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in profile



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music week

For Everyone in the Business of Music

25 APRIL 1992 £2.50

Stores pin hopes on Easter sales boost

Retailers are hoping an Easter sales boom will kickstart the sluggish music market after the worst first quarter for at least four years.

Latest CIN data shows a drop of around 8.6% in single and albums sales by volume in January to March 1992 over the same period last year.

The Gallup figures show that CD was the only album format to grow its market with a 5.2% boost. Vinyl albums sales halved.

The figures fly in the face of the industry perception that the singles market is suffering disproportionately. Both single and albums sales suffered.

FIRST QUARTER SHOWS STEEP FALL

	1989	1990	1991	1992	Change 91/92
Albums	19.7m	22.7m	20.3m	18.8m	-6.8%
Singles	14.1m	13.5m	12.7m	11.6m	-8.6%

Estimated UK unit sales January-March.
Source: CIN from data supplied by Gallup

Music retailers are refusing to be down-hearted, however and were preparing to capitalise on a potential post-election upturn with a series of promotions over the Easter weekend.

Our Price ran a national press and radio campaign to support a £2 discount on all full-price CDs.

Seventy of its stores were set

to open on yesterday's bank holiday Monday.

Marketing director Peter Curtis explains the move as "a response to competitive activity" and an opportunity to benefit from the Easter mini-boom.

HMV price-promoted all Simply Red product to coincide with a weekend TV documen-

tary about the band. It discounted the Guns N' Roses Use Your Illusion CDs to £9.90 each, and marked down all singles. 80% of HMV shops opened on Monday.

Virgin Retail ran a singles promotion with all Top 40 12-inch and CDs priced at £2.99, and seven-inch and cassette titles at £1.39. The Virgin mid-price classical CD line was discounted to £5.99, coinciding with the launch of a related £2.99 sampler.

Virgin marketing director Dave Alder cites Soul II Soul, ZZ Top, The Cure and Foreigner as the Easter album releases expected to perform best.

EMI raises album prices

EMI is launching dealer price increases of an average 3.5% which will put new albums by Iron Maiden and Carter USM up to £7.86 on CD, £5.13 on cassette and £5.29 on vinyl.

The annual review by EMI puts the company's releases on a par with competitors such as PolyGram, which raised prices in the autumn.

The rises range from 2.7% on deluxe vinyl (£5.29) to 6% on standard cassette (£4.99).

EMI director of sales Keith Stinton says the new levels come into effect on May 5. The rises are in line with forecast levels of inflation, he adds.

Retailers have criticised the move at a time of deep recession. Neil Pearce, owner of Bristol's Rival Record, says: "Things are difficult enough now, without price rises." But Paul Assirati of Norwich's See These says the move merely formalises prices which EMI has been asking for various individual albums.

EMI holds top publishing spot

EMI Music Publishing has reinforced its recent winning streak by scooping top position in the publishing market share tables for the second successive quarter.

Research from *Music Week's* sister company ERA for the first quarter shows the company headed by Peter Reichardt achieved nearly twice the share of arch-rival Warner Chappell in both the corporate and individual rankings.

EMI dominated the final quarter of 1991 after the record-breaking success of Simply Red, whose writer Mick Hucknall it represents, and Queen — whose catalogue sold heavily after the death of Freddie Mercury.

The first quarter figures show in the corporate rankings EMI with 22.1% against Warner's 11.5%. In the individual rankings EMI scored 15.9% against Warner's 8.1%. Full details next week.

Fisher fills RTM marketing post

RTM has hired former MCA marketing director Bob Fisher as it prepares to embark on a new growth plan.

Fisher, who takes up the post next Monday, is the indie sales and marketing company's first major appointment after nine months establishing itself following the collapse of Rough Trade Distribution last May.

RTM's marketing has been overseen by MD John Best, sales manager Dave Cronin and the company board, which includes Martin Mills of Beggar's Banquet, Mute's Osman Eralp and Sallie Fellows of KLF Communication.

The board's heavy work-load over the past nine months has forced it to meet more than is usual, says Best. "Now they will be able to



Fisher: from major to indie

take a more long-term strategic view," he adds.

The move will be Fisher's first involvement in the independent sector. Previously he worked at Phonogram and Ten Records, before joining MCA four years ago.

Fisher left suddenly in September in acrimonious circumstances.

The next major step for RTM will be to move to new premises in Camden.

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Cassette Single.

CD Single.
Includes Shep Pettibone mix of
You Came.



Classical 'Oscars' get BBC2 lift-off

An awards ceremony billed as classical music's equivalent of the Oscars is to be launched in Birmingham on September 11, writes *Phil Sommerich*.

The International Classical Music Awards, which will be broadcast by BBC2 from Birmingham Symphony Hall, was devised by Bob Geldof and TV

producer Ulta Guilfoyle, who worked together on Live Aid, and is being sponsored by Japanese hi-fi manufacturer Kenwood.

Guilfoyle says: "We thought there was a huge gap in the television schedule for a quality music event such as this."

Kiri Te Kanawa and Dudley

Moore will host the show, which will involve 20 awards covering a wide area, from opera production to artist of the year. There will also be a worldwide best recording trophy.

A record industry representative is expected to be among the awards jury of about eight

people, yet to be chosen.

Guilfoyle says the establishment Gramophone awards are too narrow in scope for his vision.

Only 10 of the award presentations will be shown on air, although in subsequent years a live relay would be considered, he adds.

Mean Fiddler in Reading clash

The Mean Fiddler is to go head-to-head in competition with the Reading Festival after being ousted as booker for the annual event.

Its own "Redding Festival" is to be held on a site just a few miles from Reading and will target the same fans.

"It is a direct attack on the other one," admits Mean Fiddler boss Vince Power, who aims to undercut the Reading ticket price by £10.

But Power is as yet unable to announce any acts while the Reading Festival has assembled a strong bill which includes Nirvana, Wonderstuff and Public Enemy.

But he is confident he can fill the 25,000 capacity site.

'Minister of Fun' to bat for music

The Government's newly-created Ministry for National Heritage is to take on responsibilities for music, following the recent Cabinet reshuffle.

The ministry is headed by Secretary of State and classical music enthusiast David Mellor, who has built a reputation for listening to reasoned argument.

He oversaw the passage of the last Government's Broadcaster Bill and reintroduced

a quality threshold for TV licence applicants.

Mellor's first appointments are Robert Key as Minister of State and Hayden Phillips as Permanent Secretary.

Initially, Mellor and Key will share all the ministry's responsibilities, pending legislation necessary to legitimise the new structure.

The BPI is entering last ditch talks with the Department of Trade and Industry in

an effort to salvage financial support for UK companies at June's New Music Seminar in New York.

The DTI has told the industry that this year it will not assist companies with the expense of travelling to the New York convention.

But although pessimistic, the BPI is to continue fighting for the funds it believes are merited on the grounds of their contribution to exports.

Local acts launch Norwich

The BPI/Radio One/Musicians' Union backed Sound City Norwich '92 is launched today (Tuesday) with a spectacular event featuring Norfolk artists. Cathy Dennis and Catherine Wheel at Norwich City football ground.

Simon Bates is broadcasting live on Radio One from the launch, which starts at 10.30am.

The *Independent* newspaper has also been added to the list of sponsors, backing a series of daily Sound City Talks looking at the future of music.

Record company backing in-

cludes the launch of Virgin's new XTC album at Norwich Castle on Thursday and a single launch by The Dylans. EMI is holding a playback for the new Iron Maiden album on Saturday, and PolyGram's Fontana and Phonogram labels are holding a special Sound City party tonight (Tuesday) after their acts The Fall and House of Love perform at The Waterfront.

De'sree, The Dylans and Galliano are all due to appear on the HMV sponsored Haymarket Stage in the city centre.

Sea double leads winners at Ivors

Seal picked up two Ivor Novello for the song Crazy at last Wednesday's glittering Basca organised event sponsored by PRS at London's Grosvenor House Hotel.

Picking up his awards for Best Contemporary Song and International Hit Of The Year, the singer-songwriter told the audience: "This has been a pretty big year for me so far. I didn't expect to win two, but I'm sure you've heard that one before."

The other double winner was Brian May.

Husband and wife songwriting team Tony Hatch and Jackie Trent received the Jimmy Kennedy Award for services to songwriting.

The full list of winners comprised:

Best Contemporary Song - Crazy by Seal (Bethoven Street Music, Perfect Song); Best Song Musically and Lyrically - The Whole Of The Moon by Mike Scott (Daisy Heighs Music Publishing, Chrysalis Music); Best Theme From a TV/Radio Production - Darling Buds Of May by Philip Barley and David Guard (Television Music); Best Theme from a TV/Radio Commercial - Drive By You by Brian May (Queen Music, EMI Music Publishing); the Jimmy Kennedy Award - Jackie Trent and Tony Hatch; Best Selling - A Side (Babymon.



Hatch and Trent

Rhapsody/These Are The Days Of Our Lives by Freddie Mercury (Queen May, Roger Taylor, John Deacon) (Bran Music, EMI Music Publishing); Best Film Theme or Song - Under Suspicion by Chris Gunning (Orchard Music); International Hit Of The Year - Crazy by Seal (Bethoven Street Music, Perfect Song); Special Award - Bryan Adams (Rondor), Robert John Lange (Zomba) and Michael Kamen (MCA) for 'Everything I Do I Do It For You Best British Musical - Joseph & His Amazing Technicolor Dreamcoat by Tim Rice, Andrew Lloyd Webber (Healy Liedl Group); PRS Most Performed Work - I'm You Sexy by Fred Fairbrass, Rob Manzoni and Richard Fairbrass (Hit & Run Music); Outstanding Contribution to British Music - Pink Floyd (Pink Floyd Music); Songwriter Of The Year - Mick Hucknall (EMI Music Publishing); Special Award for International Achievement - Bernie Taupin (Big Pig); Lifetime Achievement Award - Eric Clapton (Warner Chappell).

The new "Ministry of Fun" under David Mellor bringing the arts, broadcasting and leisure under one banner is a promising idea. It is vital that there is much greater co-ordination between Government departments in the way they approach the industry.

But ironically, Mellor's appointment has come just as his DTI colleague withdraw support from companies wishing to attend the NMS in New York in June.

Music is no longer a priority of the UK's export effort in the US, it seems.

If the Government is really serious about getting to grips with its arts policy, Mellor should have a word with his DTI colleague Michael Heseltine and get this decision reversed pronto.

The Ivor Novello Awards do emphasise more than anything the fact that songwriting is a craft in itself, a world away from the ability to perform photogenically or deliver soundbites to the pop writers of the tabloids.

The two may increasingly go together but there is no necessary connection.

That's why the decision of Basca to honour Tony Hatch and Jackie Trent was one of the most welcome features of last week's ceremony.

The creators of standards of the stature of Downtown and Joanna and, of course, two of the most famous TV themes ever - Crossroads and Neighbours - deserve all the credit they get.

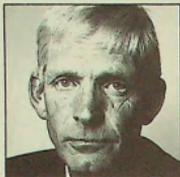
Vince Power's plan to launch a "Redding" festival, head-to-head with the authentic article smacks of pique.

But with the "real" Reading boasting a bill which already includes Nirvana and Public Enemy, and with Power planning to match it, if nothing else he should at least ensure that the M4 faces its biggest traffic jam ever.

Steve Redwood



The presses at merchandise specialist Things were running at capacity last week to print 100,000 specially designed T-shirts for sale at the Freddie Mercury tribute concert. The Wembley crowd was also expected to buy 50,000 programmes, 50,000 badges, 40,000 baseball caps and 40,000 posters. More than a billion people in 70 countries watched a live satellite television link-up of the concert, whose profits are destined to benefit AIDS charities worldwide.



A consensus is emerging throughout the music industry that the new digital compact cassette format will certainly be one of the formats to replace the analogue music cassette.

The question remains, however, how fast will this happen, and it will bring new and much needed real growth to the industry?

The growth of this new format will be seriously held back if it is priced at roughly the same level as the standard CD.

The CD is primarily used for home entertainment and, although the DCC is purported to give the same quality of sound reproduction, the consumer is likely to continue to regard the former as superior.

The DCC by contrast will be aimed primarily at the portable market where it will have an edge over the analogue tape in sound quality and durability.

These competitive advantages will be blunted, however, if consumers perceive DCC prices as being too close to those of CDs. Most will compare DCCs with old-style tapes and if the premium is too high, they may well not invest in the new format.

Priced at around £10 DCCs would represent a legitimate premium over the audio cassette, but would still reflect a realistic differential compared with the standard CD.

Over the past two or three years, there has been a decline in the volume of album sales but the growth of CDs has not been strong enough to offset.

While this may partly be due to recession, the market may also be threatened with a structural decline.

Demographic changes are reducing the number of core music buyers while competitors have emerged in the shape of video and computer games.

By injecting a new lease of life into the mobile music market the new DCC format could bring a new period of growth into the industry — but only if the price is right. Richard Handover is MD of Our Price Music and chairman of the Bard/BPI liaison committee.

Big Top may cross Channel

The Heineken Music Big Top touring music festival could go continental after its success in the UK.

Whitbread, the UK brewer of the brand, tabled the plan at a major marketing meeting in Paris last week, just days after the third UK event was launched.

Acting including Jools Holland, Kirsty MacColl, Pele and

Boy George are performing at this year's 24-night tour of six cities, which starts on June 25 in Nottingham and finishes in Brighton on August 31.

Simon Sheard, Heineken marketing manager in the UK, says this year's free event is expected to be the biggest yet, topping last year's total 250,000 attendance.

The success of the £1m tour

may lure the Dutch company which owns Heineken into similar sponsorship deals elsewhere in Europe, he says.

"It is now a large and well-established event," says Sheard.

"It is also a very effective form of sponsorship. If you go to a Rolling Stones concert you don't remember who the sponsor is, but the Big Top is

Heineken's event."

As admission is free the concept also benefits the act more, he says, attracting people who wouldn't necessarily be willing to pay.

Expanding the concept into countries such as France, Spain and Italy would be a major step for the brand which has traditionally focused on sports sponsorship.

Maggie coup for EMI speeches CD

Margaret Thatcher is to star in an album to be released by EMI Classics in June, recting extracts from the speeches of US president Abraham Lincoln, writes Phil Sommerich.

The narrator's role in Aaron Copland's 15-minute Lincoln Portrait is traditionally taken by a non-musical orator, and Katharine Hepburn, Charlton Heston and General Norman Schwarzkopf are among those whom the ex-Prime Minister succeeds in doing so on disc.

Roger Lewis, EMI's classical division director, says the release will coincide with Thatcher's visit to the Falkland's to mark the 10th anniversary of the liberation of Port Stanley, and possibly her



Lincoln fans: Thatcher and Schwartzkopf in tribute disc

expected elevation to the House of Lords.

Conductor Wyn Morris had approached EMI with the idea and Thatcher leaped at it, Lewis says.

"She knows Lincoln's speeches and is totally committed to them," he says.



The ex-premier's royalties will go to the North London Hospice, based in her former constituency of Finchley. ● EMI Classics in July releases its first CD single of a complete work — Mark Anthony Turnage's rock-based Three Screaming Popes.

Receiver probes mail firm

Entertainment Direct, a Birmingham mail order supplier of CDs, videos and computer games, has been ordered into liquidation by creditors owed more than £300,000.

Castle Communications, Pickwick, BMG and Sony Music are among 17 music industry companies owed a total of £107,000.

Despite a turnover of more than £1m in its initial 16 months trading, the company showed a loss of £188,000 by last month's closure.

Howes has been quizzed by the liquidation committee about the company's insolvency, and his decision to buy a new BMW company car only months before its collapse.

The liquidator and major creditors declined to comment on the move, though none are expected to recover the amounts owed.

Arista's new managing director Diana Graham has appointed Anton Pace as the label's head of press.

