parkhouse, Industrial Estate, Newcastle under Lyme, Staffordshire, ST5 7QT.  
Tel: (0782) 566566  
Fax: (0782) 565400  
Contact: D A McWilliam  
Hours of business: Admin — 9.00am-5.30pm Monday — Friday  
Sales: — 9.30am-6.30pm Monday — Thursday, 9.30am-7.00pm Friday, 10.00am-6.00pm Saturday  
Ordering/Delivery details: Telephone sales, minimum order £50 excluding VAT. Delivery via Securicor within 24 hours, including Saturday morning.  
One-stop facility  
Importer/Exporter  
Jukebox supplier  
Specialist music/Product: All chart product 7", 12", LP, cassette, compact disc and compact disc singles. Extensive range of catalogue on all formats and budget range. Distributors for Counterpoint, Old Gold and Ocean. Complete new release service and catalogue range of full-price video rental. Largest selection of sell through video titles to cover music, children's feature, special interest, full price and budget computer software for leading machine types. National video sales force. National audio sales force. National merchandising team.  
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## BMG Distribution Operations

Lyng Lane, West Bromwich, West Midlands, B70 7ST.  
Fax: 021-553 6880  
Contact: John W Henderson, Lyn Robinson  
Hours of business: 9.00am-5.30pm  
Ordering/Delivery details: Telesales 021-500 5678. 24-hour delivery on all orders placed before 3.00pm.  
Specialist music/Product: Music and video suppliers for both in house and third-party labels.

## Bond Street Music Ltd

5 Wigmore Street, London, W1H 9LA  
Tel: 01-491 4117  
Fax: 01-629 3387  
Contact: Walter Collins, Stanley Simmonds  
Hours of business: 9.00am-5.30pm  
Monday — Friday  
Ordering/Delivery details: Orders despatched on day of receipt.  
Specialist music/Product: Spoken word cassettes — Caedmon, Hamlyn, Chivers, ISIS, Simon & Schuster, BBC. Language courses — BBC, Berlitz, Hugo, Hodder, Linguaphone, Macmillan, Readers Digest.



## Caroline International Ltd

56 Standard Road, London NW10 6ES.  
Tel: 01-961 2919  
Fax: 01-961 1873  
Contact: Jonathan Gilbride, Nik Podgorski  
Hours of business: 9.30am-6.00pm  
Monday — Friday  
Ordering/Delivery details: order by fax, post or phone. Delivery depends on product ordered. Worldwide shipping.  
Importer/Exporter  
Specialist music/Product: All UK labels, wide range imports: pop, dance, classical.

## CBS Distribution

Rabans Lane, Aylesbury, Bucks, HP19 3BX.  
Tel: (0296) 26151/395152  
Fax: (0296) 81009  
Contact: Jan Leach, A Patterson  
Hours of business: 8.30am-17.00  
Monday — Thursday 8.30am-15.45 Friday. Ansaphones available at all other times  
Ordering/Delivery details: Order via telesales: (0296) 395151. Delivery via Securicor.  
Specialist music/Product: All CBS and Epic Labels, CBS Masterworks, Chrysalis, Cooltempo, GO! Discs (part). Music video: CMVE, Vestron, CIC. Video: Ariel, BBC, Braveworld, Buena Vista, Castle Home Video, CIC Entertainment in Video, Highfliers, MGM/UA, Screen Entertainment, Sony, Vestron.

## Charly Records Ltd

156-166 Ildeston Road, London SE15 1NT.  
Tel: 01-639 8503  
Contact: Cab Ellis, Jacp Visser  
Hours of business: 9.00am-5.30am  
Ordering/Delivery details: Telesales, delivery by Securicor.  
Importer/Exporter  
Specialist music/Product: Rock & roll, Latin, blues, soul, R&B rockabilly, rock, jazz gospel, big band, world music disco, reggae — real music!

## CM Distribution

2/4 High Street, Stankeck, Harragat, HG2 7HY.  
Tel: (0423) 888979  
Fax: (0423) 885761  
Contact: Frankie Cozlough, Andrew Wheatstone  
Hours of business: 9.00am-7.00pm  
Ordering/Delivery details: Telephone/postal ordering. Delivery overnight carrier.  
Specialist music/Product: Folk, blues, jazz, world music, reggae, country, cajun.

## Compact Leisure Ltd

Units 1&2, Forest Works, Forest Road, London, E17 6JF.  
Tel: 01-523 2266  
Fax: 01-523 3202  
Contact: Chris Denton, Simon Guirke  
Hours of business: 9.00am-5.30pm  
Ordering/Delivery details: Sales: 01-523 2266, 24-hour delivery  
One-stop facility by arrangement.  
Importer/Exporter  
Specialist music/Product: CD singles, CDV/compact discs.

