



RECORD MIRROR
UPDATE



music week

For Everyone in the Business of Music

28 SEPTEMBER 1991 £2.50

Virgin in Megastore spree

Virgin Retail is set to increase the number of its Megastores in the UK by 50% by the end of next year.

A total of 35 outlets are planned in three years as part of Virgin Retail's dramatic expansion following its new 50/50 joint venture with WH Smith.

But before the plans are put into action, the Office of Fair Trading has said it will be investigating the deal.

In 1988, Virgin Retail sold 67 of its smaller stores to WH

Smith subsidiary Our Price at the same time phasing out loss making operations such as its CD factory in London's Oxford Street, its mail order business and telephone jukebox service.

The link-up with Smiths — the financial details of which have not been revealed — will see the newsgroup putting cash into both Megastores and Virgin Games outlets.

Virgin Retail has assets with a tangible net value of £6m. It has 12 Megastores in the UK — all of which manag-



Virgin: more stores

ing director Simon Burke claims are profitable — and seven Games centres.

The joint venture is expected to bring the total of

Megastores in the UK to 18 by the end of 1992.

The deal marks a significant period in Burke's career at Virgin. In 1988, he moved from corporate finance to Virgin Retail with the intention of spending just six months assessing the problems.

Three years later, he has formed a new management team which has turned the Megastores into a profitable business.

"The intention now is to become the biggest chain —

we just want to be the best in what we offer," says Burke.

He says that although Smiths owns the Our Price chain, the two record retailing concepts will not be merged.

"The Megastores will occupy sites of no less than 8,000 sq ft whereas Our Price operates in smaller outlets," he says.

Brian McLaughlin, managing director of rival HMV, says he welcomes the joint venture.

"It underlines the growing confidence felt by music retailers," he says.

Dark horse bags top Polydor job

PolyGram chairman Maurice Oberstein has appointed promotion man Jimmy Devlin as Polydor's new MD.

Devlin, until now Polydor's director of promotions, takes up the post this week. The unexpected appointment follows Oberstein's decision in 1990 to recruit former retailing boss David Clipham as MD at Phonogram.

Devlin, 39, began his industry career as a musician before working as a plugger for Poly-

dor in 1977. During the early Eighties, he was head of promotions at Parlophone/EMI and joined Bruce Findlay at Schoolhouse Management, handling Simple Minds.

He rejoined Polydor in 1990. Oberstein comments: "Promotions people are dancing in the streets because this appointment is recognition for those people and the hard work they do."

Devlin says: "You could have knocked me backwards

with a ragman's trumpet!"

Devlin replaces David Munns, who was promoted to senior vice-president, pop marketing of PolyGram International in July, after five years in the Polydor hotseat.

While PolyGram's market share slipped slightly this year, Polydor has maintained its position. Its singles market rocketed from nowhere to 3.5% in the second quarter, while its 1990 year-end figure for albums of 3.9% fell to 2.9%.

Tribunal rivals eye £7m

A windfall of almost £7m rests on the result of the MCPS/BPI Copyright Tribunal.

An interest-bearing account set up by the MCPS last summer has been collecting the difference between the old mechanical royalty rate — 6.25% of retail price — and the MCPS's proposed rise.

In the absence of any agree-

ment between the BPI and MCPS, record companies have been paying the proposed rise — 9.504% of dealer price — since July 1 last year. The extra cash will be distributed among the two parties in line with the tribunal's final decision.

Tribunal round-up; see page 5.

Released 30 September on 7" 12" and CD
MCA
Order from: BMG Distribution Tel (021) 500 5678

New hope for O'Donnell

A new selection panel is to take over the country music chart in a move that could see the reinstatement of Daniel O'Donnell after months of controversy.

The BPI chart supervisory committee has approved changes that will leave all decisions over eligibility to an anonymous expert panel.

"This simply brings the country chart into line with other specialist charts," says CIN chief executive Adrian

Wistreich. "We have always thought it wrong to have named advisers."

One of the panelists, CMA European director Martin Satterthwaite, was fiercely criticised after the decision to exclude certain Daniel O'Donnell albums.

But the CMA will not be represented on the new panel, which takes over next month.

Wistreich says advisers will not re-assess all country product but confirmed that the case

of Daniel O'Donnell will be reviewed.

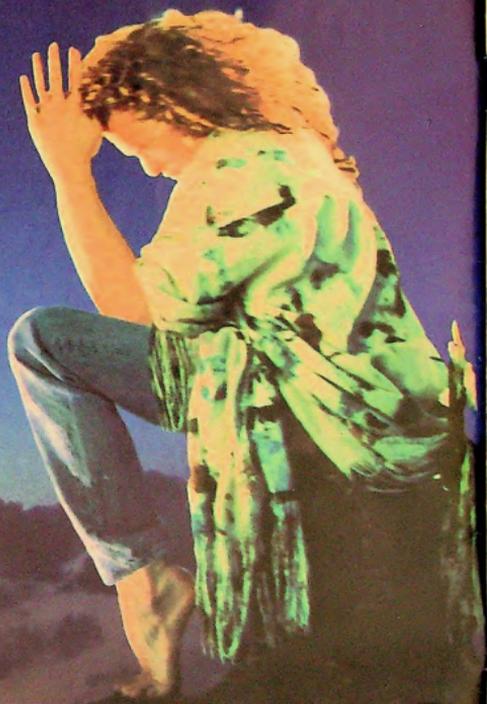
Ritz Records managing director Mick Clerkin says the change could "end the injustice of the past months".

Clerkin adds: "I have always felt that if an album is out of the charts, out of sight, it is also out of mind."

Ritz's Best Of Daniel O'Donnell album due for release on October 15, will not qualify for the chart as it is a compilation.

SIMPLY RED STARS

C.D. L.P. M.C.



Released 30th September 1991

Also available Moving Picture Book – 11-track video compilation

ADVERTISING CAMPAIGN

Week 1 Huge displays nationwide in independent stores, and major chains.
300 London buses (for one month). Ads in national press plus Q, Time Out and Vox.

Week 2 TV Advertising – Nationwide.

Week 3 TV Advertising in London, Granada, STV, Tyne-Tees, TSW, Grampian.

Week 4 TV Advertising in Central, Yorkshire, HTV, Anglia, Border.



L.P. WX427 · CASSETTE WX427C · CD 9031-75284-2 · VIDEO 9031-75434-3

DISTRIBUTED BY WARNER MUSIC UK LTD. A TIME WARNER COMPANY. ORDER FROM YOUR WARNER MUSIC UK LTD SALESPERSON OR CALL TELESALES ON 081-998 5929

Wembley gives Prowse pledge

Keith Prowse saviour Wembley has vowed to turn the crashed ticket business into profit despite flagging confidence in the agency system.

The company that already runs the UK's busiest box office and owns US ticketing business Pacer, has no plans to merge Keith Prowse with its other ticket interests. And it has dismissed claims that the agency system is doomed.

"The acquisition now brings us into the High Street," says Wembley chairman Sir Brian Wolfson. "We are highly sat-

isfied with the deal and look forward to developing a business with such a prestigious name."

But Ollie Smith of the T&C London venues, which has its own agency, argues: "I cannot see how they can turn it around. Running High Street sites is very costly and you need to take a big mark-up."

Nick Blackburn, sales director of rival agency Ticketmaster, adds: "I will be interested to see how Keith Prowse prices Wembley tickets."

At some music events Wem-

bly may now control the bulk of ticket sales although promoters can still distribute through other agencies.

"We would dearly love to control the whole lot, but we can't," says Wembley spokesman Martin Corrie, who claims the Wembley box office currently handles 65% of sales.

Keith Prowse, which has an annual turnover of £160m, went into receivership with debts of around £15m.

Following the acquisition of its ticket and hospitality inter-

ests for an estimated £1m, Wembley says it will honour all vouchers for Wembley events issued before the agency went into receivership.

Meanwhile, the Wembley venue's sales and marketing director Roger Edwards has been made redundant in a series of cuts. "There are a small number of job losses," says Corrie.

Director Alan Murray takes over Edwards' role in a restructuring that Corrie says will rationalise the company's management.



HMV MD Brian McLaughlin isn't worried about the deal between Smiths and Virgin. It shows retailers' confidence in the market, he says.

And of course he is right. If publicly-quoted companies are confident they can earn a return out of music, things can't be that bad. As if to prove the point, Kingfisher results show Woolworths increasing both its profitability and its market share in music.

Wearing his Bard hat, however, McLaughlin must be painfully aware that things are nowhere near as rosy for his independent competitors. The words of Britney Spears and Piers Garner (p6) indicate the real pain they are suffering.

There seems no way out of the downward spiral they face of low turnover generating a low discount, resulting in a small margin producing less money for reinvestment.

One solution employed by independent retailers in many other sectors has been to combine their buying power to achieve comparable terms with the multiples.

The logistics of such an operation can be complex. It would require a great will to succeed, but at a time when more and more indies feel they are running out of options, maybe this is one they should consider.

It's six months before the Music Week Awards, but it seems clear even at this stage that MCA has a strong claim to our 1991 marketing award for its sterling work on the two Guns N' Roses albums.

What makes the Guns N' Roses albums so vital is the excitement they have generated.

What with tanks in Pleadacity and band members under arrest it has all the hallmarks of a good old rock 'n' roll hype.

It's exactly what retailers, have been crying out for all year.

Steve Redmond

Motorcity quits Charly for Total

Specialist soul label Motorcity has left its licensing deal with Charly Records after little more than a year and signed with the Total Record Company.

The move follows a dispute between Motorcity founder, Ian Levine, and Charly.

The first releases in the new three-year deal through Total will appear next month. Total is committed to releasing three Motorcity singles and three albums a month.

Neither Levine nor Charly managing director Tony Heneberry would comment about the end of their deal, originally expected to run until 1993, but Charly will retain rights to an album's worth of material each from Billy Griffin and Frances Nero.

Total director Henry Semence says Motorcity fits in well with his plan for Total.

Much of the Motorcity catalogue will become unavailable over the next few months, since Charly is deleting existing product and Total will phase in releases.

Motorcity last month claimed it had served notice to end its deal with Charly, but Charly's lawyers maintained the agreement still stood.

Woolworths profits defies recession

Woolworths has won a growing share of the retail music market as it returns its best half-year figures for a decade.

Despite gloomier news for parent company Kingfisher's other retail divisions, Woolworths showed a rare first-half profit of £200,000.

The chain, whose entire profit is usually confined to the second half of the year, recorded losses of £300,000 for the same period last year. But total profit for the year ending February 1991 was £63m.

Kingfisher chairman and chief executive Geoff Mulcahy

says: "Woolworths reported a first-half profit for the first time in a decade."

Commenting on Woolworths' 14% share of the music market, he says: "It is a measure of the success of our strategy that every week we remain in recession we strengthen our grip on core markets."

Industry estimates have previously put Woolworths' share of the market at around 13%.

Meanwhile, Woolworths is standing by its decision not to stock last week's number 20

single Such A Feeling by Bizarre Inc.

Woolworths commercial director Chris Ash says: "We always aim to offer our customers the best choice on the High Street. Unfortunately, the single by Bizarre Inc was presented to our record distributors too late."

Alan Delamata, a director at Vinyl Solution which released the record, argues that Woolworths' decision was related to discounts it wanted and was not given.

He says the move has had an adverse effect on sales.

Anderson lands Mute role

Former RCA managing director Lisa Anderson has been hired by Mute Records to oversee the restructuring of its European licensing.

Anderson, 40, says she has been brought in on a three-month contract to advise the company on ways to maximise the potential of its European operations.

"It is early days to say what my plans are for Mute but there is certainly room for de-

velopment," she says.

Anderson was the first woman MD of a major record company until she was made redundant at RCA as part of a wholesale restructuring of BMG in April.

Her latest project will be tackled alongside her consultancy as executive director for the BPI's Brit Awards which runs to October.

Anderson's long-term career plans have not been finalised.

Some Bizarre seals APT deal

Some Bizarre has signed a new distribution deal with APT, and plans to release its first product since February in two months time.

The deal was signed last Thursday to effectively give the label its first distributor since KPMG Peat Marwick McLintock was called into Rough Trade Distribution.

Some Bizarre founder Steve Pearce says he took £100,000 worth of stock out of the Rough

Trade warehouse when its problems arose in February. He refused to strike a new deal elsewhere for fear of sparking a "chain reaction", he says.

"A lot of friends were owed a lot of money, like Daniel Miller (Mute) and Ivo Watts Russell (4AD), but I wuss with them," he says. "But as a result I didn't have a distributor."

"It has been a crippling year. I haven't had the monthly back catalogue income and

didn't release any new material."

Several albums have been held back since the beginning of the year, some of which are scheduled to be released finally in November.

The batch of releases include a Peter Hamill opera called The Fall Of The House Of Usher featuring Erasure frontman Andy Bell, and an album by The Stex featuring Johnny Marr.



Oratorio: autumn push

Oratorio gets EMI ad blitz

EMI is claiming the biggest classical campaign of the autumn for Paul McCartney's Liverpool Oratorio, writes Phil Sommersch.

The worldwide launch on October 7 is preceded this week by a single from the mammoth work, The World You're Coming Into, showcasing Dame Kiri Te Kanawa, who already has the Rugby World Cup theme World In Union out on Columbia.

A BBC1 documentary on the making of the Oratorio will be shown on October 8.

Paisley Park denies Diamond debt

Paisley Park Enterprises has hit back at demands by promoter Diamond Promotions for Prince to return a £625,000 payment.

The company says it has only ever been paid £325,000, and that has mostly been spent on preparation for the now cancelled Blenheim Palace date.

A spokesperson for the company says: "It is extremely unfair for Diamond to put the onus on Prince. They were the ones who couldn't get it together."

Prince and his new band, the New Power Generation, have been rehearsing for months, he says, and preparing a spectacular stage show.

"What Diamond are doing is a bit like hiring a lawyer for a divorce, finally deciding not to go through with it and asking for your money back," says the spokesperson.

Despite speculation to the contrary, Prince is not touring in the US with the new band, he added.

There could be dates next

year but nothing is yet planned and there is no question of a UK date this year.

Diamond Promotions claimed last week it could not refund any money for tickets until the downpayment was returned.

It has also lost £150,000 from the collapse of Keith Prowse, it said.

New rules allow longer 12 inchers

The Chart Supervisory Committee has liberalised the controversial "20 minute" ruling on 12 inch singles.

The change will allow UK record companies to compete better with multi-mix 12 inch singles from the US.

It follows criticism from dance labels who were sometimes forced to cut the running times of 12 inch singles by half in order to make them eligible for the CIN singles chart.

Currently 12 inch singles have to be 20 minutes or less long with fewer than five tracks. The rule led to a thriving import trade of 12 inch

singles with mixes unavailable in the UK. There is no equivalent ruling in the US.

Dance specialists argued that they were being forced to give consumers worse value for money.

But the CSC has ruled that from November 3 12 inch singles of all formats can run up to 25 minutes. If the single consists only of remixes of a single track, it can run up to 40 minutes.

CSC chairman Adrian Wistrich says the move was suggested by UK record companies handling US product.

The old ruling led to a num-

ber of anomalies. Last month a 45 minute long import of the US version of Prince's Gett Off single reached 33 in the albums chart because it offered mixes unavailable on the UK version.

One beneficiary of the move will be Beggars Banquet dance label XL Recordings which has previously refused to edit singles licensed from the US.

Sales and marketing manager Graham Jelfs welcomes the rule change. Some artists have previously been unhappy to sanction editing purely in order to be eligible for the chart, he says.

Doyle leaves Zomba for management role

Jim Doyle is quitting as managing director of Zomba Music Publishing to set up his own publishing, consultancy and management company.

Doyle, who has been at Zomba for three-and-a-half years, is still finalising details of the venture which is to be called Responsive Music Management.

"After working for other people for 20 years, I've decided to go it alone," says Doyle.

He originally resigned in June in advance of a planned departure in December, but that has now been brought forward to the end of this month. He will be initially based at home and is contactable on

081 650 1107.

Doyle joined Zomba as director and general manager before becoming managing director 18 months ago. He had previously been managing director of Rocket Music, a position he held for more than 10 years.

The Zomba Group refuses to comment on Doyle's departure.

Hyperion pulls out of sample case

Classical label Hyperion has dropped a High Court action against Warners which was seen as a test case on sampling, writes *Phil Sommerich*.

Hyperion was seeking damages and an injunction over an eight-note sample from its record of medieval religious

chants, *A Feather On The Breath Of God*, which was used by *The Beloved* in a number of video and record releases through East West.

The case was set to break new ground in setting legal limits for sampling.

But at a preliminary

hearing in May, East West said the sample was too brief to constitute a copyright issue, and the judge, Hugh Laddie QC, said he had sympathy with that argument, although he was prepared to let the matter go to full trial.

It is understood that

Hyperion was unwilling to risk the costs of full litigation.

Simon Conroy of Hyperion's lawyers, Nabarro Nathanson says: "The matter has been resolved to the mutual satisfaction of the parties on terms which are confidential." See Letters, p6



Record companies are actively promoting the demise of independent record dealers in the UK.

Settlement discounts have been nearly eradicated, percentage returns allowances are no longer a viable consideration and new release discounts are no longer worthwhile as the quantities involved negate their effect.

Agreements to return overstocks are renegotied upon and applications to open up accounts with major companies are strongly discouraged.

This is fact, not fiction. The independent retailer is inefficient. He has secondary High Street positions and cannot afford the technology required to compete with the multiples.

He sees singles salesmen promoting their wares but then has to sell at an average price of 35% below cost and 95% of that stock is non-saleable in the end.

The 5% he does sell are usually Top 40 entries—a market the multiples take over and sell the bulk of. We are being used as a promotional tool to make the multiples even stronger.

A record company brings out the album of the year just as the worst recession most can remember is bottoming out—manna from heaven.

Co-operative adverts with a multiple are agreed. The multiple can afford to sell the release at a really stupid price because they have a file discount.

They are happy, as is the record company who, inadvertently or not, has a high profile release at a suicidally discounted price.

The other multiples and retailers are also being extremely efficient and plan counter measures to maintain market share. A price war ensues.

The price war brings about many casualties—all of them independents. The record companies are floating on a sea of euphoria.

Mission accomplished. Brian Mack, of *Replay Records*, is a chart supervisory committee member



Bowie: redundant

Savage review leads to six acts dropped

Savage Records and its Tam Tam label has shed senior staff and six acts in a scaling down of its UK company.

Ali Afkhami, who takes over as managing director of Savage Records UK, says the changes were part of a financial review.

"It is simple economics. We looked at the books and realised we had to scale down. We weren't getting there," he says.

Head of A&R Bernard Panin and productions manager Lawrence Bouvier, the men seen as responsible for shaping the labels' rosters have both been made redundant.

Savage, which now aims to cultivate album projects, has dropped Space Angels and Tam Tam has dropped all acts except Mocca Soul.

"Tam Tam has to be kept as an underground dance label," says Afkhami.

Savage expects to announce a major European licensing deal before Christmas, he adds.

What's music got to do with pigs v hens?

The almost majestic peace of London's Grays Inn was shattered last Tuesday by the unmistakable Tina Turner singing What's Love Got To Do With It.

"So, what has it got to do with it?" asked Robin Jacob QC, the man placed with the responsibility of resolving the legal battle.

Presented as evidence by the MCPS, Turner's recording was supported by a rendition from the song's composer Terry Britten. The case has never been dull. Both sides have even been able to call on their own court jesters — the BPI's ready wit Rob Dickens only challenged by MCPS's polished performer Pete Waterman for entertainment value.

It is a war which appears to be being fought surprisingly on the best of terms; there is not a drop of blood in sight. "Whatever happens, we've got to work together after this," explained one BPI witness after giving evidence.

MCPS is convinced it has most to lose secretary Keith Lowe casting MCPS as the bacon-bearing pig with the BPI as the egg-laying hen. "They're the hens; they're involved," he insists. "But we're the pigs; we're committed."

The BPI begs to differ. Whatever, with the possible spoils running into many millions, there is a lot at stake.

It is tribunal chairman Jacob who has the toughest task.

The smart money was on him imposing a compromise, but then the smart money was on the case never reaching the tribunal in the first place.

Rust slams labels for AP1T delays

MCPS systems chief Godfrey Rust last week defended its mechanical royalty schemes from attacks by the BPI, at the Copyright Tribunal.

EMI's copyright department manager Tim Grover claimed the "built in inefficiency" of the new MCPS system EMI is using made it unable to get clearance for songs first time.

"There has been a five-fold increase in the workload of the record companies, not to mention the workload of MCPS," he said. Every member of the BPI's copyright administration committee, which Grover chairs, has also voiced dissatisfaction, he added.

However, Rust, controller of the MCPS product database, said the criticisms were all aimed at the AP1(T) system — a transitional version of the full AP1 scheme — which combines the old accounting system with the new licensing system.

The AP1(T) system was only set up for those record companies, such as EMI, which were reluctant to move on to the full, new system immediately, he said. "But it's like the front end of a racehorse combined with the back end of a donkey. They don't go," he said.

The 14 companies using the

full system have not complained, he added, and five more are planning to join the scheme.

Rust also dismissed WEA's dissatisfaction with the system which persuaded it to leave MCPS for GEMA in June. The record company had been attempting to clear every single album using the "emergency" fast track system, he claimed.

MCPS systems and data processing controller John Rowe claimed WEA had only overused the fast track system to give it an excuse to leave and join the cross-European licensing agreement with GEMA.

Tournier admits 'vital' BPI point

BIEM president Jean-Loup Tournier conceded that record companies should pay less in mechanical royalties if they invest heavily in artists.

In a rigorous exchange with BPI counsel Sydney Kentridge, the MCPS witness admitted that as general manager of SACEM (the French equivalent of MCPS) he helped negotiate a deal giving French record companies a reduction in mechanical rights royalties for spending money on TV advertising.

"Any promotion which uses a very large budget is considered by the industry to be producing extra sales," he said, "and for these sales they (record companies) had to make large investments." Similar agreements exist in



Tournier: BIEM president

other European countries, however, he added.

Kentridge claimed the admission supports one of the main points in the BPI case; that the royalty rate should be lower in the UK than the rest of Europe because more investment is made in this country in developing new acts.

Waterman: hike prices to pay new rate

Record companies could afford to put up their prices to pay for the new MCPS rate, said PWL boss Pete Waterman.

"We should have put up our prices 20 years ago," he said. "We are way out of line."

"My boy plays his Nintendo games which cost about £35 each and he gets five minutes pleasure. For a record you get up to an hour of pleasure and it costs £5.50."

The mechanical rights royalty, paid to songwriters and publishers, should be raised because many songwriters can't survive on the current rate, he added. Although Waterman admitted he earns a royalty for production and publishing as well as a songwriting royalty, he said most composers are not as lucky.

PolyGram Video International is forming its own television sales operation PolyGram Television International, headed by Stefan Ericson. The company's first two projects will be a tribute to Elton John and Bernie Taupin, and an INXS live concert.

Chris Harding is leaving as managing director of Knight Records, which is moving to its group headquarters with parent company Castle Communications in Chessington, Surrey.

The Radio Authority has approved alterations to **Jazz FM's** format which focuses on a broader, more popular interpretation of jazz.

Mayfair Studios, where Bryan Adams' record-breaking number one single was recorded, is sponsoring the refurbishment of the Hammersmith Odeon's artists' bar.

More than 1,700 copies of **Guns N' Roses** Use You Illusion I and II albums were sold at Tower Records' midnight promotion at its Piccadilly store last week — 580 on CD, 450 on cassette and 300 vinyl. See People, p35

Receivers Ernst and Young are still looking for buyers for the assets of **FM-Revolver Records**. "We are currently in negotiation with several people," says insolvency supervisor Colin Nicholls.

Church Studios has announced the death last Saturday of **Big Ken Simon**, 43, who had worked at the company for five years, as well as acting as assistant to Dave Stewart and Annie Lennox. The funeral is expected to be later this week.

Pepe Jeans is to sponsor ITV's **The Chart Show** in a one year deal beginning December 7. The programme is to be drastically revamped.

THE NEW HOUSE SOUND OF CHICAGO

REGGIE HALL "MUSIC"

PRODUCED BY MARSHALL JEFFERSON AND CHAUNCEY ALEXANDER

LIMITED EDITION 12" OUT NOW ON OTHER SIDE RECORDS CAT. NO. 05-001

UK ORDERS: MOVEMENT SOUL 081-968 0228 - EXPORT ORDERS: LASGO 081-459 8800 - OTHER ENQUIRIES: 071-435 0088

PRESIDENT: MARSHALL JEFFERSON - CHIEF EXECUTIVE: GUY WINGATE

Samples: the legal guide to definition

I was interested to read the letter last week from Christian Ulf-Hansen of PRS, in which he commented in relation to whether a sample is an infringement of copyright that, "The real point is whether the sample is recognisable..."

In fact, this is not the issue. The question is whether the sample is a copy of a substantial part of the sound recording from which it was taken.

There is some judicial authority in the case of *Hawkes v Paramount* for a recognition test of substantiality.

In addition to the recognition test, there are a number of other matters which should be taken into account. Both the quantity and quality of the sample relative to the overall recording are important.

It is also relevant to consider the relative importance of the piece of music which is the subject of the sample as opposed to the sound recording. Andrew Inglis, Partner, Narbarro Nathanson, 50 Stratton Street, London W1X 5FL.

Retailer speaks out over pricing policy

(An open letter to UK record companies)

You may not have realised it but in the last budget the VAT (that is Value Added Tax) rate was changed.

Now that was about six months ago which is a long time to fiddle about with the dealer prices so that we can get back to those nice 99p price breaks that we all love so much.

It must be said that some companies (Pickwick, ASV, Target and so forth) are aware of the new VAT rate, giving us prices like £1.78 (£2.99), £2.37 (£3.99) and £2.98 (£4.99). I ap-

plaud them for realising that we actually have to do sums with their prices in order to reach a selling price.