Pace, 32 — five years at EMI and senior press officer responsible for Jesus Jones, Diesel Park West and Wilson Phillips — says he plans to play a greater role in acts handed out of house.

Arista's biggest current chart act Curtis Stigers and Lisa Stansfield are both handled by independent PR companies, Jennie Halsall and Laister Dickson respectively.

A&M rolls out De Burgh push

A&M Records is mounting its biggest campaign since last year's Bryan Adams album to support Chris De Burgh's new Power Of Ten release.

An initial £200,000 push will focus on a major solus TV promotion in the Central, Yorkshire and Granada regions. Press ads will appear in the Express, Mail and Mirror. The release, De Burgh's



10th studio album, is expected to match the success of his last two releases, which both went double platinum.

His last studio release was Flying Colours, in October 1988.

A&M marketing director Jason Guy says the campaign will roll out throughout the summer, with co-promotions and point-of-sale with both

multiple and independent retailers.

The current Separate Table single is expected to receive boost after last Wednesday's This Is Your Life show on TV, following a performance on Pebble Mill.

Two more singles will be leased before September's launch of the world tour Earls Court.

Bootleggers turn to BPI for help

The BPI's anti piracy unit was inundated with calls from bootleggers who received threats from a blackmailer, the Old Bailey heard last week.

Keith Everitt, 38, was jailed for two-and-a-half years after admitting four simple cases of blackmail 10 days ago. He had posed as a private detective working for the "British Phonographic Institute" and

demanding cash up to £1,000 from the pirates.

Everitt, who used a postal address in north west London, was traced to an address in Newquay after help from the BPI, who had already come across him during previous anti-piracy investigations.

Several victims of Everitt's scheme contacted the APU before being directed to their local police and then to a central

investigation unit in west London.

APU coordinator, Tim Dabin says: "It was amazing. We actually had the lawyers who represent some of the bootleggers ringing us up about him."

The conman had traced the CD and video pirates, as well as some peddlers of hardcore porn videos, through magazine ads. Claiming to represent the

BPI and the Federation Against Copyright Theft (FACT), he wrote to them threatening legal action unless they paid up.

The BPI may reap further benefits from the case. "We knew quite a lot of the people who rang in because of our own monitoring," adds Dabin. "We hope to obtain a lot of information from the police now the case has been concluded."



EMI pinpoints fan base to launch Maiden

EMI is hoping to use Iron Maiden's hard core fan base to lever open a route into the mainstream with the band's new album *Fear of the Dark*.

The campaign rests on the album's first single, *Be Quick Or Be Dead* debuting high in this week's singles chart, possibly at number one.

Mike Andrews, acting MD of the EMI label division, says: "That will give us mainstream exposure like *Top Of The Pops* and the *Chart Show*. I think that's crucial to help build a wider support for them."

Retail support includes 400 windows in Woolworth, 300 in *Our Price* and 45 in HMV, as well as promotion with *Virgin* and *Tower*.

A year-long campaign includes re-promotion of the album in the autumn following the band's headlining show at Donington.

New Mayking plant angles on CD single

Mayking Records is opening a £2.5m CD plant at its Battersea base, the first compact disc plant in central London.

The move will enable the manufacturing company to react quicker to the CD single market. Its partnership with French CD makers MPO will continue for albums and back catalogue.

The new facility, which opens on May 1, will have an annual capacity of 7m units, only a handful of which will be albums.

Mayking chairman Brian Bonnar says: "We have been looking at the business of do-



Bonnar: new £2.5m plant

ing CD singles where you need to ensure a sharper turn-around times for some time."

The new, in-house pressing system will improve turn-

around by about 40%, he adds.

The system, purchased from German company Leybold, is the first of its type in Europe. All of the manufacturing processes will be performed at Battersea, except glass mastering, which will be available in-house early next year. The system can also be used for manufacturing interactive (CD-I) and computer data discs (CD-ROM).

Mayking, founded in 1980, supplies 12m CDs and 5m vinyl units to the music industry, including Pickwick. Its sister company Mayking Casettes produces 10m audio cassettes a year.

Star LP marks NME's 40th

Marc Almond's version of the Madonna song, *Like A Prayer*, is one of 40 tracks on a forthcoming compilation released to celebrate the *NME's* 40th birthday.

The double-CD package, planned for September, has contemporary acts covering their favourite number one hits of the past, since the 40th

anniversary of the UK singles chart is also marked this year.

Five tracks are already recorded, and contributors include Boy George, The Farm, Tori Amos, Sinead O'Connor, Tears For Fears and Danni Minogue.

Initially the compilation will only be available from *NME* by mail order, though

general release may follow later.

Money raised by the set will be donated to the Spastic Society which is also celebrating its 40th year. *NME* is still seeking a title for the compilation, and creative co-ordinator Terry Staunton offers a bottle of spirits for a winning suggestion.

Palace Video and the Palace Group was due to go into administration on Thursday after PolyGram International withdrew from its purchase of the label. An administrator has been appointed while an alternative sale is completed. Palace has completed a product output deal with PolyGram.

HMV has scooped three retailer of the year awards in the six territories within which it operates. The UK company's *Music Week* award has been followed by equivalent awards in Canada and Australia.

BBC Radio Collection's *Toujours Provence* is released today with a 6,000 initial ship out, a record for a spoken word release. It is expected to top 50,000 sales to become the biggest seller of all time.

PolyGram Video International have appointed David

Rozzella as MD, overseeing worldwide operations outside the US. Rozzella joins in the May from his present post as MD of production company Sunset & Vine.

The third edition of *Volume CD* magazine is released on April 27 featuring new and exclusive tracks from Daisy Chainsaw, The Charlatans, Moby and Natural Life.

Lantano Records has been awarded a £17,000 Arts Council grant towards production of a CD of work by British women composers.

Judy Totton Publicity has moved to new premises at 1a Ranelagh Gardens, London SW6 3PA. Telephone 071 8158/9.

The Radio Academy is taking bookings for its Festival at Birmingham ICC on July 14-15 where speakers include John Tusa of the World Service and Classic FM's new chief executive John Spearman.



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SURVEY

COVER STAR



Right Said Fred top *MW*'s latest cover star survey, cutting a dash on £29,580 music and teen magazine

covers in the four weeks to April 11. Their vibrant image made them a popular choice for titles including *Fast Forward*, *Look In* and *Smash Hits*. Carolyn Norman of the band's PR company The Firm says their happy-go-lucky attitude sits well with the rock and pop press. "Right Said Fred are having fun and it comes through in everything they do. Their image is just as important as their music. They handle it well and they really enjoy the publicity," Norman reckons the band have demonstrated that they are more than a one hit wonder after two popular follow up singles to *I'm Too Sexy*. "I think some magazines view them as a bit of a novelty in the early days but they have proved they can produce something different."

MONTHLY RUN DOWN

- 1 **Right Said Fred**
PR: Carolyn Norman
 - 2 **New Kids On The Block**
PR: Graeme Hill
 - 3 **U2**
PR: Regine Moylett
 - 4 **Michael Jackson**
PR: Joanna Burns
 - 5 **Hammer**
PR: Debra Geddes
 - 6 **Cher**
PR: Sue Brown
 - 7 **The Cure**
PR: Lee Leschasin
 - 8 **The Jesus And Mary Chain**
PR: Mick Houghton
 - 9 **PJ Harvey**
PR: Angus Batey
 - =10 **Blur**
PR: Karen Johnson
 - =10 **Carter USM**
PR: Anton Brookes
- Source: Media Showdown

BBC lifts profile of 'song doctors'

When Tina Turner was asked about songwriting during a Music Box interview last year, she caused some consternation among publishers.

Bob Grace, managing director of Empire Music, was indignant that Rondor writer Graham Lyle, who has written several hits for Turner, was not mentioned. "It's very disheartening for writers to go unnoticed," he says.

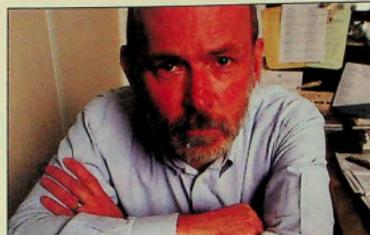
Unsung Heroes, a new Radio One documentary series, aims to redress the balance by revealing the creative forces behind hit songs.

The series, due to be broadcast this summer, will coincide with Arena's focus on songs, rather than singers, on BBC2. Tales Of Rock And Roll will examine classic songs including Strawberry Fields, Peggy Sue and Walk On The Wild Side. And at least one other independent radio producer has a song-related series in the pipeline.

But it is the Radio One series which is leading the way by championing "song doctors", the real behind-the-scenes hitmakers.

Each of *Unique Broadcasting's* six programmes will spotlight one songwriter: Albert Hammond, Diane Warren, Desmond Child, Mike Chapman, Graham Lyle and Holly Knight, who between them have written for such artists as Michael Jackson, Diana Ross, Tina Turner and Cher.

Unique's executive producer Tim Blackmore says the idea was born when series producer Bethan Davis spotted Diane Warren picking up ASCAP's writer of the year award. "Can you imagine going to the theatre and not mentioning who



Blackmore: 'Imagine going to theatre and not knowing the writer'

wrote the play?" asks Blackmore.

But if it's rare for songwriters to get media coverage, even more unusually publishers, including Bob Grace and Rondor managing director Stuart Hornall, are also interviewed for the shows.

Blackmore says he has targeted creative publishers. "They have a healthy respect for their writers, make sure they work with suitable collaborators and get songs to the right artist," he says.

Radio One's commissioning editor Stuart Grundy admits the series is probably overdue. "People don't think about the lonely songwriter sitting in a room, with keyboards or guitar," he says.

Grundy says the programmes consider all aspects of songwriting, from how the songs are sold to whether writers make a good living. "We're trying to get behind the mystique," he says.

Bob Grace, who represents Albert Hammond, believes the series reflects a greater acceptance of the songwriter's craft.

"It's become acceptable for major bands to use outside writers to help deliver that single," he says, citing Desmond Child's Living On A Prayer for Bon Jovi and Hammond's Don't Turn Around for Aswad which he believes received both bands' careers.

And ironically, Tina Turner's manager Roger Davis is the first to acknowledge songwriters' value. "You can have a great album but if it hasn't got that hit for the radio it's wasted. So why not use a great song by someone else?" he says.

Among publishers, Unique's series is being seen as a valuable boost for songwriters. "Everyone benefits from this," says Grace. "Writers and publishers." Rod Temperton wrote Thriller, but even people in the business don't know this — or how to spell his name."

The hope is that with both TV and radio taking an interest in writers, the message may get across that there's nothing "uncool" about covering someone else's song.

Sarah Davis

EXPOSURE

TUESDAY APRIL 21

Norwich Sound City '92 the first of six live concerts coming from Norwich this week, featuring Kingmaker, House Of Love, Senseless Things and The Fall, Radio One, 7-10pm

Videoview featuring Kylie Minogue, ITV, 12.30-1.30am

WEDNESDAY APRIL 22

The Best Of The Word featuring C&C Music Factory and Nirvana, Channel Four, 6.30-7pm
Hit The North featuring M People, Radio Five, 10.10-midnight

THURSDAY APRIL 23

Tops Of The Pops, BBC1: 7-7.30pm

FRIDAY APRIL 24

Bruce's Guest Night featuring Shakespeares Sister, BBC1: 8-9pm

SATURDAY APRIL 25

The ITV Chart Show, 12 noon-1pm

My Top 10 featuring Ben E King, Radio One, 2-3pm

Rhythms Of The World, first in a new series, BBC2, 9.30-10.25pm

SUNDAY APRIL 26

Norwich Sound City '92 featuring Carter USM, Nick Cave, The Farm and Catherine Wheel, Radio One, 7-10pm

Cue The Music featuring INXS, ITV, 11.35pm-12.35am (regions vary)

music week

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 - Pro-audio equipment manufacturing hire

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- Music Publisher
- Radio Station
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CHRIS DE BURGH

WHERE WILL WE BE GOING

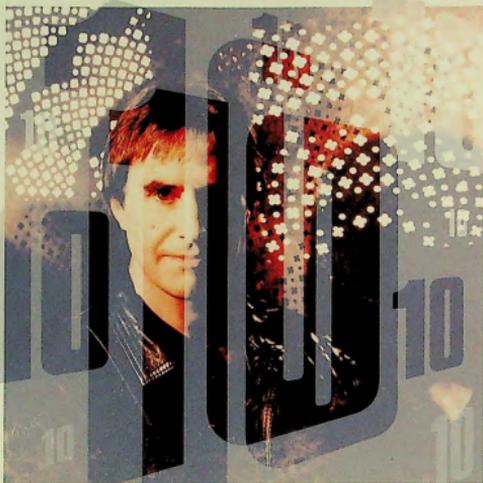
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HEART OF DARKNESS

IN YOUR EYES

SEPARATE TABLES

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Chris De Burgh returns to the international music scene in 1992 with the release of his first studio album in four years. The album is De Burgh's tenth and the follow-up to "Flying Colours", the double platinum set which made its chart debut at Number 1 in 1988 and featured the top 3 hit single "Missing You".

Over the years De Burgh has established himself as a consummate artist generating critical acclaim for his recorded works, live performances and songwriting. His classic, International Number 1 single "Lady In Red" has now won three annual ASCAP awards as one of the most played records on US radio.

Released on 27th April, "Power of Ten" marks the renewed collaboration between De Burgh and Producer Rupert Hone who was also at the controls for Chris' LP's "The Getaway" and "Man On The Line" and whose other credits include Rush, Tina Turner and Stevie Nicks. The album features twelve stunning new De Burgh compositions, including his latest hit single "Separate Tables".



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MAINSTREAM

Albums

The former *enfants terribles* of rap, the Beastie Boys, return with their third album, *Check Your Head*, a sprawling 20-tracker which took the whole of 1991 to record. It's a very diverse selection, buried under an avalanche of ideas, not all of them good. Much of it is undanceable, and it seems likely to have as short a chart career as its introductory single, *Pass The Mic*.

Michael Bolton has subsequently found fame as Michael Bolton. The *Early Years* is a new RCA compilation that includes a dozen tracks he recorded for his first two albums in the mid-Seventies. His rather historic style has changed little since then, and, though they lack the high tech and expensive sheen of his more recent

work, the songs on this album are similar in style and content to those which have made him a star. With upwards of a million UK buyers for each of his last two albums, this should do very nicely.

In contrast to last week's blockbusting Country Moods collection of traditional country fare by the long-established kings and queens of the genre, *EM's New Stars For The Heartland* is a terrifically strong introduction to contemporary country. Its release is timed to coincide with Channel Four's telecast of the CMA Awards Show, and healthy sales should ensue.

PICK OF THE WEEK

THE SISTERS OF MERCY: Come Girls Wander By Mistake (Merciful Release). With a new album, the band's Andrew Eldritch, this timely compilation, issued to tie-in with their

current masterful reworking of their 1983 single *Temple Of Love*, combines their first six singles and EPs. With the songs long-deleted, and none of the material previously available on CD, this will deservedly make a significant dent in the album chart.

Singles

Twelve years after earning the undiminished gratitude of the nation for unearthing Sheena Easton, Esther Rantzen is at it again. Her recent Search For A Star competition, viewed by millions, was won by 19-year-old Allison Jordan. Allison's debut single is a rather perfunctory rehash of *The Boy From New York City* but with heavy TV exposure lined up, including Wogan, Blue Peter and the Chart Show,



Sisters of Mercy: timely

its success seems assured, though long-term prospects for Allison, who has a pleasant but rather undistinctive voice, are rather more hazy.

Metallica. Their very name seems likely to preface an aerial assault, but their latest single, *Nothing Else Matters*, is a thoughtful and highly enjoyable, if somewhat formulaic, rock ballad of anthemic proportions. As with Extreme and Mr. Big, an atypically pretty single will generate a lot of extra

album sales.