## Conifer Records Ltd

Horton Road West Drayton, Middx, UB7 8JL.  
Tel: (0895) 447707  
Fax: (0895) 420713  
Contact: Rashmi Pateni, John Wood  
Hours of business: 8.30am-6.30pm  
Monday — Friday  
Ordering/Delivery details: Order desk/telesales (0895) 441422. Delivery: 24-48 hours.  
Specialist music/Product: Distributor of imported and UK labels/producer and manufacturer of own labels

## Contact (UK) Ltd

Research House, Fraser Road, Greenford, Middlesex.  
Tel: 01-997 5662/997 5663  
Fax: 01-997 5664  
Contact: Michael Lo Bianco, Geoff Kite  
Hours of business: 9.30am — late Monday — Friday  
Ordering/Delivery details: 43-hour turnaround for orders placed before 12.00am.  
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TO PAGE TWO ►



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## ► FROM PAGE ONE

**Specialist music/Product:** Independent records, video and compact discs, merchandising and related products. Licensing and distribution arranged UK and overseas.

### Counterpoint

Prestwich House, Caxton Way, Watford, Herts, WD1 8UF.  
Tel: (0923) 55558  
Fax: (0923) 816704  
Contact: Peter Stack, Steve Fruin  
Hours of business: 9.00am-6.00pm Monday — Friday  
Importer/Exporter

### Crusader Marketing Company Ltd

Unit 5, Haywood Way, Hastings, East Sussex, TN35 4PL.  
Tel: (0424) 435511  
Fax: (0424) 424035  
Contact: Roy Murrell, Peter Riley  
Hours of business: 9.00am-5.30pm Monday — Friday. Weekends by appointment.  
Ordering/Delivery details: Order by phone, post, fax, orders despatched same day, 24-hour delivery by parceline.  
One-stop facility.  
Importer/Exporter  
Specialist music/Product: Jazz, nostalgia, Sixties, blues, country and western, Irish and deletions.



### Dance a Disc Ltd

Unit 30, Sheraton Business Centre, Wadsworth Road, Perivale, Middx, UB6 7JB

Tel: 01-991 1965  
Fax: 01-991 5726  
Contact: Damon Dixon, Chris Thompson  
Hours of business: 9.00am-6.00pm  
Ordering/Delivery details: Orders by fax/phone (preferably fax!).  
Importer/Exporter  
Specialist music/product: Specialist exporter/importer of dance music. We hold stock on new releases and back catalogue, 12"/LP/CD/MC.

### Discovery Records

The Old Church Mission Room, Kings Corner, Pewsey, Wilts, SN1 5BS.  
Tel: (0672) 63931  
Fax: (0672) 63934  
Contact: Mike Cox, Bill Trythall  
Hours of business: 9.30am-5.30pm Monday-Friday  
Ordering/Delivery details: Orders taken by post, phone, fax or rep calls. Prompt deliveries by Securicor and Parceline. Minimum order without surcharge £50.  
Importer/Exporter  
Specialist music/product: Specialists in imported jazz, world and back catalogue rock music on LP, tape and CD. Main labels: CBS (Europe), Vogue, Musidisc, Arion, Auvidis, EPM, Avancuaro (Australia).

### Downing Records

31 South Road, Waterloo, Liverpool 22.  
Tel: 051-920 5221/920 8088  
Contact: R. Downing, N. Robinson.  
Hours of business: 9.00am-5.00pm Monday-Thursday. 9.00am-7.30pm Friday.  
Ordering/Delivery details: cash and carry  
One-stop facility  
Specialist music/product: All

### Gordon Duncan Records

9 Market Place, Inverurie, Aberdeenshire, AB5 9PU.  
Tel: (0467) 21517  
Contact: Gordon Duncan, Colin Morrison.  
Hours of business: 8.30am-5.30pm Monday-Friday.  
Ordering/Delivery details: Order by telesales, orders despatched same day by Securicor.  
Importer/Exporter  
Specialist music/product: Main Scottish wholesaler for over 60 labels.



### MI M&D Services

1/3 Uxbridge Road, Hayes, Middlesex, UB4 0SY.  
Tel: 01-561 8722/848 9811 (sales)  
Fax: 01-848 8793  
Contact: Alan Williams  
Hours of business: 8.30am-5.00pm (telephone sales). 5.00pm-8.00pm (answerphone).  
Ordering/Delivery details: Dealer services within 24/48 hours of order placement. Delivery via Parceline.  
Specialist music/product: Records, CDs, cassettes and music videos.

### Entertainment UK Ltd

Clayton Road, Hayes, Middlesex, UB3 1HS.  
Tel: 01-848 7511  
Fax: 01-848 9769  
Contact: Nick Wenham, David Bowler.  
Hours of business: 8.30am-8.00pm  
Ordering/Delivery details: 24-hour/48-hour service  
Specialist music/product: Music, video and computer software rackers.