However, there are an awful lot of companies that still have a pre-budget mentality, and think that £1.82 still gives a retail price of £2.99, that £2.43 gives you £3.99, that £3.04 gives you £4.99 and so on. They don't.

You have taken away our 50% margin; you have taken away our 2.5% settlement; you have taken away our 5% returns. You are not now going to reduce our margin to 40%. Special mention goes to

MFP who put its £2.99 range up to £3.99 (34% increase) and won't reduce the dealer price by just 7p (3% decrease). EMI and BMG for their £3.04 ranges (again, we're just looking for 7p there chaps) and the TV companies with a dealer price of £5.56 which I know they expect us to sell at £7.99.

I'm left with the impression that the people who make the pricing decisions are either just greedy or plain stupid. Possibly both.

Piers Garner, Proprietor, Bridport Record Centre, 33A South Street, Bridport DT6 3NY.

Editor rejects 'presumption'

I take exception to your presumptuous statement that "Music Week is the only significant publisher of the (British Country Music Album) chart." (MW, August 24).

Country Music People maga-

zine, now in its 22nd year, has printed the chart since its inception. As we are read by country music fans and dealers the world over, and have long been regarded as the bible of record reviews and rec-

ord release information. I refute your imperious stance. Craig Baguley, Editor, Country Music People, 225A Lewisham Way, London SE4 1UY.

Student radio tunes in to a campus rumpus

Far from being in decline, (MW, Sept 14) student radio is continuing to grow and expand.

Our approach, like that of most other campus stations, can hardly be described as amateur. We maintain strict controls on the quality of our broadcasting, as can be seen from the three awards won from BBC Radio One last year, our first year in existence.

Comparisons with the US are just stupid. The US has a far greater number of institutions of higher and further education, all of which have far more money and the airwaves are deregulated. Despite our best efforts, UK campus radio is unlikely to get FM licences for some time.

Campus radio does play new music — our own local talent, based in universities and colleges. If these bands don't make it rich as a result, then it must be the fault of the music and radio press who generally ignore student culture. Daniel J Owen, Station manager, Livewire Radio, University of East Anglia, Norwich.

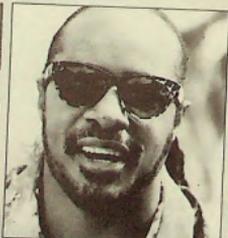
THE Fun

"FUNDAY" Released 30th September 1991 7 ZB 44957 12 ZI 44958 CD ZD 44958 MC ZK 44957

INNOVATIVE MOTOWN ARTIST

STEVIE WONDER releases his second single from the highly acclaimed LP *Music From The Movie*

JUNGLE FEVER



MIRACLE WORKER Stevie Wonder has found the perfect remedy to those Autumn Blues: his brand new single

FUNDAY Available on 7" 12" CD and Cassette Single. The Fun recently caught up with Stevie at the Video Shoot for FUNDAY.



WONDER CURE

ORDER NOW FROM BMG TELESALES ON 021 500 5678 OR FROM YOUR BMG STRIKEFORCE REPRESENTATIVE

PICTURE EXCLUSIVE

CHEESNEY HAWKES

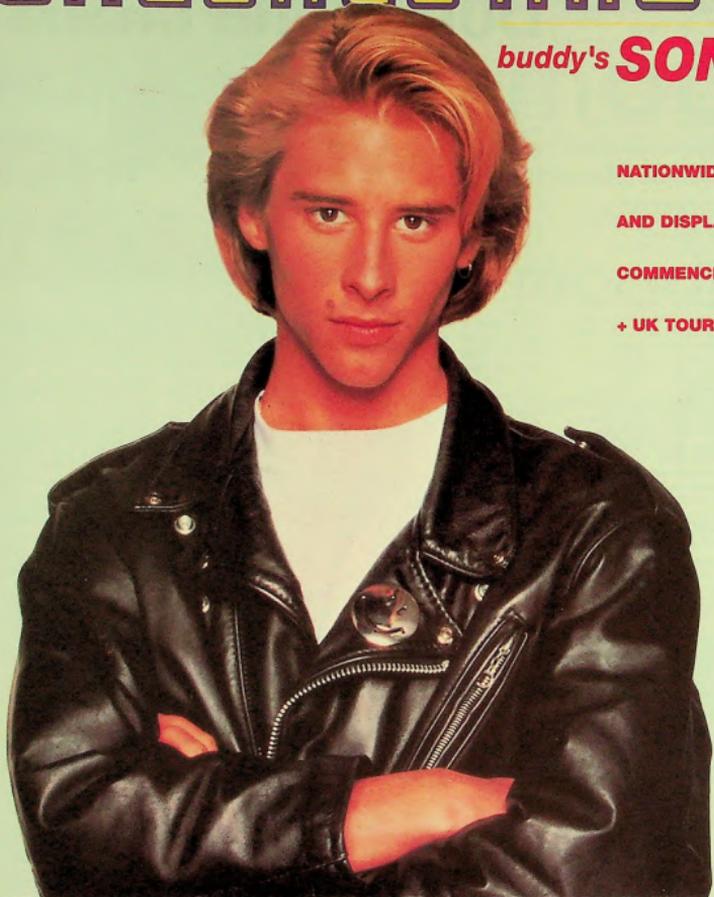
buddy's **SONG**

NATIONWIDE TV ADVERTISING

AND DISPLAY CAMPAIGN

COMMENCING 30TH SEPTEMBER

+ UK TOUR



FEATURING THE HIT SINGLES

UK TOUR + GUESTS THE REBEL PEBBLES

OCTOBER

- 12th Cork City Hall
- 14th Dublin The Stadium
- 15th Belfast Maysfield Leisure Centre
- 18th Newcastle City Hall
- 19th Preston Guildhall
- 21st Edinburgh Playhouse
- 25th Liverpool Empire
- 28th Leicester De Montfort Hall
- 29th Sheffield City Hall

NOVEMBER

- 1st Wolverhampton Civic Hall
- 2nd Manchester Apollo
- 3rd Nottingham Royal Centre
- 5th Hereford Leisure Centre
- 6th St. Austell Cornwall Coliseum
- 7th Poole Arts Centre
- 9th Newport Newport Centre
- 10th Bristol Colston Hall
- 12th Oxford Apollo
- 13th Hammersmith Odeon
- 14th Brighton Dome



THE ONE AND ONLY



I'M A MAN NOT A BOY



SECRETS OF THE HEART

CD CCD1889

LP CHR1889

MC ZCHR1889

Chrysalis

Order from your Chrysalis Rep and EMI Telesales, Tel 081 848 9811

WHAT'S THE DEAL?

Who's Signed To Whom

SAND BABIES — four-piece Arizona rock band.
Signed to: Ensign.
Management: Mike Lamb.
Type of deal: Album.
Signed by: Nigel Grainge — "They used to be known as Sidewinder and had two great albums on RCA."

DODGE CITY PRODUCTIONS — rap duo from London.
Signed to: 4th & B'way.
Management: Joel Larey.
Type of deal: Album.
Signed by: Julian Palmer — "Dodge City sent a tape to us and we loved it."

GMT — soul band from Brighton.
Signed to: MCA.
Management: John Moggridge.
Type of deal: Album.
Signed by: Paul Redman — "The band are signed to Swanyard which brought them to my attention."

OZO — solo dance artist from London.
Signed to: Non-Fiction.
Management: Mark

Winters.
Type of deal: Production deal for the UK and US. Singles deal with options on a five or six album deal.
Signed by: Label decision.
"Kenny (Ozo) put his own single out. We really liked it so we picked it up." — Alan Fielding, A&R executive.

THIS PROSPECT — industrial/melodic pop band from Manchester.
Signed to: Hollywood Records.
Management: None.
Type of deal: Album.
Signed by: Lindsay Reed — "Someone recommended the band when I was a manager in Manchester. Later I came across the tape and thought it was great."

NOMAD SOUL — r&b/rap rhythm fusion from London.
Signed to: 4th & B'way.
Management: Noel Management.
Type of deal: Album.
Signed by: Julian Palmer — "Nomad Soul used to engineer for Soul II Soul. Noel Management brought them to my attention."

Compiled by Sarah Davis. Tel: 081-948 2320.

Borderline cases

The success of bands such as The Shamen and Primal Scream testifies to Scotland's continued importance as a source of new talent.

There are fears, however, that their potential successors are being left in an A&R vacuum by the virtual collapse of the Scottish indie scene.

"The effect of Rough Trade Distribution's collapse has been devastating," says one of the survivors, Nightshift Records MD Brian Guthrie. "Two years ago there were probably 30-odd labels in Scotland releasing product regularly. Now there's only ourselves and Avalanche left." Of course it's an exaggeration, but the point is clear.

So far, the London-based majors aren't rushing to fill the gaps. A&R executives believe the current Scottish scene lacks the "buzz" triggered in the early Eighties by the Postcard label, and later fed by a Manchester-style focus on the Glasgow scene.

"When I started four years ago it seemed that every band who played in Glasgow got a deal," says RCA A&R executive David Donald, himself a



Primal Scream: leading Scotland's new wave of talent

Scott. Donald believes the industry's former obsession with all things guitar-led and Glaswegian wasn't necessarily healthy; a string of Scottish groups such as Five Guys Named Moe have recently been dropped.

London-based labels are now more cautious. Even Chrysalis, currently enjoying dynamic Scottish-based success with Runrig, does not employ a Scottish scout.

And at RCA, Donald relies on the still-thriving network of Scottish managers to alert him about new talent. "There's

a good grapevine," he says.

But most believe the best way forward for talent north of the border is via a fresh network of local labels.

Former Simple Minds manager Bruce Findlay is currently considering a relaunch of the Zoom label which originally made his name in the Seventies. So far, the recession has kept potential financial backers at bay.

Until confidence returns, Scottish talent will have to learn to love the long drive down the M1.

David Roberts

NEW ABC FIGURE

48,206*

*ABC JANUARY - JUNE 1991
GUARANTEE NOW
155,000

29%
INCREASE
ON PREVIOUS
SIX MONTH PERIOD

THE
FASTEST
GROWING
TEENAGE
MAGAZINE!

Contact Laura Jenkinson
on 071 436 5220 for more details
and a media pack.

alticFUTURA

POP ★ VID ★ FILM ★ TV ★ 99p EVERY MONTH

FREE!

HOLDS OUT INTO A BRILLIANT GLASSY POSTER!



Home And Away says
HAPPY 2nd BIRTHDAY
to TV HITS!

NEW KIDS
exclusive!Join us at
Joe's party8 POSTERS
INCLUDING

A CLASSIC COMBINATION !

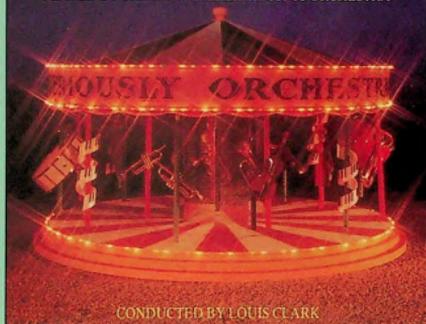
HITS OF PHIL COLLINS

Played by the RPO

seriously orchestral...

HITS OF PHIL COLLINS

PLAYED BY THE ROYAL PHILHARMONIC ORCHESTRA



CONDUCTED BY LOUIS CLARK

SERIOUSLY ORCHESTRAL
RPO CD 1 • RPO MC 1 • RPO LP 1
OUT THIS WEEK



Heavyweight TV launch for
3 weeks in Scotland (STV), Granada
& Yorkshire



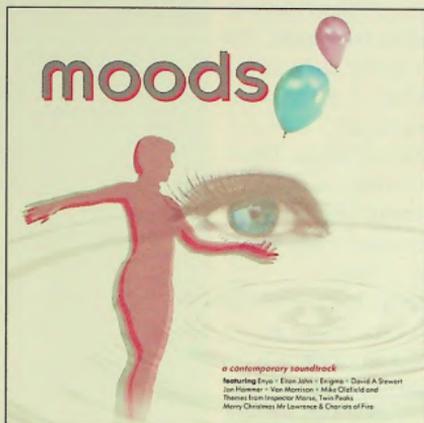
Major TV roll-out planned through
autumn & christmas



National displays with
extra support in TV areas

moods

a fabulous compilation of 16
instrumental hits by original artists



a contemporary soundtrack

featuring Enya • Elton John • Enigma • David A Stewart
Jan Hammer • New Moon • Mike Oldfield
Themes from Inspector Morse, Twin Peaks
Merry Christmas Mr Lawrence & Chords of Fire

MOODS

VT CD 5 • VT MC 5 • VT LP 5
OUT ON OCTOBER 7TH

FEATURING:

Enigma Sadness • **Enya**
Orinoco Flow • **Praise** Only
You • **Jan Hammer** Crockett's
Theme • **David A Stewart** Lily
Was Here • **Elton John** Song
For Guy *plus* themes from
Inspector Morse, Twin Peaks,
Chariots Of Fire & Merry
Christmas Mr. Lawrence
★ Heavyweight 3 week TV campaign
from October 7 in Harlech, TSW,
Tyne Tees...the rest of the country is
planned for November & December



Stylists: putting

Record companies may balk at the idea of their artists being packaged like so many cans of beans — but everyone acknowledges the importance of careful branding, especially for new acts. Paula McGinley meets the stylists who hid Lisa Stansfield's bottom and are set to make Tom Jones smile

Last year Chrysalis turned its back on the record industry's image-makers and brought its styling in-house.

Around 75% of its photo shoots and videos are now handled by the press office, a move which has slashed the company's styling budget by between £10,000 and £15,000 a year. "We can do it just as well," says Bernie Kilmartin, Chrysalis's head of press.

But can she? The record industry may bristle at the notion of pop artists being painstakingly packaged like consumer products, but ad agencies are adamant it amounts to the same thing. "A pop star's costume is the equivalent to the label on a tin of beans," asserts Gerard Stamp, joint creative director of BSB Dorland, the agency behind Heinz's current campaign. As such, he believes artist branding should be left to the specialists.

With an adman's ear for a slogan, Graham Fink, head of art at Gold Greenlees Trott, the agency which created the ad campaign for Dave Stewart's new Spiritual Cowboys album, declares bluntly: "Band is brand."

GOT's other clients include Marlboro, Cadbury and Holsten, but Fink saw no reason to deviate from his usual techniques for the Stewart campaign. Just as Marlboro cigarettes are always associated with cowboy landscapes, Stewart's trademark tattoo and jewellery appear on all GOT's images to promote the album and the tour.

Such continuity makes marketing sense to record companies, but most would dismiss the admen's position as extreme.

PWL managing director David Howells is perhaps the industry's foremost — and most successful — proponent of judicious artist branding. He believes record companies feel threatened by the whole concept.

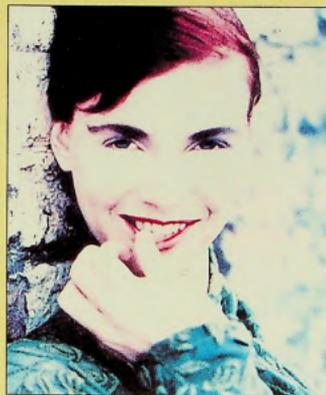
"The industry plays it down, saying you can't have stylists because it's packaging and it's unacceptable," he says.

But even if the record industry finds the implications distasteful, there is no doubt that stylists can play a crucial role, particularly when an unknown artist is being launched.

While image, invented or otherwise, can never substitute for good music in the long term, getting the look wrong can make it difficult to persuade fashion-conscious record buyers to investigate further. "Music and visuals are inexorably linked," says Howells. "You have to consider them together."

PWL stylist Sharon McPhilemy tackles each photo session with a view to a spin-off sleeve design and styles a video according to likely television exposure. And Roger Burton, managing director of Contemporary Wardrobe which has been styling pop stars since the Seventies, has employed a "kaleidoscope" effect across all the packaging for Circa

ALTERED IMAGES — THE



When Cathy Dennis signed to Polydor in February 1988 the 18-year-old was short of a strong visual identity.

Sex was the first choice and Dennis unhappily remembers being marketed as the new Madonna. "In that first year I let the record company make the decisions, but now I won't sit back and take it. I know I have a lot more to offer than my sexuality," she says.

Her image became a matter of some urgency following the unexpected US success of Just Another Dream, which reached *Billboard's* top 10 in January.

The sleeve photographs for Just Another Dream, taken some months before by Jorgen Teller, proved disappointing. Anthony Michael, partner at Anthony Nash



Associates, who designed the sleeve, describes the images as "mysterious" and too far removed from record buyers' perception of Dennis.

It was only when she returned from the US that Polydor, her manager Simon Fuller and the star herself plotted a catch-all look which would appeal to both the American and UK markets. "We had to focus on something beyond the fact that she was a very attractive girl," says product manager Jackie Fisher. "And bright colours emphasised her deep red hair and green eyes."

Polydor tested the water in October 1990 when it re-released Just Another Dream in full Cathy technicolour. Red, green and yellow were dubbed "Primary Cathy

signing Definition Of Sound. Just as consumer goods manufacturers rely on a strong image to establish that all-important brand loyalty, so the record industry has recognised the need for clearly-branded campaigns.

The comparisons don't stop there. In both music and consumer goods, branding can never be completely static. Even long-established brands such as Heinz, Persil and Mars change their packaging regularly to keep them contemporary. Packages are subtly updated, while certain recognisable elements are maintained in order to reassure consumers.

Similarly, it has taken Madonna years to progress from her early punkish lace and crucifixes into the femme fatale of designer labels.

"Artists get older and change all the time," says Howells. "It's a progression and as they learn more about themselves and their market, so

their image evolves."

Howells says Kylie Minogue's switch from the girl-next-door to sultry siren reflects her own maturity and a conscious decision to keep in touch with the fans who have grown up with her.

And Bobby Brown's 1989 transition from sweater-wearing rapper to sharp suited slicker unfolded after MCA discovered that he was beginning to attract an increasingly yuppie audience. "The record company wanted me to make him more European," says his stylist, Denise Steiner, who kept Brown's chunky gold jewellery to reassure long-term fans.

Pop stars are most often forced to change their image to appeal to the US market, just as consumer goods such as Mars bars — which have a slightly different wrapper in mainland Europe — are re-packaged

g pop into packages

MARKETING OF CATHY DENNIS



Colours" by the Polydor marketing team and the image stuck.

Dennis was quick to embrace the colour concept and by the time Touch Me (All Night Long) came out this April she was styling herself to fit the brief — sexy but not raunchy, feminine and immediately accessible.

The image has been hammered home. Primary Cathy Colours are used for all advertising, tours and television appearances. Even video backdrops are dutifully matched up. Fisher balks at black and white: "If you are choosing a package of orange creams you will buy the ones with the most luscious centre pictured on the packet," she says.

Fisher admits she has had to

compromise some of her ideas to retain the American market, for example choosing softer photographs for press and sleeves and releasing the occasional full length "glamour" shot. "We have not created an image. We have taken what was already there and projected it," says Fisher. "The style will continue to evolve as Cathy grows. The reason Bros faced problems was because they didn't have an image they could work with."

The sleeve for the new single, Too Many Walls, reflects Dennis's unfolding maturity. The colours are fittingly muted for her first ballad and, three-and-a-half years on, Dennis's transformation from fresh-faced teenager to sophisticated and assured performer is complete. **TOP**

to appeal to local tastes.

BMG decided to clothe Rick Astley in denim for the US release of Strong Arm in 1989, even though he was initially packaged in his standard double-breasted suit.

And Betty Boo was too raw and humorous for Warner Brothers, according to her stylist, Jimmy King, who says that for the single, Where Are You Baby, she was promoted as a "Hollywood dolly bird."

"They dropped her kitsch style and put her in a sculptured mini dress," he says. "In America they polish performers to make them saleable. The Americans can't relate to men in make-up or hair that is not silky."

But in the UK at least, greater consumer choice has meant that young fans are less susceptible to packaging, according to Angela McRobbie, lecturer in sociology at The Polytechnic of West London. She says

teenage girls are more assertive and difficult to manipulate than they were 10 years ago.

Testing the market for a new artist is, therefore, becoming more problematic. Although David Thomas had a precise brief when he styled the up and coming Lisa Stansfield, it was largely based on gut feeling. "Jazz Summers wanted her to wear clothes that covered her bum," he says. "Her kiss curl hair style was a mistake, so we used hats to hide it at first, although, ironically, hats then became a trademark."

And stylist Sara Blonstein jettisoned a whole range of designer sportswear after Beats International said the clothes were too expensive for their audience to relate to. Such apparently haphazard decisions could be avoided via research, which has long been the mainstay of consumer goods packaging. Research and

STYLE COUNSELLORS

THE IMAGE-MAKERS

JUDY BLAME

Clients: Neneh Cherry, Massive Attack, Boy George, Gilly G.

SARA BLONSTEIN

Clients: Bros, Jason Donovan, Paul McCartney, Beats International, Inner City, The Blow Monkeys, Kym Mazelle.

KIM BOWEN

Clients: Kim Appleby, Simply Red, Van Halen, Aerosmith, Sinead O'Connor.

ZOWIE BROACH

Clients: Simply Red, Enigma, Marillion, Brother Beyond, Stevie V, Faith Hope And Charity.

CONTEMPORARY WARDROBE

Clients: Definition of Sound, David Bowie, The Kinks, Culture Club, Paul Young.

CHARTY DURRANT

Clients: Level 42, Pet Shop Boys, Wet Wet Wet, The Passadenas.

TANYA GILL

Clients: Paila Abdul, The Beloved, Bananarama, Soul II Soul, Mica Paris.

ALAN KEYS

Clients: George Michael, Pet Shop Boys.

DENISE STEINER

Clients: All About Eve, Bobby Brown, Tina Turner, Whitney Houston, Omar, Fine Young Cannibals.

DAVID THOMAS

Clients: Kylie Minogue, Boy George, Lisa Stansfield.

Planning in Music (RPM) has noticed an upsurge of clients, especially for compilations which account for more than 50% of the company's business.

When EG Records put out a Bryan Ferry And Roxy Music compilation, The Ultimate Collection, in 1988 — following Ferry's departure to the Virgin label — RPM's research governed the album's packaging.

The sample groups described Ferry as sophisticated, stylish and cool. If he was a car, they decided, he would be a Porsche, a Jaguar or a Daimler — upmarket vehicles with sex appeal.

Ferry may not have appreciated these conclusions but EG capitalised on this suave, smooth image and the album's sleeve shows a smouldering full-length Ferry shot in black and white wearing a predictably classy suit. Significantly, the cover of an earlier compilation, Streetlife, is markedly less accessible than The

Ultimate Collection, its unorthodox blue lined portrait perhaps better representing too much of a departure from conventional interpretations of Ferry's image. Virgin estimates that The Ultimate Collection is close to triple platinum figures — around three times the sales of Streetlife.

RPM, managing director of the label, believes Ferry's influence in the earlier compilation may have made the difference. "Streetlife was directed by Ferry and the band," he says. "The Ultimate Collection was packaged by the record company to look the way Ferry's audience wanted to see him."

Similar research into Tom Jones recently suggested that he should grow his hair and smile out of his record sleeves if he wants to sell more units. But research inevitably has its limitations. Most experts agree it's fairly pointless asking consumers to speculate on the "perfect" soul singer in the same way they are asked to consider toothpaste. And the biggest obstacle to producing the perfectly researched and branded pop star is that, unlike a packet of biscuits, a performer can answer back. Stylists say it is almost impossible to impose an image on a star who resists.

Stylist Denise Steiner recalls that when she worked with Fine Young Cannibals they were unwilling to accept any definite style and Zowie Broach, who has styled Simply Red and Marillion, observes: "No artist is ever willing to be manipulated. They have an idea what they want and a stylist must respect that."

Even if artists were prepared to sit back and go along with a crowd-pleasing image — Rick Astley admits he felt uncomfortable with the way he was launched — record companies' styling budgets are unlikely ever to stretch to the figures quoted by the advertising business.

Whereas in the ad industry it is common for teams of 20 people to work with a client for three months — allowing time for three or more follow-up market research projects — at a cost of more than £200,000, record industry styling operates on a completely different scale.

Charly Durrant says his now spends hundreds rather than thousands of pounds on artists' clothes, and Sara Blonstein says it is rare for a stylist to earn the Eighties' going rate of £200 a day.

It is a testament to the industry's grasp of styling, however, that it is able to achieve such success so cost effectively.

McVities' decision to employ package design specialist Siebert Head to completely re-package Jaffa Cakes in 1989 resulted in an almost immediate 4% increase in the company's market share. That may be enough for McVities but stylists can pride themselves on the fact that at £200 a day or less the client can help make the difference between a hit and a miss. **TOP**



music week

datafile

The Information Source for the Music Industry

28 SEPTEMBER 1991

CHART FOCUS

Cash registers were ringing merrily all last week, with unit sales of albums up 20% over the same week in 1990. Much of the increase was due to the simultaneous release of Use Your Illusion I and II, the two new albums by Guns N' Roses.

The albums sensationally debut at number one and two on the album chart, after selling a combined total of nearly 300,000 units last week, representing an income of well over £3m for record dealers.

For an act to debut at number one and number two on the album chart at the same time is unprecedented. The Beatles' compilations 1967-1970 and 1962-1966 came close, debuting at two and three respectively in 1973.

The two Guns N' Roses albums ran neck-and-neck at the top of the chart for most of the week, but Use Your Illusion II eventually opened up a 4% advantage over Use Your Illusion I — presumably



because the former contains the group's recent hit You Could Be Mine. Their current single Don't Cry appears in different versions on both albums. Not surprisingly, the single — which entered the chart at number eight last week — dips slightly to number 17.

Another bumper week is in prospect this week, with the new Bryan Adams album likely to turn in massive sales. It will be interesting to see if its release significantly reduces sales of his two current singles Can't Stop This Thing We Started, which

moves from number 18 to number 12, and (Everything I Do) I Do It For You, which continues at number one for the 12th week in a row — a new record.