Dutch duo 2 Unlimited, return with *Workaholic*, which closely replicates the formula which has given them two major hits already. The record's absence from the Club Chart is indicative of the fact that this kind of record, for which club support was once vital, is now breaking directly via radio, as clubs turn to more radical songs. Certainly not as strong as their previous hits, but a likely Top 10 hit.

PICK OF THE WEEK

SIMPLY RED: Thrill Me (East West YZ 671). The fourth single from Simply Red's massively popular album *Stars*. Like the first three, *Thrill Me* is bound for the upper reaches of the chart. After the Granada documentary on the band on Sunday, it should be easy to ensure that Stars continues to sell like hotcakes for the foreseeable future.

Alan Jones

JAZZ

The number of times that most, if not all, the 63 tracks which comprise *Count Basie: The Original American Decca Recordings (MCA/GRP)* have appeared in CD format so far is extraordinary. Still, following the release of this beautifully packaged three-CD set, it seems illogical, and unnecessary, to contemplate any further compilations, however well-intentioned. Covering the period (1937-1939) of the first period of the Basie Band's recordings, this definitive collection remains the essence of its initial impact. Comprehensively recommended.

The Africanisation of Randy Weston has continued to grow during the past 40 years. The giant pianist-composer's abilities to reach back to the roots of his people, and to correlate the music and culture of Africa with the history and continued growth of black American jazz, has long since made his a legendary reputation. The *Spirits Of Our Ancestors (Verve)*, a constant rewarding two-CD statement, updates many of Weston's previous statements, while simultaneously demonstrating the growth of his music.

The current crop of female jazz vocal performers of some significance is given a further impetus by the release of *Never Let Me Go*, on the 33 label, the debut recording by Tina May.

Accompanied with skill and sensitivity by a well-integrated trio (pianist David Newton, bassist Dave Green, drummer/pedals Clark Tracey) — May shows a natural affinity for real jazz phrasingology as well as being a singer of no little all-round skills.

PICK OF THE WEEK

MILES DAVIS: Miles Davis Chronicle: The Complete Prestige Recordings (1951-1956). Contained within eight beautifully-remastered CDs — this box set contains a complementary booklet with all relevant information necessary, plus some remarkable black and white photos — is not only some of the most important jazz of the Fifties, but of any era. No self-respecting jazz collection should be without this 94-track beauty. Stan Britt

DANCE

Having tasted chart success with *Son's Of A Loop Da Loop Era*, the Suburban Base label is back for more with *Fires Burning/Tribe Vibes by Run Things (SUBBASE 009)*. The frantic reggae and hip hop influenced rave tracks use every trick in the book but still sound fresh. The follow-up release 12-inch (009R) with Mickey Finn's Version of *Fires Burning* is even hotter.

The very prolific Rising High labours are typically territory with *Reach by RHC (RSN 24)*. It is not as special as the duo's *Fever Called Love* but still manages to mix the rough with the smooth to good effect. Pulse 8 has the ridiculously speeded-up, hyperactive hardcore of *Time To Make The Floor Burn by Reckless (12LOSE24)*, while its Faze 2 offshoot has the euphoric breakbeat house of *So Many Ways by Humaniser (12FAZE2)*. The latter has been getting a deservedly good club reaction.

Rhythm King has singles due soon from two of its old faithfuls. Originally released last year, *The Beatmaster's Dunno What It Is* (Rhythm

King/Epic 658001) has now received a big push in the right direction courtesy of some tasty remixes by Hurley's sidekicks E Smooove and Maurice. Meanwhile *Bomb The Bass* comes up some more classy mid-tempo soul sounds with the sultry *Keep Giving Me Love (657988)*.

PICK OF THE WEEK

SHUT UP & DANCE feat PETER DUNCER: Raving In Raving (Shut Up & Dance SUAD300). No-one else would have had the warped imagination or the sheer nerve to do a rave interpretation of Marc Cohn's *Walking In Memphis*. Tacky and cheap it may be, but the East Enders are bound to have the last laugh as this takes the charts by storm. Andy Beavers

CLASSICAL

One area of width where *Placido Domingo* can beat Luciano Pavarotti is repertoire. Sony showcases the Spaniard in *Love Songs*, a new crossover album of ballads with not an operatic Nesso in sight. Domingo shares the billing — in fact he sings on only two of the 12 tracks — with Maureen McGovern, Mandy Patinkin and Sarah Vaughan, and to show his operatic credentials in the run-up to the Olympics gala, Sony also releases Puccini's *La Fanciulla del West*, recorded live at La Scala, conducted by Lorin Maazel with Domingo as Dick Johnson to *Mara Zampieri's* Minnie.

Domingo also heads a starchy cast including Hildegard Behrens and Jose Van Dam in Decca's sumptuous recording of Strauss's *Die Frau Ohne*

Schatten conducted by Sir Georg Solti, which may never sell the 300,000 copies needed to meet production costs but will leave many classical buffs grateful for a banquet of fine singing. Also with Barocena in mind, EMI reissues Domingo's Seventies recording of *Zarzuella*, the Spanish equivalent of opera arias.

Kiri Te Kanawa gets the crossover treatment in *Side Tracks*, a jazz album from Philips in which she is partnered on piano by Andy Previn, and one hopes that the standards with more conviction than have previous dives essaying this area. One diva who did convince, soprano Lesley Garrett, gets more mileage out of her top-selling *Divas* album — with Silva Screen's rush single release of the Lakme Flower Duet from it — that's the theme of the BBC TV series *Screening*.

PICK OF THE WEEK

FINZI, STANFORD: Clarinet Concertos, Emma Johnson, Royal Philharmonic Orchestra/Sir Charles Groves, ASV. Johnson not only continues to dig up forgotten gems from the clarinet repertoire but plays them with superb maturity and feeling.

Phil Sommerich

REISSUES

In retrospect, when we're writing the history books, the mainstream is easy to describe, but at the time less so, as groups try on styles with the carefree abandon normally only seen in a clothes shop.

Take *Spanky & Our Gang* for example. Now their ephemeral 1967 album (Line, LMCD 9.51070Z) is rightly considered a classic example of California rock, but then they

seemed little but an odd memento of the styles of The Mamas & Papas and Harpers Bizarre.

Or consider *Frustrer*, who have a best of out on *Sequel, Songs For A Thought (NEXCD 203)*. Now they make sense. The Celtic Twilight was their bag and jolly enjoyable it is. Similarly simple to make sense of now are *Osibisa* whose mystic *Energy (MAUCD 614)*, is a conflation of their 1976 and 1980's recordings, and *Shogun*. Then their African leaning seemed exotic, now it's perfectly natural, even progressive.

Of course, some things remain odd. For example former Spirit member, *Randy California*, two of whose albums, *Euro-America & Shattered Dreams* have been twofold by Line (LICD 9.21173S) on one of its elegant, slimline two CDs in the space of one package. By the time of these recordings ('82 and '86) he'd cut himself free from his jazz roots in the hopes of becoming a guitar hero. The results are better than one might have expected. *Colosseum Live (SEXYCD NEXCD 201)* reveals a similar shift, with the difference that it's hard to see what replaced jazz.

PICK OF THE WEEK

VARIOUS ARTISTS: Paisley Pop (Sequel NEXCD 188). Sometimes that moment in the clothes shop get out of hand as on this, as many a collection of would-be Br flower power enthusiasts as you can imagine. They flaunt their psychedelia relentlessly, despite the fact that they think they're in San Francisco, not India. Utterly charming, if not quite convincing. Careful with that axe Eugene. Phil Hardy

EAST WEST RECORDS

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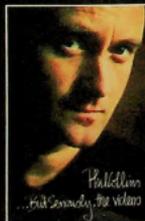
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father to son
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The Information Source for the Music Industry

25 APRIL 1992

CHART FOCUS

A considerable coup for Right Said Fred this week, as their single Deeply Dippy continues at the top of the chart, easily defeating Iron Maiden's Be Quick Or Be Dead. The first single from Maiden's upcoming album, Be Quick Or Be Dead was widely expected to debut at number one.

Meanwhile, Right Said Fred's album, Up, completes a notable double for the London trio by narrowly overtaking Annie Lennox's Diva to top the artist album chart at the fifth attempt. It's not the biggest selling album overall, that honour falls to Now 21 — which just happens to include Deeply Dippy.

Despite the fact that it appears on the two best-selling albums of the moment, Deeply Dippy is unlikely to be overtaken either by the Maiden single, or, indeed, by SL2's On A Ragga Trip, which sits on number seven to number three, or Carter — Unstoppable Sex Machine's The Only Living Boy In New



Cross, a new arrival at number eight.

The main threat to Deeply Dippy is likely to come from Marc Almond's new single The Days Of Pearly Spencer, which debuts at number nine this week. It's his first solo Top 10 hit in 16 attempts, and the highest debuting single of his 11 years as a hitmaker.

Almond's hit is but one of a slew of remakes and re-releases to chart this week, the former category also including Curiosity's Hang On In There Baby, KWS's Please Don't Go, Degrees Of Motion's Do You Want It

Right Now and Texas's Tired Of Being Alone. Re-releases hitting paydirt are: House Of Fun by Madness, Make Me Smile (Come Up And See Me) by Steve Harley & Cockney Rebel, The Pressure by Sounds Of Blackness, Woman In Chains by Tears For Fears/Oleta Adams and Cool For Cats by Squeeze.

Indications are that Cadbury's new Mini Creme Eggs weren't the only things given as presents this Easter — singles sales climbed by 17%, albums by 36% and videos by 22%, the star performer in the latter category being music video (up 67%) and children's (up 53%).

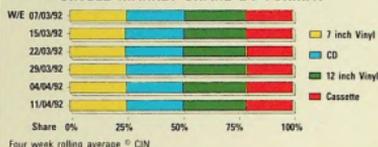
Last but not least, C J Peniston's album, Finally, re-enters the CIN chart at number 35 — something of a disappointment for her record company, A&M.

Finally has been an unavailable for several weeks, and was confidently expected to repeat the Top 10 placing it gained when first released. Alan Jones

UPDATE

Index of unit sales, 100=weekly average in 1991	SALES			
	Last week	This week	% diff	This week last year % diff
Albums	75	101	+36	+53
Singles	84	98	+17	+14
Music Video	54	91	+67	+59

SINGLE MARKET SHARE BY FORMAT



ROOKIES

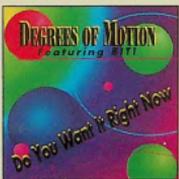
- | | |
|---|--------------------------------|
| 1 UP Right Said Fred (Tug) | 6 DRY Jay Harvey (Too Pure) |
| 2 CURTIS STIGERS Curtis Stigers (Arista) | 7 SEAL Seal (ZTT) |
| 3 EVERYBODY'S FREE Rozalla (Pulse 8) | 8 INNER CHILD Shanie (MCA) |
| 4 THE COMMITMENTS (OST) The Commitments (MCA) | 9 DOPPELGÄNGER Curve (Anxious) |
| 5 BEVERLY CRAVEN Beverly Craven (Epic) | 10 TEN Pearl Jam (Epic) |

Best selling debut albums by previously uncharted acts. Sales period: March 16 to April 11 1992. Compiled by ERA from Gallup data.

CHART NEWCOMERS

9 MARC ALMOND: The Days Of Pearly Spencer. Some Bizarre Almond's 27th hit since 1981 was written and originally recorded by David McWilliams in the late Sixties. McWilliams' recording was heavily playlisted by Radio Caroline at the time as part of a dubious deal with the Major Minor label, but failed to chart. Almond's recording featuring a 40-piece orchestra, is the third hit lifted from his current album Tenement Symphony, following the number 17 hit Jacky and My Hand Over My Heart, which peaked at number 33.

30 KWS: Please Don't Go. Network. The UK-generated cover of the old KC & Sunshine Band record recently revamped by Italy's Double You steals a march on its rival, debuting this week at number 30. KWS is the Nottingham-based production duo of Chris King and keyboards player Winston Williams, both in their mid-



twenties. The lead singer on the record (not a full-time member of the band) is Delroy Joseph, who was formerly with T Cut F. KWS have already recorded another classic from the same era as a follow-up.

32 DEGREES OF MOTION: Do You Want It Right Now. ffr. Practically ignored when it originally appeared as a track on Exilar Dayne's album Tell It To My Heart over three years ago, Do You Want It Right Now has topped Record Mirror's club chart for the past three weeks in this radically

different version by New York band Degrees Of Motion. It originally appeared on the New York indie label Esquire, and became the first import to reach the Top 10 of the *TOP* club chart since 1989. Degrees Of Motion comprise Kit West, Balle Legend, Mariposa and Bitt.

44 TEXAS: Tired Of Being Alone, Mercury. With heavy initial sales from Scotland, Texas's latest is a remake of the AI Green hit from 1971. Long an integral part of their live show, it's not the only remake of a Reverend Al Green record at the moment — Melissa Morgan's dance update of I'm Still In Love With You is climbing the club chart. The Texas single is not released on 12-inch, Mercury preferring to issue two CDs, the second of which — out this week as a limited edition of 5,000 — features exclusive acoustic versions of Walk The Dust, Why Believe In You and Return, and comes with three postcards of the band.

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CHART

1	DEEPLY DIPPY	Tug
2 NEW	BE QUICK OR BE DEAD Iron Maiden	EMI
3	ON A RAGGA TIP SL2	XL
4	SAVE THE BEST FOR LAST Vanessa Williams	Polydor
5	STAY Shakespears Sister	London
6	TO BE WITH YOU Mr. Big	Atlantic
7	YOU'RE ALL THAT MATTERS TO ME Curtis Stigers	Arista
8 NEW	THE ONLY LIVING BOY IN NEW CROSS Center: The Untopposable Sex Machine	Big Cat
9 NEW	THE DAYS OF PEARLY SPENCER Marc Almond	Some Bizarre
10	YOU Ten Sharp	Columbia
11	EVAPOR 8 Altern 8PP Arnold	Network
12	VIVA LAS VEGAS ZZ Top	Warner Bros.
13	JOY Soul II Soul	Ten
14 NEW	INNER FEELINGS Kylie Minogue	PMG Int.
15	FINALLY Cibo Matón	A&M
16	HOLD ON MY HEART Genesis	Virgin
17	MAKE IT HAPPEN Warren Carey	Columbia
18	WHY Annie Lennox	RCA
19	ULTIMATE TRUNK FUNK (EP) Brand New Heavies	Hip
20 NEW	ONE STEP OUT OF TIME Michael Ball	Polydor
21	PRETEND WE'RE DEAD L7	Slash
22 NEW	SO RIGHT K-lass	De Construction
23	INJECTED WITH A POISON/FREE YOUR BODY Praga Khan featuring Jade 4 U	Profile
24 NEW	HANG ON IN THERE BABY	

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38	SOMEDAY W/People with Heather Small	Deconstruction/RCA
39 NEW	TAKE ME Dream Frequency	Chrysalis
40 NEW	HOUSE OF FUN Madness	Virgin
41	YOUR SONG/BROKEN ARROW Rod Stewart	Warner Bros.
42	SEPARATE TABLES Chris De Burgh	A&M
43	THE DISAPPOINTED XTC	Virgin
44 NEW	TIED OF BEING ALONE Texas	Mercury
45 NEW	NEVER AGAIN The Mission	Mercury
46 NEW	MAKE ME SMILE (COME UP AND SEE ME) Steve Harley & Cockney Rebel	EMI
47	HOLD IT DOWN The Senseless Things	Epic
48	I LOVE YOUR SMILE (DRIZA BONE REMIX) Shanice	Mo'Nique
49 NEW	THE PRESSURE PT 1 Sounds Of Blackness	Perspective/A&M
49	EXPRESSION Salt 'N' Pepa	Hip
51	MAD ABOUT THE BOY Dinah Washington	Mercury
52	HALLELUJAH '92 Inner City	Ten
53	THAT LOVING FEELING Cicero	Spinnin'
54	I FEEL YOU Lori Loughlin	All Around The World
55	MAKE IT WITH YOU The Fabulous	Columbia
56	DO NOT PASS ME BY Hammert (feat. Tammye Hankins/Tina Johnson)	Capitol
57 NEW	WOMAN IN CHAINS Tears For Fears	Polygram
58 NEW	WHOSE FIST IS THIS ANYWAY (EP) Flogs	Epic
59	I WANT TO TOUCH YOU Catherine Wheel	Fonema
60	SWEET HARMONY (EP) Liquid	XL
61 NEW	LEDS, LEEDS, LEEDS Leds United AFC	Q Music
62 NEW	COOL FOR CATS	