### European Music Distributors Ltd

Unit 1, Baird Road, Enfield, Middlesex, EN1 1SJ.  
Tel: 01-443 2528  
Fax: 01-805 3391  
Hours of business: 9.00am-5.30pm Monday-Friday  
Ordering/Delivery details: Telesales department, salesmen, regular catalogue, UK delivery via Parceline (24 hours). All other EEC countries — goods sold ex-works London.  
Exporter  
Specialist music/product: Pan European Distributor of own label, Black Lion, Digital Classic, Candid, Freemom, Stylus Music, K-Tel and Topic. Music video and audio deletions/overstocks from the major UK record/video companies.



### Fast Forward

21A Alva Street, Edinburgh, EH2 4PS.  
Tel: 031-226 3129  
Fax: 031-226 3133  
Contact: Brian Guthrie, Graeme Roberts  
Hours of business: 9.30am-6.00pm Monday-Friday  
Ordering/Delivery details: Orders taken via telephone or fax — usual delivery within 24 hours (UK) if order is placed by 3.00pm.  
Importer/Exporter  
Specialist music/Product: As part of Cortel, Fast Forward distributes all types of music including the following labels exclusively 53rd & 3rd/DDT/Nightshift/Cathexis/Blast Furnace/Mental Velocity/Shimmy Disc (USA)/Resonance (Holland)/Danceteria (France)/Calculus/Next Big Thing/Paint It Red/Vox Pop, etc.

### FM Revolver Records Ltd

152 Goldthorn Hill, Penn, Wolverhampton, WV2 3JA.  
Tel: (0902) 345155  
Fax: (0902) 345155  
Contact: Robert James  
Hours of business: 9.00am-6.00pm Monday-Friday  
Ordering/Delivery details: All UK sales through RCA/BMG (and Italy & FDR) 24 overseas territory/distributors in place — call for full list.  
Importer/Exporter  
Specialist music/Product: rock product A&D division opens shortly.



### Gamut Distribution Ltd

Brookfield Business Centre, Cottenham, Cambridge, CB4 4SP.  
Tel: (0954) 5160  
Contact: Martin Bright  
Hours of business: 9.30am-5.30pm  
Ordering/Delivery details: Phone or post; post or courier  
Specialist music/Product: Classical music, organ, choral, chamber music.

### G&M Tapes and Records (Wholesale) Ltd

308 High Street, Stratford, London, E15 1AJ.  
Tel: 01-534 4882  
Fax: 01-519 8128  
Contact: Danny Barnes, Richard Satharine  
Hours of business: 9.00am-9.00pm  
Ordering/Delivery details: Own vans covering London and home counties via Securicor.  
Importer/Exporter  
Specialist music/Product: Soul Dance cutouts, 12" UK and import, LP UK and import, CDs and cassettes.

### Gold & Sons (Records) Ltd

Gold House, 69 Flempton Road, Leyton, London, E10 7NL.  
Tel: 01-539 3600 (orders 01-558 7133)  
Fax: 01-539 2176  
Contact: Jonathan Gold, Stuart Persky  
Hours of business: 9.00am-6.00pm Monday-Friday. 9.00am-1.00pm Saturday  
Ordering/Delivery details: Carriage free for orders value £50 or over. Small handling charge for smaller orders. Next day delivery throughout UK.  
One-stop facility.  
Exporter  
Specialist music/Product: Wholesalers of records, cassettes, CDs and all videos.

### Graphic Sound Ltd

PO Box 34, Maidstone, Kent, ME16 8DS.  
Tel: (0622) 683196  
Fax: (0622) 764214  
Contact: Penny Hogan, Stephen Gold  
Hours of business: 9.00am-5.00pm Monday-Friday  
Ordering/Delivery details: Telephone /Telex/Fax — delivery 48 hours.

### Greyhound Records

130A Plough Road, Battersea, London, SW11 2AA.  
Tel: 01-924 1166  
Fax: 01-924 1471  
Contact: Tony Hickmott, Paul Callaghan  
Hours of business: 9.30am-5.30pm Monday-Friday  
Ordering/Delivery details: Orders placed by phone before midday are usually despatched via Parceline same day.  
Importer/Exporter  
Specialist music/Product: We are specialist non-parallel import wholesaler and distributor covering all types of music apart from classical.



### Armonia Mundi (UK) Ltd

19-21 Nile Street, London, N1 7LR.  
Tel: 01-253 0863/253 0865  
Fax: 01-253 3237  
Hours of business: 9.00am-5.30pm Monday-Friday  
Specialist music/Product: Classical, jazz, world music

### Hermanex Ltd

137A High Road, Loughton, Essex, IG10 4LT.  
Tel: 01-508 3723  
Fax: 01-508 0432  
Contact: Peter Harris, Darren Rigwell  
Hours of business: 9.00am-5.30pm Monday-Friday  
Ordering/Delivery details: 72 hours Wholesaler/Distributor



### John Jack

T/A Cadillac Distribution, 180 Shaftesbury Avenue, London, WC2H 8JB.  
Tel: 01-836 3646  
Fax: 01-497 9102  
Contact: John Jack  
Hours of business: 10.00am-6.00pm Monday-Friday  
Ordering/Delivery details: Phone/fax. Post/air freight/courier.  
One-stop facility.  
Specialist music/Product: Jazz and ethnic.