Ironically, it looks more likely that Can't Stop This Thing We Started will go into decline than I Do It For You. The former title has already slowed significantly, while I Do It For You still holds a better than five to three lead over its nearest competitors, these being Salt-N-Pepa's Let's Talk About Sex and Oceanic's Insanity. Neither appears strong enough to overtake Adams, particularly as they are not featured on Top Of The Pops this week.

The record now looking most likely to succeed Adams' single at number one is another rock ballad — I Scorpions' Wind Of Change, which is the week's highest debutant at number 19. A massive smash all around the globe, it originally peaked here at number 53 in June.

Alan Jones

UPDATE

Index of unit sales, 100=weekly average in 1990	SALES		
	Last week	This week	% diff
Albums	86	98	+14
Singles	112	108	-2
Music Video	52	65	+27

SINGLES MARKET SHARE BY FORMAT



© CIN
4 week rolling averages

ROOKIES

1 SEAL ZTT	9	6 PM DAWN Gee Street	12
2 COLOR ME BADD Giant	8	7 YOUNG DISCIPLES Talkin Loud	—
3 BEVERLY CRAVEN Epic	24	8 DANNI MINOQUE MCA	—
4 CATHY DENNIS Polydor	42	9 MARC CONN Atlantic	27
5 C&C MUSIC FACTORY Columbia	34	10 EMP Parlophone	60

Best Selling debut albums from previously uncharted acts. Compiled by ERA from Gallup data. Sales period: 26 August to 14 September.

ANALYSIS

No-one seems more surprised at Bryan Adams'

record-breaking success with (Everything I Do) I Do It For You than his label A&M.

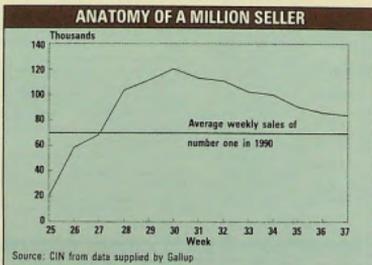
While A&M recognised that the song would be a chart success, it could not have imagined that it would stay at the top for at least 12 consecutive weeks — beating the 11 week record held by Slim Whitman.

"It caught us completely by surprise. I couldn't tell you exactly why it has done so well — it simply struck the hearts of the public," says A&M marketing director Jason Guy.

He certainly can't credit the success to any grand marketing campaign. "It basically sold itself but it was radio play that really did the trick," he says.

Even as shipping out just 12,000 copies at its release date, the single has now sold over 1.1m copies. It has averaged 100,000 over the 12 weeks.

Simon Mayo had the single



Source: CIN from data supplied by Gallup

as his record of the week and Capital also gave it strong support. "I think we got airplay more or less upfront and it's been consistent ever since," says Guy.

With support from Woolworths, The Chart Show, the Robin Hood film soundtrack tie-in and an appearance by Adams at Milton Keynes Bowl, A&M maintained a steady campaign.

But Guy is still amazed that the single is still selling well. "It's become like a coronation mug — people are now buying it because it's become such a special single," he says.

And with half those sales being on seven-inch vinyl, one thing that the success of (Everything I Do) I Do It For You proves is that the single format is far from dead.

Nick Robinson

ORGANISE EARLY, YOUR TRAVEL TO MIDEM '92

19-23 JANUARY

FLIGHTS - FERRIES
BOATS & CARS - VILLAS
APARTMENTS - HOTELS

CONTACT THE OFFICIAL UK TRAVEL ORGANISERS -

premierpace

071 828 4530

for immediate information & brochure.
Or, clip and return the coupon below.

MIDEM '92 TRAVEL & HOTEL ARRANGEMENTS

To: Premierpace, The Official UK travel organisers,
44 Churton Street, London SW1 2LP
Tel: 071 828 4530. Fax: 071 630 7719

Please send me the Midem '92 Travel Brochure

Please send me the Midem '92 Travel Brochure and contact me later with more information.

Name _____
Company _____
Address _____
Tel _____

TOP 75 SINGLES

THE OFFICIAL HARP END CHART

PLAYERS

A

Highest Position	Title Artist	Label	Highest Position	Title Artist	Label
1	I SHOULD BE SO LUCKY Kyrie Minogue	PWL Jan '88	4	NEVER TOO LATE Kyrie Minogue	PWL Nov '89
15	GTO Sintita	Fanfare Jan '88	39	DRIVE ON Brother Beyond	Fanfare Nov '89
6	CROSS MY BROKEN HEART Sintita	Fanfare Jan '88	49	WIG WAM BAM Damian	Jive Dec '89
4	WHO'S LEAVING WHO Hazel Dean	EMI April '88	8	CAN'T SHAKE THE FEELING Brother Beyond	Jive Dec '89
11	LET'S ALL CHANT Fat & Mick	PWL April '88	2	WHEN YOU COME BACK TO ME Jason Donovan	PWL Dec '89
2	GOT TO BE CERTAIN Kyrie Minogue	PWL May '88	10	LISTEN TO YOUR HEART Sonia	Chrysalis Dec '89
15	MAYBE (WE SHOULD CALL IT A DAY) Hazel Dean	EMI July '88	1	DO THEY KNOW IT'S XMAS Band Aid	PWL/Polydor Dec '89
2	THE LOCOMOTION Kyrie Minogue	PWL Aug '88	43	WHEN WILL I SEE YOU AGAIN? Brother Beyond	Fanfare Dec '89
2	THE HARDER I TRY Brother Beyond	Fanfare Aug '88	1	TEARS ON MY PILLOW Kyrie Minogue	PWL Jan '90
5	NOTHING CAN DIVIDE US Jason Donovan	PWL Sept '88	6	WALK ON BY Bruno Brookes	PWL Feb '90
21	TURN IT INTO LOVE Hazel Dean	EMI Oct '88	10	INSTANT REPLAY Yell	Fanfare Feb '90
22	I DON'T BELIEVE IN MIRACLES Sintita	Fanfare Oct '88	30	ALL 4 LOVE Raze	Champion Feb '90
25	ALL OF ME Sabrina	Mega Nov '88	41	GET BUSY Jeff Chapman	Jive Feb '90
2	JE NE SAIS PAS POURQUOI Kyrie Minogue	PWL Nov '88	18	I MIGHT Shakin' Stevens	Epic Mar '90
6	HE AIN'T NO COMPETITION Brother Beyond	Fanfare Nov '88	21	HANDFUL OF PROMISES Big Fun	Jive Mar '90
3	SUDDENLY Angry Anderson	Food For Thought Dec '88	16	COUNTING EVERY MINUTE Sonia	Chrysalis April '90
1	ESPECIALLY FOR YOU Kyrie Minogue	PWL Jan '89	22	USE IT UP & WEAR IT OUT Fat & Mick	PWL April '90
14	BE MY TWIN Brother Beyond	Fanfare Jan '89	8	HANG ON TO YOUR LOVE Jason Donovan	PWL April '90
49	AS ALWAYS Farley Jackmaster Funk	Champion Jan '89	24	HITCHIN' A RIDE Sintita	Fanfare May '90
1	TOO MANY BROKEN HEARTS Jason Donovan	PWL Mar '89	2	BETTER THE DEVIL YOU KNOW Kyrie Minogue	PWL May '90
8	I'D RATHER JACK The Reynolds Girls	PWL Mar '89	14	YOU'VE GOT A FRIEND Jason Donovan	Jive June '90
9	I HAVEN'T STOPPED DANCING YET Fat & Mick	PWL April '89	18	ANOTHER NIGHT Jason Donovan	Jerry July '91
22	CAN YOU KEEP A SECRET Brother Beyond	Fanfare April '89	18	END OF THE WORLD Linda Duff	Chrysalis July '91
48	THAT'S HOW I'M LIVING Tony Scott	Champion April '89	9	RHYTHM OF THE RAIN Jason Donovan	PWL Sept '91
1	HAND ON YOUR HEART Kyrie Minogue	PWL May '89	22	I'M DOIN' FINE Jason Donovan	PWL Nov '90
28	LOVE ATTACK Shakin' Stevens	Epic May '89	4	STEP BACK IN TIME Jason Donovan	PWL Nov '90
1	FERRY 'ROSS THE MERSEY Various	PWL May '89	19	THE BEST CHRISTMAS OF THEM ALL Shakin' Stevens	Epic Dec '90
4	RIGHT BACK WHERE WE STARTED FROM Brother Beyond	Fanfare June '89	6	WHAT DO I HAVE TO DO Kyrie Minogue	PWL Feb '91
1	SEALED WITH A KISS Jason Donovan	PWL June '89	48	THE GIRL I USED TO KNOW Michael Godnick	Fanfare Feb '91
1	YOU'LL NEVER STOP ME LOVING YOU Sonia	Chrysalis July '89	23	NIGHT FEVER MEGAMTX The Mixmasters	EMI Feb '91
2	WOULDN'T CHANGE A THING Kyrie Minogue	PWL Aug '89	8	LOVE AND KISSES Kyrie Minogue	MCA April '91
7	TIME WARP Damian	Jive Sept '89	17	RSVP Jason Donovan	PWL May '91
4	BLAME IT ON THE BOOGIE Sonia	Jive Sept '89	11	SUCCESS Danni Minogue	MCA June '91
2	EVERY DAY Jason Donovan	PWL Sept '89	6	SHOCKED Kyrie Minogue	PWL July '91
17	CAN'T FORGET YOU Sonia	Chrysalis Oct '89	8	JUMP TO THE BEAT Danni Minogue	MCA July '91
20	LOVE ON A MOUNTAIN TOP Sintita	Fanfare Oct '89	21	LOVE'S UNKIND Sophie Lawrence	EMI Aug '91
19	DON'T MAKE ME OVER Sybil	Champion Oct '89	10	FRIPPY TOGETHER Jason Donovan	PWL Aug '91
			16	WORD IS OUT Kyrie Minogue	PWL Sept '91

COMPILED BY
RON MCCREIGHT, ROBERT LEMON, SUE FOSTER, LIZ WATSON

GRAFTON HOUSE, 2/3 GOLDEN SQUARE
LONDON W1R 3AD
Tel: 071-439 8442 Fax: 071-439 8174
Mobile: 0836 638 620

HARP END Promotions Ltd

As used by Radio One, Capital Radio, Network Television, National and Pop Press
Thanks to the Players



TOP 75 SINGLES

THE OFFICIAL **music week**

CHART



1	(EVERYTHING I DO) I DO IT FOR YOU *	A&M
1	Byron Adams	
2	LET'S TALK ABOUT SEX	Hit
3	Silk-Hemp featuring Psychotropic	
3	INSANITY	Dead Dead Good
4	Oceanic	
4	LOVE TO HATE YOU	Male
5	Erasure	
5	I'M TOO SEXY •	Tug
6	Right Said Fred	
6	SUNSHINE ON A RAINY DAY (REMIX)	M&G
7	EVERYBODY'S FREE (TO FEEL GOOD)	
7	EVERYBODY'S FREE (TO FEEL GOOD)	Pulse 8
8	Rozalla	
8	PEACE	Earl West
9	Sabrina Johnson	
9	CHARLY	XL
10	Prodigy	
10	WHAT CAN YOU DO FOR ME	Hit
10	U2's Saints	
11	SOMETHING GOT ME STARTED	East West
11	Simply Red	
11	CAN'T STOP THIS THING WE STARTED	A&M
12	Byron Adams	
13	SALTWATER	Virgin
13	Julian Lennon	
14	SUCH A FEELING	Virgin Selection
14	Bizarre Inc	
15	CREAM	Parade
15	Pinel & The New Power Generation	
16	SUCH A GOOD FEELING	Pasley Park
16	25	
17	DON'T GRY	4th & Broadway
17	Bobbi's In Rhythm	
18	GETT OFF	Getten
18	11	
19	WIND OF CHANGE	Pasley Park
19	Scorpions	
20	THE ONE I LOVE	Vergo
20	28	
21	LOVE...THY WILL BE DONE	IRS
21	12	
22	20TH CENTURY BOY	Columbia
22	15	
23	NUTBUSH CITY LIMITS (THE 90S VERSION)	Marc On Wax
23	31	
24	JACKY	Capitol
24	1	

EVERYBODY'S FREE

THE EPIC NEW SINGLE
NO MORE TEARS



AVAILABLE NOW ON
7" CASSETTE 12" PICTURE DISC
SPECIAL LIMITED EDITION CD PICTURE WALLET

38	NEW I THINK I LOVE YOU	London
	Voice Of The Beehive	
39	FEEL EVERY BEAT	Factory
	Electronic	
40	ALL 4 LOVE	Grant
	20	
41	HOUSECALL	Epic
	35	
42	LIVE FOR LOVING YOU	Epic
	54	
43	ALRIGHT (THE SASHA MIXES)	Cooltempo
	44	
44	SPECIAL VAY	EMI
	45	
45	I WANT YOU (FOREVER)	Perfecto
	45	
46	DOMINATOR	R&S
	37	
47	DON'T LET THE SUN GO DOWN ON ME	Fontana
	47	
48	WORLD IN UNION	Columbia
	48	
49	IS IT GOOD TO YOU	MCA
	49	
50	GOT IT AT THE DELMAR	Epic
	50	
51	HEAD LIKE A HOLE	TVT
	51	
52	ENERGY FLASH (EP)	R&S
	52	
53	WORD IS OUT	PWL
	53	
54	I BELONG TO YOU	Arista
	54	
55	BE YOUNG, BE FOULISH, BE HAPPY	IO
	55	
55	MAKE IT TONIGHT	Previous Organisation
	55	
57	SECRETS OF THE HEART	Chrysalis
	57	
58	COME INSIDE	Warner Bros
	58	
59	THEN YOU TURN AWAY	Warner Bros
	59	
60	HAPPY TOGETHER	PWL
	60	
61	ONLY LOVE CAN BREAK YOUR HEAP	Heavenly
	61	
62	MOVE ANY MOUNTAIN	
	62	

PLAYLIST CHART

THE OFFICIAL music week CHART

Rank	Artist	Album	Label	Genre	Release Date	Weeks on Chart	Peak Position	Current Position	Points		
1	Marika	LOVE...THAT WILL BE DONE	Columbia	A	A	A	50	12	91.2		
2	Roxette	THE BIG L	EMI	A	A	A	50	27	88.0		
3	Bryan Adams	CAN'T STOP THIS THING WE	ASB	A	A	A	46	18	89.8		
4	Bryan Adams	EVERYTHING I DO I DO IT...	ASB	A	A	A	48	1	85.0		
5	Zoe Jex	SUNSHINE ON A RAINY DAY	M&G	A	A	A	48	58	84.8		
6	Julian Lennon	SALTWATER	W	B	A	A	47	29	83.0		
7	Seas	BE YOUNG BE FODLISH BE HAPPY	W	B	A	A	46	36	80.5		
8	Kylie Minogue	WORD IS OUT	PWL	A	A	A	40	33	77.5		
9	Smylie Love	THAT SOMETHING GOT ME STARTED	East West	A	A	A	49	16	77.1		
10	Sabrina Johnston	PEACE	East West	A	A	A	41	9	77.0		
11	Color Me Badd	ALL 4 LOVE	Giant	B	A	B	39	3	75.7		
12	Chir	THE MORE TO LIVE	EMI	B	A	B	39	24	72.3		
13	DMZ	THIS YOU TORN AWAY	Virgin	A	A	A	44	50	69.6		
14	Wet Wet Wet	WE MADE IT TONIGHT	Precedent	B	A	B	42	39	69.1		
15	Marc Bolan	REA 20TH CENTURY BOY	Marc On Wax	A	A	A	34	15	67.7		
16	Midge Ure	COLD COLD HEART	Arista	A	A	A	32	47	66.8		
17	Sally-Ann	MAKING HAPPY HAPPY	ASB	A	A	A	35	22	66.4		
18	Christy	PEPPA LET'S TALK ABOUT SEX	flvr	A	A	A	B	35	65.6		
19	Extreme	MORE THAN WORDS	ASB	A	A	B	A	43	26	64.6	
20	Right Said Fred	IN TO YOU SEXY	Tag	B	A	A	B	33	2	64.2	
21	Red Stearns	BROKEN ARROW	Warner Brothers	A	A	B	41	60	63.2		
22	Cherry Dennis	TOO MANY WALLS	Polydor	B	A	A	B	39	57.4		
23	Belinda Carlisle	LIVE YOUR LIFE BE FREE	Virgin	A	A	A	A	39	61.9		
24	Erasme	LOVE TO HATE YOU	Mute	A	A	A	A	38	7	60.7	
25	Gloria Estefan	LIVE FOR LOVING YOU	Epic	B	A	A	B	A	42	54	60.3
26	PM Dawn	SET ADRIFT ON MEMORY BLISS	Gez St	A	A	A	B	39	23	59.3	
27	Utah Saints	WHAT CAN YOU DO FOR ME	flvr	A	A	A	A	30	20	58.9	
28	Chesney Hawkes	SECRETS OF THE HEART	Chrysalis	B	A	B	B	44	4	58.6	
29	PJ6	feat Hannah & Her Sisters BRIDGE OVER TROUBLED WATER	Columbia	A	A	B	26	32	58.0		
30	Rain Turner	NUTBUSH CITY LIMITS	Capitol	A	A	B	A	34	31	57.4	
31	Running Brothers	HAMMER	Chrysalis	A	A	B	B	27	43	55.6	
32	Brothers In Rhythm	SUCH A GOOD FEELING	4th Way	A	A	A	B	26	25	54.6	
33	Voice Of The Beehive	I THINK I LOVE YOU	London	A	A	A	B	32	4	54.6	
34	Mark & The Funky Bunch	GOOD VIBRATIONS	East West	B	A	A	B	30	17	54.6	
35	Shabba Ranks	& Maxi Priest HOUSE CALL	Epic	A	A	A	B	22	35	50.5	
36	Incognito	CRAZY FOR YOU	Talkin Loud	A	A	B	33	61	50.4		
37	Prince & New Power Generation	GETT OFF	Paisley Park	B	A	A	A	34	11	50.3	
38	Janis	Denovan HAPPY TOGETHER	PWL	B	A	A	35	40	49.9		
39	Rain Turner	PEOPLE SPECIAL WAY	EMI	B	A	B	49	33	49.1		
40	Prince & New Power Generation	CREAM	Paisley Park	A	A	A	27	19	48.2		
41	Lenny Kravitz	STAND BY MY WOMAN	Virgin America	A	A	B	A	32	55	47.5	
42	Dire Straits	CALLING BELONG	Ventigo	A	A	A	26	74	46.9		
43	Whitney Houston	I BELONG	Arista	A	A	A	28	4	46.1		
44	Guns N' Roses	DON'T CRY	Geffen	A	A	A	B	27	8	44.0	
45	Deftones	DON'T LET THE SUN GO DOWN ON	Fanfare	A	A	B	35	43	44.4		
46	Rascal	(EVERYBODY'S FINE) (TO FEEL...)	Pulse B	B	A	A	11	13	42.7		
47	Deacon Blue	TWIST AND SHOUT	Columbia	A	A	A	23	69	40.7		
48	Status Quo	CAN'T GIVE YOU MORE	Vertigo	A	A	B	22	64	40.3		
49	Electric Blue	EVERY BEAT	Factory	A	B	B	25	46	39.9		
50	Bros	TRY	Columbia	B	A	B	29	38	37.8		
51	Simple Minds	STAND BY LOVE	Virgin	A	A	A	24	71	37.0		
52	Maxi Priest	JUST A LITTLE BIT LONGER	Ten	A	A	B	19	36	36.6		
53	REM	THE ONE I LOVE	IRS	A	A	B	25	28	35.9		
54	Marc Almond	JACKY	WEA	A	A	A	21	35	35.4		
55	The Shamen	MOVE ANY MOUNTAIN	Dea Little	B	A	A	24	42	35.1		
56	St Etienne	OLD I CAN BREAK YOUR HEART	Capitol	B	A	A	23	41	34.2		
57	Bomb	THE BASS WINTER IN JULY	Rhysling King	B	A	A	19	49	34.0		
58	Des're	FEEL SO HIGH	Sony Sals Square	B	A	B	29	56	33.3		
59	The Mockett turtles	STRINGS AND FLOWERS	Sirens	A	B	B	A	29	32	32.9	
60	Robbie Craig	BAD ATTITUDE	Polydor	B	A	B	B	26	32	32.0	

Compiled by GMA. Rating based on UK playlist only. Station weightings are based on total listening hours as calculated by JCAPAR. 100% playlist rating represents A* list on all UK stations.

US TOP 30 SINGLES

Rank	Artist	Album	Label	Genre
1	ADORE MI AMOR	Color Me Badd	Capitol	Pop
2	GOOD VIBRATIONS	Marky Mark/Bunch/Hollyway	Interscope	Pop
3	MOTOWNPHILLY	Boyz II Men	Motown	R&B
4	EMOTIONS	Manly Carly	Columbia	Pop
5	LOVE OF ALL TIME	En Vogue	Epic	Pop
6	THINGS THAT MAKE YOU GO HMMM...	C&C Music Factory	Columbia	Pop
7	TIME LOVE AND TENDERNES	Michael Bolton	Columbia	Pop
8	DO ANYTHING	National Selection	Capitol	Pop
9	SOMETHING TO TALK ABOUT	Bonnie Raitt	Capitol	Pop
10	SHINY HAPPY PEOPLE	REM	Warner Brothers	Pop
11	TOO MANY WALLS	Cherry Dennis	Polydor	Pop
12	EVERYTHING I DO I DO IT FOR YOU	Bryan Adams	ASB	Pop
13	NOW THAT WE FOUND LOVE	Heavy D & The Boyz	Upfront	Pop
14	PROMISE OF A NEW DAY	Paula Abdul	Capitol	Pop
15	ROMANTIC	Karyn White	Warner Brothers	Pop
16	HOLE HEARTED	Extreme	ASB	Pop
17	EVERYBODY PLAYS THE FOOL	Aaron Neville	ASB	Pop
18	THE MOTOWN SOUND	Red Stearns	Warner Brothers	Pop
19	LOVE... THAT WILL BE DONE	Marika	Columbia	Pop
20	I CAN'T WAIT ANOTHER MINUTE	Hi Five	Jive	Pop
21	ENTER SANDMAN	Metallica	Elektra	Rock
22	WIND OF CHANGE	Scorpions	Mercury	Rock
23	CRAZY	Gez St	S&W	Pop
24	REAL REAL REAL	Jesus Jones	Sire	Pop
25	CAN'T STOP THIS THING WE STARTED	Bryan Adams	ASB	Pop
26	THE ONE AND ONLY	Cherney Hawkes	Capitol	Pop
27	REAL LOVE	Boyz II Men	Capitol	Pop
28	THE TRUTH	Tam Show	ABC	Pop
29	J.A.M. Eternal	The KLF	Arista	Pop
30	DON'T WANT TO BE A POOL	Luther Vandross	Epic	Pop

US TOP 30 ALBUMS

Rank	Artist	Album	Label	Genre
1	ROPIV THE WIND	Garth Brooks	Capitol	Country
2	METALLICA	Metallica	Elektra	Rock
3	UNFORGETTABLE	Notate Cafe	Elektra	Rock
4	C.M.B.	Color Me Badd	Capitol	Pop
5	LUCK OF THE DRAW	Bonnie Raitt	Capitol	Pop
6	COOLEYHIGHHARMONY	Boyz II Men	Motown	R&B
7	GONNA MAKE YOU SWEAT	C&C Music Factory	Columbia	Pop
8	TIME LOVE AND TENDERNES	Michael Bolton	Columbia	Pop
9	OUT OF TIME	REM	Warner Bros	Pop
10	ROLL THE BONES	Rush	Atlantic	Rock
11	FIRE INSIDE	Boyz II Men	Capitol	Pop
12	FOR ANIMAL CARNAL KNOWLEDGE	Van Halen	Warner Brothers	Rock
13	PSYCHIC SUPPER	Tea	Geffen	Pop
14	NO FENCES	Garth Brooks	Capitol	Country
15	ON EVERY STREET	Don Strates	Warner Bros	Pop
16	SPLENDOR	Paula Abdul	Capitol	Pop
17	EXTREME II PORNOGRAFFITI	Extreme	ASB	Pop
18	HEART IN MOTION	Amy Grant	ASB	Pop
19	NAUGHTY BY NATURE	Naughty By Nature	Tonny Bay	Pop
20	ROBIN HOOD	Prince of Thieves	Capitol	Pop
21	THE COMMITMENTS (OST)	Various	MCA	Pop
22	WBDD - BOOTICITY	Red Bull Devote	MCA	Pop
23	EMPIRE	Queenberry	EMI	Pop
24	SHAKE YOUR MONEY MAKER	The Black Crowes	Def American	Pop
25	MARIAH CAREY	Mariah Carey	Columbia	Pop
26	HOMEBASE	DJ Jazzy Jeff & Fresh Prince	Jive	Pop
27	ITS ALL ABOUT YOU	Jeffery Star	Warner Bros	Pop
28	SLAVE TO THE GRID	Slav	Jive	Pop
29	IN TO THE GREAT WIDE OPEN	Tom Petty & The Heartbreakers	MCA	Pop
30	DOUBT	Jesus Jones	S&W	Pop

Chart compiled by Billboard. US Top 30 Singles and Albums are based on the greatest airplay and sales figures.

UK UK signings

music week

SUBSCRIPTION FORM

- Main business carried out at place of work. Please tick one category only.
- Music/Video Retailer
 - Music/Video Wholesaler/Distributor
 - Record Company/Label
 - Video Company/Label
 - Records/CD/Tape manufacturer and/or distributor
 - Stereo/Label Printer/Art Studio
 - Recording Studio/Producer/Engineer
 - Video production Facilities/Producer/Engineer
 - Pro-audio equipment manufacturer/hire

- Artist/Artist Manager
- Music Publisher
- Radio Station
- TV Station
- DJ/Dance Club
- Concert Booking Agent/Promoter
- Live Music/Venue/University/College
- Record Promoter/Pluggler
- Merchandising Manufacturer
- Dealer
- Accounts/Legal Representatives/Business Management
- PR/Publicists/Advertising Agency/Publishing/Journalism
- Official Organisation/Public Library
- Other - please state...