TOP 50 AIRPLAY CHART

THE OFFICIAL **music week** CHART

Rank	Title	Artist	Label	Station with Most Plays	Rank	Title	Artist	Label	Station with Most Plays
1	JOY Soul II Soul	Ten	Capitol FM	Capitol	26	WEATHER WITH YOU	Crowded House	Capitol	Possible Key 102.9M
2	YOU'RE ALL THAT MATTERS TO ME	Curtis Stigers	Arista	Capitol FM	27	HALLELUJAH '82	Innocent City	Vergin	Innova FM
3	I AM 1 THE SAME GIRL	Swing Out Sister	Fonitana	Power FM	28	THE DISAPPOINTED	KYC	Capitol FM	Capitol FM
4	DEEPLY DIPPY	Right Said Fred	Tag	Children Network	29	FINER FEELINGS	Kyle Mizoguchi	PWL International	Power FM
5	TO BE WITH YOU	Mr. Big	Arista	Power FM	30	MAKE IT HAPPEN	Mariah Carey	Columbia	Children Network
6	SAVE THE BEST FOR LAST	Vanessa Williams	Wing	Capitol FM	31	DIVINE THING	Seig Spang	BG Life	Children Network
7	TAKE MY ADVICE	Kym Sims	Aico	Children Network	32	NEVER STOP BELIEVING	Janet Jackson	Fonitana	Possible Key 103.9M
8	WHY	Annie Lennox	RCA	Power FM	33	RING THE BELLS	James Brown	Warner Bros	Red Dragon
9	VIVA LAS VEGAS '82 Top	Tommy Stinson	Warner Bros	Possible Key 103.9M	34	WHO'S CRYING NOW	Randy Crawford	Vergin	Power FM
10	YOU	Tom Sharpe	Columbia	Dyde One FM	35	LIFE OF RILEY	Lightning Seeds	Mercury	202FM
11	FINALLY	Ca Ce Peniston	MJR	Children Network	36	TIRED OF BEING ALONE	Tea	Procurius	Power FM
12	MONEY DON'T MATTER 2 NIGHT	Prince	Facility Park	Dyde One FM	37	MORE THAN LOVE	Wet Wet Wet	RCA	BBC Radio 1
13	LET'S GET ROCKED	Del Leppard	Bludgeon Riffola	Power FM	38	WALKING ON BROKEN GLASS	Annie Lennox	RCA	Possible Key 102.9M
14	BREATH OF LIFE	Erasure	MJR	Children Network	39	DO YOU WANT IT RIGHT NOW	Degrees Of Motion	Trig	Possible Key 102.9M
15	DAYS OF PEARLY SPENCER	Marc Almond	Some Bizzare	Capitol FM	40	THE ONLY LIVING BOY IN NEW CROSS	Color: The Unstoppable Sex Machine	Big Cat	BBC Radio 1
16	HOLD ON MY HEART	Genesis	Vergin	Possible Key 103.9M	41	HANG ON IN THERE	Bury City	RCA	City
17	YOUR SONG	Red Stead	Mercury	Possible Key 103.9M	42	GET A LIFE	Julian Lennon	Vergin	Dyde One FM
18	STAY	Shakespeare's Sister	London	Innova FM	43	EVEN FLOW PEARL, JAM	JAM	Epic	BBC Radio 1
19	HUMAN TOUCH	Bruce Springsteen	Columbia	Possible Key 103.9M	44	IN YOUR SMILE	Shanice	Motown	Children Network
20	MAKE IT WITH YOU	The Passions	Columbia	Children Network	45	THE ONE YOU NEED	Jody Watley	MCA	Power FM
21	TIME TO MAKE YOU MINE	Lisa Stansfield	Arista	Children Network	46	THRILL ME	Simply Red	East West	City
22	COULD'VE BEEN YOU	Cher	Geffen	Dyde One FM	47	PALE RED	Jerry Burns	Columbia	Possible Key 103.9M
23	DO NOT PASS ME	By Hammer	Capitol	Children Network	48	IN THE CLOSET	Michael Jackson	Epic	Capitol FM
24	EXPRESSION	Sah-N-Popz	Riv	Power FM	49	LOVE IS HOLY	Kim Wilde	MCA	City
25	LIFT ME UP	Howard Jones	East West	Dyde One FM	50	TEARS IN HEAVEN	Eric Clapton	Warner Bros	Hereward

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TOP 10 BREAKERS

Rank	Title	Artist	Label
1	TEMPLE OF LOVE (1992)	Sisters Of Mercy/Ona Paris	Merciful Release
2	HOUSE OF FUN	Madness	Virgin
3	RAINBOWS' END	Eleven	Morgan Creek
4	YOUR LOVE IS LIFTING ME	Nomad	Rainbow
5	GETTING THROUGH	EMF	Partophone
6	TWISTERELLA	Ride	Creation
7	SHAKE YOUR GROOVE THING	Pat & Mick	PWL
8	LOVE MAKES THE WORLD GO ROUND	Dan-E	4th & B'way
9	FEEL	House Of Love	Fantana
10	COOL FOR CATS	Squeeze	A&M

The following releases are outside the Top 50 Airplay Chart and will appear on this week's CHART 300 singles sales chart. Figures in brackets in several positions.

REGIONAL CHOICE

Rank	Title	Artist	Station
1	DON'T YOU KNOW	Troggs	Tay
2	SECRETS	Sophie Lawrence	Tay
3	DO IT TO ME	Lonni Ritchie	City
4	NO FRONTIERS	BLACK, Mary	Downtown
5	TELL ME THAT YOU LOVE ME	Niaereth	Tay
6	FAIR BLOWS THE WIND FOR FRANCE	Paite	City
7	LITTLE BIRD	Annie Lennox	Coast FM
8	MAN WITH A VISION	John Parr	Innova FM
9	LOVE ME	The Southsiders	Capitol FM
10	BETTER DAYS	Southside Johnny & The Jukes	Coast FM

Top 10 titles showing most regional bias.

AIRPLAY PROFILE

SELECTED TITLE: HANG ON IN THERE BABY
Curiosity Guy Holmes (Gut Reaction)

Station	Plays	Rank
Downtown	6	NorthSound
2 Signal	7	ZCR FM
3 Aire FM	8	Tay
4 Cool FM	9	Hereward
5 City	10	Capital FM

Stations showing most play for selected title.

THIS WEEK'S CONTRIBUTORS:

A&M, BMG, Capitol, City, Coast, Columbia, DCC, East West, Epic, EMI, Hereward, Mercury, MCA, Mott, Power, RCA, Virgin, Warner Bros, WEA, World Circuit, XTC. This represents 100% of total play for the week in the UK.

US TOP 50 SINGLES

Rank	Title	Artist	Label
1	JUMP, Kris Kross	Ruffhouse	
2	SAVE THE BEST FOR LAST, Vanessa Williams	Mercury	
3	TEARS IN HEAVEN, Eric Clapton	Reprise	
4	BOHEMIAN RHAPSODY, Queen	Hollywood	
5	MY LOVIN' (YOU'RE NEVER...), En Vogue	A&M	
6	AIN'T 2 PROUD 2 BEG, TLC	LaFace	
7	MAKE IT HAPPEN, Mariah Carey	Columbia	
8	MASTERPIECE, Atlantic Starr	Reprise	
9	HAZARD, Richard Marx	Capitol	
10	LIVE AND LEARN, Joe Public	Columbia	
11	BREATHY MY HEART...!, Meli's Place	Perspective	
12	BEAUTY & THE BEAST, Color Me Badd	Island	
13	ONE, U2	Island	
14	EVERYTHING CHANGES, Kelly Rowland	Atlantic	
15	EVERYTHING ABOUT YOU, Ugly Kid Joe	Stardog	
16	REMEMBER THE TIME, Michael Jackson	Epic	
17	I CAN'T DANCE, Genesis	Arista	
18	HUMAN TOUCH...!, Bruce Springsteen	Columbia	
19	THOUGHT I'D END AND GONE...!, Bryan Adams	A&M	
20	TO BE WITH YOU, Mr. Big	Arista	
21	WE GOT A LOVE THING, Ca Ce Peniston	A&M	
22	I'M THE ONE YOU NEED, Jody Watley	MCA	
23	IM TOY TOY, Right Said Fred	Chryslis	
24	UNDER THE BRIDGE, Red Hot Chili Peppers	Warner Bros	
25	WILL YOU MARRY ME?, Paula Abdul	Capitol	
26	LET'S GET ROCKED, Del Leppard	Mercury	
27	GOOD FOR ME, Amy Grant	A&M	
28	THINKIN' BACK, Color Me Badd	Giant	
29	JUSTIFIED AND KNIGHT, The Kiki/Tammy Wynette	Arista	
30	I LOVE YOUR SMILE, Shanice	Motown	
31	MONEY DONT...!, Prince & The New Power Generation	Paisley Park	
32	TAKE TIME, Chris Walker	Pendulum	
33	MAMA, I'M COMING HOME, Guy Daymore	Epic	
34	COME AS YOU ARE, Nirvana	DGC	
35	MISSING YOU NOW, Michael Bolton	Columbia	
36	NOTHING ELSE MATTERS, Metallica	Elektra	
37	NU NU, Lidel Townsend	Mercury	
38	HOME & JULIET, Stacy Erle	RCA	
39	ALL 4 LOVE, Color Me Badd	Giant	
40	GOOHE COOHEE, Mr. Bratt	Motown	
41	TELL ME WHAT YOU WANT ME...!, Tevin Campbell	Giant	
42	FINALLY, Ca Ce Peniston	A&M	
43	BABY GOT BACK, Sir Mix-A-Lot	Def American	
44	DON'T BE AFRAID, Aaron Hall	Soul	
45	HIGH, The Cure	Fiction	
46	IN THE CLOSET, Michael Jackson	Epic	
47	WHAT GOES AROUND COMES AROUND, Guy Daymore	Capitol	
48	LOVE ME, Tevin Spencer	Giant	
49	UHH AHH, Boyz II Men	Motown	
50	DIAMONDS & PEARLS, Prince & The New Power Generation	Paisley Park	

Charts courtesy Billboard, 25, April, 1992. Arrows are awarded to those products demonstrating the greatest appeal and sales gain.

US TOP 50 ALBUMS

Rank	Title	Artist	Label
1	ADRENALIZE, Def Leppard	Mercury	
2	HUMAN TOUCH, Bruce Springsteen	Columbia	
3	TOTALLY KROSSED OUT, Kris Kross	Ruffhouse	
4	LUCKY TOWN, Bruce Springsteen	Columbia	
5	WYMNANA, Wynonna	Carb	
6	WYNE'S WORLD (OST), Various	Reprise	
7	ROVIN' THE WIND, Garth Brooks	DGC	
8	NEPHEW, Nirvana	Capitol	
9	FUNKY DIVAS, En Vogue	Alco	
10	ASUGILAS THEY WANT TO BE, Ugly Kid Joe	Stardog	
11	BLOOD SUGAR SEX...!, Red Hot Chili Peppers	Warner Bros	
12	NO FENCES, Garth Brooks	Capitol	
13	ACHTUNG BABY, U2	Island	
14	METALLICA, Metallica	Elektra	
15	CLASSIC QUEEN, Queen	Hollywood	
16	LUCK OF THE DRAW, Bonnie Raitt	Capitol	
17	TIME, LOVE AND...!, Michael Bolton	Columbia	
18	WE CAN'T DANCE, Genesis	Atlantic	
19	DANGEROUS, Michael Jackson	Epic	
20	WAKING UP THE NEIGHBOURS, Bryan Adams	A&M	
21	COLORGYHARMONY, Boyz II Men	Motown	
22	BEAUTY & THE BEAST (OST), Various	Walk Down	
23	TOO LONG TO QUIT, Vanessa Carlton	Capitol	
24	THE COMFORT ZONE, Hammer	Wing	
25	EMOTIONS, Mariah Carey	Columbia	
26	TEN, Pearl Jam	Epic	
27	C.M.B., Color Me Badd	Capitol	
28	UNFORGETTABLE, Natalie Cole	Epic	
29	LEAN INTO IT, Mr. Big	Arista	
30	MACK DADDY, Sir Mix-A-Lot	Def American	
31	RUSH (OST), Various	Reprise	
32	DARE TO DREAM, Yanni	Produce	
33	GARTH BROOKS, Garth Brooks	DGC	
34	HEART IN MOTION, Amy Grant	Arista	
35	A WOLF IN SHEEP'S CLOTHING, Black Sheep	Capitol	
36	SHEPHERD MOONS, Enya	Capitol	
37	CYPRESS HILL, Cypress Hill	Epic	
38	NEVER ENOUGH, Melissa Etheridge	Capitol	
39	BODY COUNT, Bodycount	Capitol	
40	RUSH STREET, Richard Marx	Capitol	
41	FOREVER MY LADY, Jada	Capitol	
42	NO MORE TEARS, Ozzy Osbourne	Capitol	
43	FOR MY BROTHER, Reba McEntire	Capitol	
44	EMPIRE, Queensrÿche	Capitol	
45	NAUGHTY BY NATURE, Naughty By Nature	Capitol	
46	OOOOOOHHH...!, The TLC	Capitol	
47	IT'S ALL ABOUT TO CHANGE, Travis Tritt	Capitol	
48	DIAMONDS & PEARLS, Prince & The New Power Generation	Capitol	
49	PAST THE POINT OF RESCUE, Hal Ketchum	Capitol	
50	LOVERS LANE, MC Brains	Motown	

Charts courtesy Billboard, 25, April, 1992. Arrows are awarded to those products demonstrating the greatest appeal and sales gain.

RECORD MIRROR

DANCE UPDATE

25 APRIL 1992
FREE WITH **Music Week**

DEO

Label
Cat No.

ess Virgin
VVO 1003

... PolyGram Video
0844943

Life BMG Video
791128

BMG Video
0845393

tions PolyGram Video
0845393

ture Book WMY
9031754343

Of Decadence WMY
8536401733

PMI
VC4112

kin PolyGram Video
0844903

u Music Club
MC 2032

ction Music Club/PMI
MC 2081

PMI
MV89913243

PMI
MVP 9910112

he Best PMI
MVD 9913083

Of... 4 Front/PolyGram
0838623

AMERICA IS RAVE CRAZY?

California is dancing into a new Summer of Love as the US rave scene explodes beyond all expectations.

Crowds more than 10,000-strong were due at Easter raves in Los Angeles, San Francisco and even Mexico — each with UK acts and DJs as the main attraction.

But some UK promoters fear the scene could spin out of control with the threat of organised crime looming large.

"It is just like it was in the UK in 1988," says one tour organiser for a well-known UK rave act. "You can't work out who is good or bad."

The bizarre nitrous oxide craze has caused the biggest scares so far, with promoters allowing the open sale of balloons of the gas at around \$5 each.

But rave organiser Jean Rousseau, who will fly in Colin Faver and Carl Cox for his Wacky Citrus event, says: "There are

plenty of hits of Ecstasy running round too."

Rousseau says most raves are reputable. But there is growing concern about the links between drugs and organised crime. "Just wait until the mafia gets involved," warns a British promoter.

One of the most spectacular events for West Coast ravers was last weekend's Mexican beach party featuring Stipmatt and Lime plus Fierce Ruling Diva.