TO PAGE FOUR ►

## Arabesque Ltd.

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► FROM PAGE TWO

### Jetstar

155 Acton Lane, Park Royal, London, NW10 7NJ.

Tel: 01-961 5818

Fax: 01-965 7008

Hours of Business: 8.00am-7.00pm  
 Monday-Friday. 8.00am-3.00pm Saturday. 8.30am-3.00pm Sunday.

Ordering/Delivery details: Next-day delivery by Parceline. Exclusive line available for order by fax: 01-965 7008.

One-stop facility.

Importer/Exporter

Jukebox supplier

Specialist music/Product: Dance music, reggae, soca.

### Jewish Music Distribution

PO Box 232, Harrow, Middx, HA1 2NN.

Tel: 01-907 1905

Fax: 01-907 6762

Contact: Mrs G Auerbach

Hours of Business: 9.00am-5.00pm  
 Monday-Friday. 9.00am-1.00pm Sunday.

Ordering/Delivery details: Orders by mail, telephone or fax.

Specialist music/Product: All music of Jewish interest, including classical, folk, liturgical, cantorial, Klezmer, Ladino, Yiddish and Traditional ethnic music.



### Kingdom Records Ltd

9/11 Manmouth Street, London, WC2H 9DA.

Tel: 01-836 4763

Fax: 01-836 7311

Telex: 94070541 KING G

Hours of Business: 10.00am-6.00pm.  
 Ordering/Delivery details: Orders by telephone, fax, telex and post. Delivery times nominated by customer. Areas: UK and world.

Importer/Exporter

Specialist music/Product: Records, CDs and cassettes. Labels include Kingdom, Jazz, Cavalier, Killerwatt, Bandit, Twinkle, Shaka.

### K-tel International (UK) Ltd

620 Western Avenue, London, W3 0TU.

Tel: 01-992 8055

Fax: 01-993 3652

Contact: Bob Stevens

Hours of Business: 9.00am-5.30pm  
 Ordering/Delivery details: 24-48 hours

Specialist music/Product: All types of music.



### Lasgo Exports

Unit 2, Chapmans Park Industrial Estate, 378-388 High Road, Willesden, London, NW10 2DY.

Tel: 01-459 8800

Fax: 01-451 5555

Contact: Charlie Paulinski, Martin O'Donnell

Ordering/Delivery details: Worldwide export

One stop facility.

Importer/Exporter

Specialist music/Product: All major & independent labels, specialising in disco, heavy metal, jazz, funk and classical.



### Mainline Record Distribution (MRD)

Unit 1, Mill Lane Trading Estate, Mill Lane, Purley Way, Croydon CR0 4AA.

Tel: 01-686 3636

Fax: 01-681 8005

Contact: Peter Collins

Specialist music/Product: Labels owned — Big Band Era, Big Country, Big Time, Black Tulip, Blue City, Classicaphon, Commander, Evergreen, Heartbeat, Jazz Life, Laser, MCR, MCR Classical, Musique International, Noel, Streiff, Sonata, Supreme, Tomato, Virtuoso. Labels distributed: Giants of Jazz, Rhino, Unforgettable, major company product that is not available in the UK.

### Michele International Ltd

Unit E, The Acorn Centre, Rowbuck Road, Hainault, Essex, IG6 3TU.

Tel: 01-500 1819

Fax: 01-500 1745

Contact: Terry Denoff, Maurice Mendel

Hours of Business: 9.00am-5.00pm

Monday-Friday

Ordering/Delivery details: Labels:

Stradivari — Hindsight — Michel

Importer/Exporter

Specialist music/Product: Classical, jazz, MOR

### MMG Distribution

Magnum House, High Street, Lane End, Buckinghamshire, HP14 3JG.

Tel: (0494) 882858

Fax: (0494) 882631

Contact: Lynne Williams

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INTERNATIONAL DISTRIBUTION

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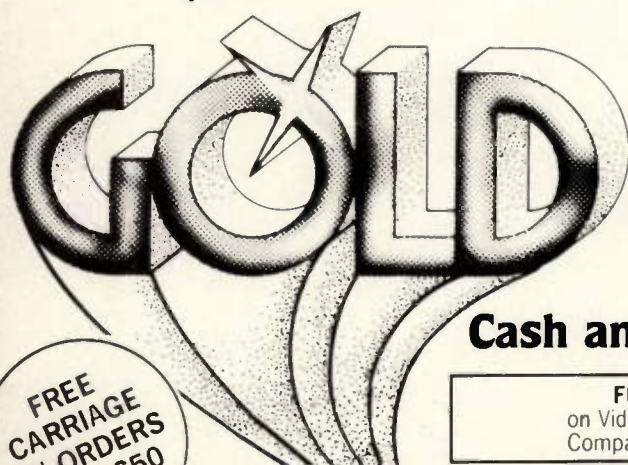
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## DISTRIBUTION A-Z

### FROM PAGE FOUR

**Hours of Business:** 9.30am-5.30pm  
**Importer/Exporter**  
**Jukebox supplier**  
**Specialist music/Product:** Rock & Roll, blues, reggae, soul, rhythm & blues, country, country rock, folk, jazz, MOR.