- UK ERM
- Europe (excluding Eire)
- The Americas, Middle East, Africa and the Indian sub continent
- Australasia and the Far East
- J220 US\$300
- Please complete the coupon and send to: MUSIC WEEK SUBSCRIPTIONS, COMPUTER POSTING LTD, 120-130 LAVENDER AVENUE, MINDHAM, SURREY CR4 3HP. TEL: 081-649 8142 FAX: 081-648 6873

The business magazine for the music industry
SAVE OVER £25 ON THE COVER PRICE
 over a year by subscribing today and get a
FREE MUSIC WEEK DIRECTORY WORTH £28
 (out next January) a total saving of over £50

I wish to subscribe to Music Week for one year, commencing immediately I enclose a cheque for £... or US\$... made payable to Spotlight Publications

To pay by credit card enter details below.
 My card number is

Access (Mastercard) Visa American Express Diners Club

Date Card Expires...
 Signed... NAME...
 POSITION...
 COMPANY...
 ADDRESS...
 Tel No...
 MW1

RECORD MIRROR

DEO

28 SEPTEMBER 1991, FREE WITH MUSIC WEEK

U P D A T E

Chart

n e w s

BY ALAN JONES

MEET MAVE THE RAVE

The patronage of Prince is clearly an advantage, as the Bangles, Sheena Easton and Martika can attest. But it doesn't always work out, and the careers of George Clinton, Kid Creole and Mavis

Staples haven't really benefited from his benevolence.

But Mavis, at least, has put her disappointment behind her, and, guesting on two new albums, sounds as good as ever: now 51, Mavis turns up ad-libbing over BeBe and CeCe Winans' version of the Staple Singers' 1972 hit 'I'll Take You There', and turns in an impressive performance of the Carpenters' hit 'A Song For You' on the new B.E.F. album 'Songs Of Quality And Distinction Volume 2'.

As an album track, the BeBe and CeCe Winans remake of 'I'll Take You There' is a delight, and Mavis's cameo is a powerful tour-de-force that could scorch paint. Sadly, it's been remixed as a single for the dancefloor and loses much of its charm.

It's a funny old world where women with the range and power of Mavis and Jocelyn Brown are revered and much used on albums by others, but don't have recording contracts of their own, while younger women whose vocal range barely spans an octave and whose performances are one dimensional, are commonplace.

Your average 'Wogan' viewer is probably less likely to buy records than most, but every once in a while the programme features an artist whose records are ideally suited to the audience. And when it does, the effect is spectacular.

It happened a while ago with Bette Midler, and it happened again last week, when Natalie Cole appeared to sing 'Don't Get Around Much Any More' and 'Paper Moon' from her album 'Unforgettable', which immediately leapt from number 61 to number 16 as its sales more than quadrupled.



Upcoming Wogan guests Everything But The Girl, Huey Lewis, Alison Moyet and Mariah Carey can expect a lesser effect, but watch out for a major surge in sales of Neil Diamond albums after his 6 November appearance.

Right Said Fred's 'I'm Too Sexy' was number two for six weeks before finally being displaced this week. The last two records to spend six weeks at number two without reaching the summit were also novelties: in 1978, Father Abraham and The Smurfs waited in vain behind Olivia Newton-John and John Travolta's 'You're The One That I Want' and a few months earlier, Paul McCartney and Wings' 'Mull Of Kintyre' held off the Brighthouse & Rastrick Band's 'The Floral Dance'.



● BEBE & CECE WINANS

Joy Salinas
Rockin' Romance (I Go slow)

12" & CD Features **BLACK BOX REMIXES**

OUT NOW

GOOD 5/T/C/CD
DISTRIBUTED BY WARNER MUSIC UK LTD



nationwide sales team and 4U telephone hotlines available daily from 9am - 9pm, so you can stock-up overnight!

The difference is an additional exclusive range of TBO own brand and sole distributor labels ... featuring Leisure View Video, Legend, Sportsworld, Palace and Wanderland on video ... Dejavu, Graffiti, Opera Society and Classical Society audio labels ... and Ocean budget

that has won us recognition in both the video and music industries.

For more information or to arrange to meet our sales team, call us now on 0782 566511, it could make all the difference.

▶ 24 HOUR DELIVERY ▶ 40 TELEPHONE LINES ▶ UK'S LARGEST STOCK ▶ NEW OWN LABELS ▶ THE NO.1 DISTRIBUTOR IN HOME ENTERTAINMENT.

Terry Blood Distribution, Unit One, Rosevale Business Park, Newcastle-under-Lyme, Staffordshire. ST5 7Q1 Telesales: (0782) 566511 40 lines, Administration: (0782) 566536, Fax: (0782) 565400, Telex: 367106 BLOOD G.

PLAY Chart

THE OF

n e w s

BY ALAN JONES

HOOKER'S LUCKY BREAK

When John Lee Hooker's album 'The Healer' entered the chart at the tail end of 1989, the venerable bluesman, then 72, became the oldest artist ever to chart with an album of new material, beating a record set only weeks earlier by Max Bygraves. 'The Healer' never did set the chart on fire — it peaked at number 63 — but it did win Hooker several grammies, and sold solidly over a long period, eventually qualifying for a silver disc.

Proving it was no flash in the pan, Hooker set about recording a new album in California earlier this year, assembling an all-star cast of guests, including Albert Collins, Robert Cray, Carlos Santana, Keith Richards, Van Morrison and Ry Cooder.

The resulting album, 'Mr Lucky', was released a fortnight ago, just after Hooker's 74th birthday, and

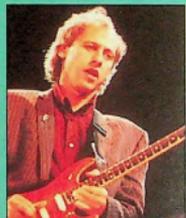
succeeded spectacularly debuting on last week's chart at number three, two places higher than Morrison's album. Indeed, it's fair to say that the success of the album is due almost entirely to Hooker's personality rather than that of his guests, and it's a tribute to his artistry that their participation is almost incidental. Santana is a man who finds it difficult not to stamp his hallmarks all over any record he touches, and while his guitar flares into action on 'Stripped Me Naked', it does so only briefly. Vocal assists by Cray and Morrison are more obvious, but in no way upstage their host. Hooker has threatened to retire — and who's to deny him after a working life of 60 years? — but with world sales of 'Mr Lucky' expected to top 1m as did

those of 'The Healer', he has less reason than most to sing the blues.



● RCA reports that Eurythmics' 'Greatest Hits' album is approaching quadruple platinum only six months after it was released. It's the first album to sell a million this year, though an exceptionally strong autumn release schedule should ensure it's not the last. Indeed, MCA is confident that Cher's Geffen album 'Love Hurts' will reach a million by Christmas. It was certified double platinum (600,000 sales) after just nine weeks, and is about to be boosted further by her new single 'Save Up All Your Tears'. It's just shy of overthrowing 'Heart Of Stone' to become her biggest selling album in the UK.

● Dire Straits' long-awaited new album 'On Every Street' sold nearly 200,000 copies in its first week on release, of which a massive 62% were on CD. As PolyGram's Pam Sharratt points out, it's the first number one album ever to top 60% on CD. With a mere 9% of its sales on vinyl, the album helped to reshape significantly overall UK sales last week. In fact, while CDs climbed to a highest ever 42.8% of the total, vinyl slumped to a worst ever 11.1%. And vinyl is having a tough time as a singles format too: according to Gallup data, cassette singles and CD singles both reached new peaks last week (23.4% and 18.4% respectively) while seven-inch slipped to 31.1%, 12-inch sales, holding up rather better, were 26.9%.



- 1 ■ Marika LOVE THY
- 2 ■ Roxette THE BIG L
- 3 ■ Bryan Adams CAN
- 4 ■ Bryan Adams EVE
- 5 ■ Zoe SUNSHINE ON J
- 6 ■ Julian Lennon SAL
- 7 ■ Sonia DE YOUNG BE
- 8 ■ Kylie Minogue WC
- 9 ■ Simply Red SOME1
- 10 ■ Sabrina Johnston
- 11 ■ Cyndi Lauper BAMA L
- 12 ■ Cliff Richard MORE
- 13 ■ DMD THEN YOU TUI
- 14 ■ Wet Wet Wet MAJ
- 15 ■ Marc Bolan/T Res
- 16 ■ Midge Ure COLD C
- 17 ■ Crystal Waters M
- 18 ■ Salt-N-Pepa LET'S
- 19 ■ Extreme MUM THU
- 20 ■ Right Said Fred I
- 21 ■ Rod Stewart BRK
- 22 ■ Cathy Dennis TOD
- 23 ■ Belinda Carlisle L
- 24 ■ Erasure LOVE TO H
- 25 ■ Gloria Estefan LW
- 26 ■ PM Dawn SET ADP
- 27 ■ Utah Saints WHAT
- 28 ■ Chesney Hawkes
- 29 ■ PJB feat Hannah J
- 30 ■ Tim Turner HEARTB
- 31 ■ Runrig HEARTHAM
- 32 ■ Brothers In Rhyth
- 33 ■ Voice Of The Bee
- 34 ■ Marky Mark & Th
- 35 ■ Shabba Rankin an
- 36 ■ Incognito CRAZY F
- 37 ■ Prince & New Po
- 38 ■ Jason Donovan H
- 39 ■ River City People
- 40 ■ Prince & New Po
- 41 ■ Lenny Kravitz STA
- 42 ■ Dire Straits CALLP
- 43 ■ Whitney Houston
- 44 ■ Guns N' Roses DO
- 45 ■ Oleta Adams DON
- 46 ■ Recalla EVERYBOO
- 47 ■ Deacon Blue TWI
- 48 ■ Status Quo CAN'T
- 49 ■ Electronic FEEL EV
- 50 ■ Bros THY
- 51 ■ Simple Minds STY
- 52 ■ Maxi Priest JUST
- 53 ■ REM THE ONE LION
- 54 ■ Marc Almond JAC
- 55 ■ The Shamen MOV
- 56 ■ St Etienne ONLY LI
- 57 ■ Bomb The Bass V
- 58 ■ Des'ree FEEL SO H
- 59 ■ The Mock turtles
- 60 ■ Robbie Craig BAD

Compiled by EIA. Rating based c



Main business carried
Please tick one category

- Music/Video Retailer
- Music/Video Wholesaler
- Record Company/Label
- Video Company/Label
- Records/CDs/Tape manufacturer and duplication
- Servers/Label Printers/Art Studio
- Recording Studio/Producer/Engineer
- Video production Facilities/Producer/Engineer
- Pro-audio equipment manufacturing/hire

- Live Music Venue/University/Collage
- Record Promoter/Pluggier
- Merchandising Manufacturer/Distributor
- Accounts/Legal Representatives/Business Management
- PR/Publicists/Advertising Agency/Publishing/Journalism
- Official Organisations/Public Library
- Other - please state

22 £220/US\$365
Please complete the coupon and send to:
MUSIC WEEK SUBSCRIPTIONS,
COMPUTER POSTINGS LTD,
120-126 LA VENDER AVENUE,
MIDHAM,
SURREY GU8 3HP
TEL: 081-640 8142
FAX: 081-648 1872

Date Card Expires _____
Signed _____ NAME _____
POSITION _____
COMPANY _____
ADDRESS _____
Tel No. _____

ALIZ!

“Don't Say That It's Over”
Remixed by FRANKIE KNUCKLES
Out Now
7" · 12" · CD

2 RM UPDATE

BIZARRE INC

S U C H A F E E L I N G *



12" REMIX OUT NOW
SUCH A FEELING (LOVE DECADE MIX): RAISE ME (EON'S ASCENSION MIX)



VINYL SOLUTION
231 PORTOBELLO ROAD, LONDON W11 1LT. TEL: 071-792 9791
DISTRIBUTED IN THE UK BY SRD. TEL: 081-889 6555

*NOT AVAILABLE AT WOOLWORTH

nationwide sales team and 4U telephone hotlines available daily from 9am - 6pm, so you can stock-up overnight.

The difference is an additional exclusive range of TBD own brand and sole distributor labels ... featuring Leisure View Video, Legend, Sportsworld, Palace and Wonderland on video ... Dejavu, Graffiti, Opera Society and Classical Society audio labels ... and Ocean budget

that has won us recognition in both the music and video industries.

For more information or to arrange to meet our sales team, call us now on 0782 566511, it could make all the difference.

▶ 24 HOUR DELIVERY ▶ 40 TELEPHONE LINES ▶ UK'S LARGEST STOCK ▶ NEW OWN LABELS ▶ THE NO.1 DISTRIBUTOR IN HOME ENTERTAINMENT.

Terry Blood Distribution, Unit One, Rosevale Business Park, Newcastle-under-Lyme, Staffordshire ST5 7QT Telexes: (0782) 566511 40 lines, Administration: (0782) 566566, Fax: (0782) 565400, Telex: 367106 BLOOD G.

DEO

Label
Cat no.

i Concert BMG Video

791137

3OTTI PolyGram Video

CFV 11122

3oy 4 Front/PolyGram

0835083

ite Collection WMV

7599382143

ars 4 Front/PolyGram

LED 80152

s Castle Music Picture

CMP 6049

Music Club/Video Col

MC 2903

Evening With Ritz

RITZV 0008

... 4 Front/PolyGram

LED 80132

Hell SMV

498272

Castle Music Picture

CMP 8050

Virgin

VVD 323

/MTV Vogue WMV

7599382253

ery Best Of Telstar

TVE 1032

4 Front/PolyGram

LED 80172



E.

DISTRIBUTION



Cj directory

System 7

An "old hippy" tag has dogged guitarist Steve Hillage for years, but it is proving more and more inappropriate.

While he did indeed produce some rather self-indulgent ambient material during the bad old Seventies, Steve has been a regular clubber ever since.

His latest project, System 7, is completely current. Lacing its atmospheric sound collages with a drop of the hard stuff, the eponymously-titled double album brings together talents such as Derrick May, Alex Paterson of The Orb (whose stunning debut twin set Hillage contributed to) and singer Olu Rowe.

The new single 'Habibi', world music dragged through a sweaty sound system at three in the morning, is a worthy introduction to the System 7 sound. "'Habibi' means 'my love' in Arabic," explains Steve. "I've had a long-term interest in Arabic music, right back to the mid-Seventies. It's quite elevating." Quite so. Davydd Chong



'Habibi' is released by Ten on October 28

M-People

Manchester DJ Mike Pickering is back with a new group, M-People, who are about to create an impact with their second single, 'How Can I Love You More'.

It features the vocals of Heather Small who used to sing with Hot House. The song is an up-tempo affair built around the catchiest of basslines and a timeless piano and strings arrangement.

After leading a string of groups during the Eighties — Quando Quango, T-Coy and Dynasty Of Two — Pickering had a two-year break from recording his own material. "I got into remixing, which took up a lot of time, but achieved nothing," he moans. "I was just making bad tracks better." So he got back into writing and gathered together a loose-knit pool of musicians and singers.

M-People's debut LP, called 'Northern Soul' and due out in November, continues the emphasis on real songs and quality singers. Pickering says: "People who have never been to the Hacienda still think of us as the birthplace of acid house and expect us to be playing techno," he says. "But the biggest tracks at the club are all real songs, like Kym Sims' 'Too Blind To See It'."

Andy Beever



'How Can I Love You More' is released on de/Construction on October 7

Nightlife 10

- (5) DREAM PARTY Digital Excitation (Mikki House 12')
- (3) DJS TAKE CONTROL SL2 (White Label 12')
- (NEW) I WANNA THANK YOU Sue Chaloner (Pulse 8 12')
- (NEW) THE PRESSURE Sounds Of Blackness (A+M 12')
- (1) DO WHAT YOU FEEL Joey Negro (2 Records 12')
- (6) COME BACK (For Real Love) Alison Limerick (Arista 12')
- (NEW) HOLD ON (Hurley Mixes) — Clubland feat Kim Mizzel (BTECH 12')
- (NEW) SHOW ME House Of Fire (Project X 12')
- (NEW) GOTTA HAVE YOU Ecstasy (House 'N' Effect 12')
- (NEW) REAL DREAM D.B.M. (UHM 12')



A guide to the hottest new club sounds, as featured on Pete Tong's Radio One FM show, 'The Essential Selection', broadcast every Friday from 7.30 to 10pm. Compiled by sales returns from the following record stores: City Sounds/Black Market, Vinyl Zone (London); Underground (Manchester); 3 Beat (Liverpool); 23rd Precinct (Glasgow).

- 1 Marika LOVE THY
2 Roxette THE BIG L
3 Bryan Adams CAN
4 Bryan Adams LEV
5 Zee SUNSHINE ON
6 Julian Lennon SA
7 Sonia BE YOUNG B
8 Kylie Minogue W
9 Simple Red SOME
10 Sabrina Johnston
11 Color Me Badd AI
12 Cliff Richard MOR
13 OMD THEN YOU TU
14 Wet Wet Wet MAN
15 Marc Bolan 70 Rec
16 A Midge Ure COO D
17 Crystal Waters M
18 Salt-n-Pepa LET S
19 Extreme MORE TH
20 Right Said Fred I
21 Rod Stewart ENO
22 Cathy Dennis TOO
23 Belinda Carlisle I
24 Enasure LOVE TO
25 Gloria Estefan LV
26 PM Dawn SET AD
27 Utah Saints WHAT
28 Chesney Hawkes
29 PJ D feat Hannah
30 Tina Turner NUBIE
31 Run-DMC HEARTHAM
32 Brothers In Rhyth
33 Voice Of The Bee
34 Marky Mark & Th
35 Shabbs Ranks an
36 Incognito CRAZY F
37 Prince & New Po
38 Jason Donovan H
39 River City People
40 Prince & New Po
41 Leney Kravitz STA
42 Dire Straits CALLI
43 Whitney Houston
44 Guns N' Roses DO
45 Gloria Adams COO
46 Rosella EVERYBO
47 Deacon Blue TH
48 Status DUN CAN T
49 Electronic FEEL E
50 Bros TRY
51 Simple Minds ST
52 Maxi Priest JUST
53 REM THE ONE I LO
54 Marc Almond JAC
55 The Shamen MOV
56 Si Eganne ONLY U
57 Bomb The Bass V
58 Des'ree FEEL SO H
59 The Mock Turtles
60 Robbie Craig BAD

Compiled by ERA. Rating based on:



Main business carried
Please tick one category

- 4 RM UPDATE
- Music/Video Retailer
 - Music/Video Wholesaler
 - Record Company/Lt
 - Video Company/Label
 - Records/C-Du/Tape manufacturer and application
 - Sleeve/Label Printer/Art/Studio
 - Recording/Studio/Producer/Engineer
 - Video production Facilities/Producer/Engineer
 - Pro-studio equipment manufacturing hire
 - Live Music Venues/University/College
 - Record Promoter/Publisher
 - Merchandising Manufacturer/Distributor
 - Account/Legal Representatives
 - Business Management
 - PR/Publisher Advertising Agency/Publishing/Journalism
 - Official Organisations/Public Library
 - Other - please state
 - EZ20 US\$300
 - Please complete the coupon and send to: MUSIC WEEK SUBSCRIPTIONS, COMPUTER POSTING LTD, 120-124 LAVENDER AVENUE, MITCHELAM, SURREY CB4 3HP, TEL: 081-840 8142, FAX: 081-646 4873.

LITTLE LOUIE & MARC

ANTHONY



ride ON THE RHYTHM

7" 12" CD
OUT NOW!

Date Card Expires _____
Signed _____ NAME _____
POSITION _____
COMPANY _____
ADDRESS _____
Tel No. _____

MW1

Apache Indian

Since his debut single 'Movie Over India' was released in April by Sure Delight, Apache Indian has courted much media attention for his fusions of bhangra and dancehall reggae.

The single topped both Jetstar's reggae chart and Oriental Star's bhangra countdown, a first for a Brummie of Asian parentage. A hip hop remix gave the track added longevity and Sure Delight has employed the same technique with the follow-up, 'Chok There', although this time round the DJ-friendly remix is given AA-side billing.

The 'Chok There' hookline, rapped like an Asian version of Smiley Culture's 'Cockney Translation', originally appeared as a snippet in 'Movie Over India'. Literally translated it means, 'take it and put it there'.

The 23-year-old Apache is keeping mum about his real name. "Every time we reveal his name to the press, everybody with the same surname gets a phone call," complains his manager Mambo. "Uncles, aunts, cousins, everyone. He is so popular now that he can't even shop in Birmingham because of kids asking for autographs."

Kennedy Mensah

'Chok There' is released by Sure Delight on September 30.



Cool Cuts

- | | | |
|----------|---|-------------------|
| 1 (NEW) | CHANGE Lisa Stansfield | Arista |
| | Stylish and soulful of course, Lisa returns with a real corker | |
| 2 | (1) IT SHOULD'VE BEEN ME Adele | Cooltempo |
| 3 (NEW) | GENERATE POWER (REMIXES) Photon Inc | hfr |
| | Massive for months and finally out here in devastating new mixes | |
| 4 (10) | YOU KNOW HOW TO LOVE ME Tafari | hfr |
| 5 (NEW) | MIRACLE System 7 | Ten |
| | Dance music's first concept group? A collaboration of many musical minds remixed by The Orb, Strange and wonderful | |
| 6 (4) | JAMES BROWN IS DEAD L.A. Style | Zyx |
| 7 (NEW) | BABY LOVE (DANCE MIXES) Danni Minogue | MCA |
| | Much hyped Hurley remixes in piano and bass style, the best being the one with absolutely no contribution from Danni of course. | |
| 8 (NEW) | GIVE IT TO ME BABY Love Revolution | Network |
| | A melodic but groovy semi-cover of an old disco record, house style | |
| 9 (2) | GET YOURSELF TOGETHER Young Disciples | Talkin' Loud |
| 10 (NEW) | INSSOMNIAK DJ PC | Hype |
| | Tough European groove for those who want more than just a rave noise | |
| 11 (NEW) | FRIENDS FOREVER Gand & The Backbeat | US IRS |
| | Already a big US pop hit for this Canadian outfit but the dub mixes are the cuts to check out | |
| 12 (12) | COME BACK (FOR REAL LOVE) Alison Limerick | Arista |
| 13 (NEW) | CHAPTER ONE — LAY 'EM DOWN Assembly House | Pure Bliss |
| | Chunky, funky and different, for those who like to groove | |
| 14 (20) | LOST IN GROOVE Deskee | Big One |
| 15 (19E) | AFTER THE LOVE HAS GONE Jesus Loves You | More Protein |
| 16 (NEW) | FAIRY DUST Set Lip System | XL |
| | Another rave from the raves, this Belgian stormer is released here at last | |
| 17 (NEW) | ES LA ROSA Latitude | White label |
| | An unusual and catchy balearic groove that's turning a lot of ears | |
| 18 (3) | JUST GET UP AND DANCE Afrika Bambaataa | EMI |
| 19 (NEW) | HOLD ON (TIGHTER TO LOVE) Clubland | B-Tech |
| | Well-produced garage cut from this Anglo-Swedish outfit | |
| 20 (NEW) | PERFECT LIFE Soul Family Sensation | One Little Indian |
| | The delicious A-side is also flippid by dub-wise remixes of '747' | |



Thanks to City Sounds, 8 Proctor St, London; Flying, Kensington Market, Kensington High St, London; and Zoom, 198 Camden High St, London NW1.

Phone now to hear the hot dance tracks

Cool Cuts clubline
0898 334334

Plays excerpts from the No.1 and new entries to the Cool Cuts Chart
34p per minute cheap rate, 45p all other times. Original Artists PO Box 174, Brighton.

"the dancefloor just fills up with butts to pinch when this one comes on" Mike Tyson

the
brand
new
Featuring
N'DEA DAVENPORT
heavyies

NEVER STOP



ACID
JAZZ



The Massive American Hit

12" features **MORALES REMIX** also includes
PREVIOUSLY UNAVAILABLE **PAL JOE
VOCAL REMIX** and **K COLLECTIVE MIX**
EXTENDED PLAY CASSETTE features
MORALES EXTENDED MIX and **KINCAID MIX**
3 TRACK 7" EP features
MORALES MIXES and **KINCAID MIX**

RMUPDATE 5

non-danceware sales team and 4U telephone hotlines available daily from 10am - 6pm, so you can stock-up overnight.

The difference is an additional exclusive range of TBD own brand and sole distributor labels ... featuring Leisure View Video, Legend, Sportsworld, Palace and Wonderland on video ... Dejavu, Graffiti, Opera Society and Classical Society audio labels ... and Ocean budget

most has won us recognition in your state where you music industries.

For more information or to arrange to meet our sales team, call us now on 0782 565511, it could make all the difference.



▶ 24 HOUR DELIVERY ▶ 40 TELEPHONE LINES ▶ UKS LARGEST STOCK ▶ NEW OWN LABELS ▶ THE NO.1 DISTRIBUTOR IN HOME ENTERTAINMENT.