RUSHING RAISES A RUMPUS

A race to sign the Nightlife scootcher 'I'm Rushing' by Bump has been halted after its producer found he was already signed exclusively to Polydor.

Marc Auerbach, one half of Bump, had been talking to several labels interested in signing the single which has spent two weeks on top of Pete Tong's Nightlife Chart.

But talks with deConstruction and Union City Recordings were frozen when Polydor faxed its rival labels with the news that Auerbach was locked into an exclusive deal as Vitamino.

In a warning to all young producers to read contracts more carefully, Auerbach says: "I accept that they are right but I had no idea that Polydor had rights to everything I do as a producer or remixer."

His partner in Bump, Steve Travell, was also signed to Polydor as a member of The Orange but was dropped last year.

UCR boss Rob Manley says: "We were very interested in the track and more so when we saw the reaction."

The single has been promoted on Bump's own label via Great Asset. Polydor was unwilling to comment.



HACIENDA: A DECADE OF DANCING

Manchester's Hacienda, the club that burst into life with acid house, is preparing for a massive tenth birthday party.

Though it is home to leading UK DJs Graeme Park and Mike Pickering, the Hacienda has chosen to celebrate its first decade with a US-style dance party on

May 21 with Frankie Knuckles on the decks.

A concert by The Pet Shop Boys on May 13 provides the live highlight, and a look at 10 years of club fashion launches the party on May 4.

In 1988 Hacienda nights such as Hot (above) provided a focus for the growing acid scene.

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RECORDS

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NEW
YES!

NEW INDIE OFFSHOOTS BEAT A FRESH PATH

Two new independent labels are promoting fresh ventures in the rave and baleraic dance scenes.

Leading indie company Mute is backing hard industrial dance with its new NovaMute label, while Charlie Chester's Volante has unveiled Cowboy Records, which will be run by Dean Thatcher independently of Volante's bacher Chrysalis/Cooltempo.

Mute, which provided backing for the launch of Rhythm King, has previously licensed dance singles and compilations such as last year's Paroxysm album and the Underground Resistance mini album 'X101'. But its three promoted singles on NovaMute will be the first it has signed in its own right.

Cowboy has two singles due in the summer, and plans many more. "There is so much stuff coming to us that we can't put out through Chrysalis. Cowboy gives us the freedom to do what we want," says Thatcher. Initially, the label is self distributed. NovaMute is available through RTM/Pinnacle.

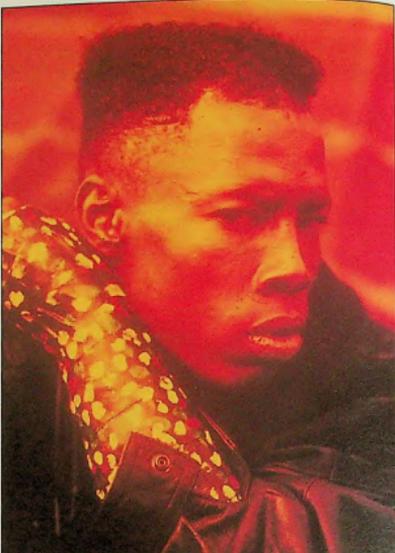


4BID Channel Four is shortly to test pilots of music programmes aiming to bring a fresh approach to dance based TV shows. Production companies battling to break away from the stale presenter and pop group format have begun pioneering ideas such as "visual sampling" and mixed DJ soundtracks. Bip TV's Hypnosis has commissioned Judge Jules to mix the sound for its pilot, which explores the Leeds dance scene. The programme has no presenter and a constant music backing. If it is commissioned, a different region would be featured each week. Its closest rival is Dance Or Die, piloted by Stuart Cosgrove's Big Star In A Wee Sky company. It, too, dispenses with presenter and has pioneered visual sampling — matching images to a continuous beat. Palace Pictures is making Native Tongues — a magazine-style show. The pilots are being presented to Channel Four on May 1.



SEA & SEA Weary ravers bored with the breakbeat and battered by the bass may find relief with a spot of "passive listening". If canned nature noises sounds like your idea of the ultimate chill-out, then check Rykodisc's Atmosphere Collection, bringing the sound of Cape Cod surf or the Amazonian jungle into your living room. New age nonsense or smelling salts for the soul? Judge for yourself.

HAUNTING Opening in Edinburgh very shortly will be The Vaulte — a huge subterranean club complex of 23 high-arched caves. The venue has already hosted a Talkin' Loud video shoot and regular club nights. Delicatessen and Tribal Funktion, commence next month. The dancefloor occupies two of the vaults, with three more set aside for a chill-out lounge and games areas. Only recently discovered through a chance excavation in the basement of a pub, further vaults will house rehearsal rooms, recording studios and film production areas.



TUNED IN The street sounds of regga and hip hop have moved into the suburban living room, according to a new "cable jukebox" system. The US-based Jukebox Network, newly launched in London and south west England, allows users to dial a video from a massive playlist. And in its first weeks the most selected acts are not U2 and Genesis but Shabba Rankin, Kid N Play and Sir Mix-A-Lot. Other favourites are Prince, Michael Jackson and TLC. But it's too early to call the armchair dance craze a phenomenon, as the network is keeping the total number of callers a mystery.

- NEW
Album
This
- 1 **12** JODY Soul II Soul
 - 2 **11** YOU'RE ALL THAT
 - 3 **10** AM I THE SAME G
 - 4 **9** DEEPLY DIPPY High
 - 5 **8** TO BE WITH YOU I
 - 6 **7** SAVE THE BEST FE
 - 7 **6** TAKE MY ADVICE I
 - 8 **5** WHY Annie Lennox
 - 9 **4** VIVA LAS VEGAS J
 - 10 **3** YOU Ten Sharp
 - 11 **2** FINALLY Ce Ce Pen
 - 12 **1** MONEY DON'T MA
 - 13 **11** LET'S GET ROCKED
 - 14 **10** BREATH OF LIFE E
 - 15 **9** THE DAYS OF PEA
 - 16 **8** HOLD ON MY HEA
 - 17 **7** LOVE YOUR SONG Red S
 - 18 **6** STAY Shakaspea's S
 - 19 **5** HUMAN TOUCH Bi
 - 20 **4** MAKE IT WITH YO
 - 21 **3** TIME TO MAKE YO
 - 22 **2** COULDBE BEEN Y
 - 23 **1** DON'T PASS ME
 - 24 **11** EXPRESSION Soul N
 - 25 **10** LIFE ME UP Hearst
- © Copyright RCA. Compiled from

TOP 10 BF

- NEW
Album
This
- 1 **11** TEMPLE OF LOVE H
 - 2 **10** HOUSE OF FUN
 - 3 **9** RAINBOW'S END
 - 4 **8** YOUR LOVE IS LIGHT
 - 5 **7** GETTING THROUGH
 - 6 **6** TWISTERELLA
 - 7 **5** SHAKE YOUR GROOV
 - 8 **4** LOVE MAKES THE W
 - 9 **3** FEEL
 - 10 **2** COOL FOR CATS
- The following records are available on cassette unless stated. Figures in brackets

US TO

- NEW
Album
This
- 1 **11** JUMP, Eric Krass
 - 2 **10** SAVE THE BEST FOR U
 - 3 **9** TEARS IN HEAVE
 - 4 **8** BOHEMIAN RHAI
 - 5 **7** MY LOVIN' (YOU'
 - 6 **6** AIN'T 2 PROUD 2
 - 7 **5** MAKE IT HAPPEN
 - 8 **4** MASTERPIECE, A
 - 9 **3** HAZARD, Richard
 - 10 **2** LIVE AND LEARN
 - 11 **1** BREAKIN' MY HEART
 - 12 **11** BEAUTY & THE BEAST
 - 13 **10** ONE, U2
 - 14 **9** EVERYTHING CH
 - 15 **8** EVERYTHING ARI
 - 16 **7** REMEMBER THE
 - 17 **6** I CAN'T DANCE, Genesis
 - 18 **5** HUMAN TOUCH... Bruce Springsteen Columbia
 - 19 **4** THOUGHT I'D DIED AND GONE... Bryan Adams BMG
 - 20 **3** TO BE WITH YOU, Mr Big Atlantic
 - 21 **2** WE GOT A LOVE THANG, Ce Ce Peniston Atlantic
 - 22 **1** I'M THE ONE YOU NEED, Jody Watley MCA
 - 23 **11** I'M TOO SEXY, Right Said Fred Chrysalis
 - 24 **10** UNDER THE BRIDGE, Red Hot Chili Peppers Warner Bros
 - 25 **9** WILL YOU MARRY ME?, Paula Abdul Capitol

st etienne

Join our Club/People Get Real

7, 12, CD, Cassette - Available April 27

Friday 8th May Brighton Centre East Wing
Saturday 9th May Nottingham Venus
Sunday 10th May London Brixton Fringe

NEW **12** FINNALLI, La La Production **ADM**

- ▲ **43** BABY GOT BACK, Sir Mix-A-Lot Def American
- ▲ **44** DON'T BE AFRAID, Aaron Hall Soul
- ▲ **45** **12** HIGH, The Cure Fiction
- ▲ **46** IN THE CLOSET, Michael Jackson Epic
- ▲ **47** WHAT GOES AROUND COMES AROUND, Giggs Cutting
- ▲ **48** LOVE ME, Tracey Spencer Capitol
- ▲ **49** UHH AHH, Boyz II Men Motown
- ▲ **50** DIAMONDS AND PEARLS, Prince & The NPG Paisley Park
- ▲ **17** I FIRE, LUVIE PINK **12** MISTHARD EIGHTER, L'Espresso Atlantic
- ▲ **18** I WE CAN'T DANCE, Genesis Atlantic
- ▲ **19** DANGEROUS, Michael Jackson Epic
- ▲ **20** WAKING UP THE NEIGHBOURS, Bryan Adams A&M
- ▲ **21** COOLEY HIGH HARMONY, Boyz II Men Motown
- ▲ **22** BEAUTY & THE BEAST (OST), Various West Island
- ▲ **23** TO TOO LEGIT TO QUIT, Hammer Capitol
- ▲ **24** THE COMFORT ZONE, Vanessa Williams Vinyl
- ▲ **25** EMOTIONS, Mariah Carey Columbia

NEW **12** LIPS, Prince & The NPG Paisley Park

- ▲ **43** FOR MY BROKEN HEART, Reba McEntire Epic
- ▲ **44** EMPIRE, Queensrÿche Atlantic
- ▲ **45** NAUGHTY BY NATURE, Naughty By Nature Tommy Boy
- ▲ **46** OOOOOOOHHH... ON THE TLC, TLC LaFace
- ▲ **47** IT'S ALL ABOUT TO CHANGE, Travis Tritt Warner Bros
- ▲ **48** DIAMONDS & PEARLS, Prince & The NPG Paisley Park
- ▲ **49** PAST THE POINT OF RESCUE, Hal Ketchum Capitol
- ▲ **50** LOVERS LANE, MC Brains Motown



Club

f o c u s

DESIRE

Club Desire, Thursday night, 8pm to 2am at Ragamuffins, Town Square, Camberley, Surrey

Capacity/Sound System/Special features 250 (one room) or 500

(two rooms are opened once-a-month)/4K/pub prices

Door Policy "The dress code is selective, on the fashionable tip, but not pretentious. No youngsters, ravers or lager louts allowed — just happy people from all over the south and London." — Phil Castle, joint promoter

Music policy "Starts deep and groovy with tunes to get people happy. Then chunky Euro and US house sounds come in and we end with anthem type stuff intermingled with a lot of UK underground gear like Guerilla's tunes." — Phil Castle

DJs Resident DJs — Phil Castle and Paul Gotel. Guest DJs include Dean Thatcher, Phil Perry, Stacy Tough, Andy Weatherall, Paul Daley and Rocky & Diesel

Spinning L.C.G.C. 'I'll Take You There'; Two Shiny Heads 'Let's Go'; Invisible People 'Love Beats'; Bump 'I'm Rushing'; S1000 'Flat Line'; Alison Limerick 'Tell Me What You Mean (Red Zone Mix)'

DJ's view "The atmosphere is so cheerful. It's a real social event with loads of chin wagging." — Stacy Tough

Promotions view "The dancefloor is packed, the carpets are nice and the guest DJs are smashing." — Dan Prince

Average ticket price £4 (£5/£6 for both rooms)



• ALISON LIMERICK

Nightlife 10

TW	LW		
1	(1)	I'M RUSHING — Bump	(Good Boy)
2	(2)	GROOVY BEAT — DOP	(Guerilla)
3	(4)	DO YOU WANT IT RIGHT NOW — Degrees Of Motion (frr)	
4	(3)	CAN YOU FEEL IT — Chez Damier	(KMS)
5	NEW	FEEL THE PIANO — Producers On Wax	(Emotive)
6	(5)	GOOD THING — Dayene	(Faze 2)
7	NEW	VOL II — Pascal's Bongo Massive	(Tomato)
8	NEW	SO MANY WAYS — Humanizer	(Faze 2)
9	NEW	VANILLA — ESSENCE	(White label)
10	NEW	KEEP ME COMIN' — Kenyatta (Delicious Vinyl/4th + B way)	

DDD RADIO



A guide to the most essential new club tunes as featured on 1FM's "Essential Selection", with Pete Tong, broadcast every Sunday between 7-8pm. Compiled by "Vibe" returns from: City Sounds/Vinyl Zone/Black Market (London), Eastern Blood/Underground (Manchester), 23rd Precinct (Glasgow), 3 Beat (Liverpool), Warp (Sheffield).

DEO

Label
Cat No

ess Virgin
VVD 1003

... PolyGram Video
0844843

Life BMG Video
791236

BMG Video
791245

ctions PolyGram Video
0845983

ture Book WAMV
9031754343

Of Decadence WAMV
8559401293

PMI
VC4112

skin PolyGram Video
0844903

u Music Club
MC 2032

ction Music Club/PMI
MC 2081

PMI
MBV9913243

PMI
MVP 9910112

he Best PMI
MVD 9913083

Of... 4 Front/PolyGram
0839823

flowered up weekender

12 Minutes 53 Seconds.

TWELVE, COMPACT DISC, CASSETTE

COLUMBIA

RM DANCE UPDATE 3



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NEW
TEST!