### Mono Distributors (Jersey) Ltd

First Floor, Freight Terminal, States Airport, St Peter, Jersey, Channel Islands  
**Tel:** (0534) 45161  
**Fax:** (0534) 43282  
**Hours of Business:** 9.00am-5.30pm Monday-Friday  
**Specialist music/Product:** Distribution of TV advertised and budget products (MFP & Pickwick). TDK wholesale distributor for the Channel Islands.

### Multiple Sound Distributors Ltd

3 Standard Road, Park Royal Industria Estate, London, NW10 6EX.  
**Tel:** 01-961 5646  
**Fax:** 01-965 3047  
**Contact:** Roger Bull, Alan Booth  
**Hours of Business:** 9.00am-5.30pm Monday-Friday  
**Delivery:** (Mid June) MSD Distribution Ltd, as below, but tel: 01-961 1103. (After mid June) William Collins Sons & Co Ltd, Westerhill Road, Bishopbriggs, Glasgow, G64 2QT (041-772 3200)  
**Ordering:** Telesales, MSD Distribution Ltd, Unit 7/8 Grand Union Industrial Estate, Abbey Road, Park Royal, London NW10 7UL (Tel: 01-961 6660).  
**Specialist music/Product:** Classical label, MOR budget label.

### New Note Distribution Ltd

Unit 2, Orpington Trading Estate, St Mary Cray, Orpington, Kent, BR5 3SR.  
**Tel:** (0689) 77884  
**Fax:** (0689) 77891  
**Contact:** Eddie Wilkinson, Graham Griffiths  
**Hours of Business:** As Pinnacle  
**Ordering/Delivery details:** As Pinnacle  
**Importer**  
**Specialist music/Product:** Jazz/contemporary classical/world music. Distributed labels include: ECM, GRP, Concord, Messidor, Gaia/Gramavision, King/Paddlewheel, Jazz House, Landmark, JVC, MCA imports, Mole Jazz, Loose tubes, Hothouse Records, Optimism.

### Nine Mile Distribution Ltd

6 New Street, Warwick, CV34 4RX.  
**Tel:** (0926) 499899  
**Fax:** (0926) 497737  
**Contact:** Rod Thomson, Peter Dodge  
**Hours of Business:** 9.00am-6.30pm

### Idies Unlimited

Dukes Way, St Georges, Telford, Shropshire.  
**Tel:** (0952) 616911  
**Fax:** (0952) 620361  
**Contact:** A J Lewis  
**Hours of Business:** 9.00am-6.00pm  
**Ordering/Delivery details:** Full catalogues of our ranges available on request.  
**Importer/Exporter**  
**Specialist music/Product:** Overstock and deleted product.

### Outlet Recording Co Ltd

15-21 Gordon Street, Belfast BT1 2LG.  
**Tel:** (0232) 322826  
**Fax:** (0232) 332671

**Hours of Business:** 9.00am-5.30pm Monday-Friday. 9.00am-1.00pm Saturday (Van sales — seven days, 24 hours)  
**Ordering/Delivery details:** Post/air/Express/own vans  
**Specialist music/Product:** Irish traditional, folk Irish and US country.

### Pacific Records

Pacific House, Vale Road, London, N4 1QB.  
**Tel:** 01-800 4465 (Admin), 01-800 4490 (Sales)  
**Fax:** 01-800 4490  
**Contact:** Nigel Reveler, Geoff Wilmot  
**Hours of Business:** 9.30am-6.00pm  
**Ordering/Delivery details:** Next-day delivery via Parceline/Securicor.  
**Importer/Exporter**  
**Specialist music/Product:** Specialist imports and distributor for various UK labels, including: ODE, Desire, Immaculate, Submission, Fiction Independent, Check This.

### Panther Music

Unit 5, The Atlas Business Centre, Oxgate Lane, London, NW2 7HU.  
**Tel:** 01 208 2377  
**Fax:** 01-208 2361  
**Contact:** Trevor Reidy, Neil Kellas  
**Hours of Business:** 9.30am-7.00pm, late for overseas visitors.  
**Ordering/Delivery details:** Fax or phone plus nationwide van sales coverage. Delivery: 24 hours.  
**One-stop facility**  
**Importer/Exporter**  
**Specialist music/Product:** Deletions, overstocks, sale product, special packages made to suit customers requirements. All types of music and formats — AOR to classical.