Terry Blood Distribution, Unit One, Rosevale Business Park, Newcastle-under-Lyme, Staffordshire. ST5 7QT Telesales: (0782) 565511 40 lines, Administration: (0782) 565566, Fax: (0782) 565400, Telex: 367106 BLOOD G.

bass rolled 115bpm Satoshi Dubbe Vocal Version (which was promoted in its own right with a jiggly tape) Satoshi Club Mix and jazz-tinged 117.8bpm Instrumental, plus the resoundingly languid snazzy 105bpm 'Talk Much (David Morales Mix)'

JESUS LOVES YOU

'After The Love (Prophets Of Doom Mix)'

(More Proten PROT 13-12, via Virgin) In yet another attempt to make the Jon Moss co-penned song a hit, breathy Boy George gives his 1989 ode a ragamuffin punctuated 118.1bpm quavery techno remix and Spanish guitar accented attractive roling Naughty Norman Norm's Nightie Mix, coupled with similarly another stab at an attractively stinging vibrant (D)118.8bpm 'Generations Of Love (Absolutely Queer Remix)'

KENNY THOMAS

'Best Of You'

(Cooltempo COOLX 243) Kenny's blue eyed soulster returns as a fully fledged pop star with this huskily honey toned amiable jiggly jigger, his most vocally assured and best yet, in Marvin Gaye-ish crowd chanted backed 101.6bpm Sunshine, 101.3bpm 7' Edge and trump tumped tooled slinkier sophisticated (0)99.7bpm Touchdown Mixes.



GARY CLAIL ON-U SOUND SYSTEM

'The Emotional Hooligan'

(Perfecto Records PT 44952, via BMG) Reminiscent of the Specials' 'Dress Town', this beg's bark prodded and Pink Floyd-ish guitar yowled slinky sower 86-85.5-85.2-85.3bpm pop-reggae swayer is in an Adrian Sherwood remix. Rippled by Caseloid & Osborne's 85.5bpm Dub Wise Mix, plus the Sherwood re-mixed also sower but livelier jiggly chugging 0-85-80bpm 'Crocodile Eyes'.

AMII STEWART

'Friends '91'

(Flying Records UK FLYUKAT, via Pinnacle) Milder her 1984's original but a brand new Italian mix re-recording, this gently twinkling and patterning sweetly warbled muthy Pop! soft-soul swayer is in 0-95.6bpm Extended Remix, Instrumental, disjointed spazza live in Pompes and Strinngiapella versions.

JULIE STAPLETON

'Where Has Your Love Gone'

(V 4 Visions VIS 06121, via Panther Music) The London based actress breathily coos rather than sings out on this hi-hat shushed gentle burble, in Chris Forbes's 'Twin Peaks' tinged haunting 0-118-0bpm Remix and Nick Austin's house-be 0-119.8bpm New York Mix, with the even more tentatively pitched pop-reggae 92.4bpm 'Just Dreaming' as AA-side.

DJPC

'Insomniak (Baseline Trax Mix)'

(Type 12 PLUM 005, via Pinnacle) On import earlier in the summer, Belgian DJ Patrick Coen's 'ched' but still effective surging 0-129bpm hard techno sower has 'turn up the bass' shouts, crowd cheers, fierce beeps, and some fairly testy sounding 'insomniac, I must sleep' punctuation, in 12" Maxi, 7" Mix and Dub Versions.

Beats & Pieces

PETER SLAGHUIS the Dutch DJ/producer, died in a car crash on September 5, transmitting his surname liberally as **Hilhouse**, under that single name he scored one of the last hits of 1989's 'DJ' craze, 'Jack To The Sound Of The Underground', while more recently his similarly named Holland based studio and record label have become prominent sources of rave product by various Dutch and Belgian techno acts (including Holy Noise, Global Insert Project, Problem House and Meng Syndicate)... **DSK's** 'What Would We Do', a bigger dancefloor than sales hit (as so many 'fashionable' releases often turn out to be), is re-launched on October 14 in new remixes by Glasgow's Slam boys and Terry Farley... **The Brand New Heavies** featuring **N'Dea Davenport's** 'Never Stop' is out here this week, not in the form as reviewed on promo but in the import's jazz-funkily joggling (0)101.2bpm **David Morales** Extended Remix after all, plus a brand new jiggly yolling jazzy 101.1bpm **Pal Joey** Remix and an original more starkly lurching 97.7bpm **K Collective** Mix... **Mariah Carey's** new single called 'Emotions' is out in a C&C Remix next week, which, as a sort of aural pun, copies the group the **Emotions**' 'Best Of My Love'... **Victoria Lloyd** is budding at **Demon Records** (on 061-847 2481) an indie DJ mailing list for the **F-beat** label... **Jackie Khan**, in addition to managing

Canada's **Hi-Beats Records** here, runs her own **Rave-On Music** and is looking for dance songs to publish, on 071-243-1493... **Maggie Khan** will be remembered as the blonde behind the late lamented **Calibre**, **Excallibre**, **R&B**, **Westside**, **Streetwave** and **StreetSounds** labels, is now A&R manager running the new **HRL** (Hendricks Records Ltd) logo, launched as an adjunct to the recording agency at **Bray Film Studios** by their managing director **Neville Hendricks**... **Other Side**, the label launched with **Reggie Hails** 'Innocent' (reviewed last week), turns out to be producer **Man-shall Jefferson's** own London based logo, via 071-436 0088... **Motivcity Records** from next month will be distributed via **TotalBMG** instead of **Charly**... **Cookie Walkins** 'I'm Attracted To You' is due for full **Urban** release next week, following distribution of its initial limited pressing by **Panther Music**... **Savage/Tam Tam Records**, in a restructuring, will concentrate on developing album oriented acts with appeal for both UK and world markets, but it's promised that the **Tam Tam** label 'will continue to be at the forefront of dancefloor inspiration'... **Rozalla**, **Utah Saints**, **Two Unlimited** and guest **DJ Dave** (**Brothers In Rhythm**) **Seaman** star at a **Sweatbox** singler in **Plenti City Hall** this Friday (00) 9pm-7am... **AND THE BEAT GOES ON!**

UBO PROJECT, VOLUME II

featuring **Kathy Summers**

'Feel My Soul'

(US House -N- Effect Records

HNE-9105)

Nasally moaned and wailed by **Kathy**, Aaron Smith & Terry Hunter's Chicago recorded hard-

edge ramble is in steadily thick stilling brittle 119.7bpm Chicago and dopedly swaying moodier 0-119.7-0bpm **Soulful** Mixes. Topped by the sexy panting started shuffling repetitive (0)122.3bpm 'When I Feel My Love' and breezily inconsequential synth instrumental 123.9bpm 'Cosmic Rhythim', selling but not that great.

DEO

Label
Cat no.

n Concert **BMG Video**

791137

ROTTI **PolyGram**

CFV 11122

Boy 4 **Front/PolyGram**

0835083

ate Collection **WVW**

7599382143

ears 4 **Front/PolyGram**

LED 80152

's Castle Music **Picture**

CMF 6949

Music Club/Video **Col**

MC 2003

Evening With **HITV**

RTV2 0008

4 **Front/PolyGram**

LED 80132

Hell **SMV**

49827.2

sCastle Music **Picture**

CMF 8050

Virgin

VVD923

e/MTV **Vogue** **WVW**

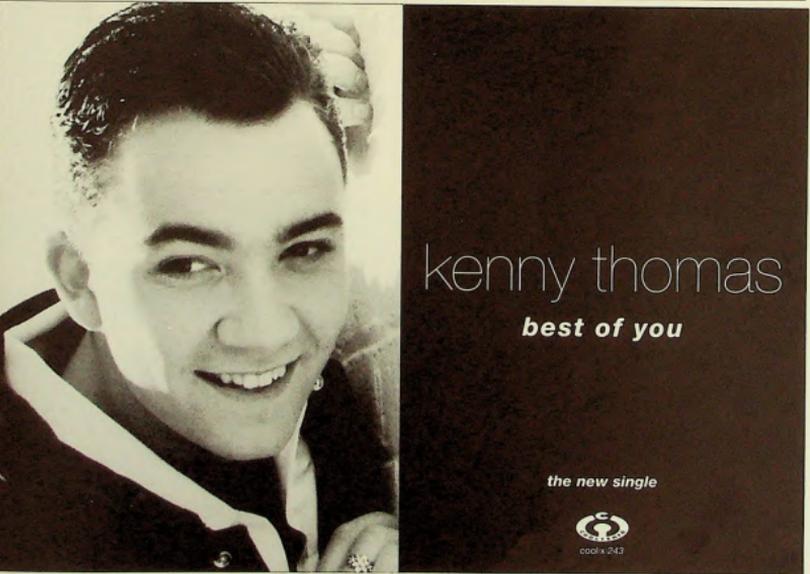
7599382253

Very Best Of **Telstar**

THE 1032

4 **Front/PolyGram**

LED 80172



the new single



cooltempo

non-woven sales team and 4U telephone hotlines available daily from 9am - 6pm, so you can stock-up overnight.
The difference is an additional exclusive range of TBO own brand and solo distributor labels... featuring **Lightsave Video**, **Legend**, **Sportsworld**, **Palace** and **Wonderland** on video... **Dejavu**, **Graffiti**, **Opera** **Stage** and **Classical** **Specialty** audio labels... and **Ocean** budget

that has won us recognition in over the whole music industry.
For more information or to arrange to meet our sales team, call us now on 0782 566511, it could make all the difference.



24 HOUR SERVICE 40 TELEPHONE LINES UK: LARGEST STOCK NEW OWN LABELS THE NO.1 DISTRIBUTOR IN HOME ENTERTAINMENT.

Terry Blood Distribution, Unit One, Rosevale Business Park, Newcastle-under-Lyme, Staffordshire. ST15 7QT Telesales: (0782) 566511 40 lines, Administration: (0782) 566566, Fax: (0782) 565400, Telex: 347106 BLOOD G.

THE RECORD MIRROR CLUB CHART IS FEATURED ON THE MARK GOODIER SHOW ON RADIO 1 FM EVERY MONDAY AT 7.30pm



- 1 Marika LOVE THY
- 2 Roxette THE BIG L
- 3 Bryan Adams CAN
- 4 Ryan Adams LIVE
- 5 Zoe SUSHINE ON
- 6 Julian Lennon SAC
- 7 Sonia BE YOUNG B
- 8 Kylie Minogue W
- 9 Simply Red SOME
- 10 Sabrina JONAS
- 11 Color Me Badd AJ
- 12 Cliff Richard MOR
- 13 OND THEN YOU TU
- 14 Was War WAR
- 15 Marc Bolan? CD
- 16 Midge Ure RED
- 17 Crystal Waters M
- 18 Sali-n-Papa LET'S
- 19 Extreme MORE TR
- 20 Right Said Fred I
- 21 Rod Stewart BRID
- 22 Carly Dennis TOO
- 23 Belinda CRASH
- 24 Erasure LOVE TO
- 25 Gora Estefan LV
- 26 PM Dawn SET ADI
- 27 Utah Saints WHAT
- 28 Chesney Hawkes
- 29 PJL feat Hannah
- 30 Tina Turner ACRO
- 31 Run-DMC HEARTHM
- 32 Brothers In Rhyth
- 33 Marcy D1 The Bee
- 34 Voice Mark & Th
- 35 Shabba Ranks an
- 36 Incognito CRAFT
- 37 Prince & New Pe
- 38 Jason Donovan H
- 39 River City People
- 40 Prince & New Pe
- 41 Lenay Krawitz STA
- 42 Dire Straits CALLI
- 43 Whitney Young
- 44 Guns N' Roses DO
- 45 Diets Adams DON
- 46 Ricki LVRVYDD
- 47 Deacon Blue THE
- 48 Status US CANC
- 49 Electronic FEEL'S
- 50 BROS TRY
- 51 Simple Minds ST
- 52 Maxi Priest JUST
- 53 REM THE ONE (L
- 54 Marc Almond JAC
- 55 The Stranahs WY
- 56 St Elsieze ONLY L
- 57 Bomb The Bass V
- 58 Des'ree FEEL SO
- 59 The Mock turtles
- 60 Robbie Craig BAD

TW LW

- 1 FINALLY (MIXES) Carole Fontana
- 2 PEACE (MIXES) Sonia Johnson
- 3 ALRIGHT (GASHA REMIX) Urban Soul
- 4 PARTY YOO'Y FREE (TO FEEL GOOD) (Remix)
- 5 JUST GET UP AND DANCE Afrika Bambaataa
- 6 BEST OF YOU (SUNSHINE MIX) Kenny Thomas
- 7 CRAZY FOR YOU (12" MIX) Christopher Cross
- 8 RIDE ON THE RHYTHM (KENNETH RHYTHM MIX) Little Louie Vega
- 9 THE PRESSURE PT 1 (REAL DISCO MIX RADIO EDIT)
- 10 I'M ATTRACTED TO YOU (MIXES) Cook & Wark
- 11 WHAT YOU FEEL (MIXES) LOVE WILL MAKE IT RIGHT (MIXES)
- 12 ROCKIN' ROMANCE (MIXES) Joe Solera
- 13 OPEN YOUR HEART (EXTENDED REMIX) Crystal Johnson
- 14 DREAM ABOUT YOU (MALIBU'S CLASSIC 12" MIX) O'Jays
- 15 HOW CAN I LOVE YOU MORE (12" Mix)
- 16 SUCH A GOOD FEELING (INSPIRATIONAL DELIGHT MIX)
- 17 I WANNA THANK YOU (See Chapter)
- 18 GET WHAT YOU WANNA DO (2 In A Room)
- 19 DO YOU READY FOR THIS (Unmixed)
- 20 LOVE ITC (MIXES) Simo Rocha
- 21 SISTER SOUL & MR. BEAT BOA 4 Feet
- 22 COME INSIDE (Thompson Tune)
- 23 CUTTER (MIXES) Blue
- 24 KITCHEN (12" Mix)
- 25 MOTHER LOVE (12") LIKE IT (DJ MOLELLA REMIX)
- 26 THE GOT SOUL (THE HARRY MIX) Jamiroquai featuring Josselyn Brown
- 27 60 SECONDS (FREE YOUR MIND VOCAL MIX) Audio De Luxe
- 28 GENERATE POWER (Promo mix)
- 29 GETTY OFF (MIXES)
- 30 BRIDGE OVER TROUBLED WATER
- 31 I B featuring Hannah And Her Sisters
- 32 THERE'S ANYBODY OUT THERE (MIXES) Boyce Watson
- 33 GOD OF ABRAHAM (RAVE MIX) M10
- 34 SPIRITUAL HIGH (THE MOODFOOD MEGAMIX) Hoodlums
- 35 BULLVAULT OF BROKEN DREAMS (The Boomers) J.C. O'Connell
- 36 CHANGE (See Chapter)
- 37 I WANT YOU (FOREVER) (2) Carl Cox
- 38 HOND ON (EXTENDED REMIX) Hawk n' Pallas
- 39 BRIDGE WITH POWER (Bass Combination)
- 40 LOW IN GROOVE (THE HOARELS GROOVE MIX)
- 41 NEVER STOP (FULL LENGTH VERSION)
- 42 HIKIN' HAPPY (HURLEY'S HAPPY HOUSE MIX) Crystal Waters
- 43 SEXY (See Notice regarding Reissues)
- 44 TO BE TO SEE IT (12" Mix)
- 45 THERE'S MY PEOPLE (Members Of The Five) See Notice
- 46 COME BACK (FOR REAL LOVE) (PERFECT MIX)
- 47 B-LINE FROM HELL G Double E
- 48 SALVATION (12" Mix)
- 49 SINCERELY IS LIKE HIKIN' LOVE (12") Robin Clark
- 50 WHAT WOULD WE DO (12")

A&M doublepack promo

- 1 East West
- 2 Coolempo
- 3 Italian DFCUS EMI America
- 4 Coolempo promo
- 5 Tainin Loud
- 6 US Atlantic/Atlantic
- 7 Perspective promo
- 8 Urban promo
- 9 Atlantic promo
- 10 Urban
- 11 Deconstruction promo
- 12 4th & B'way
- 13 Vinyl Solution
- 14 Pulse-8 white label
- 15 SBK promo
- 16 PLW Continental
- 17 Coolempo
- 18 Desire white label
- 19 Warner Bros
- 20 4th & B'way promo
- 21 Ten promo
- 22 Italian Wickid & Wild
- 23 A&M
- 24 Volante promo
- 25 US Strictly Rhythm
- 26 Paisley Park
- 27 Dance Pool
- 28 white label
- 29 A&M
- 30 Arista promo
- 31 Perfecto
- 32 East West promo
- 33 Perfecto
- 34 white label
- 35 1st Bass
- 36 Acid Jazz
- 37 A&M
- 38 US LD
- 39 Truecore promo
- 40 Arista promo
- 41 H.U.M. white label
- 42 white label
- 43 ARS promo
- 44 Boy's Own Productions

THE CROWN (MIXES) Jazzy Jazzy

- 1 NIGHTCRAWLER (12" O'CLOCK MIX) The
- 2 MAKE THIS SPECIAL! Cool Tones
- 3 NEW O.P.P. (Fluffy) Big Boy
- 4 NEW YOU KNOW HOW TO LOVE ME (EXTENDED MIX) Tainin
- 5 GIMME YOUR LOVE (Remix) (See Notice)
- 6 NEW IF ONLY I KNEW (STEVE HURLEY MIXES) Ed Vanev
- 7 R.E.S.P.E.C.T. (12" MIX) (12") Phil
- 8 ADDICTED TO MUSIC (MIXES) 2
- 9 SOMETHING SPECIAL (MIXES) Hornad
- 10 CHECK THE RHYME (MR. MUHAMMAD'S MIX) A Tribe Called Quest
- 11 COME TOGETHER (WOULD YOU DO MIX) Reserve Zone
- 12 ENRIGHE (DISCOTIZED MIX) Halcyon
- 13 NEW LOGOOE (PIANO HOUSE MIX) To Ya's
- 14 NEW 40 MILLS (VOCAL VERSION) Cornish
- 15 NEW IT SHOULD'VE BEEN ME (FRANKIE KNUXES MIX) L'Orange
- 16 CLASSIC MIX) Adria
- 17 ROLLERCOASTER (KNEES UP MOTHER BROWN MIX)
- 18 NEW FRIENDS Ana Stewart
- 19 NEW ETERNIA Sony
- 20 UNITY (USA MIX) U.S.A.
- 21 THE RHYTHM'S GONNA GET YOU (LARRY LEVAN REMIX)
- 22 Love And Words
- 23 DON'T SAY THAT IT'S OVER (THE CLASSIC CLUB MIX) Afro
- 24 HENKEM (BELTRAM & HUNDO REMIX) (Remix) Phase
- 25 DIRECT ME (UNDERGROUND RESISTANCE MIX)
- 26 CHARLYPANDEMONIUMYOUR LOVE (The Prod) q
- 27 ENRIGHE (FLASH BACK) (Remix) Hornad
- 28 FUNKIN' FOR JAMAICA (The Korogator)
- 29 REPLAY'S ME TOUCH ME (10" Tom Tom)
- 30 IVORY (AKA BACKBUSTER) Sim-Lup
- 31 WITHOUT YOU (ONE AND ONE) Lashin Lashin
- 32 FAST FORWARD (Jodie Young)
- 33 WHERE HAS YOUR LOVE GONE (REMIX) (12") See Chapter
- 34 EVERYBODY! GROOVE HE (EVERYBODY HAVE YOUR BODY MIX)
- 35 THE LADY SAYS NO (L & D MIX) Credits
- 36 NEW HORIZON (SLIK O'HANTIC MIX) Sweet Passion
- 37 NEW HORIZON (SLIK O'HANTIC MIX) Sweet Passion
- 38 YOUNG SOUL BROTHERS (REMIX) (See Fans)
- 39 NEW YOUR EYES Back Boss
- 40 NEW HEART ON THE LINE (O'DODO CHILD MIX) Hornad's
- 41 DREAM GIRL (EXTENDED VERSION) Debraison DJ Sound
- 42 INDISSIMIAL (12" MIX VERSION) - BASSLINE TRAX MIX) DJC
- 43 PEEPER THREE (EP) TRINGLER Smart Systems
- 44 NEW DEEPER LOVE (MISSING YOU) (WALSH MIX)
- 45 The Basement Gro present Ultra Nite
- 46 NEW BLIN IN LOVE (DRIVE MIX) (12") Charlie
- 47 NEW WILL BRING US BACK TOGETHER (FEEL THE VIBE MIX)
- 48 The Cooks Crew
- 49 NEW AFTER THE LOVE (PROPHETS OF DOOM MIX) (NAUGHTY NORMAN)
- 50 NORMAL'S NIGHTIE MIX (GARDENERS OF LOVE) (ABSOLUTELY)
- 51 QUEER MIX) (See Notice)
- 52 NEW GET YOURSELF TOGETHER (The Young Disciples)
- 53 NEW LET YOU GO (GASHA REMIX) Harris (See Notice)
- 54 NEW LET'S BE SO MUCH (KAZO 6.3 REMIX) Dee Dee Blue

Music Of Life doublepack promo

- 1 Embass promo
- 2 PWL
- 3 Big Life promo
- 4 Ifr promo
- 5 Urban promo
- 6 PWL promo
- 7 Coolempo promo
- 8 Unity promo
- 9 Rumour
- 10 Check The Rhyme (Mr. Muhammad's Mix) A Tribe Called Quest
- 11 Bestarm promo
- 12 Love promo
- 13 Arista promo
- 14 Inner Rhythm promo
- 15 Length
- 16 Coolempo promo
- 17 Deconstruction
- 18 Flying UK promo
- 19 white label
- 20 Cardiac
- 21 RAS
- 22 Elektra promo
- 23 Arista promo
- 24 R&S
- 25 Network
- 26 XL Recordings
- 27 RAS
- 28 Elektra white label
- 29 white label
- 30 Love
- 31 Arista
- 32 Wow
- 33 white label
- 34 Debut promo
- 35 ACA
- 36 Slamm/Urban promo
- 37 Guarinita
- 38 Big Life
- 39 Italian Groove Groove Melody
- 40 Mute promo
- 41 Arista
- 42 Jumpin' & Bullin' promo
- 43 Circa
- 44 Eternal promo
- 45 Champion white label
- 46 Ifr promo
- 47 Debut promo
- 48 Deconstruction promo
- 49 More Protein promo
- 50 Tainin Loud
- 51 Deconstruction promo
- 52 Champion promo

Compiled by BPA, Rating based on...

- Main business carried. Please tick one category:
- Music/Videos/Retail
 - Music/Videos/Wholes
 - Record Company/L
 - Video Company/Label
 - Records/CDs/Tape manufacturer and distribution
 - Reproduction/Printer/Art Studio
 - Recording Studio/Producer/Engineer
 - Video Production Facilities/Producer/Engineer
 - Pro-audio equipment manufacturing/hire
 - Merchandising/Publisher
 - Rebranding Manufacturer
 - Account/Legal Representative/s
 - Business Management
 - PR/Publishing/Advertising Agency/Publishing/Journalism
 - Other Organisations/Public Library
 - Other - please state
 - Record Promoter/Publisher
 - Merchandising Manufacturer
 - Account/Legal Representative/s
 - Business Management
 - PR/Publishing/Advertising Agency/Publishing/Journalism
 - Other Organisations/Public Library
 - Other - please state

The Record Mirror Club Chart is available as a special leased service in a presentation form as soon as it is compiled on the Friday before publication. Details from Cindy Seabrook on 071 620 3636.

DEE DEE BRAVE ALBUM

OUT ON CHAMPION RECORDS ON 30TH SEPTEMBER 1991

DOUBLE ALBUM AT SINGLE ALBUM PRICE

CATALOGUE NO. CHAMP 1025/CHAMP 1025/CHAMP CD1025

ORDER THROUGH BMG TELESALES ON - 021 500 5678



Date Card Expires _____

Signed _____ NAME _____

POSITION _____

COMPANY _____

ADDRESS _____

Tel No. _____

£226/US\$685
Please complete the coupon and send to:
BMG MUSIC/VIDEO SUBSCRIPTIONS,
COMPUTER POSTINGS LTD.,
120-126 LAVENDER AVENUE,
MITCHAM,
SURREY CR4 3HP
TEL: 081-640 8142
FAX: 081-648 4873

TOP 30 VIDEO

THE OFFICIAL **music week** CHART

Rank	Artist Title	Category/running time	Label/ Cat. no.
1	NEW TANGO AND CASH	Action/1 hr 39 min	Warner Home Video PES 11951
2	THREE MEN AND A ...	Comedy/1 hr 39 min	Touchstone Home Video D4440742
3	BLACK RAIN	Action/2 hr	CIC VHR 2400
4	NEW VICTORIA WOOD: Sold Out	Video/Gems VHS/95 min	Virgin VVD 942
5	CHIPPENDALES: Tall Dark & Handsome	Video/Gems Special Interest/1 hr	Video Gems R1372
6	DUCKTALES: Treasure Of The Lost...	Children's/1 hr	Walt Disney D219822
7	PRETTY WOMAN	Drama/1 hr 54 min	Touchstone D410272
8	WHITNEY HOUSTON: Live In Concert	Music/1 hr 20 min	BMG Video 791137
9	YOUNG ONES: Cash/Interesting	Comedy/1 hr 41 min	BBC BBCV 4646
9	SEA OF LOVE	Action/1 hr 48 min	CIC VHR 1420
11	ROSEMARY CONLEY'S WHOLE BODY PROG.	Special Interest/1 hr 10 min	BBC BBCV 4457
12	WANTED DEAD OR ALIVE	Action/1 hr 42 min	Cinema Club CC 1165
13	ROSEMARY CONLEY: 7 Day Workout	Special Interest/1 hr 17 min	BBC BBCV 4676
14	ROADHOUSE	Action/1 hr 49 min	Warner Home Video PES 99704
14	THE TERMINATOR	Action/1 hr 42 min	Virgin VVD 420
16	THE RESCUERS	Children's/1 hr 30 min	Walt Disney D249642
16	LETHAL WEAPON	Action/1 hr 45 min	Warner Home Video PES 11709
18	NEW SUMMERSLAM '89: Feel The Heat!	Sport/2 hr 45 min	Silvervision WF 973
19	CALLANETICS	Special Interest/1 hr	CIC VHR 1335
20	NEW WITCHES	Children's/1 hr 27 min	Warner Home Video PES 00671
21	BLAKE'S 7: Hostage/Countdown	Sci-Fi/1 hr 43 min	BBC BBCV 4662
22	BLAKE'S 7: Voice From Past/Gambit	Sci-Fi/1 hr 41 min	BBC BBCV 4663
23	STEEL DAWN	Action/1 hr 36 min	4 Front/PolyGram 0835843
24	G.I. BLUES	Musical/1 hr 30 min	PolyGram Video CFV 01202
25	NEW GLIEN	Sci-Fi/1 hr 56 min	Fox Video 109050
26	NEW LADY AND THE TRAMP	Children's/1 hr 13 min	Walt Disney D205822
27	NEW WATERLOO	Action/2 hr 8 min	Cinema Club/Video Co CC 1150
27	RAMBO III	Action/1 hr 34 min	4 Front/Guild LED 80012
27	NEW THE SECOND ANNUAL SURVIVOR ...	Sport/2 hr	Silvervision WF 961
30	THE LOST BOYS	Special Interest/1 hr 34 min	Warner Home Video PES 11748

© UK: Compiled by Gisp

TOP 15 MUSIC VIDEO

Rank	Artist Title	Category/running time	Label
1	WHITNEY HOUSTON: Live In Concert	Live/1hr 30min	BMG Video 791137
2	CARRERAS/DOMINGO/PAVAROTTI	PolyGram Video Live/1hr 26min	CFV 11122
3	MARC BOLAN: 20th Century Boy	4 Front/PolyGram Compilation/57min	0835083
4	MADONNA: The Immaculate Collection	W/MV Compilation/55min	7599382143
5	STATUS QUO: Rocking ... Years 4 Front/PolyGram	Compilation/1hr 43min	LED 80152
6	JASON DONOVAN: Into ... '90's	Castle Music Picture Live/1hr	CMP 6049
7	LUCIANO PAVAROTTI: ...	Music Club/Video Col Live/1hr 17min	MC 2003
7	DANIEL O'DONNELL: An Evening With	Ritz Compilation/1hr 38min	RIZ 2V 0008
9	ROD STEWART: Tonight ...	4 Front/PolyGram Live/1hr 30min	LED 80132
10	MEAT LOAF: Hits Out Of Hell	SMV Compilation/52min	48627 2
10	ALICE COOPER: Primecuts	Castle Music Picture Compilation/1hr	CMR 8050
12	VARIOUS: Classic Opera	Virgin Compilation/1hr	VVD 923
12	MADONNA: Justify My Love/MTV	Vogue Video Single/12min	7599382253
14	JOE LONGTHORNE: The Very Best Of	Telstar Compilation/45min	TVE 1032
15	TINA TURNER: Rio '88	4 Front/PolyGram Live/1hr 15min	LED 80172



WE COVER EVERYTHING. THAT'S THE TBD DIFFERENCE.