TShop

f o c u s



Shop: Arcade, 15 Chapel Bar, Nottingham (35ft x 20ft; two floors)

Specialist areas: US garage/house imports, hardcore white labels, Italian garage and ambient house, swingbeat and soul. "We sell buckets of white labels and carry a big spread of records over three or four scenes. We also carry the Top 75 in all formats. We carry flyers for all the raves within 100 miles plus tickets for Nervous gigs, DIY events in the Midlands and Talkin Loud gigs." — Jonathan Woodliffe, buyer

Buyer's view: "The shop's been established for 18 years and has a good reputation. I service all the major DJs, around 200, plus I supply Radio Trent and three pirate stations. I stand and play records all day — it's the only way to create a buzz and sell white labels off the ground. We're there to help the customer. If someone's going to spend money, I'll spend hours helping them." — Jonathan Woodliffe

Distributor's view: "Jonathan is very knowledgeable about dance product, very on the case. He's extremely supportive of dance music and of what we are trying to do at Total. I wish there were more like him!" — Henry Semmence, Total Record Company

DJ's view: "I DJ at Venus once a month and when I'm in Nottingham I go into Arcade. It's important to go in because Jonathan always has one or two records that I can't get in London." — Graeme Park

- 12 11 JOY Seal & Soul
2 11 YOU'RE ALL THAT
3 11 AM I THE SAME
4 1 DEEPLY DIPPY High
5 1 TO BE WITH YOU
6 1 SAVE THE BEST FC
7 1 TAKE MY ADVICE
8 1 WHY Annie Lennox
9 11 VIVA LAS VEGAS
10 11 YOU Ten Sharp
11 11 FINALLY Co Ce Fimo
12 11 MONEY DON'T MA
13 11 LET'S GET ROCKED
14 11 BREATH OF LIFE L
15 11 THE DAYS OF MY
16 11 HOLD ON MY HEA
17 11 YOUR SONG Red S
18 11 10 STAY Shakespear
19 11 HUMAN TOUCH Br
20 11 MAKE IT WITH YO
21 11 TIME TO MAKE YO
22 11 COULD'VE BEEN Y
23 11 DO NOT PASS ME
24 11 EXPRESSION Sab-N
25 11 LIFT ME UP Hearst
© Copyright ERA, Compiled

TOP 10 COMPILED

- 1 11 TEMPLE OF LOVE (H
2 11 HOUSE OF FUN
3 11 RAINBOWS END
4 11 YOUR LOVE IS LIFTI
5 11 GETTING THROUGH
6 11 TWISTERELLA
7 11 SHAKE YOUR GROO
8 11 LOVE MAKES THE V
9 11 FEEL
10 11 CDOL FOR CATS
The following records are outside
target sales chart. Figure in brackets

US TO

- 1 11 JUMP, Kiss Kiss
2 11 SAVE THE BEST FOR U
3 11 TEARS IN HEAVE
4 11 BOHEMIAN RHAI
5 11 MY LOVIN' (YOU
6 11 AIN'T 2 PROUD 2
7 11 MAKE IT HAPPEN
8 11 MASTERPIECE, A
9 11 HAZARD, Richard
10 11 LIVE AND LEARN
11 11 BREAKIN' MY HEART
12 11 BEAUTY & THE BEAST
13 11 10 ONE, Oz
14 11 EVERYTHING CH
15 11 EVERYTHING A
16 11 REMEMBER THE
17 11 I CAN'T DANCE, Genesis
18 11 HUMAN TOUCH, Bruce Springsteen Columbia
19 11 THOUGHT I'D DIED AND GONE... Bryan Adams & BM
20 11 TO BE WITH YOU, Mr Big Atlantic
21 11 WE GOT LOVE THANG, Co Ce Perimton A&M
22 11 I'M THE ONE YOU NEED, Judy Watley MCA
23 11 I'M TOO SEXY, Right Said Fred Charisma
24 11 UNDER THE BRIDGE, Red Hot Chili Peppers Warner Bros
25 11 WILL YOU MARRY ME?, Paula Abdul Capricorn

Charts courtesy Billboard, 25 April, 1992 ▲ Arrows are awarded to these products demonstrating the greatest airplay and sales gain. UK & US signings.

Cool Cuts

- 1 NEW I KNOW YOU LIKE IT Read 2 Rhythm
Another epic club cut from this excellent label — check the flip for a real
trench groove
2 11 FEAR OF THE FUTURE EP Shades Of Rhythm
3 11 RIDE ON THE FUTURE Louis Vega & Mark Anthony Atlantic/East West
4 NEW IS THIS LOVE REALLY REAL Sure & Pure
Catchy song from the gem stable in fanesies disco style
5 NEW GETTIN' STARTED Paacal's Bongo Massiva Vol II
A superb follow up to Volume I
6 NEW RAVING I'M BRAVING Shut Up And Dance
Hot jazzy funk from this promising UK vocalist
7 NEW DUNNO WHAT IT IS ABOUT YOU The Seasmasters
8 11 PAPA! NEW GUINCA Future Sound Of London
9 NEW SCOOTER The Aload
Dean Thatcher's latest creation on the new Cowboy label
10 11 I'M RUSHING Bump
11 DRIVES ME CRAZY Outrage
Funky house track that's catching on fast
13 NEW LOVE BREAKDOWN Rozalla
Another scolding, energetic pop dance tune from Rozalla
14 11 02 RIGHT-KLASS
15 NEW VANILLA Essence
Soulful house cuts that samples Tears
16 11 BREAD LOVE & DREAMS A Man Called Adam
With happening Morales mixes this track could take off
17 NEW HUSTLE AIN'T OVER WE CAN WORK IT Partners Inc
The import of the week with five tracks of garage/house
18 11 FIND 'EM FOOL 'EM FORGET 'EM S Express
19 NEW HIGHER Boyzland
Commercial rave track with samples galore that could cross over

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"IT'S THAT JON Dasilva AGAIN, AND AN ALMOST BRUTAL RHYTHMIC PERSUASIVENESS. HERE'S A WAY FORWARD..." (MIX MAG UPDATE)
"THIS IS THE FUTURE OF DANCE MUSIC AS WE KNOW IT" (10) (RE-MIX - ISSUE 16)
"THIS IS CLASS..." (ECHOES)



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FOR THE 90'S

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- | NO | TITLES | ARTIST | GENRE |
|----|-------------------------------|-----------------------------------|-------------------|
| 43 | BABY GOT BACK | Sir Mix-A-Lot | Del American Soul |
| 44 | DON'T BE AFRAID | Aaren Hall | Soul |
| 45 | HIGH | The Cure | Fiction |
| 46 | IN THE CLOSET | Michael Jackson | Epic |
| 47 | WHAT GOES AROUND COMES AROUND | Gogol | Cutting |
| 48 | LOVE ME | Tracie Spencer | Capitol |
| 49 | UHH AHH | Boyz II Men | Motown |
| 50 | Diamonds & Pearls | Prince & The New Power Generation | Paisley Park |
| 17 | THREE, LOVE ME | Various Artists | Various |
| 18 | WE CAN'T DANCE | Genesis | Atlantic |
| 19 | DANGEROUS | Michael Jackson | Epic |
| 20 | WAKING UP THE NEIGHBOURS | Bryan Adams | A&M |
| 21 | COOLEY HIGH | Boyz II Men | Motown |
| 22 | BEAUTY & THE BEAST (OST) | Various | Walt Disney |
| 23 | TO LOVE TO QUIT | Hannas | Capitol |
| 24 | THE COMFORT ZONE | Vanessa Williams | Wing |
| 25 | EMOTIONS | Mariah Carey | Columbia |
| 43 | FOR MY BROKEN HEART | Roba McEwen | EMI |
| 44 | EMPIRE | Queensrÿche | EMI |
| 45 | NAUGHTY BY NATURE | Naughty By Nature | Warner Bros |
| 46 | OOOOOOHHH... ON THE TLC | TLC | LaFace |
| 47 | IT'S ALL ABOUT TO CHANGE | Travis Tritt | Warner Bros |
| 48 | DIAMONDS & PEARLS | Prince & The New Power Generation | Capitol |
| 49 | PAST THE POINT OF RESCUE | Hal Ketchum | Capitol |
| 50 | LOVERS LANE | MC Brains | Motown |

hot vinyl

on promo & import

buzzing

GONGO 'Masterblaster' (freedom promo). The French Kiss influence lives on in DJ Matthew Roberts' remixes of this infectious Italo track from last summer. His irresistible Master Mix throws in more borrowed tunes and funky breaks than even the Italians dared lay their hands on. Due out on May 18, it looks like having the same effect as Isotonik's 'Different Strokes' megamix. **AB**

MICHAEL JACKSON 'In the Closet' — Frankie Knuckles remix (Epic promo). There is some very clever marketing on this 12-inch as you would expect from Jacko. It comes in a double 12-inch format but the one to go for is Frankie Knuckles' 'The Mission Mix on the second record. Frankie is definitely back on the block. With production by Teddy Riley this has got to be the best of all the mixes to come from 'Dangerous'. A killer bassline with the vibes to match, this reminds me of an all-time

classic from the Disco Dub Band — hot and kicking! **SJ**

Z HYPE 'Used To Be Your Lover' (Bite). A track which caught my attention straight away! Only available on European import, this is a great swing track with hard hitting beats and some great vocals. It all goes to prove that good swing is not only coming out of the US and UK but is a force in Europe too. It comes in five formats, the Breakfast Club mix being my favourite **SJ**

PHUTURE ASSASSINS 'Future Sound EP' (Suburban Base promo). Ragga house goes from strength to strength and its cause can only be helped by the tough but extremely catchy title track of this four-tracker from one of the sound's pioneering acts. Included is a remix of the equally infectious 'Rydim Come Forward' originally featured on last year's 'Mad Ragga Jon' white label. **AB**



• TEDDY RILEY



• PASCAL

PASCAL'S BONGO MASSIVE VOLUME II 'Getting Started' (Tomato promo). Brought to you by the producers who supplied the excellent single by Two Shiny Heads, the new Pascal outing follows the same formula as his debut single. A madcap concoction of bongs, disco piano and Seventies atmosphere. Crazy. **JJ**

OUTRAGE 'Drive Me Crazy' (white label). An excellent piano-driven cut which borrows from the Fine Young Cannibals track of the same name and samples Sylvester. Produced by DJ Fabi Paras and Outrage, this is garage for people who still like it tough. A full release is doubtful but it is well worth hunting down one of the 500 white labels pressed. **JJ**

LIFE ETERNAL 'Come Into The Light' (MRC white label). Originally appearing last year in a smooth jazz funk style, this track has now been given a gorgeous thumping bass-heavy remix boasting cool organ grooves, an infuriatingly catchy whistle theme, neat sax breaks, sultry Sandee-style spoken vocals, plus snatches of the original soulfully-delivered song. Already winning influential fans in its native Manchester, the single is being mailed and distributed by Reactor but no date has yet been fixed for its official release. **AB**

This week's spin doctors: Judge Jules, Steve Jervier, Andy Beavers.

DEO

ess	Virgin VVO 1003
...	PolyGram Video 0848943
Life	BMG Video 791236
	BMG Video 791245
ctions	PolyGram Video 0845383
store Book	WMV 9031754343
Of Decadence	WMV 833601253
	PMI VC4112
pkn	PolyGram Video 0846003
u	Music Club MC 2032
ction	Music Club/PMI MC 2081
	PMI MV8991243
	PMI MWP 9910112
he Best	PMI MVD 9913083
Of... 4 Front	PolyGram 0838623

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Average 140 BPM

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RM DANCE UPDATE 5

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Pos	Title	Artist
1	JOY Soul II Soul	
2	YOU'RE ALL THAT	
3	I AM I THE SAME G	
4	DEEPLY DIPPY High	
5	TO BE WITH YOU U2	
6	SAVE THE BEST FO	
7	TAKE MY ADVICE	
8	WHY Jesus Lemaire	
9	WIVA LAS VEGAS 2	
10	YOU TALK Sharp	
11	FINALLY Co Co Pink	
12	MONEY DON'T MA	
13	LET'S GET ROCKED	
14	BREATH OF LIFE E	
15	THE DAYS OF PEA	
16	HOLD ON MY HEA	
17	YOUR SONG Red S	
18	STAY Shakespeare's S	
19	HUMAN TOUCH Bi	
20	MAKE IT WITH YO	
21	TIME TO MAKE YC	
22	COULDO'VE BEEN Y	
23	DO NOT PASS ME	
24	EXPRESSION Sals H	
25	LIFT ME UP Howard	

TOP 10 BF

Pos	Title	Artist
1	TEMPLE OF LOVE (E	
2	HOUSE OF FUN	
3	RAINBOW'S END	
4	YOUR LOVE IS LIFTI	
5	GETTING THROUGH	
6	TWISTERELLA	
7	SHAKE YOUR GROO	
8	LOVE MAKES THE V	
9	FEEL	
10	COOL FOR CATS	

US TO

Pos	Title	Artist
1	JUMP, Kris Kross	
2	SAVE THE BEST FOR U	
3	TEARS IN HEAVEN	
4	BOHEMIAN RHAI	
5	MY LOVIN' (YOU	
6	AIN'T 2 PROUD 2	
7	MAKE IT HAPPEN	
8	MASTERPIECE, A	
9	HAZARD, Richard F	
10	LIVE AND LEARN	
11	BREAKIN' MY HEART	
12	BEAUTY & THE BEAST	
13	GET ONE, U2	
14	EVERYTHING GUN	
15	EVERYTHING ABU	
16	REMEMBER THE	
17	I CAN'T DANCE, George	
18	HUMAN TOUCH, Bruce Springsteen	
19	THOUGHT I'D DIED AND COME... Bryan Adams	
20	TO BE WITH YOU, Mr Big	
21	WE GOT A LOVE THING, Co Co Pink	
22	I'M THE ONE YOU NEED, Jody Watley	
23	I'M TALKING TO YOU, Right Said Fred	
24	UNDER THE BRIDGE, Red Hot Chili Peppers	
25	WILL YOU MARRY ME?, Paula Abdul	

The RECORD MIRROR

COMPILED BY ALAN JONES FROM A SAMPLE OF OVER 500 DJ RETURNS

TW	LW	Title	Artist
41	NEW	SPINNA LET YOU GO (feat)	World Series Of Life
42	NEW	GONNA LOVE (MIXES) 5/12 SLIP ROAD	A&M
43	NEW	I'M POWER-HOME (UNITY MIX) EP	A&M
44	NEW	THE COMING OF KNOWLEDGE (EP) Mr. Monday	Atlantic
45	NEW	MAKE IT HAPPEN (MIXES) Nishani, Caray	Columbia
46	NEW	WILL TAKE YOU THERE LCCC	Columbia
47	NEW	THE LOVER IN YOU (MISTER FEELS REMIX)	Columbia
48	NEW	I KNOW (CLUB MIX) Night Flowers/KISS ME (DON'T BE AFRAID)	Columbia
49	NEW	Love-Quartet	Columbia
50	NEW	MI GONNA LOVE YOU (MIXES) Jentabek	Columbia
51	NEW	ELEVATION (MIXES) GTO	Columbia
52	NEW	TIME TO MAKE THE FLOOR BURN (THE RECKLESS HYPERMIX)	Columbia
53	NEW	Ride on the Rhythm (MIXES) THE MASTERS AT WORK (KEEP IT COMIN' ON) (MIXES) Louie Vega & Marc Anthony	Columbia
54	NEW	TRY MY LOVE (LAME) Waboom	Columbia
55	NEW	SEE THE DAY (CLUB MIX) Combs	Columbia
56	NEW	BREATH, LOVE & MATHS (feat) Called Adam	Columbia
57	NEW	MUSIC SOUNDS Like a Ball	Columbia
58	NEW	THE ISOTONIK EP: EVERYWHERE I GO (MIXES) YET'S GET DOWN/RUSH ORANGE PROMO	Columbia
59	NEW	DUNNO WHAT IT IS (ABOUT YOU) (E-SMOOVE) & MAURICE RHYTHM KING PROMO	Columbia
60	NEW	JOSHUA MIXES) The Beatmasters feat. Elaine Vassell	Columbia
61	NEW	TAKE ME (THE PRODIGY/ANTHEM MIXES)	Columbia
62	NEW	HIGHER/BEHIND THE RUSH Boyzband	Columbia
63	NEW	HOLD ME/WEAR YOUR BUTTJECT (LP): I'LL DO ANYTHING/WHEN YOU AWAY Todd Terry	Columbia
64	NEW	IT'S JUST A FEELING Terrorize	Columbia
65	NEW	MAKE IT WITH YOU (MIXES) The Padlocks	Columbia
66	NEW	BREAKIN' AWAY FROM ME & Co feat Kay Banco	Columbia
67	NEW	NO NOSE JOE (ULTRAFUNK MIX) Digital Underground	Columbia
68	NEW	TAKE ME HIGHER Enrage feat. Digital Underground	Columbia
69	NEW	BURNIN' (MIXES) M4 Factory	Columbia
70	NEW	LOVIN' (MIXES) M4 Factory	Columbia
71	NEW	STILL IN LOVE WITH YOU (Loversation) featuring Lisa Hunt	Columbia
72	NEW	JOININ' LOVE WITH YOU (MIXES) 5/12	Columbia
73	NEW	STILL JOININ' LOVE WITH YOU (MIXES) 5/12	Columbia