### Parkfield Entertainment

Unit 12, Brunswick Industrial Park, Brunswick Way, New Southgate, London, N11 1HX.  
**Tel:** 01-68 7788  
**Fax:** 01-361 8877  
**Contact:** Malcolm Sharp, Tracey Doule  
**Hours of Business:** 9.30am-6.00pm  
**Ordering/Delivery details:** Delivery of order 24-48 hours after placing orders.  
**One-stop facility**  
**Importer/Exporter**  
**Jukebox supplier**

### Pic-a-Tape Ltd

Unit 5, Essex Street, Preston, Lancashire, PR1 1QE.  
**Tel:** (0772) 718131  
**Fax:** (0772) 203155  
**Contact:** G M Griffiths  
**Hours of Business:** 9.00am-6.00pm Monday-Friday. 9.00am-12.00pm Saturday  
**Ordering/Delivery details:** Telephone orders received by midday despatched same day or next day delivery.  
**Specialist music/Product:** Pic-a-Tape supplies a range of leisure-related products to non-traditional outlets. Recommended suppliers to Granada, Trusthouse Forte, Texaco, BP, Mobil and many more major oil companies.

### Pinnacle Records

Electron House, Cray Ave, St Mary's Cray, Orpington, Kent, BR5 3PN.  
**Tel:** (0589) 70622  
**Fax:** (0639) 78269  
**Contact:** Steve Mason, George Kimpton Howe  
**Hours of Business:** 9.00am-6.00pm  
**Ordering/Delivery details:** Order desk (0585) 73144, 24-hour delivery

### Play a Sound

15 Bell Lane, Byfield, Northants, NN11 6US.  
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Fax: (0295) 56877  
 Contact: Karl Pattison  
 Hours of Business: 9.00am-6.00pm  
 Ordering/Delivery details: Vehicle distribution, merchandising delivery  
 Specialist music/Product: Audio, video, compact disc, distribution for the petrol forecourt retail trade.

### PolyGram Recording Operations Ltd

PO Box 36, Clyde Works, Grove Road, Romford RM6 4QR.  
 Tel: 01-590 6088  
 Fax: 01-597 1011  
 Contact: Alan King, Rod di Cicco  
 Hours of Business: 8.30am-5.30pm  
 Ordering/Delivery details: Telephone sales: 01-590 6044, 8.30am-5.30pm. Ansafone service outside of business hours. Delivery in 24/48 hours.

### Prism Leisure Corporation

Unit 1, Baird Road, Enfield, Middlesex, EN1 1SQ.  
 Tel: 01-804 8100  
 Fax: 01-805 8001  
 Contact: Lawrence Kuttner, Simon Checketts  
 Hours of Business: 9.00am-5.30pm Monday-Friday  
 Ordering/Delivery details: Telesales via catalogue. Quarterly catalogue available. Shipping via Parceline.  
 Importer/Exporter  
 Specialist music/Product: Mid-price label incl BR Music, Platinum Music, Dance Band Days, Masters. Irish labels incl Ritz, Dolphin, Outlet, Tara. TV labels incl Telstar, Stylus, Harmac, K-tel.

### PRT

105 Bond Road, Mitcham, Surrey, CR4 3UT.  
 Tel: 01-640 3344/640 7000  
 Fax: 01-640 2586

Contact: Richard Lim, David Brooker  
 Hours of Business: 9.00am-5.30pm Monday-Friday, Ansafone outside these hours.  
 Ordering/Delivery details: 24-hour UK mainland  
 Specialist music/Product: UK distributor and exporter for independently owned record labels.



Box 195, London, N14 5DF  
 Tel: 01-368 2921  
 Fax: 01-886 6812  
 Contact: H J Jaques  
 Hours of Business: 9.00am-5.00pm weekdays  
 Ordering/Delivery details: Telephone and fax orders accepted  
 Importer/Exporter  
 Specialist music/Product: Wholesaler to the trade of VHS video cassettes. Distributor of indie labels to wholesalers and retail outlets.

### Recommended Distribution

387 Wandsworth Road, London, SW8 2JL.  
 Tel: 01-622 8834  
 Contact: Chris Cheek, Gareth Davies  
 Hours of business: 11.00am-6.00pm  
 Ordering/Delivery details: Terms negotiable. No order too small.  
 Importer/Exporter  
 Specialist music/Product: Experimental: jazz/improvisation/electronics/composition/difficult music/rock. New music from around the world.

TO PAGE EIGHT ►

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► FROM PAGE SEVEN

## Record Services

30/32 Sir John Rogersons Quay, Dublin 2, Ireland.  
Tel: (0001) 714011  
Fax: (0001) 714554  
Contact: Brian Wynne  
Hours of business: 9.15am-5.30pm  
Ordering/Delivery details: Rep, tele-sales, 24-hour delivery service, own service to Dublin, Securicor to rest of country.  
Importer/Exporter  
Specialist music/Product: MOR, Irish. Distribute: K-tel, MCA, Island, Castle, Mother.

## Retrack UK Ltd

Unit 1, Mill Lane Trading Estate, Mill Lane, Purley Way, Croydon, CR0 4AA.  
Tel: 01-686 3636  
Fax: 01-681 8005  
Contact: Peter Collins  
Specialist music/Product: Retrack UK is the number one supplier of overstocks and deletions to the retail music industry. MRD/Retrack UK has five van-sales operations covering London and the South, north London and the Home Counties, Birmingham and the Midlands, Manchester area, Scotland.