The difference is a catalogue of top video, music and computer software titles so extensive, you will never again waste valuable time and money tracking down stock from multiple sources.

The difference is a 24-hour delivery guarantee, backed by a 6-day teleshop service, nationwide sales team and 40 telephone hotlines available daily from 9am - 6pm, so you can stock-up overnight.

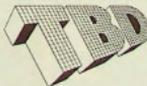
The difference is an additional exclusive range of TBD own brand and sole distributor labels... featuring Leisure View Video, legend, SportsWorld, Palace and Wonderland on video... Dejevo, Graffiti, Opera Society and Classical Society audio labels... and Ocean budget

labels, Codemasters and Elite computer software catalogues.

TBD is the ultimate one-stop wholesaler, covering more areas, more comprehensively than any other distributor - a fact that has won us recognition in both the Video and Music industries.

For more information or to arrange to meet our sales team, call us now on 0782 566511, it could make all the difference.

• TERRY BLOOD DISTRIBUTION •



▶ 24 HOUR SERVICE

▶ 40 TELEPHONE LINES

▶ UK'S LARGEST STOCK

▶ NEW DVD LABELS

▶ THE NO.1 DISTRIBUTOR IN HOME ENTERTAINMENT.

Terry Blood Distribution, Unit One, Rosevale Business Park, Newcastle-under-Lyme, Staffordshire. ST15 7QT Teleshops: [0782] 566511 40 lines, Administration: [0782] 566566, Fax: [0782] 565400, Telex: 367106 BLOOD G.

25	BRIDGE OVER TROUBLED WATER	Dance Pool
26	I'LL BE BACK	Pat Benatar and Her Sisters
27	GOOD VIBRATIONS	INXS
28	MAKIN' HAPPY	ASAP
29	TRUST	Fairlie
30	THE BIG L	EMJ
31	ROCK TO LIFE	EMJ
32	LIVE YOUR LIFE BE FREE	Virgin
33	TRY	Columbia
34	MORE THAN WORDS	ASAP
35	NO MORE TEARS	Eric
36	SET ADRIANO ON MEMORY BLISS	Gez Street
37	INTERNAL EXILE	Polygram

Taken from the forthcoming album
NO MORE TEARS

69740 7 8 6 2

TWELVE INCH

1	SUCH A FEELING	21	NO MORE TEARS
2	EVERYBODY'S FREE (...)	22	GOT IT AT THE DELMAR
3	INSANITY	23	TRUST
4	CHARLY	24	HEAD LIKE A HOLE
5	WHAT CAN YOU DO FOR ME	25	GOD OF ABRAHAM
6	I WANT YOU (FOREVER)	26	GETT OFF
7	LET'S TALK ABOUT SEX	27	JACKY
8	LOVE TO HATE YOU	28	I'M TOO SEXY
9	DOMINATOR	29	DON'T CRY
10	PEACE	30	SOMETHING GOT ME ...
11	SUCH A GOOD FEELING	31	HOUSECALL
12	ENERGY FLASH (EP)	32	COME INSIDE
13	ALRIGHT (THE SASHA ...)	33	IS IT GOOD TO YOU
14	EVERYTHING I DO I DO ...	34	LIVE YOUR LIFE BE FREE
15	SUNSHINE ON A RAINY ...	35	MAKIN' HAPPY
16	CREAM	36	NOTHING CITY LIMITS (...)
17	THE HOUSE IS MINE	37	THE PRESSURE PT 1
18	INTERNAL EXILE	38	SOMETHING SPECIAL
19	BRIDGE OVER TROUBLED ...	39	FEEL EVERY BEAT
20	MENTASM	40	WORY

© CIN Compiled by Gallup for Music Week, BBC, and BARD. Produced in co-operation with the BPI and BARD. Based on a minimum sample of 500 record owners, incorporating 7, 12, Cassettes and CD single sales. All rights reserved.

IT WON'T GO AWAY



ROBBY

WOODTICK MIX
LOW SPIRIT MIX
VOODOO CHILD MIX
STREET DATE 30-9-91

LICENSED FROM INSTINCT RECORDS INC. N.Y.
AN OUTER REVISION RELEASE

1	SUCH A FEELING	21	NO MORE TEARS
2	EVERYBODY'S FREE (...)	22	GOT IT AT THE DELMAR
3	INSANITY	23	TRUST
4	CHARLY	24	HEAD LIKE A HOLE
5	WHAT CAN YOU DO FOR ME	25	GOD OF ABRAHAM
6	I WANT YOU (FOREVER)	26	GETT OFF
7	LET'S TALK ABOUT SEX	27	JACKY
8	LOVE TO HATE YOU	28	I'M TOO SEXY
9	DOMINATOR	29	DON'T CRY
10	PEACE	30	SOMETHING GOT ME ...
11	SUCH A GOOD FEELING	31	HOUSECALL
12	ENERGY FLASH (EP)	32	COME INSIDE
13	ALRIGHT (THE SASHA ...)	33	IS IT GOOD TO YOU
14	EVERYTHING I DO I DO ...	34	LIVE YOUR LIFE BE FREE
15	SUNSHINE ON A RAINY ...	35	MAKIN' HAPPY
16	CREAM	36	NOTHING CITY LIMITS (...)
17	THE HOUSE IS MINE	37	THE PRESSURE PT 1
18	INTERNAL EXILE	38	SOMETHING SPECIAL
19	BRIDGE OVER TROUBLED ...	39	FEEL EVERY BEAT
20	MENTASM	40	WORY

63	I WANNA BE ADORED	Silverstone
64	MENTASM	R&S
65	THE HOUSE IS MINE	Ring High
66	GOD OF ABRAHAM	ASAP
67	ONE WAY	China
68	STAND BY MY WOMAN	Virgin America
69	SHE GOT SOUL	ASAP
70	HEARTHAMMER (EP)	Chrysalis
71	THE PRESSURE PT 1	Perspective
72	FEEL SO HIGH	Dusted Sound
73	SOMETHING SPECIAL	Rumour
74	THE SUN DOESN'T SHINE	Go Beat
75	COLD COLD HEART	Arise



MAXI PRIEST THE EP

Featuring JUST A LITTLE BIT LONGER Extended, Remixed
BEST OF ME Extended, Remixed SEARCHING Remixed New Track
EVERYTHING Remixed, Searching, Remixed, New Track

OUT NOW ON 7/12 CD/CASSETTE
RELEASED SEPTEMBER 23

MID-PRICE/BUDGET CLASSICAL ALBUMS

Track	Title	Composer	Label
Artist, Orchest	Conductor	Composer/CDLP (Distributor)	Label # (Distributor)
1	CLASSICAL COLLECTION SAMPLER	Various	Conifer CD000114MC, CD000115 (SRO)
2	DUETS FROM FAMOUS OPERAS	CFP	Varus CFP 44887/CEMP 4488 (E)
3	VIVALDI: FOUR SEASONS	Antonio Vivaldi	Conifer CFP 40616/TCFP 40616 (SRO)
4	HOLST: THE PLANETS	Gustav Holst	Conifer CFP 46237/TCFP 46237 (SRO)
5	ALBERT HALL GALA CONCERT	Various	Decca Classics CD 4307162/MC 4307164 (E)
6	KING OF THE HIGH Cs	Various	Decca Opera Gals CD 4123262/MC 4123264 (E)
7	HOLST: THE PLANETS	Gustav Holst	Conifer CD 000 111/MC 000 111 (CON)
8	THE COLLECTION - IN CONCERT	Collector Series Various	CSCS/P 280/CSCS 280 (SRO)
9	MOZART: EINE KLEINE NACHTMUSIK	Wolfgang Amadeus Mozart	Conifer DDD 1223/MC 102 122 (CON)
10	BIZET: CARMEN-SCENES AND ARIAS	Jacques Offenbach	Conifer Sola/PO CD 4213023/MC 411724 (E)
11	HOLST: THE PLANETS	Gustav Holst	Impe Classics CIMP 859/MC 859 (E)
12	PUCINI: TURANDOT (HIGHLIGHTS)	Giacchino Puccini	Decca Opera Gals CD 4120203/MC 4120204 (E)
13	ARIAS	Various	Decca Weltem Classics MC 419094 (E)
14	ALBINONI/PACHELBEL	Georg Albinus Bach	Decca Karajan/PO Gd Galena 41806/1418064 (E)
15	INDUOGING THE MOZART EDITION	Wolfgang Amadeus Mozart	Conifer Marmen/SMF CD 426735 (E)
16	ORFF: CARMINA BURANA	Kurt Hill	Deutsche Grammophon CD 4338623/MC 4338624 (E)
17	THE WORLD OF GILBERT & SULLIVAN	W.S. Gilbert & Arthur Sullivan	Decca CD 430952/MC 420954 (E)
18	BEST-LOVED CLASSICS 1	Various	Decca CD 402276500/MC 12 7625008 (E)
19	MOZART: THE MARRIAGE OF FIGARO	Wolfgang Amadeus Mozart	Conifer Gd/PO/Decca CD CDCP 474/MC 10239 (E)
20	BIZET/PUCINI/VERDI: DUETS	Various	Conifer Marmen/Alban/Decca/TCBd CD 87799/G 87799 (BMG)
21	BETHOVEN: SYMPHONY No. 9	Ludwig van Beethoven	Deutsche Grammophon CD 4278023/MC 4278024 (E)
22	HANDEL: MUSIC FOR THE ROYAL FIREWORKS	George Frideric Handel	Conifer DDD 344000/34 (CON)
23	HANDEL: MUSIC FOR THE ROYAL FIREWORKS	George Frideric Handel	Conifer DDD 344000/34 (CON)
24	MUSIC FOR THE LAST NIGHT OF THE PROMS	Various	Conifer Gd/PO/Decca CD 4256512 (E)
25	ASMF 30TH ANNIVERSARY JUBILEE SAMPLER	Various	Conifer DDD 4256512 (E)
26	SACRED ARIAS	Various	Conifer CFP 45327/CEMP 4532 (E)
27	THE WORLD OF MOZART	Various	Decca CD 430482/MC 430484 (E)
28	BETHOVEN: PATHETIQUE SONATA	Ludwig van Beethoven	Conifer DDD 1461462/146 (CON)
29	FAURE: REQUIEM	Jacques Offenbach	Conifer CD DDD 4033/MC 402 403 (CON)
30	BETHOVEN: SYMPHONY No. 6	Ludwig van Beethoven	Conifer Gd Galena 418331/18334 (E)
31	ELGAR: VIOLIN CONCERTO	Edward Elgar	Conifer EMX 412058/EMX 4120584 (E)
32	HANDEL: 6 CONCERTI GROSSI	George Frideric Handel	Conifer CD DDD 1544/MC 102 154 (CON)
33	RAVEL: MIROIRS, TOMBEAU DE COUPERIN	Maurice Ravel	Conifer CD DDD 1044/MC 104 (CON)
34	TCHAIKOVSKY: SYMPHONY No. 4	Peter Ilyich Tchaikovsky	Deutsche Grammophon CD 4296723/MC 4296724 (E)
35	WARSAW CONCERTO	Frederic Chopin	Conifer CFP 414331/CFP 414334 (E)
36	VIVALDI: FOUR SEASONS	Antonio Vivaldi	Conifer EMX 20097/CEMP 2009 (E)
37	ORFF: CARMINA BURANA	Kurt Hill	Impe Classics CIMP 855/MC 855 (E)
38	THE BARDOQUE COLLECTION	Various	Conifer CD DDD 148/MC 102 148 (CON)
39	MOZART MAGIC	Wolfgang Amadeus Mozart	Conifer CD 430021/MC 430021 (E)
40	THE WORLD OF HANDEL	Various	Conifer CD 430021/MC 430021 (E)

* © CN: Compiled by Gallup

DISRUPTION: INDIE SINGLES†

Track	Title	Artist	Label # (Distributor)
1	INSANITY	Dead Dead Good	GODD 411 (REP)
2	LOVE TO HATE YOU	Such	M12/MUTE 131 (RTMP)
3	SUCH A FEELING	Various	Vinyl Solution 507M 325 (I)STOM32 (SRO)
4	DOMINATOR	Human Resource	RBS - (RSUK 4) (RTMP)
5	WOMAN BE ADOR'D	Shannon	CREZ12 31 (E)
6	ONLY LOVE CAN BREAK.../FLTHY	Sierran	HV 12121 (REP)
7	FEEL EVERY BEAT	Various	Factory FAC 3287/ASC 3288 (E)
8	MENTASM	Various	RBS - (RSUK 2) (RTMP)
9	MOVE ANY MOUNTAIN	Various	One Little Indian 5277/5277P12 (E)
10	ONE WAY	The Lovelovers	Chase WOK121 2008 (E)
11	TEENAGE WHORE	Various	City Slang EFA 40740/EFA 40702 (SRO)
12	YAMP	Outlander	RBS - (RSUK 1) (RTMP)
13	MIND	Produce MLK 0512 (E)	
14	THIS TIME BABY	Various	Network NAW121 22 (E)
15	20,000 HARDCORE MEMBERS	Kidder - KIDK B3 (SRO)	
16	PIANO IN THE DARK	Alban - Alban Matthew Project	Dobut DEB121 3125 (E)
17	DIRECT ME	Various	Network NAW121 21 (E)
18	CRUCIFIED	Army of Lovers	Tan Tan WOK121 2007 (E)
19	STAR SIGN	Various	Creation CRE 10521 (E)
20	PLANET LOVE	The Dynars	Situation Two S1T 011 (RTMP)
21	DON'T FIGHT IT, FEEL IT	Various	Creation CRE 11011 (E)
22	IN 20 MINUTES	Various	Optimum Dance BKPJ 15 (BKPJ 17) (E)
23	BLACK MEANING GOOD	Various	Dece WEA1201 47 (E)
24	GIVE TO YOU	Mute 12/MUTE 133 (RTMP)	
25	INFILTRATE 202	Atom 8	Network NAW121 24 (E)
26	TOMORROWS TEARS (EP)	Dedicated - ICRANE 0041 (RTMP)	
27	CHORUS	Various	Mute 12/MUTE 125 (E)
28	RAINBOW (SAMPLE-FREE)	Reverb RWB121 063 (SRO)	
29	45 (EP)	Hull - HULL121 (E)BAPT	
30	THE INDIAN ROPE	Dead Dead Good - (GODD 17) (REP)	
31	THE PHANTOM IS NOW/NIGHTMARE	Dirchly Underground - (S)TUR 006 (E)	
32	AFTER EVER (EP)	Ultimate TOPP 6051 (RTMP)	
33	THE SONIC CYCLOPE EP	Cyclona	Network - (N)AWT 26 (E)
34	THE GREAT TREE	Various	Dedicated THSP 0021 (RTMP)
35	A CASE OF FUNK (EP)	Desire WANT101 44 (E)	
36	5 (EP)	Nightmares On Wax - Warp - (W)ARP 151 (E)	
37	FEAR: THE MINDKILLER (EP)	Various	Vinyl Solution - (I)STORM 133 (SRO)
38	TERMINATE	Production House - (P)NT 020 (S)all	
39	READY TO ROCK	Attitude OF 127 (E)	
40	DON'T HOLD BACK 91	Biggs posse	Tribal Base - (TR)BE 11 (SRO)

† © CN: Compiled by ERA from Gallup data from independent shops

DISTRIBUTION: INDIE ALBUMS†

Track	Title	Artist	Label # (Distributor)
1	MR. LUCKY	John Lee Hooker	Silverstone OREL 519 (E)
2	101 DAMNATIONS	Cater - Urstopable Sex Machine	Big Cat BAB 101 (RT)
3	JUST FOR A DAY	Various	Ventures SARA06 094 (E)
4	TERMINATOR 2 - OST	Various	Creases Strazebow VS 5235 (E)
5	DIET DIET DIET OF NOTHING	Fujat	Dischord DISCHORD 060 (SRO)
6	EN-TACT	Various	One Little Indian TFLP 22 (RT)
7	OLD GERY WRESTLE TEST - BEST	Various	Wildsong Inc. OGWTLP 1 (E)
8	ELECTRONIC	Various	Factory FACT 290 (E)
9	THE KING	Richie Sambora	Creation CREP 266 (E)
10	THE WHITE ROOM	The KLF	KLF Communications JAMSLP 006 (APT)

METAL CHART

Track	Title	Artist	Label # (Distributor)
1	ROLL THE BONES	Alban	WAX 439C (W)
2	TIMESPACE - THE BEST OF	Steve Nicks	EM TCM40 1014 (E)
3	STRANGER IN THIS TOWN	The Black Crowes	CEDEM 1024/EMD 1024
4	BAT OUT OF HELL	Metallica	Mercury 8488954 (E)
5	PORNO GRAFFITI	Various	3051313/305133
6	METALLICA	Various	519023/5190221
7	SHAKE YOUR MONEYMAKER	Def American	2448319/2448315 (E)
8	BLOOD FROM STONE	Dave	AMM 393404 (E)
9	THE SPIRIT	Various	296200/296261
10	REKLESS	Various	AMM 5013 (E)
11	APPETITE FOR DESTRUCTION	Geffen	GEFC 2448 (BMG)
12	PSYCHOTIC SUPPER	Various	GEFC 2442/GEFC 2442A
13	PURPLE RAINBOWS	PolyGram	EMM 845534/EMD 845534
14	SLAVE TO THE GRIND	Skid Row	Atlantic WX 423C (W)
15	MR BUNGLE	Mr Bungle	7562702/229VX 423
16	STAY DIET OF NOTHING	Fujat	London 82824 (E)
17	HY STOOPID	Alan Casper	82825/282827 (E)
18	HITS OUT OF HELL	Various	5064474/5064471 (E)
19	DODG'S HITS & THE BOOTLEG ALBUM	Dodg	Chase WOK 4209 (E)
20	HOLIDAYS IN EDEN	Marillion	WCCD 1010/WCCD 1020
21	VERY VERY WHEN YET	Various	EM TCM40 1022 (E)
22	GWR LIVES	Guns N' Roses	CEDEM 1022/EMD 1022
23	FOR UNLUCKFUL CARNAL KNOWLEDGE	Various	VERMCD 39V18 (E)
24	THE HEAT	Various	GEFC 24196 (BMG)
25	CORNERSTONES 1967-1970	Jim Hendrix	Warner Bros/WAX 420C (W)
26	RZOR'S EDGE	Various	Mercury 845854 (E)
27	ATTACK OF THE KILLER'S BEST	Various	845855/8458551
28	DEDICATION - THE VERY BEST OF	Lynyrd Skynyrd	Mercury 847124 (E)
29	EMPIRE	Various	847123/8471231
30	RITUAL DE LO HABITUAL	Various	WAX 384C (W)

* © CN: Compiled by Gallup

DIRECTORY '91

The most comprehensive up to date guide to who's who in the UK music industry. More than 350 pages and 8,000 entries covering record companies, music publishers, distribution, media, pressing, recording studios, promoters, venues, lawyers, merchandisers, book agents... in fact everyone in the business of music.

This essential reference book includes names, addresses, phone and fax numbers and key personnel conveniently organised for ease of use.

At only £25 + £2 for postage and packaging the Music Week Directory is worth its weight in gold discs to anyone who needs to know who's who in the UK music business.

To order your copy of the music industry's favourite desk accessory please complete the coupon below and return to:
**Music Week Directory '91, CP1,
 120-126 Lavender Avenue, Mitcham,
 Surrey CR4 3HP
 Telephone: 081 648 8142
 Fax: 081 648 4873**

Name _____
 Address _____
 I enclose a cheque for £ _____ for _____ (express) made payable to Music Week
 To pay by credit card enter details below
 My card number: _____
 Access (Mastercard) Visa American Express Diners Club
 Date card expires: _____
 Signature _____

TOP 60 DANCE SINGLES

THE OFFICIAL **music week** CHART

This Week	Last Week	Title	Artist	Label (12")	(Distributor)
1		SUCH A FEELING	Bizarre Inc	Vinyl Solution	STORM 32 (SRD)
2	NEW	I WANT YOU (FOREVER)	DJ Carl Cox	Perfecto	PT 44886 (BMG)
3		EVERYBODY'S FREE (TO FEEL...)	Rozalla	Pulse-8 12/USE 13	(BMG)
4		ALRIGHT (THE TASHA MIXES)	Urban Soul	Cooltempo	COOLX 244 (E)
5	NEW	THE HOUSE IS MINE	Hyprnotik	Rising High	RSN 4 (SRD)
6		HOUSECALL	Shabba Rankin feat Maxi Priest	Epic	65/3476 (SM)
7		DOMINATOR	Human Response	R&S	RSUK 4 (RTM/PI)
8		MENTASM	Second Phase	R&S	RSUK 2 (RTM/PI)
9	NEW	ENERGY FLASH (EP)	Beltman	R&S	RSUK 3 (RTM/PI)
10		CHARLY	Prodigy	XL	XL T 21 (W)
11		LET'S TALK ABOUT SEX	Salt-N-Pepa	frfr	FX 162 (F)
12	NEW	BLACK STEEL (EP)	Forgemasters	Network	NWKT 30 (PI)
13		SHE GOT SOUL	Jamestown/Jocelyn Brown	A&M	AMY 819 (F)
14	NEW	IS IT GOOD TO YOU	Heavy D & The Boyz	MCA	MCST 1564 (BMG)
15	NEW	SOMETHING SPECIAL	Nomad	Rumour	RUMAT 35 (PI)
16		PEACE	Sabrina Johnston	East West	YV 6167 (W)
17		SUCH A GOOD FEELING	Brothers In Rhythm	4th + W	12BRW 228 (F)
18	NEW	THE PRESSURE PT 1	Sounds Of Blackness	Perspective	PERT 816 (F)
19	NEW	GOD OF ABRAHAM	MNO	A&M	AMY 820 (F)
20		IVORY	Skin Up	Love	EVL0X 4 (F)
21		MAKIN' HAPPY	Crystal Waters	A&M	AMY 790 (F)
22	NEW	CHECK THE RHIME	A Tribe Called Quest	Jive	JIVET 284 (BMG)
23		INSANITY	Ozonic	Dead Dead Good	GOOD 47 (REP)
24	NEW	COME INSIDE	Thompson Twins	Warner Brothers	W 00587 (W)

© ON. Copyright by EMI from Gallup data collected from dance outlets.