TW	LW	Title	Artist
1	1	DO YOU WANT IT RIGHT NOW (Degrees Of Motion feat. Bit)	ffrr
2	2	THE PRESSURE (C.J. MACKINTOSH REMIXES)	Network
3	3	GOOD THING/WHO'S GONNA GET YOU BACK/AIRIGHT/BODY ACTION	Network
4	4	FACE 2 promo	Network
5	5	RCA promo	Network
6	6	Ten	Network
7	7	JOY (MIXES) Love & Sex	Network
8	8	SO RIGHT (REMIX) K-Blas	Network
9	9	IS THIS LOVE REALLY REAL! Sure & Pure	Network
10	10	TODD TERRY MIXES) Shawn Christopher	Network
11	11	WILSON/D/DAVID MORALES/AD92 Arista	Network
12	12	DISCO Universe Orchestra	Network
13	13	PASSION GAT/Decor	Network
14	14	PLEASE DON'T GO (CLUB MIX) Double You!	Network
15	15	IT'LL BE A BREAK FOR YOU/Tump/Tarion	Network
16	16	GROOVY BEAT (THE ROCKIT MIX) O.P.	Network
17	17	TALENTED (THE REMIXES) Salt City	Network
18	18	TALENTED (THE REMIXES) Salt City	Network
19	19	YOUR/IMY FIRST FANTASTIC F.F. Jam & Spoon	Network
20	20	YOUR/LOVE IS LIFTING ME (MIXES) Nomad	Network
21	21	PAPUA NEW GUINEA (MIXES)	Network
22	22	The Future Sound Of London	Network
23	23	I'M RUSHING/Bump	Network
24	24	IN YOUR BONES/WAKE UP Fire Island	Network
25	25	PLEASE DON'T GO (SUNSHINE MIX)/XGAME BOY/KOLLISION	Network
26	26	KWS	Network
27	27	Jumpin' & Pumpin' promo	Network
28	28	Good Boy white label	Network
29	29	Boys Own Junior promo	Network
30	30	HOOD CHOONS promo	Network
31	31	Can't Stop America	Network
32	32	MY LOVIN' (WHOLE) Andronicus	Network
33	33	NEVER STOP (HEAVIES MIX) JSTAY THIS WAY (SLAM MIX) ffr	Network
34	34	GOT TO GO! BIKINI/Can't Stop America	Network
35	35	TRAVEL OF DREAMS Through	Network
36	36	REJOICING (DRETTLE) STOMP MIX/DEEPEN LOVE	Network

43	BABY GOT BACK, Sir Mix-A-Lot	Del America
44	DON'T BE AFRAID, Aaron Hall	Soul
45	GET HIGH, The Cure	Fiction
46	IN THE CLOSET, Michael Jackson	Epic
47	WHAT GOES AROUND COMES AROUND, Gwyneth	Capitol
48	LOVE ME, Tracie Spencer	Gunsung
49	UHH AHH, Boyz II Men	Motown
50	DIAMONDS AND PEARLS, Prince & The NPG	Pasrty/Pac
18	WE CAN'T DANCE, Genesis	Atlantic
19	DANGEROUS, Michael Jackson	Epic
20	WAKING UP THE NEIGHBOURS, Bryan Adams	A&M
21	COOLEYHIGHARMONY, Boyz II Men	Motown
22	BEAUTY & THE BEAST (OST) Royal Wet	Motown
23	TO LET TO GO, Hammer	Capitol
24	THE COMFORT ZONE, Vanessa Williams	Wing
25	EMOTIONS, Mariah Carey	Columbia
43	FOR MY BROKEN HEART, Reba McEntire	MCA
44	EMPIRE, Queensrÿche	EMI
45	NAUGHTY BY NATURE, Naughty By Nature	Tenn
46	OOOOOOOOH...ON THE TLC, TLC	LaFace
47	IT'S ALL ABOUT TO CHANGE, Traava Tron	Warner Bros
48	DIAMONDS & PEARLS, Prince & The NPG	Pasrty/Pac
49	PAST THE POINT OF RESCUE, Hal Ketchum	Capitol
50	LOVERS LANE, MC Brains	Motown

Charts courtesy Billboard, 25 April, 1992. All names are awarded to those products demonstrating the greatest airplay and sales gain. © UK Singlines.

TO People

Red Sector



Deep is released by Lafayette on May 11.

Egyptologist and Coronation Street fan Dave Emery is about to place Derby on the musical map, with the release of his three-track debut EP, 'Deep', on Lafayette Records.

One would be hard pressed to connect this frantic, funky-techno meld of BBC World Service radio samples, sci-fi effects and TV soundbites, with the softly spoken 25-year-old. He admits he is a television and radio fanatic and doesn't even

go to raves or nightclubs. "I haven't got that crowd mentality. That's what makes my sound different," says Emery, aka Red Sector.

Emery's musical influences include members of the Eighties techno mafia: Gary Numan, Depeche Mode and The Human League. And on the EP his all-consuming passion for Egypt is reflected most in "Quantize" and "Sound Of Karnak", both tracks being injected with a spicy Middle Eastern flavour.

Sandra Dunley

When The 49ers' new chanteuse, London girl Ann-Marie Smith, was first presented with the opportunity to step into predecessor Dawn Mitchell's slingshots she was a little apprehensive. "There I was, still working for the civil service, about to fill the shoes of someone who had years of professional experience," recalls 23-year-old Ann-Marie. "It was a big step."

'Got To Be Free' the punchy, piano pushing 49ers' comeback, was originally recorded by Ann-Marie's old group, New Life, a few years back. A track on the introductory tape that her manager sent the Media Records team — who really loved it — the tune now boasts some fine mixes, the best being the mellow Gradual-underground Dub Mix. And Ann-Marie has just recorded an album in the picturesque location of Brescia, just outside Milan.

Ann-Marie says: "This is like a new beginning for the 49ers. But, at the same time people all over Europe, Japan and the US know them. It's international, and that's a really nice situation to be in."

Davydd Chong



'Got To Be Free' is released by 4th & Broadway on May 5

LCGC



L11 Take You There is released by Permanent Records on May 11.

- 12 JOY Soul II Soul
1 YOU'RE ALL THAT
14 I AM I THE SAME G
1 DEEPLY DIPPY Real
6 TO BE WITH YOU
2 SAVE THE BEST F
7 TAKE MY ADVICE
8 WHY Anne Lennox
9 VIVA LAS VEGAS
10 YOU Ten Sharp
11 FINALLY Co Ce Post
12 MONEY DON'T MA
13 LET'S GET ROCKED
14 BREATH OF LIFE E
15 THE DAYS OF PEA
16 HOLD ON MY HEA
17 YOUR SONG Red S
18 STAY Shakara N
19 HUMAN TOUCH B
20 MAKE IT WITH YO
21 IN TIME TO MAKE Y
22 COULDBE BEEN Y
23 DO NOT PASS ME
24 EXPRESSION Sab-
25 LIFT ME UP Howan
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TOP 10 BF

- 1 TEMPLE OF LOVE I
2 HOUSE OF FUN
3 RAINBOW'S END
4 YOUR LOVE IS LIFTI
5 GETTING THROUGH
6 TWISTERELLA
7 SHAKE YOUR GROO
8 LOVE MAKES THE V
9 FEEL
10 COOL FOR CATS

The following records are outside copyright labels shown. Figures in brackets

US TO

- 1 JUMP, King Kzatz
2 SAVE THE BEST FORL
3 TEARS IN HEAVEN
4 BOHEMIAN RHIA
5 MY LOVIN' (YOU
6 AIN'T 2 PROUD 2
7 MAKE IT HAPPEN
8 MASTERPIECE A
9 HAZARD, Richard
10 LIVE AND LEARN
11 BREAKIN MY HEART
12 BEAUTY & THE BEAST
13 I'M TOO SEXY
14 EVERYTHING CH
15 EVERYTHING AB
16 REMEMBER THE
17 I CAN'T DANCE G
18 HUMAN TOUCH, Bruce Springsteen Columbia
19 THOUGHT I DIED AND GONE... Bryan Adams/AM
20 TO BE WITH YOU, Mr Big Atlantic
21 WE GOT LOVE THANG, Co Ce Persotan ABM
22 I'M THE ONE YOU NEED, Jody Watley MCA
23 I'M TOO SEXY, Right Said Fred Charisma
24 UNDER THE BRIDGE, Red Hot Chili Peppers Warner Bros
25 WILL YOU MARRY ME?, Paula Abdul Capitol

Charts courtesy Billboard, 25 April, 1992. Arrows are awarded to those products demonstrating the greatest airplay and sales gain. UK signposts.



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the new single

available on 7" · 12" · CD · CASSETTE, 12" & CD feature previously unreleased mixes of 'The Yoke' (G.U.O.T.R.)

- | | | |
|--|--|--|
| 43 BABY GOT BACK, Sir Mix-a-Lot Def American | 18 WE CAN'T REMEMBER, Genesis Atlantic | 43 FOR MY BROKEN HEART, Robo McEneaney MCA |
| 44 DON'T BE AFRAID, Aaron Hall Soul | 19 DANGEROUS, Michael Jackson Epic | 44 EMPIRE, Queensrÿche EMI |
| 45 HIGH, The Cure Fiction | 20 WAKING UP THE NEIGHBOURS, Bryan Adams ABM | 45 NAUGHTY BY NATURE, Naughty By Nature Tommy Boy |
| 46 IN THE CLOSET, Michael Jackson Epic | 21 COOLEYHIGHHARMONY, Boyz II Men Motown | 46 OOOOOOHRR... ON THE TLC, TLC LaFace |
| 47 WHAT GOES AROUND COMES AROUND, Griglas Cutting | 22 BEAUTY & THE BEAST (OST), Various Walk Downey | 47 IT'S ALL ABOUT TO CHANGE, Travis Tott Warner Bros |
| 48 LOVE ME, Tracey Spencer Capitol | 23 TOO LOGIC TO QUIT, Hammer Capitol | 48 DIAMONDS & PEARLS, Prince & The New Power Generation Paisley Park |
| 49 URBAN AHM, Boyz II Men Motown | 24 THE COMFORT ZONE, Vanessa Williams Wing | 49 PAST THE POINT OF RESCUE, Hal Ketchum Cash |
| 50 DIAMONDS AND PEARLS, Prince & The New Power Generation Paisley Park | 25 EMOTIONS, Mariah Carey Columbia | 50 LOVERS LANE, MC Brains Motown |

Jam & Spoon

'Tales From A Danceographic Ocean' is released this week by R&S/Outer Rhythm.

Featured on the 'Tales From A Danceographic Ocean EP', 'Stella' is a panoramic pulsating tune that effortlessly covers huge amounts of sonic territory.

Jam & Spoon, its creators, are the Frankfurt-based duo of Rolfe Ellmer (aka Jam El Mar) and Marcus Loeffel (his surname means spoon in German). Marcus used to handle A&R for Logic Records and now runs Frankfurt's Excess club. Rolfe is a classically-trained musician. 'Tales' is the first of their own releases. The vocals on 'Stella' are by Marcus's girlfriend, while the acoustic guitar comes courtesy of

Rolfe's classical training. "The German record companies turned down the track because they said it was too balearic," says Loeffel, "but we are not interested in just making music for Germany."

Andy Beevers



In case you hadn't already noticed, gospel is bringing one helluva spiritual vibe to the nation's dancefloors (see p13). The latest heavenly chorus to get the kickdrum treatment are the London Community Gospel Choir, whose reworking of The Staples Singers' 1972 classic 'I'll Take You There' looks set to rise straight to the top.

"It's certainly different," laughs choir master the Reverend Bazil Meade. "My feeling is that we are in the business to get a strong message across to all areas of the community, and that includes people who love to dance."

Approximately 30-strong at present, LCGC first came together in 1982 for an appearance on the TV show, Black On Black. The choir has proved a rich source of talent, launching the careers of the likes of Ronny Jordan, Paul Johnson and Lavine Hudson.

'I'll Take You There' — the first track on their new album, 'Hush And Listen', to leave the fold — has been given a pounding, minimalist restructuring by Monkey. But the lowdown P-Funky single mix is the best. Davydd Chong

Nu Colours

In a world where musical messages are often confined to five second samples, new British soul outfit Nu Colours are a much-needed antidote.

The vocal five-piece are currently creating melodic dancefloor mayhem with their reworking of Frankie Knuckles' sublime 'Tears'. But they've also got a bundle of their own impressive songs to come. Freshly signed to Phonogram's Wild Card offshoot after refusing blank-cheque offers from four Stateside majors, theirs is a sound with a message as well as a beat.

"It's true that we're not sure what Nu Colours is all about musically; we've got R&B tracks, ballads



and house songs. But what they've all got in common is the inspiration," says founder Lawrence Johnson.

Hailing from the Anglo-West Indian church circuit, they come complete with an earth-shattering collection of voices. And, like a UK answer to Sounds Of Blackness, they're out to prove that clubland credibility and gutsy gospel can go hand-in-hand. "We want to make sure the feeling is right," explains Fay Simpson, Lawrence's co-writer. "But even if the record company didn't come and sign Nu Colours we'd still be singing. It's part of our lives." Martin Pearson

'So Many Tears' is released by Wild Card on May 18.

DEO

	Label	Cat No.
ness	Virgin	VVD 1163
e...	PolyGram Video	0844843
Life	BMG Video	791236
	BMG Video	791 245
ictions	PolyGram Video	0845383
cture Book	WMV	9031754343
Of Decadence	WMV	8536401393
	PMI	VC4112
pink	PolyGram Video	0844903
ou	Music Club	MIC 2032
ction	Music Club/PMI	MIC 2081
	PMI	MVB9913243
	PMI	MVP 9910112
he Best	PMI	MVD 9913083
Of... 4 Front	PolyGram	0838623

NEW
TESTS!

EASY MATEY! THEY'RE BACK! AND ITS OUT NOW!

ISOTONIK

the isotonik e.p.

featuring: everywhere i go
(fizzy and pure orange mixes)

let's get down
rush

produced and mixed by chris paul,
dj hype and grooverider



YOU KNOW IT MAKES SENSE (AGAIN!)