## Ross Record Distribution

29 Main Street, Turriff, Aberdeenshire, AB5 7AB.  
Tel: (0888) 68899  
Fax: (02612) 2466  
Contact: Gibson Ross, Dorothy Stephen  
Hours of business: 9.00am-5.00pm Monday-Friday  
Ordering/Delivery/Details: National Courier/Post office deliveries.  
Specialist music/Product: Scottish, Irish country music specialists.

## Rough Trade Distribution

61 Collier Street, London N1 9BE.  
Tel: 01-833 2133  
Fax: 01 833 2912  
Contact: Mike Holdsworth  
Ordering/Delivery details: Orders via Cartel Wholesale (telesales and/or sales reps). Deliveries nationwide by overnight courier.  
Specialist music/Product: Export dept: tel: 01-833 4298, fax: 01-833 4624. Demix (specialist dance distribution & sales dept): tel: 01-837 5635. New Routes (specialist world music distribution & sales dept): Tel: 01-837 5536.



## Sain (Recordiau) Cyf

Candfan Sain, Llandwrog, Caernarfon, Gwynedd, LL54 5TG.

Tel: (0286) 831111  
Fax: (0286) 831497  
Contacts: Dafydd Iwan, O P Huws  
Hours of business: 9.00am-5.00pm (office), erratic (studio)  
Ordering/Delivery details: Normal administrative procedures  
Importer/Exporter  
Jukebox supplier  
Specialist music/Product: Welsh records, cassettes and compact discs, extensive studio facilities.

## Sue Seek

T/A Red Ruby, 134 Old Field Grove, London, SE16 2NE.  
Tel: 01-252 0598  
Hours of business: 9.30am-3.30pm  
Specialist music/Product: A: Shadow of my mind, B: Calling UFO RY 001 Red Ruby; A: American Man/American Lover, B: Calling UFO Beat-Toe RY 002 Red Ruby; A: I don't care, B: Tender Tush RY 003 Red Ruby; A: Tender Kiss, A: My dream man, dream love RY 005 Red Ruby.

## Serenceti Records

43A Old Woking Road, West Byfleet, Surrey KT14 6LG.  
Tel: (09323) 51925  
Fax: (09323) 36431  
Contact: Mike Wells, Martin Howell  
Hours of business: 8.30am-6.00pm  
Importer/Exporter  
Specialist music/Product: African imports — Zimbabwe, South Africa, Kenya, Nigeria — all labels, Indian & Pakistan imports.

## Solomon & Peres Ltd

120 Coach Road, Templepatrick, Co Antrim, BT39 0HB.  
Tel: (08494) 32711  
Fax: (08494) 32800  
Contact: Mervyn A Solomon, Les R Paterson  
Hours of business: 9.00am-5.00pm Monday-Friday, 9.00am-12.30pm Saturday  
Ordering/Delivery details: All orders received by 12.30pm delivered the same day. All orders after 12.30pm delivered the following morning.  
One-stop facility  
Importer/Exporter  
Jukebox supplier  
Specialist music/Product: Wholesale all major record/video labels.

## Sotosound Ltd

Units 1&2, Forest Works, Forest Road, London, E17 6JF.  
Tel: 01-523 2981  
Fax: 01-523 3202  
Contact: Clive Swan  
Hours of business: 9.00am-5.30pm  
Ordering/Delivery details: Tele-sales: 01-527 2399, 24-hour national distribution.  
Specialist music/Product: UK chart/catalogue wholesalers. Handling LP/MC/CD/CDV/Video/12"/7". Exclusive label distribution.

## Sotosound (Jukebox) Ltd

Units 1&2, Forest Road, London, E17 6JF.  
Tel: 01-527 8300  
Fax: 01-523 3202  
Contact: Sue Stott  
Hours of business: 9.00am-5.30pm  
Ordering/Delivery details: Customer enquiries/sales: 01-527 8300  
Jukebox supplier  
All chart, golden oldies, special jukebox packs including DC/CDV boxes.

## Southern Record Distribution Ltd

Myddleton Road, London, N22  
Tel: 01-889 6555  
Fax: 01-889 6166  
Contact: John Knight, Garreth Ryan  
Hours of business: 9.30am-7.00pm  
Ordering/Delivery details: Orders placed by telephone by 5.00pm, delivered next day.  
Specialist music/Product: Independent labels including Alchemy, Big Kiss, Bluurg, Better Youth, Corpus Christi, Crass, Cut Deep, Decoy, Destiny, Dischord, Dossier, Funf und Vierzig, Glitter House, Interfisch, Irdial, Madhouse, On-U Sound, Pig Boy, Paontang, Pusmort, R-Radical, Raging, Rat Cage, Solar Lodge, Touch & Go, Torso, Unamerican, vinyl solution, Wanghead UK, Way Cool, What Goes On, Wiiiija, World.