ADVERTISEMENT

REGGAE DISCO CHART

This Week	Last Week	Title	Artist	Label	
1	(1)	THE WAY YOU LOVE ME	D-Fee, Corjee Ash	Stu	STU 005
2	(3)	THE MORNING AFTER	Anthony Rich	Progressive	PSP 019
3	(4)	SPECIAL GUEST	Capleton	Orion	ORI 001
4	(3)	HIPPITY HIPPITY HOP	Papa Son	Charm	CR 61
5	(6)	20 MAN DEAD	Cutty Ranks & Tony Rebel	Charm	CR 63
6	(5)	SOMEBODY	Capleton	Black Scorpio	BS 1191
7	(9)	HYPNOTIC LOVE	Philip Lee	Breaking Loose	BLPT 014
8	(8)	MONEY TALKS	Cutty Ranks	Charm	CR 65
9	(7)	MERCILESS BAD BOY	Colabo	Sinbad	SID 002
10	(11)	DIS A VICTORY	Cutty Ranks	White Label	ST 011

This Week	Last Week	Title	Artist	Label (12")	(Distributor)
25	16	WHAT CAN YOU DO FOR ME	Utah Saints	frfr	FX 164 (F)
26	19	BRIDGE OVER TROUBLED WATER	PJ&H/Hannah & Her Sisters	Dance Pool	6565466 (SM)
27	17	GETT OFF	Prince/New Power Generation	Paisley Park	W 00567 (W)
28	14	20,000 HARDCORE MEMBERS	Messiah	Kickin	KICK 8 (SRD)
29	29	EXTERMINATE	OMG	Production House	PHT 032 (Sell)
30	24	LONG HOT SUMMER NIGHT	JT Taylor	MCA	MCST 1567 (BMG)
31	15	YOUNG SOUL REBELS	Mich Paris	Big Life	BLRT 57 (F)
32	18	DIRECT ME	Reese Project	Network	NWKT 31 (PI)
33	20	DREAM ABOUT YOU	D'Bora	Polydor	PT 161 (F)
34	11	THE SOUND OF EDEN	Shades Of Rhythm	ZTT	ZANG 227 (W)

TOP 10 DANCE ALBUMS

This Week	Last Week	Title	Artist	Label (12")	(Distributor)
1	NEW	CLASSIC MELLOW MASTERCUTS VOL 1	Various	Masterscut	CUTSLP 3/CUTSMC 3 (BMG)
2	1	ROAD TO FREEDOM	Various	Younis Disciples	Talkin Loud 5100971/5100974 (F)
3	2	RITUAL OF LOVE	Karyn White	Warner Brothers	WX 411/WX 411C (W)
4	NEW	A WORD OF SCIENCE	Nightmares On Wax	Warp	WARPLP 4/WARPMPC 4 (P)
5	NEW	PROGENY	The Shamen	One Little Indian	TPLP 32/TPLP 32C (P)
6	NEW	DO WHAT YOU FEEL	Joey Negro	Zedd	ZEDD 12005 - (Self)
7	5	BOYZ 'N' THE HOOD (OST)	Various	Qwest	7599266431/7599266434 (W)
8	6	YOUNG SOUL REBELS (OST)	Various	Big Life	BLRLP 10/BLRMC 10 (F)
9	3	XL RECORDINGS - SECOND CHAPTER	Various	XL	XLPL 108/XLMC 108 (W)
10	NEW	THE RHYME SYNDICATE	Various	Warner Brothers	RAP 1 - (W)

JET STAR
P I C C O S
081 961 5818

REGGAE CHART

This Week	Last Week	Title	Artist	Label	
1	(1)	LEGGINGS	Sweetie Inn & Frankie Paul	Mango	12 MANG 788
2	(1)	TEANGE	Colabo	Ruff	ROOVE R 80
3	(1)	STRANGER IN LOVE	Dave Flow	Rough	ROUGH R 80 04
4	(1)	WILD FLOWER	Sanchez	Digital	8/D81 6
5	(1)	HALF IDIOT	Cutty Ranks & Marcia Griffiths	Penthouse	PHR 26
6	(-)	JOY IN THE MORNING	Freddie McGregor	Big Ship	BS 57 2
7	(2)	MISS WIRE WAISTY	Charm	CRM	67
8	(1)	HUG ME UP	Fragga Ranks	Charm	CR 67 40
9	(-)	DAY DREAMING	Jocelyn Brown	Arista	AR 17 25
10	(-)	BE PATIENT	Colabo	White Label	FAS 8

This Week	Last Week	Title	Artist	Label (12")	(Distributor)
35	26	CREAM	Prince & The NPG	Paisley Park	W 00611 (W)
36	25	BOULEVARD OF BROKEN DREAMS	Guamblers	Rhythm King	EG 573616 (SM)
37	71	CRAZY FOR YOU	Incognito feat Cyndia	Talkin Loud	TLUX 14 (F)
38	NEW	MOVE TO THE MUSIC	Monica Devere	CT CRT	33 (BMG)
39	34	VAMP	Outlander	R&S	RSUK 1 (RTM/PI)
40	32	NOTBUSH CITY LIMITS (90s)	Time Turner	Capitol	32CL 630 (E)
41	31	SIMPLE JEALOUSY	Soudecast	Virgin	VST 1375 (F)
42	NEW	ROLLERCOASTER	Ariel	Deconstruction	PT 44888 (BMG)
43	35	DON'T POISON ME	Emma Haywood	Boss	BOSS 12 008 (Self)
44	41	FLY GIRL	Queen Latifah	Gez	STREET GEET 34 (F)
45	28	SUNSHINE ON A RAINY DAY	Zoe	M&G	MAGX 14 (F)
46	22	MADE IN TWO MINUTES	Bug Kamm & The Plastic Jam	Optimum	Dance BKPJ 11 (PI)
47	43	SOMETHING GOT ME STARTED	Simply Red	East West	YV 62147 (W)
48	NEW	KALEIDOSCOPE	Rotor	Chill	TUV 17 (RTM/APT)
49	27	THIS TIME BABY	Pandella	Network	NWKT 27 (PI)
50	37	SOONER OR LATER	Reach	Eternal	YV 6011 (W)
51	30	SET ADRIFT ON MEMORY BLISS	PM Dawn	Gez	STREET GEET 33 (F)
52	28	FEEL EVERY BEAT	Electronic	Factory	FAC 328 (PI)
53	NEW	VIOLENCE	Terra Incognita	Chill	TUV 16 (RTM/APT)
53	NEW	DEEPER	Susan Clark	Champion	CHAMP 12285 (BMG)
55	27	SUMMERTIME	DJ Jazzy Jeff & The Fresh Prince	Jive	JIVET 279 (BMG)
56	25	LISTEN TO THE RHYTHM/BULLFROG	GTO	React	REACT 12001 (BMG)
57	NEW	I BELONG TO YOU	Whitney Houston	Arista	614727 (BMG)
58	29	ONLY LOVE CAN BREAK.../FLITZY	St Etienne	Heavenly	HVN 1212 (RE/P)
59	33	WITHOUT YOU (ONE AND ONE)	Linda Layton	Arista	614636 (BMG)
60	33	LOOKING FOR A LOVE	Pinky	1st Bass	RUFF 12 (RTM/PI)

ADVERTISEMENT

REGGAE ALBUM CHART

This Week	Last Week	Title	Artist	Label	
1	(1)	REGGAE HITS VOL 10	Various	Jaz Star	JLIP 1010
2	(3)	CAPLETON GOLD	Capleton	Charm	CRP 5
3	(2)	LETHAL WEAPON	City Ranks	Penthouse	PHR P 23
4	(5)	SET ME FREE	Gregory Isaacs	Blue Mountain	BM 047
5	(4)	BOUNTY HUNTER	Ninjaman	Blue Mountain	BM 048
6	(7)	TRUE BORN AFRICAN	U Roy	Arista	AR 67 21
7	(6)	I CAN'T WAIT	Sanchez	Blue Mountain	BM 049
8	(11)	AS RAW AS EVER	Shabba Ranks	Columbia	E 47310
9	(10)	SOCA HITS VOL 2	Various	CCR	RECORDS CER 002
10	(8)	REGGAE SOUND WAR VOL 1	Various	Black Scorpio	DSR 11868

GLR: built on solid rock

EXPOSURE

FM Rock is the king of American radio ratings, but so far the format has missed out in the UK's new era of commercial radio.

The Radio Authority's "non-pop" stipulation scuppered the Rock FM consortium's intention to bid for the first national commercial radio franchise — now in the hands of Classic FM — and an earlier attempt to secure a licence for a London-wide service also failed.

Ironically, it is left to the BBC's local radio station for London, GLR, to prove in practice that FM rock can be both popular and viable.

GLR's music manager Jon Myer is cautious about categorising the station's output. He calls it: "A music station for grown-ups; a pop station that's not tied to the singles chart," but the record industry is less equivocal.

"GLR is close to what a commercial rock station should be," says Capitol/Parlophone head of promotion Malcolm Hill, who reports that GLR's response to acts such as Bonnie Raitt, Richard Thompson and Bob Seger has been "very, very good".



Myer: 'A music station for grown-ups'

And Warner UK chairman Rob Dickins believes the station is in tune with the album market. "It's a real alternative," he says.

Myer acknowledges that most music which could be called rock gets its chance on GLR, but stresses that it is spread across a range of shows including those presented by Richard Skinner, Tommy Vance, Gary Crowley, Simon Barnett, David Hepworth and heavy metal specialist

Krusher.

Artists typically requested on Barnett's evening classic rock show include Canned Heat, the Stone Roses, Tom Petty and Hawkwind.

"We play the stuff the album chart is full of," says Myer.

David Hepworth, who was a member of the Rock FM consortium and is an editorial director of *Q* and *Select*, believes GLR has proved rock on radio makes commercial sense.

"I get rung up quite fre-

quently by very powerful people in advertising, the media and the music business asking about GLR. People would kill to get those kind of listeners for a commercial station," he says.

"GLR is like *Q*, it manages to attract influential people, and undoubtedly attracts a lot of people who don't listen to any other music radio."

GLR resembles the rock station that never was. Its target audience is 25 to 44-year-olds, mostly CD-buyers whose interest in rock began 10 years ago or more. It serves up most strands of rock to its 600,000 listeners from heavy metal to indie.

Paul Brown, deputy chief executive of the Radio Authority, acknowledges that, even though GLR is not a specialist station, the rock strand of its programming matches the likely promise of performance which would be issued to a new commercial rock station.

The rock radio lobby will no doubt scrutinise GLR in preparation for the next time it comes to state its case.

Stu Lambert

MONDAY SEPTEMBER 23

James In Concert, BBC2: 6.40-7.10pm

TUESDAY SEPTEMBER 24

Late Night Music featuring Miles Davis, Channel Four: 12.45pm-1.50am

WEDNESDAY SEPTEMBER 25

Sixthysomething featuring Chesney Hawkes, Channel Four: 6.30-7pm

THURSDAY SEPTEMBER 26

Top Of The Pops, BBC1: 7-7.30pm

FRIDAY SEPTEMBER 27

The Happening featuring Squeeze, Channel Four: 11.05-12.05am

SATURDAY SEPTEMBER 28

Madonna — A Profile By Paul Gambaccini, Radio One: 2-3pm.

In Concert featuring Foreigner and Courtney Pine, Radio One: 10-11pm

So you think there are too many conferences already?

We beg to differ. Sure, these days it seems like someone announces a new music conference about once every two months. Trumpets are blown. Brave words are uttered. Each new conference is going to be the biggest and the best. Each is going to blow the New Music Seminar away.

Sure. Nevertheless, the conference trade is booming.

What we have seen in Europe — in Florence and Dublin, Cologne and Copenhagen, Glasgow and maybe next year in Manchester — is a healthy growth in national and regional music meetings. And in serving their various markets, most of them do a pretty good job, too.

But if you want to make the very most of Europe, get beyond the various national horizons, connect with the emerging single

market, make contacts with people from East of the old Iron Curtain, there is still only one conference to attend.

Never mind the bollocks, here are the facts: last year at Berlin Independence Days there were 2238 delegates representing 622 companies from 18 countries and including 325 media people from 19 countries.

There was a trade fair of 83 stands with 114 exhibitors from 21 countries. And 185 panelists from 19 countries chewed things over in 22 seminars.

We are thus proud to announce that BID, now venturing its fourth year, ranks as the world's third largest international music conference, while our massive showcase programme (last year 141 acts from 22 countries played in 12 different venues) clocks in as Europe's largest music festival.

Berlin Independence Days: the European conference for the '90s.

VENTURING FOURTH

OCTOBER 21-22-23-24

Contact our UK representative:

Brian Leafe
29 Beethoven Street London W10 4LG
tel 081 960 1871 fax 081 969 1694



BID '91: The one conference that isn't one too many

THE FIRST

90 YEARS AGO, AS THE GRAMOPHONE COMPANY
WE ESTABLISHED THE FIRST MANUFACTURING
PLANT IN THE U.K.



THE BIGGEST

TODAY, WE PRODUCE MORE THAN HALF OF
ALL VINYL RECORDS AND MUSIC CASSETTES
SOLD IN THE U.K.

AND ALWAYS

RELY ON EMI MUSIC SERVICES (UK) TO MEET
YOUR NEEDS IN MANUFACTURING VINYL
RECORDS AND MUSIC CASSETTES.



A THORN EMI Company

Music Services (UK)

1/3 UXBRIDGE ROAD, HAYES, MIDDLESEX UB4 0SY. TELEPHONE: 081-561 8722
Contact: Tim Hopkins, Commercial Planning Manager.

Survival of the fittest in the formats jungle

While the new music formats may be causing consumer confusion, hungry manufacturers are snapping up the opportunities. Michael Bromley reports

When Philips executives briefed members of PAD, the pressers and duplicators group, this month on its Digital Compact Cassette they faced a receptive audience.

If the launches of DCC and Sony's Mini-Disc are still in any way competitive, then at least among manufacturers it is the Philips format which is currently the hot favourite. And if nothing else, DCC promises not to be disruptive at a time when the recession has put a premium on stability.

There has rarely been as much activity in the development of formats, as both the music and video industries continue to explore the best way to move out of the analog into digital.

DCC is getting good press because it is unlikely to threaten the analogue cassette with sudden and traumatic extinction. Some forecasts suggest it will actually extend the life of the older format by up to 10 years, and may even stimulate new budget products.

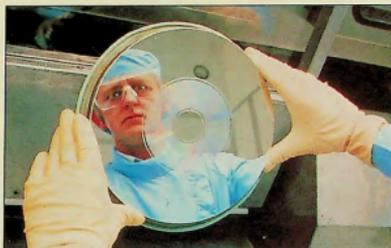
Because of its backwards compatibility DCC poses no obvious major problems for duplicators. With both analogue and digital duplication possible on the same line, the change-over will be neither expensive nor

difficult. Analogue duplication already utilises digital technology heavily, with up to 80% of masters now on DAT. Sound quality loss on duplicates is undetectable or has been eliminated.

Not surprisingly, the major record companies are expected to lead the move to DCC with indies following, but the conversion is likely to be almost universal. "We will not have to make any crucial decisions for 18 months to two years," says Chris Marksberry, sales manager of Mayking Cassettes. "But we are never uninterested in keeping up with the times. We do not want to adhere to a dying format."

Meanwhile, the growth of the cassette single has introduced low volume orders and 24-hour turnarounds to duplicators more used to bigger volumes and more "leisurely" album work.

To avoid disrupting album production most duplicators have established separate lines for singles. But some may be stretched if the cassette single continues to grow in popularity. "It could pick up overnight," says Marksberry. "It might happen over Christmas, and we would be looking at orders of 100,000-plus. It will sort out the men from the boys."



Stringent quality checks at PDO

The cassette is clearly the singles format of the moment. "Vinyl has declined much more quickly than people thought it would," says Jim Leftwich, managing director of EMI Music Services.

But both reggae and dance continue to prosper on vinyl and are likely to do so for at least another five years.

As the big manufacturers move out of vinyl, smaller pressers are picking up business from record companies committed to releasing seven-inch and 12-inch singles.

Indie Pressing Services is

considering investing in its own vinyl production although orders are often for as few as 300 records and rarely go above 1,000. IPS produces between 5,000 and 8,000 seven-inch singles a week. "We are expanding on the vinyl side," says managing director Mike Spenser. "It is flourishing."

Specialist Vinyl Cuts Records still presses up to 2,000 seven-inch singles a month, while production of 12-inch singles has tripled. The company currently presses more picture discs than albums.

"The 12-inch single is an instrument to a DJ," says ▶

EMI, one of the majors originally opposed to the packaging of cassette singles in jewel cases, admits that not all was well with its automatic slipcase loading system. The cassettes fit too tightly in the cardboard wrap-arounds, leaving not enough margin for error. EMI Music Services managing director Jim Leftwich says: "The important thing is to have an agreed packaging format."

Europe holds key for laser disc future

It first appeared as laser disc, then as Laser Vision, and then laser CD video. Now, in its fourth incarnation — again as laser disc — the digital picture and sound system is predicted to break through as a consumer product next year.

Critically, it has the backing of the Japanese. As well as Pioneer's much-trumpeted launch of a player, other Japanese companies are believed to be exploring the possibility of setting up both hardware manufacturing and disc pressing plants in the UK by 1993.

But why should laser disc succeed in the Nineties, when it failed so conspicuously in the Seventies and Eighties?

Firstly, the environment has changed. Video rentals no longer dominate the market,

as they did when Laser Vision appeared in 1982, and the recessionary pressure on sales of high tech consumer goods, which hit CDV when it was launched in 1987, is forecast to ease by spring 1992.

And secondly, there is Europe. There is now a pan-European agreement on standards, which did not exist four years ago, and rather than one hardware manufacturer based by technical problems, a range of suppliers are ironing out the wrinkles in an expanding European market.

The format, which offers CD sound with a picture 65% better than the tape equivalent and with none of the deterioration, is already establishing a niche across Europe, and although the UK



Eurythmics: laser disc launch

is traditionally the primary European test market for consumer electronics, few people expect laser disc to take off in the UK until it is a European success.

That may not be far off. There are an estimated 100,000

to 150,000 players in France, and there will be a major sales drive soon in Germany, where the hardware already costs as little as 900DM (less than £300).

Laser disc was launched in both Italy and Spain just under 12 months ago, and the European Laser Disc Association now has national committees in seven countries.

European success is largely based on the availability of software. In Europe most of the majors are behind the format.

The only fear is that hype and consumer confusion, with DCC and Mini-Disc launching almost at the same time could spoil the party yet again.

BMG's initiative on the Eurythmics' laser disc release carries the flag for the format in the UK. ■

MANUFACTURING

Orders to press compilations of Tina Turner and Genesis tracks helped PDO cut the traditional mid-summer fall-off in business this year. But sales and marketing manager Roger Twynham is not convinced that the catalogue is the long-term answer to evening out seasonal peaks and troughs. "I get worried when I look at the amount of albums we press for established artists who will never see 40 again," he says. "Where are the compilations of the future coming from?"

► manager Darren Murphy. "I think there will always be a small market for vinyl. Kids still like vinyl. But it's hard to predict."

Smaller pressers have benefited from the closure of pressing plants by majors like Sony, and are picking up new and, they say, often better work. As the majors bale out, some pressers may argue for a lower retail price which will allow vinyl to compete.

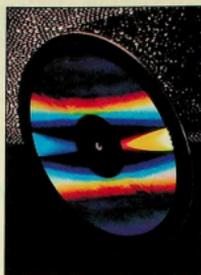
CD is now the cash cow of record manufacturing, and with the recession biting harder and for longer than anticipated the majors are deepening their commitment to the format.

Within months of converting its Swindon CD plant to non-stop operation, EMI is now planning to install new generation monoline equipment there.

The majors are unlikely to be easily tempted to experiment with an unproven format while demand for CD continues to grow and Sony has a battle on its hands to convince pressers there is a market for Mini-Discs.

Initially, EMI is unlikely to make Mini-Discs at all, and will most probably contract out manufacture and "wait and see what happens".

PDO's sales and marketing manager Roger Twynham acknowledges that new formats are "the lifeblood of the industry", but he is unconvinced by Sony's plans. "They will have a rough ride getting the format into the



A CD takes a nickel bath

marketplace," he says. But as ever it is trade buyers rather than consumers who preoccupy video duplicators. The collapse of Parkfield leaving a mountain of tapes to be cleared continues to loom large and dominates even the relaunch of laser disc as a potential challenge to VHS (see panel previous page).

Europe, where the video market is still burgeoning, is providing one safe haven. France, Italy, Spain, Scandinavia and even eastern Europe are turning to British duplicators, with large initial orders and fewer but larger repeats still the norm.

At home, specialist markets including mail order have also

1991 ALBUMS MARKET SHARE BY FORMAT

Quarter One 1991:	%
Cassette	47.3
CD	36.9
Vinyl	15.8

Quarter Two 1991:

Cassette	47.7
CD	37.6
Vinyl	14.7
CIN	

1991 SINGLES MARKET SHARE BY FORMAT

Quarter One 1991:	%
Vinyl seven-inch	37.8
Vinyl 12-inch	31.8
CD	15.0
Cassette	15.2

Quarter Two 1991:

Vinyl seven-inch	36.9
Vinyl 12-inch	29.4
CD	16.0
Cassette	17.4
CIN	

proved something of a life-line. Probably the fastest growing video market — although separate figures are not available — sales are rising at around 30%.

At Phoenix Video Duplication, which has produced 5,000 copies of the British Standards Institute's fireworks safety video for November 5, production director Ricky Sawyer says: "After the absolute disaster of 1990, it has been essential to broaden our customer base and identify niche markets."

Corporate videos are also a major growth area. With sales of 7m a year, the sector is as large as the rental business. But while rental has stagnated, corporate

business is currently growing at around 25% a year.

Corporate videos are also lucrative. Many companies are investing in video as their major medium for marketing, training and promotion — Jaguar launched a new car marquee with 50,000 copies of a video duplicated by Videoprint.

Fraser Peacock Associates began advertising this month on radio to try to attract more corporate clients.

"We are putting a lot of effort into getting more corporate clients. We have even made our own corporate video to promote ourselves," says marketing director Mike Carey.

P.R. RECORDS LTD

R

NOW!...THE FULL MIX!

- * 12" & 7" VINYL
- * MUSICASSETTES
- * COMPACT DISCS
- * PRINT WORK
- * SUPREME METALWORK

MADE TO YOUR SATISFACTION

HAMILTON HOUSE, ENDEAVOUR WAY,
WIMBLEDON, SW19 8UH
TEL: 081-946 8686/5045
FAX: 081-944 1165

When it comes to quality duplication, we've only one competitor.

Now more than ever, the quality demands placed upon a software duplicator are considerable. And our continuous commitment to quality is not compromised by volume — over 25 million units last year.

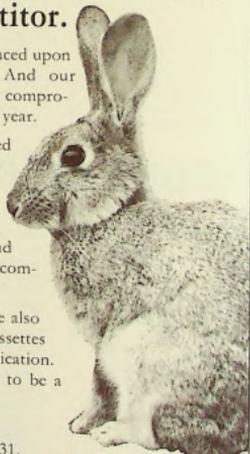
That's why we at Ablex Audio Video Limited are pleased to announce that we've just been awarded the BS 5750 Part 2 for quality standards by Det Norske Veritas Quality Assurance Limited. This makes us the first company to be accredited for both cassette and disk duplication, displaying our continuing commitment to high quality standards.

And we don't just stop at duplication. We've also been moulding and assembling our own cassettes and are in the forefront of solid state bin duplication. So as long as quality counts, we'll continue to be a jump ahead.

For more information contact

Peter Banks or David McSorley 0952 680131.

Ablex Audio Video Limited,
Halcourt, Halesfield 14, Telford, Shropshire TF7 4QR, England.
Telephone 0952 680131 Fax 0952 583501 Telex 35649



Ablex
Makes sound sense

**OUR
CD PRICES
HAVE NEVER
BEEN SO**

COMPACT

**CD ALBUMS & SINGLES
CASSETTES, SLEEVES
PRESSINGS & LABELS**



THE STUDIO, KENT HOUSE STATION APPROACH
BECKENHAM KENT BR3 1JD
FAX: 081 676 9716

TEL: 081 778 8556

Christmas Catch 22

Manufacturers, afraid of getting their fingers burnt again, have been reluctant to expand capacity this autumn. But the result could be a Christmas logjam

Disetronics sales manager James Mitchell predicts the company will be shipping over 2m units a month during the autumn. "A lot of our business comes from the budget and mid-price companies," he says. "Because they are producing back catalogue they can place orders early, and so far this year they are proving particularly organised."

With memories still fresh of last autumn's business which failed to rescue a year that had already slipped into the doldrums, UK manufacturers are wary about predicting a buoyant pre-Christmas period for 1991.

Since sales have contracted in the past 12 months, most operations have resisted expanding capacity. It means that if the season exceeds forecasts there will be frantic re-ordering and unprecedented pressure on turnaround.

EMI Music Services managing director Jim Leftwich says: "We are anticipating that we will, as always, be busy for the fourth quarter but it is difficult to predict volumes."

"The trend to order smaller quantities to avoid overstocking has increased, which does create problems for us. Higher frequency of small ship-outs can impact on cost."

Meanwhile the demise of



Phoenix: going for 'quality rather than quantity'

Parkfield has significantly dented business for video duplicators. Since the company's retailers have been able to ride on a tide of cheap product and distributors have become cautious.

Phoenix managing director Mike Sawyer describes 1991 as the year of caution. His company's orders have been down

by as much as 40%.

"This is frightening considering the industry has more than twice the duplicating capacity required for its 40m-50m annual duplicating turnover," Sawyer says. "With 5m annual duplicating capacity our plans will continue to concentrate on quality rather than quantity."

The fact that CD has now



TDC: diversifying beyond music

overtaken cassette as the leading audio format has inevitably affected audio cassette specialists. A company such as The Tape Duplicating Company which has the capacity to produce 450,000-500,000 cassettes a week has had to diversify beyond music.

"It's no longer possible to rely totally on business coming from the record companies," says

WE MAKE SOUND SENSE

THE ULTIMATE: IN CASSETTE DUPLICATION DISTRIBUTION QUALITY AND SERVICE

SPOOL is chosen by most major record companies who require the guarantee that each cassette will be of the ultimate quality and delivered on time.

Contact: Jeff Johnson or Roy Varley

SPOOL DUPLICATION

1st Avenue
Deeside Industrial Park
Clwyd CH5 2NU
Tel: 0244 280602
Telex: 94011643 SPOOG
Fax: 0244 288581

PRODUCTION MANAGER

Trend Duplication Ireland's largest audio cassette duplicator, is looking for an experienced Production Manager.

The person appointed will report directly to the Managing Director and be responsible for the smooth running of all aspects of the duplication and packaging operations of this successful and long established company.

The ability to organise and motivate production personnel coupled with a detailed knowledge of the latest duplication equipment are key elements of the position.

This senior position offers an excellent salary.