## SP&S Sales Ltd

137A High Road, Loughton, Essex, IG10 4LT.  
Tel: 01-508 3723  
Fax: 01-508 0432  
Contact: Peter Harris, John Halpenny  
Hours of business: 9.00am-5.30pm Monday-Friday  
Delivery details: Van delivery service supplying all UK.  
Specialist music/Product: Specialist in deletions/overstocks.

## Spartan Entertainment Ltd T/A Spartan Records

3 Sevenex Parade, London Road, Wembley, Middx HA9 7HQ.  
Tel: 01-903 4753 (eight lines)  
Fax: 01-903 7853  
Telesales: 01-903 8223  
Contact: Thomas A McDonnell, David G Thomas  
Hours of business: 9.00am-5.30pm  
Ordering/Delivery details: Telesales and field force, 24-hour delivery.  
Specialist music/Product: Distributor of all formats of recorded music and videos.

## Sterns Distribution

116 Whitfield Street, London W1P 5RW.  
Tel: 01-387 5550/388 5533  
Fax: 01-388 2756  
Contact: Scot Lund (exports), Ian Thomas (Domestic)

Hours of business: 10.00am-6.00pm Monday-Friday  
Ordering/Delivery details: Orders under £25, customer pays carriage. Delivery by post.  
Importer/Exporter  
Specialist music/Product: Traditional, modern, salsa, zouk, Cuban, Brazilian, world music.



## Target Records Sales Ltd

Target House, Cornwall Road, Croydon, Surrey CR9 2TG  
Tel: 01-686 3322  
Fax: 01-681 6523  
Contact: L Adams, J Elliot  
Hours of business: 9am-6pm Monday-Friday  
Ordering/Delivery details: 48 hours Securicor  
Importer/Exporter  
Specialist music/Product: Specialise in CD — classical, MOR and jazz.

## Theme Schemes

PO Box 34, Maidstone, Kent, ME16 8DS  
Tel: (0622) 683196  
Fax: (0622) 764214  
Contact: Penny Hogan  
Hours of business: 9.00am-5.00pm Mon-Fri  
Ordering/Delivery details: Telephone, telex, fax — delivery 48hrs  
Specialist music/Product: Themed and background music cassettes and books. Travel and branded promotional cassettes.



## EA Records Ltd

PO Box 59, Alperton Lane, Wembley Middx.  
Tel: 01-998 8844  
Fax: 01-998 3429  
Hours of business: 8.00am-5.00pm Mon-Thur, 8.00am-1.00pm Friday  
Ordering/Delivery details: Order desk tel no: 01-998 5929. Delivery effected the following day.

## Windsong International Ltd

Electron House, Cray Avenue, St Mary Cray, Orpington, Kent, BR5 3RJ  
Tel: (0689) 36969  
Fax: (0689) 890392  
Contact: Steve Mason, Andy Stephenson  
Hours of business: 9.00am-6.00pm Monday-Friday  
Ordering/Delivery details: Order by telephone/fax (sales team of 10 can provide full product information and new release details).  
Importer/Exporter  
Specialist music/Product: Windsong International is a worldwide wholesale

distributor of recorded music product. Export division: exporting all product (LP/CD/MC/12"/7"/DAT/video/merchandise). Import division: import and UK sales of non-parallel LP/CD/MC/12" from all countries.

## Words and Music Ltd

58-62 High Street, Billingshurst, West Sussex, RH14 9NY.  
Tel: (0403) 815131  
Contact: Derek Lawson  
Hours of business: Normal  
Ordering/Delivery details: As required  
Importer/Exporter

## Word (UK) Ltd

9 Holdom Avenue, Bletchley, Milton Keynes, MK1 1QU  
Tel: (0908) 648440  
Fax: (0908) 648592  
Contact: Ian Hamilton, David Withers  
Hours of business: 9.00am-4.45pm  
Ordering/Delivery details: phone, fax, post; delivery via Securicor  
Specialist music/Product: Gospel, contemporary Christian, inspirational, instrumental.

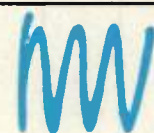
## WRD (Worldwide Record Distributors Ltd)

285 Camden Road, London, NW1 9AB.  
Tel: 01-267 6762/3/4  
Fax: 01-482 4029  
Contact: S Johanson, Julian Kay  
Hours of business: 9.00am-6.00pm  
Ordering/Delivery details: Phone or fax. Delivery by Parcels courier express.  
Importer/Exporter  
Specialist music/Product: Rock, pop, MOR, easy listening.

## WRPM

62 Woodstock Road, Birmingham B13 9JN.  
Tel: 021-449 7041  
Contact: Caroline Hutton  
Hours of business: 9.30am-5.30pm  
Ordering/Delivery details: Minimum order — five items.  
Importer  
Specialist music/Product: Women's music.

## MUSIC WEEK



A Spotlight Publications Ltd publication, incorporating Record & Tape Retailer and Record Business.

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