If you feel you would like to join a highly motivated and efficient team and can contribute to their continued success please send your C.V. to:

**The Managing Director,
Trend Studios Ltd.,
9 South Prince's Street Dublin 2, Ireland.**



**TREND
STUDIOS**

9 South Prince's Street,
Dublin 2, Ireland.

general manager Keith Lloyd. "We've developed into spoken word and cassettes for advertising and promotion. The pharmaceutical business orders around the 25,000-30,000 mark."

Spool Duplication, which combines audio and data cassette business, testifies to the fact that the High Street squeeze on full price product has had a knock-on effect for duplicators. Overspill business from major plants is important to Spool and it has now brought its quality into line with EMI Music Services by adopting BSI standard 5750. Sales director Jeff Johnson says this is something that record companies now seek.

"This year we've tended to work on big orders from a few key customers," says Johnson.

"Looking to the autumn, my gut feeling from talking to record company production people is that there's a lot of good product coming out but that first day releases are unlikely to match the volumes of last year."

Some cassette duplicators are able to thrive on small volume orders if there are enough coming in.

Dublin-based studio Trend was specifically set up to process repeat orders of about 500 units, generally serving major label subsidiaries.

Following a year which has yielded orders from the UK of



Video duplicators: still reeling from the Parkfield crash

more than 400,000, managing director John D'Ardis is looking towards expansion.

"We are interested in quoting for orders of more than 100,000. Because of the sterling/punt exchange rate we can be very competitive on pricing," D'Ardis asserts.

In the current climate of acute pressure on pricing, those companies which offer a variety of formats under one roof are in a strong position. They can offer flexible packages often at better prices than the specialists, because they are guaranteed volume.

Dahdie.

COPS is also capitalising on the contraction of vinyl manufacturing in the UK: it has three facilities in France it can use. Vinyl is not just a French preserve of course, and UK vinyl specialists say they too are celebrating booming orders.

Adrenalin's acting managing director Sue Owlett says: "We've had increased demand in particular for our 12-inch colour and picture discs."

"It seems that as formats have tightened up, making something unusual for a 5,000-10,000 run has become more appealing to mainstream labels. So far we have experimented with dayglo, metallic and marbled effects."

Adrenalin's current annual capacity is 3.5m 12-inch units and Owlett reports that the company's last financial year was the best of the six years it has been trading.

At PR Records the mood is similarly buoyant. Head of production George Hatley says: "There seems to be a public reassessment of the format and the decline has bottomed out. We are currently operating at our full 100,000 weekly capacity."

As always, the mass consumer appeal of record company product will determine the profitability of the manufacturer's Christmas. With a raft of releases lined up from U2, Dire Straits and Genesis the portents are good.

PDO, which will be handling some of the season's key releases, expects business to be markedly better than last year. Sales and marketing director Roger Twynham says: "Last year's final quarter fell away quite dramatically due to the recession and the fact that the Christmas market was dominated by Best Of. But with good quality studio albums coming out from artists such as Michael Jackson, The Pet Shop Boys, George Michael and Simply Red, there will be greater interest at retail, from which manufacturers will benefit."

SW



VINYL, TAPE, C.D.s

For all your requirements including cutting, processing, mastering, origination, print and helpful advice!

C.D.s & VINYL

call: Mel, Keith or Michael
Tel: 071-739 9672
Fax: 071-739 4070

TAPE

call: Eddie, Gary or Mel
Tel: 081-760 9710
Fax: 081-680 8494

FINE QUALITY AT GREAT PRICES

Adrenalin

252/253 ARGYLL AVENUE, TRADING ESTATE
SLOUGH BERKS SL14HA

**A FULL PRODUCTION SERVICE
TO THE INDUSTRY**

**COMPACT DISCS, VINYL RECORDS
(BLACK, COLOUR & PICTURE DISCS
IN 7" 10" & 12")
CASSETTE AND PRINT AVAILABLE
AT COMPETITIVE RATES
AND WITH FAST TURNAROUND**

**☎ Slough (0753) 523200/531837
Fax Slough (0753) 692243**

Down to the nuts and bolts

The industry's production chiefs explain what they look for in a manufacturer

Virgin's major release for 1991 is the new Genesis album, released on November 18. The vinyl/cassette manufacture will go through EMI while CDs are to be split between Nimbus, Sonopress in Germany and DADC in Austria. Production controller Rick Carter estimates the initial pressing at around 500,000 copies.

PETE MORGAN

Production manager, Chrystalis
"Chrystalis is under contract to EMI for manufacturing and distribution, unless it's a picture, coloured or shaped disc which it can't manufacture, when we use Orlake. "With vinyl being a dying product, we don't get overfills, so we stay with Hayes through busy periods as well. On cassette, it's up to EMI where they place orders, although it checks with me first, and work normally gets sent to Ablex.

"For CD, EMI in Swindon uses Nimbus in an overlaid period, but it has always coped with a rush release. I wouldn't say independents don't necessarily turn product round quicker. If I ring EMI with an urgent job, we agree a turnaround time and it can do it. I allow 10 to 15 days which is what EMI says it needs, but if it's a rush release it will do it in time.

"A recent example was Spandau Ballet's single, True. We decided to release it with only a week's notice. We told EMI straight away. And since it takes up to four days to get your artwork and label copy together, it gave EMI enough time

to set everything up. True was turned round from film and tape in five days, which was good 1991.

"Old CD stock originally manufactured between 1985 and 1990 stays with Nimbus. This is because EMI would be overlaid with it, and also because the old catalogue hasn't got the international bar coding on it that EMI needs. Nimbus is very good, as are Distroconics and DADC, who we occasionally used before going to EMI.

"In this game, once our CDs and records are off the presses, there are other companies queuing up with their orders, so they can't get complacent because there is so much work going through."

GRAHAM MABBUTT

Production manager, Island Records
"We have a manufacturing deal with PolyGram, so vinyl and tape go through EMI, but I have an arrangement whereby CDs are handled by PDO. It's not a question of getting better services from a major or independent, as both give the same quality, but a case of horses for courses.

"The majors are OK if you can live with their lead times, which we can, but they can't always cater for a rush release, particularly in the peak season when they're already busy. For example, the parts for PM Dawn's new album turned up very late, so I used a mixture of independent and PolyGram-approved suppliers to make sure I met deadlines.

"It worked very well because I knew that if one didn't supply, the other would.

"There's no point going to new suppliers every week. You have to build up a relationship with people, and get to know what each wants. I only shop around if I need special vinyl formats, where I use Orlake, or if it's a rush release such as a Nine Inch Nails radio promo required in four days when I used Broadstreet.

"I'll invariably get what I want because I've built up good relationships.

"When it comes to CDs, PDO is brilliant. It gives me the most competitive rate and quickest turnaround, and being part of the Philips group, it's good for inter-company business. I've used foreign suppliers for CD but it's such a drag getting product through customs.

"I believe in the old saying, 'don't put all your eggs in one basket'. As long as PDO knows I can go elsewhere, it will look after me."

JOHN HOLBOROW

Production manager, Beggar's Banquet
"We manufacture our 12-inch vinyl and cassette singles at Damont and seven-inch at Lytton. We use Orlake or PR Records for special formats and Grampian for



RICHARD BALFOUR

Marketing/product manager, Big Life
"When we moved to PolyGram, the company wanted to handle Big Life's production but we kept it in-house because we couldn't guarantee to press the amount of stock that would ensure fast enough turnarounds — we'd be lost in PolyGram's schedule.

"I choose suppliers on the basis of a competitive price and a 24-hour turnaround, although with CD plants you have to put up with five days. I use Nimbus for CD and Adrenalin for vinyl, which includes picture discs and coloured vinyl, and Sounds Good on cassette. The latter pair are a few pence per unit more expensive than using PolyGram or EMI but we get flexibility.

"It's important to build a good relationship with a supplier. As long as I don't demand 24-hour turnaround every week, I can get it. Also, when we have a big

order, like De La Soul's recent album, I was able to get a discount from each supplier as we could press 20,000 in one go. There had to be economies of scale some of which could be passed on to Big Life. If there hadn't, I would have enquired elsewhere.

"In the case of the CD, we wanted a four-colour picture label, which is a large unit price increase, so my discount constituted getting that at nearly the regular price.

"I always listen when new suppliers approach us, and if the prices are more competitive, I go back to my original supplier to try to get a better deal.

"It would be simpler to use one manufacturer for all formats as it would take just one phone call, but it would depend on prices. There are such different processes between formats that economies of scale wouldn't apply collectively."

cassettes. Almost all our CDs are handled by Nimbus, except product hanging over from the early days of tight capacities when we used whoever we could, and that remains at Distroconics and PDO.

"We use independents all the way for a combination of factors, but mostly because we can best balance price, which comes top of the list, and quality and speed of turnaround. We also feel we wouldn't get quite as intimate a relationship with a major, and we're keen to build those kind of relationships.

"We're a relatively small customer but we can still get a good service from our suppliers and call on them for favours that we couldn't secure with the majors.

"We need as good a job on the new Cult album as on 500 Hypnotics promos, and smaller orders would

get swallowed up in the scale of things at EMI.

"On special formats, you have to see who's equipped, but I'm unlikely to shop around with the new Charlatans single. You get used to dealing with individuals who are familiar with your specific needs.

"It's also a question of where you can get product manufactured, because your favoured supplier may be fully booked up.

"It could be beneficial to use one manufacturer for all formats, as it would save transport costs and simplify supervision at this end, but having three formats in separate places doesn't really create difficulties. I'd be tempted if Grampian did vinyl, or if Nimbus did other formats as they're a great company, but it doesn't work like that. It's a question of getting the best service you can."

PROFESSIONALS DON'T
ACCEPT SECOND BEST...



— PHOENIX —
-VIDEO DUPLICATION-

TOP QUALITY



FAST TURNAROUND
(50 UNITS-50,000 UNITS)



LOW PRICES



PHOENIX VIDEO DUPLICATION
31 STATION ROAD, HAROLD WOOD,
ESSEX, RM3 0BP
TELEPHONE: 04023 81509

APPOINTMENTS

Expanding To Meet The Future... A Successful Independent Record Company Seeks The Following New Positions:

Sales & Marketing Manager

We are looking for a dynamic personality with the creativity and organisational ability to devise and implement innovative campaigns for our diverse roster of artists — from Top 5 chart acts to developing new artists. You will be motivating force within the company, as team leader you will oversee all aspects of promotion and sales. Ideally you will have several years sales/retail, marketing or promotion experience in the music business.

Sales/warehouse/office assistant

You will help out in our busy office getting to know all departments work; looking after stock, shipping records to One Stop, our Licensees and all outside agencies involved in the sales and marketing of our records. This is an ideal position for someone bright looking to start at the grassroots in the music industry.

Reply to Music Week Box Number 8013 with letter and CV. Salary will be negotiable with experience.

Successful Music Publishing Co seeks

PA

FOR MANAGING DIRECTOR

We need a bright, enthusiastic, accurate and intelligent PA for the MD of this small, dynamic Music Publishing Co based in West London.

Your duties will include typing, sh, telephone, preparing contracts, artist liaison and dealing with our international sub-publishers. You should be conscientious, definitely not a clock-watcher and have a good sense of humour!

In return we are offering a competitive salary (commensurate with experience), four weeks holiday entitlement and the opportunity to work in a creative and challenging environment.

Please send CV to Box No: 8012, care of Music Week.

S-U-C-C-E-S-S

SO WHAT IS THIS?

YOUR DIRECT ROUTE TO THE PEOPLE YOU NEED

WHAT WILL IT COST?

NOTHING YET — PAYMENT ON RECEIPTS!

WHAT IS IN IT FOR ME — THE CLIENT?

THE BEST PERSON, IN THE SHORTEST TIME, WITH THE LEAST HASSLE

WHY USE SUCCESS?

WE ARE A SMALL, COMMITTED, FLEXIBLE TEAM WHO SEE OPPORTUNITIES NOT OBSTACLES

WE DON'T CLAIM TO BE THE BEST — WE'LL LET YOU BE THE JUDGE

SO WHAT DO I DO NOW?

JUST PICK UP THE PHONE

Success Appointments
1274 Aggill Street, London W7Y 4AB
Tel: 017-281 7722. Fax: 017-281 7800

VIRGIN MUSIC
(PUBLISHERS)
LTD

require a

COPYRIGHT ASSISTANT

We have a vacancy in our Copyright Department for a Copyright Assistant. Applicants must have previous experience of all aspects of day to day copyright administration. Ability to work under pressure and on your own initiative is essential. Candidates must have good typing with WP experience an advantage.

Please send full CV including your daytime telephone number to:

Fiona Chiddell
Personnel Department
Virgin Records
553-579 Harrow Road, London W10 4RH

SILVER SOUNDS (CD) LTD

Established Import Distributor

Young enthusiastic person required: DELIVERY/WAREHOUSE

Clean driving licence. Experience not essential, but retail background preferred.

Send CV to: Unit 7, Peerlow Estate, Ponders End, Enfield EN3 4SN.

TO PLACE AN AD

CALL SAUL

Telephone:
071-620 3636
ext 5467

or Fax:
071-401 8035

ASHTONS NIGHTSPOT

Cricklewood Broadway NW2

Re-opening in October after extensive modernisation, etc

WE NEED WELL GROOMED, SMARTLY ATTIRED EXPERIENCED D.J.'s

Those who are aware of the up to date Disco scene. Must be confident, enthusiastic and have flare for promotion ideas.

IS THIS YOU? Phone 081-452 1415

BUSINESS TO BUSINESS

POSTING RECORDS?

Then use our **PROTECTIVE ENVELOPES!**

For All your packaging needs - RING NOW!
Contact Kristina on 081-341 7070 (6 lines)
WILSON OF LONDON
Stanhope House 4/B Highgate High St, London NW 5JL
Tel: 017-267363 Fax: 081-341 1176

id MUSIC SYSTEMS

MODULAR SHOPFITTING

VERSATILE RANGE OF COMPATIBLE DISPLAYS

STORAGE AND COUNTERS FOR ALL MUSIC AND VIDEO FORMATS

FREE PLANNING AND SHOP DESIGN

TEL: 0400-416204 FAX: 0400-416205

INTERNATIONAL DISPLAYS — MUSIC SPECIALISTS

RECORD SHOP FOR SALE

Superb, important, alternative char./C.W.N.N.

In Cotswold major city

NO PREMIUM

Stock at value + fixtures and fittings

Long leasehold rent

Tel: 0494-890161

TRACK Sound & Vision

Will buy all overstocks, deletions, surplus stock. Any quantity, large or small. Anywhere in the UK. CDs, cassettes, records and videos.

Tel: 071-224 4473, Fax: 071-487 4759.

Mobile: 0181 819277.

CASTLE HOUSE, 25 CASTLEREGH STREET

LONDON W1V 6YR

UNIQUE OPPORTUNITY CD Business For Sale

One of the largest selection of CDs in the country, situated in a major city road store, Binstol. 10,000 client bank

T/O £150,000, rent £1,000 per month, including services and TV advertising. Premium £5,000 plus s.a.v. £30,000 approx.

Donald U House — 0272 248860

BUSINESS TO BUSINESS

Stage 3 Promotions

THE ONE STOP

For all your Promotional products From Concept, Artwork and Design, to Production and Delivery or Distribution We can handle the whole project for you

WE CAN SUPPLY — T. Sweat & Polo Shirts * Custom made garments and products * Hats * Mugs * Pens * Stickers * Sew-ons * Jackets * Embroidery * Badges * Pennants * Key Fobs * Sunstings * Lighters * Beanie hats * Headbands * Sweaters * Towels * Coasters * Diaries * Sigmats * Wristwatches * Sports Bags * Jogging Suits * Leisure wear * Umbrellas * ALL YOUR FUTURE PROMOTIONAL REQUIREMENTS

Printed or personalised to your specification

WE CAN OFFER — Reliability * Flexibility * Personal service * 100% effort * Retail, Wholesale & Mail Order Distribution * Corporate Leisurewear Production * Management of Mail Order Fulfillment, International, Fan Clubs and Artist Merchandising

The unique **TEARACHE**

Merchandise Range is produced exclusively by

Stage 3 Promotions

NAPALM DEATH * MORBID ANGEL * TERRORIZER * CARCASS * LAWMOWER DETH * NOCTURNUS * GODFLESH * ENTOMBED * HELLBASTARD * BOLT THROWER * MIGHTY FORCE * MASSACRE

Short and long sleeve tees. If it doesn't have the superb

TEARACHE label and bag it is not official merchandise!!

Stage 3 Promotions

Unit 12, Threshers Yard, Kingham, Oxon OX7 6YF
Tel: 0608 659200 Fax: 0608 659222

Stage 3 International

DEALERS!

BACKTRACK WHOLESALE CATALOGUE NOW AVAILABLE. INDE, REGGAE, BLUES, JAZZ, R.B., NEW WAVE, POP, etc. etc.

CALLERS WELCOME ALWAYS MUCH MORE ON SITE — PLEASE RING FIRST Albums, Cassettes, CDs, 7" & 12" Phone: (0273) 414623 Fax: (0273) 414822 or write

BACKTRACK Unit 55, The Knoll Business Centre, Old Shoreham Road, Hove, Sussex BN1 7GS

TO PLACE AN AD CALL SAUL 071 620 3636 Ext 5467

REWARD CASH AVAILABLE

For the purchase of blouses/rib shirts/promotional wear/any items collectible/records, etc. etc.

Records/Audio Cassettes/Compact Discs/Video Cassettes/Books of all musical pertinence. Many years experience ensure a complete and discreet service to the radio and music business countryside. Distance not a problem. Give us a call.

CHEAPO CHEAPO RECORDS LTD

53 Regent Street, London W1
Tel: 01-432 8277
noon-10.30pm

THE LAST RECORD I BOUGHT

by
JILL TOMALIN



"I actually bought two records — a mid-price compilation of Mozart arias and The Soul Cages by Sting.

"I bought the Sting album after fulfilling a life-long ambition of seeing him live. The two albums I bought show that

I have a quite wide-ranging taste in music.

"What I tend to do is get my product managers to make cassettes each week of all the new releases that I should listen to. "I listen to those in the car but to be honest it's hard to remember most of them anyway!"

Jill Tomalin is WH Smith general manager of Sound Vision and Games.

Another finger on the pulse

Having spent more than enough time being blasted by other people's records in his own nightclub, Frank Sansom is getting his own back with the Pulse 8 label.

Now 13 singles old and with its first top 20 hit, the label was set up by 44-year-old Sansom and A&R director Steve Long. "Dance music is something I feel quite at home with. I'm having a great time," enthuses veteran MD Sansom.

The signing of rising Zimbabwean star Rozalla, whose next single Faith is about to be featured in the new Vanilla Ice movie, has pushed up the label's ratings.

Sansom may no longer own a nightclub, but Pulse 8 will ensure his presence on the dance floors.

Ugandan affairs the Essex way

By stepping into Patrick Lichfield's shoes, housewife's favour-

ite David Essex has found fans in places he never expected.

Essex recently took over Lichfield's old job as ambassador for the Voluntary Services Overseas organisation and began a cultural/musical tour of the Third World.

As well as learning more about the VSO's work, Essex used the trip to record local artists for a "beginner's guide to world music" on his VSO Records label, through Total.

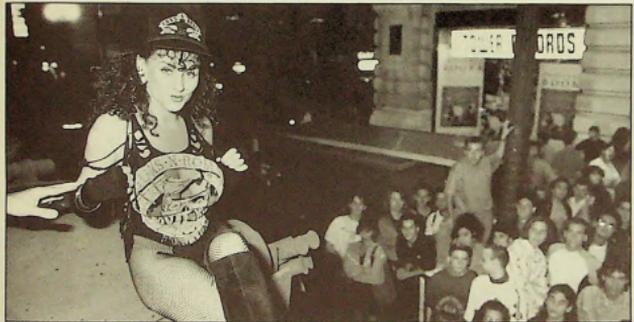
But one thing his new friends weren't quite so hot on was modern technology.

Having found a studio in Uganda, Essex invited 30 artists together for a session. Everything was ready to go except for one minor hitch — they didn't have any tape!

Tape willing, the Under Different Skies album will be out on November 4.

QUOTE OF THE WEEK

"You could have knocked me backwards with a rmgman's trumpet." Promotions man Jimmy Devlin on learning he had been appointed Polydor's new MD.



Dateline: London's Piccadilly Circus midnight last Sunday. Twenty five policemen and up to 2,000 Guns N' Roses fans prepare for the arrival of London's very first consignment of Use Your Illusions I and II at Tower Records.

But hark! What can this strange sound be? A deep rumbling approaches from Regent Street. Why, of course, it's the Tower Records tank — complete with nearly naked rock chick — come to deliver the new album.

As if to prove that the spirit of Carry On... is still alive, an aced copper lets out the immortal words, "Permission to take down her particulars, Sarge?"

The object of his affections, the buxom Sammy — no doubt a life-long Guns N' Roses fan — whooped and hollered her appreciation.

The crowd of 2,000 express their appreciation with the traditional metal fan's mating call — "Gerremoff Showusyer tits!"

A passing Jewish wedding party breaks up in disarray as the men pause to gawp while their womenfolk tut disapprovingly.

Sammy beams. "Open the doors!" hollers a brusque staff member as a crocodile of Tower styffe move forward to carry the "tank's" precious cargo into the store.

Out they come, the boxes emblazoned with the G N R

logo. Easy does it! One at a time, please.

But oops! there goes one. Eros looks on impassively as two sturdy looking boxes hit the deck.

We wait for the crash of 100 jewel cases splintering, the end of a marvellous publicity stunt.

Even Sammy looks agog. But not in a scary way. All is well. The boxes are in fact EMPTY. It's all just a ruse, the records are already in the store.

We've been had. But as the first faces in the queue disappear inside the store only to re-emerge beaming seconds later, copies of the albums clasped in excited hands, there's no doubt it's been worth it.

music week

Incorporating Record Mirror

© Spotlight Publications, Ludgate House, 245 Blackfriars Road, London SE1 9UR. Telephone: 071-629 3636. Fax: 071-491 8033.

DOOLEY'S DIARY

Remember where you heard it: MCPS witness Pete Waterman attracted a full house to the Copyright Tribunal on Monday, where he engaged in some merry banter with the BPI's formidable QC Sydney Kentridge. . . . Waterman was a little poorer by the time he got home, however. He discovered burglars had relieved his home of £20,000 worth of model trains over the weekend. . . . MCPS revealed its database contains 81 songs called Baby Baby, 22 called Baby Baby Baby and even one called Baby, Baby, Baby, Baby, Baby, Baby. . . . After all that, the Streatham contingent needed a rest and made their way to Basca's Songwriters' Ball, where a star cabaret including Mike Batt, Justin Hayward and Peter Sarstedt gave some powerful examples of the power of the song, and helped raise several thousand pounds for the society into the bargain. . . . What's this about Peer Southern MD Stuart Ongley and Westbury Music Consultants' MD Francis Pettican setting up together? . . . Winners of last Sunday's Sheridan's soccer tournament were studio team Trident II, beating Sony 5-0. But Warner Chappell won best strip award with the legend "bottom as usual" printed on the. . . . bottom. . . . More soccer news: Octave Music's Simon Joiner needs entries to the industry's fives league by September 27. Call him on 071-789 7616. . . . Congrats to Warner Music chairman Rob Dickens who celebrated 20 years in the industry with an office knees-up and a cake emblazoned with the chart from his first day as a plugger with Kinney Music. . . . The Audition's MD Martin Wilding reports that death threats over his new venture, plugging promo albums to cafes, restaurants and the like have subsided. Maybe they discovered he is a black belt in karate with six years as a paratrooper in the French foreign legion behind him. . . .

Editor: Steve Redmond. News editor: Nick Robinson. Features editor: Selina Webb. Reporter: Martin Smith. Production editor: Duncan Halliday. Senior sub-editor: Andrew Martin. Sub-editor: Fiona Roberts. . . . Senior ad executive: Judith Firth. Ad executives: Steve Marsh; Andrew Wadsworth. Ad production: Elizabeth Munn. . . . Publisher: Tony Evans. Free Special Subscriptions: Group production editor: Nathan Faure. Group ad production manager: Robert Clarke. Group publishing editor: David Dallas. Executive Publisher: Andrew Brims. Registered at the Post Office as a newspaper. Member of the Periodical Publishers' Association. Printed by Ponsord Press. . . . UK subscriptions, including free Mass-Web: Three issues every January. £98 from Computer Postings, 129-135 Lovelock Avenue, Michigan, USA. Overseas: £119. 3HP. Tel: 081-620-8142. Fax: 081-628-1872. UK: 088-00. Europe: £120/US\$190. The Americas: Middle East, Africa and the Indian Sub Continent: £190/US\$220. Australasia and the Far East: £220/08365.

ABC

Average weekly circulation January to June 1995
13,286

1989 SAW TEXAS HAVE A TOP TEN SINGLE WITH "I DON'T WANT A LOVER"
1989 SAW THEIR DEBUT ALBUM "SOUTHSIDE" CHARTING AT NUMBER 3
1989 SAW "SOUTHSIDE" GO PLATINUM IN THE UK
1989 SAW TEXAS PLAY 116 CONCERTS IN UK, FRANCE, BELGIUM, HOLLAND,
SWEDEN, NORWAY, GERMANY, SPAIN, SWITZERLAND AND USA
1989 SAW TEXAS HAVE A GOLD ALBUM IN 9 COUNTRIES
1989 SAW TEXAS HAVE A PLATINUM ALBUM IN 7 COUNTRIES
1989 SAW "SOUTHSIDE" SELL IN EXCESS OF 2 MILLION COPIES WORLDWIDE

TEXAS

**23RD SEPTEMBER 1991 SEES THE RELEASE OF THE STUNNING
SECOND ALBUM FROM TEXAS "MOTHERS HEAVEN"**

THE NEW ALBUM

MOTHERS HEAVEN