852 Broadway, New York, NY 10012 (tel: 212 477 4343, fax: 212 358 3162)

TO DANCE DISTRIBUTION DOESN'T GET HOTTER THAN THIS

100
100
100
100

- 1 10 JOY Soul II Soul
 - 2 9 YOU'RE ALL THAT
 - 3 14 I AM I THE SAME G
 - 4 1 DEEPLY DIPPY Right
 - 5 4 TO BE WITH YOU
 - 6 2 14 SAVE THE BEST F
 - 7 21 TAKE MY ADVICE
 - 8 4 WHY Anissa Lennox
 - 9 10 VIVA LAS VEGAS
 - 10 10 YOU Tom Sharp
 - 11 7 FINALLY Co Ce Park
 - 12 1 MONEY DON'T MA
 - 13 11 LET'S GET ROCKE
 - 14 1 BREATH OF LIFE E
 - 15 20 THE DAYS OF PE
 - 16 20 HOLD ON MY HEA
 - 17 14 YOUR SONG Rod S
 - 18 17 STAY Shakespeare's
 - 19 15 HUMAN TOUCH Dr
 - 20 24 MAKE IT WITH Y
 - 21 18 TIME TO MAKE YI
 - 22 20 COULDN'T BEEN Y
 - 23 13 DO NOT PASS ME
 - 24 21 EXPRESSION Salt-
 - 25 26 LIFT ME UP Hearst
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TOP 10 BI

- 1 11 TEMPLE OF LOVE II
- 2 12 HOUSE OF FUN
- 3 10 RAINBOW'S END
- 4 14 YOUR LOVE IS LIFTI
- 5 11 GETTING THROUGH
- 6 10 TWISTERELLA
- 7 7 SHAKE YOUR GROO
- 8 19 LOVE MAKES THE V
- 9 13 FEEL
- 10 10 COOL FOR CATS

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single sales charts. Pop'n in brackets

US TO

- 1 10 JUMP, Kris Kross
- 2 1 SAVE THE BEST FOR L
- 3 2 TEARS IN HEAVY
- 4 4 BOHEMIAN RHA
- 5 5 MY LOVIN' (YOU D
- 6 7 AIN'T 2 PROUD 2
- 7 1 MAKE IT HAPPEN!
- 8 8 MASTERPIECE, A
- 9 12 HAZARD, Richard
- 10 14 LIVE AND LEARN
- 11 10 BREAKIN' MY HEART
- 12 9 BEAUTY & THE BEAST
- 13 10 10 ONE, U2
- 14 15 EVERYTHING CH
- 15 15 EVERYTHING AB
- 16 11 REMEMBER THE
- 17 13 I CAN'T DANCE, U

- 18 16 HUMAN TOUCH, Bruce Springsteen Columbia
- 19 24 THOUGHT I DIED AND GONE... Bryan Adams AM
- 20 10 TO BE WITH YOU, Mr. Big Atlantic
- 21 1 WE GOT A LOVE THANG, Co Ce Penitentiary A&M
- 22 27 I'M THE ONE YOU NEED, Judy Watley MCA
- 23 13 I'M TOO SEXY, Right Said Fred Charisma
- 24 21 UNDER THE BRIDGE, Red Hot Chili Peppers Warner Bros
- 25 11 WILL YOU MARRY ME?, Paula Abdul Capitol

DAYEENE
GOOD THING/ALRIGHT (E.P.)
12 FAZE 3

JINNY
NEVER GIVE UP
12 FAZE 1

LOVE DECADE
I FEEL YOU
12 GLOBE 107

SUE CHALONER
IT'S OVER NOW
12 LOSE 23

HUMANIZER
SO MANY WAYS
12 FAZE 2

LUST
MUSIC OF THE FUTURE
12 XSR 1

G.T.O.
ELEVATION
12 REACT 4

MIX FACTORY
BURNIN'
12 GLOBE 113

GAT DECOR
PASSION
12 EFFS 1

TERRORIZE
IT'S JUST A FEELING
12 STER 1

RECKLESS
TIME TO MAKE THE FLOOR BURN
12 LOSE 24

ROZALLA
LOVE BREAKDOWN
12 LOSE 25

A SEPARATE REALITY
LET NO MAN, PUT ASUNDER
HARDT 1

NEBULA II
FLATLINERS
12 NEBULA 2

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- 43 BABY GOT BACK, Sir Mix-A-Lot Def American
- 44 DON'T BE AFRAID, Aaron Hall Soul
- 45 10 HIGH, The Cure Fiction
- 46 11 IN THE CLOSET, Michael Jackson Epic
- 47 10 WHAT GOES AROUND COMES AROUND, Giggs Cotyng
- 48 LOVE ME, Trace Seneor Capitol
- 49 UHH AHH, Boyz II Men Motown
- 50 DIAMONDS AND PEARLS, Prince & The NPG Paisley Park

- 18 WE CAN'T DANCE, Genesis Atlantic
- 19 DANGEROUS, Michael Jackson Epic
- 20 WAKING UP THE NEIGHBOURS, Bryan Adams A&M
- 21 COOLEYHIGHHARMONY, Boyz II Men Motown
- 22 BEAUTY & THE BEAST (OST), Various Walt Disney
- 23 TOO LEGIT TO QUIT, Hammer Capitol
- 24 THE COMFORT ZONE, Vanessa Williams Wing
- 25 EMOTIONS, Mariah Carey Columbia

- 43 FOR MY BROKEN HEART, Reba McEntire MCA
- 44 EMPIRE, Queensrÿche EMI
- 45 NAUGHTY BY NATURE, Naughty By Nature Tommy Boy
- 46 OOOOOHHH... ON THE TLC, TLC LaFace
- 47 IT'S ALL ABOUT TO CHANGE, Travis Tritt Warner Bros
- 48 DIAMONDS & PEARLS, Prince & The NPG Paisley Park
- 49 PAST THE POINT OF RESCUE, Hal Ketchum Curt
- 50 LOVERS LANE, MC Brains Motown

Clubgoers may be strictly hedonistic animals, but recently they have been grooving to a new generation of God Squaders.

What with Sounds Of Blackness, Voices Of 6th Avenue and — though they deny religious connections — Mass Order and Ultra Nate, gospel seems to be happening.

But are the heavenly choirs currently heard on the nation's dancefloors, signs of a new movement, or a record company-inspired bid to win back ground lost to the bleep merchants?

The UK marketing manager behind A&M's Sounds Of Blackness campaign, Richard Marshall, is honest about major record company frustration with a hardcore dance scene that won't sell albums. "It has been a problem. Technology has advanced everything in so many ways, but if you look at the garage end of the market everyone is looking back to more 'musically' values. Sounds Of Blackness are taking the quality end of the market. It is real singing and the songs have a meaning."

Traditional soulmen like Luther Vandross and Alexander O'Neal have certainly failed to deliver a more meaningful message than love and sex to their fans. In a sense they have created a lyrical void that A&M's 40-strong Jam & Lewis-produced gospellers can fill with tracks like 'The Pressure', next single 'Stand' and, of course, 'Optimistic'.

What makes A&M's strategy for SOB so distinctive is that the company is aiming the act directly at the dance market, and

SPREADING THE GOSPEL

Ian McCann investigates the new gospel influences invading clubland

has used remixes for club crowds just as they would for a non-gospel release. "There's been a lack of pre-market presence," says Marshall. "It's not practical to get 40 people into Britain for a PA tour."

So far SOB have sold 20,000 albums, phenomenal by UK gospel standards but minuscule compared to their US Grammy-winning performance.

Behind SOB comes Mass Order's 'Lift Every Voice' and their album, 'Maybe One Day', Marc Valentine, one half of the duo, denies religious intent. "I never sang in the church. Our inspiration comes from R&B like Marvin Gaye and Sylvester."

Mass Order predict a rise in the popularity of "real" singing, and if their hitherto house-only producers the Basement Boys are turning their knobs to traditional soul music, they may have a point.

Other acts are biting the soul bullet. John Lennard, MD of

Permanent Records, has received interest in the London Community Gospel Choir, previously signed to EMI in the mid-Eighties. Although the choir is well-respected and has bred acts like jazz guitarist Ronny Jordan, singer Paul Johnson, and at one point boasted a visiting Jocelyn Brown within its ranks, it has failed to cross over into the charts.

Lennard thinks this is partly due to mis-marketing. "There must be a way to get this music across to a mass audience," he claims, "and we've produced this



Charts

chorus: **Anne Nesby** of **Sounds Of Blackness** (above) and **Mass Order**.

concept of getting the choir to sing songs from the Motown songbook." The result is a vocally credible but not altogether challenging affair.

Former LCGG member Laurence Johnson is now musical director for Nu Colour, a London-based vocal quintet plainly going down a "real soul" vocals route, although they add a pop edge. Like Mass Order and the SOB remixes, they have proved that garage house and fundamentalist soul do mix.

Whether the return of "real singers" means anything more than the public fancying a change, or the A&M men seeking a return to a music they can understand — and sell — remains to be seen. However God, reportedly a big Sinatra fan, was not available for comment at presstime.

DEO

	Label
ness	Virgin VVD 1503
ee...	PolyGram Video 084843
Life	BMG Video 791236
	BMG Video 791 245
tions	PolyGram Video 0845383
cture Book	WMMV 9031754343
Of Decadence	WMMV 8536401293
	PMI VC4112
pklin PolyGram	Video 0848003
ou	Music Club MC 2032
ection	Music Club/PMI MC 2081
	PMI MVB9913243
	PMI MYP 9910112
he Best	PMI MVD 9913083
Of... 4 Front	PolyGram 8538223

Permanent Records used Power Promotions to guide the radical remix of the London Community Gospel Choir's new single aimed at getting club exposure. Director Paul Götzel explains: "The vocal track of 'I'll Take You There' was given to top remix team Monkey for surgery. A whole new track was written with the vocals as the theme. The result is a first track that's in a commercial garage style. The other side has two seriously underground mixes. In this form the track has had the thumbs up from Radio One's Pete Tong and looks set for residency at the top of the dance charts."

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RM DANCE UPDATE 13

NEW TITLES!

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The tracks may be history but dance compilations must have kudos to satisfy fashion conscious dance fans. Strong branding and attention to cover detail has helped to carry dance compilations to unprecedented sales success in recent months.

Dance collections directly account for 40% of the compilation market, and indirectly for significantly more, as the top "pop" compilations like 'Now 20' are also top-heavy with dance hits. Despite this, and a tendency for the same tracks to turn up on numerous compilations, the dance album market continues to grow, and there are signs that it has not yet reached saturation point.

One of the major players is Telstar. Creative manager Adam Hollywood says dance music is at the core of its business. The Deep Heat series spun off nearly a dozen gold albums before changing into Ultimate Hardcore. Initially Deep Heat consisted primarily of underground hits, but moved increasingly towards mainstream pop/dance material, leaving the new Kacs Theory series to present a more credible, hardcore face.

Telstar's success with Deep Heat has helped it to build an enviable infrastructure for



The stakes are high and competition cut throat, but big and small alike can reap the rewards of the dance compilation boom, says Alan Jones

recognising and acquiring potential dance hits. Hollywood says: "We receive a large quantity of white labels pre-release. We are also in close and regular contact with dance shops checking what's moving

over the counter, and pay a good deal of attention to buzz charts. We have to — it's a very competitive marketplace."

Telstar's commitment to dance music saw it recently launch a new singles label — XS Rhythm

— in association with MCA Music, and its high profile is maintained by TV commercials, club promotion and heavy radio support.

Operating at a lower level, React Music has built up a considerable reputation in a short time with a series of albums of club anthems, most of which have never spread beyond the rave scene.

Its first album 'Reactive Volume 1' concentrated on the Belgian scene, and sold around 30,000 copies. Two further volumes sold 28,000 and 25,000 copies, while 'Volume 4' is expected to be the most successful to date, with its neat mix of up-and-coming tracks by the likes of Code Red as well as the current Praga Khan/Jade 4 U hit, 'Injected With A Poison'.

React has also launched 'X-Travaganza', a compilation of Italian piano anthems, which, the label's James Horrocks admits, has been less successful, despite including rare and in-demand tracks from Jinny, SSR, Alex Lee and D-Rail. "It's a case of suck-it-and-see, but it's possible we won't continue that series," he says.

Cut throat competition for current hits is a problem for many dance compilation labels, but not

- TOP 10 DANCE
- 12 12 JUDY Soul II Soul
 - 2 13 YOU'RE ALL THAT
 - 3 14 AM I THE SAME G
 - 4 15 DEEPLY DIPPIY Rgt
 - 5 16 TO BE WITH YOU
 - 6 17 SAVE THE BEST F
 - 7 18 TAKE MY ADVICE
 - 8 19 WHY Anne Lennox
 - 9 20 VIVA LAS VEGAS
 - 10 21 YOU Ten Sharp
 - 11 22 FINALLY Ce Ce Paris
 - 12 23 MONEY DON'T M
 - 13 24 LET'S GET ROCKE
 - 14 25 BREATH OF LIFE E
 - 15 26 THE DAYS OF PEA
 - 16 27 HOLD ON MY HEA
 - 17 28 YOUR SONG Rod S
 - 18 29 STAY Shakespeare's
 - 19 30 A HUMAN TOUCH B
 - 20 31 MAKE IT WITH YC
 - 21 32 TIME TO MAKE Y
 - 22 33 COULDBE BEEN Y
 - 23 34 NO NOT PASS ME
 - 24 35 EXPRESSION Salt?
 - 25 36 LIFT ME UP Howar
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TOP 10 BI

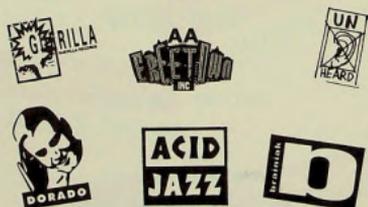
- TOP 10 BI
- 1 11 TEMPLE OF LOVE (I
 - 2 12 HOUSE OF FUN
 - 3 13 RAINBOW'S END
 - 4 14 YOUR LOVE IS LIFTI
 - 5 15 GETTING THROUGH
 - 6 16 TWISTERELLA
 - 7 17 SHAKE YOUR GROO
 - 8 18 LOVE MAKES THE V
 - 9 19 FEEL
 - 10 20 COOL FOR CATS

The following records are outside single sales chart. Figure in brackets

US TO

- US TO
- 1 1 JUMP, Kiss Kiss
 - 2 1 SAVE THE BEST FOR
 - 3 2 TEARS IN HEAVEN
 - 4 4 BOHEMIAN RHA
 - 5 5 MY LOVIN' YOU
 - 6 6 AIN'T 2 PROUD 2
 - 7 7 MAKE IT HAPPEN
 - 8 8 MASTERPIECE, P
 - 9 9 HAZARD, Richard
 - 10 10 LIVE AND LEARN
 - 11 11 BREAKIN' MY HEART
 - 12 12 BEAUTY & THE BEAST
 - 13 13 ONE, Liz
 - 14 14 EVERYTHING CH
 - 15 15 EVERYTHING AB
 - 16 16 REMEMBER THE
 - 17 17 I CAN'T DANCE, C

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14 RM DANCE UPDATE

18 14 HUMAN TOUCH... Bruce Springsteen Columbia	43 13 BABY GOT BACK, Sir Mix-A-Lot Def American	18 17 WE CAN'T DANCE, Genesis Atlantic	43 16 FOR MY BROKEN HEART, Reba McEntire MCA
19 15 THOUGHT TO DIED AND GONE... Bryan Adams&BM	44 14 DON'T BE AFRAID, Aaron Hall Soul	19 18 DANGEROUS, Michael Jackson Epic	44 17 EMPIRE, Queen/merche EMI
20 16 TO BE WITH YOU, Mi Big Atlantic	45 15 HIGH, The Cure Fiction	20 19 WAKING UP THE NEIGHBOURS, Bryan Adams A&M	45 18 NAUGHTY BY NATURE, Naughty By Nature Tommy Boy
21 17 WE GOT A LOVE THANG, Ce Ce Peniston ABM	46 16 IN THE CLOSET, Michael Jackson Epic	21 20 COOLEYHIGHHARMONY, Boyz II Men Motown	46 19 OOOOOOHHH... ON THE TLC, TLC LuFace
22 18 I'M THE ONE YOU NEED, Jody Watley MCA	47 17 WHAT GOES AROUND COMES AROUND, Gigliet Cutting	22 21 BEAUTY & THE BEAST (OST), Various Walt Disney	47 20 IT'S ALL ABOUT TO CHANGE, Travis Tim Warner Bros
23 19 I'M TOO SEXY, Right Said Fred Charisma	48 18 LOVE ME, Tracey Spencer Capitol	23 22 TOO LEGIT TO QUIT, Hanson Capitol	48 21 DIAMONDS & PEARLS, Prince & The NPG Paisley Park
24 20 UNDER THE BRIDGE, Red Hot Chili Peppers Warner Bros	49 19 UH OH AHH, Boyz II Men Motown	24 23 THE COMFORT ZONE, Vanessa Williams Wing	49 22 PAST THE POINT OF RESCUE, Hal Ketchum Curb
25 21 WILL YOU MARRY ME?, Paula Abdul Capivse	50 20 DIAMONDS AND PEARLS, Prince & The NPG Paisley Park	25 24 EMOTIONS, Mariah Carey Columbia	50 23 LOVERS LANE, MC Brains Motown

for Beechwood Music, whose Mastercuts series, masterminded by Ian Dewhurst, concentrates its attention on older and more specialist material.

Launched last year, Mastercuts is geared towards an older buyer. Thus far, Mastercuts has released five albums: A further eight are planned for the remainder of 1992, though Dewhurst claims it has already sketched out details for as many as 55 releases, covering 10 different dance idioms.

All of Mastercuts' first five releases have made money. Jazz Funk '11' is its best seller to date, shifting more than 25,000 copies, while the current 'New Jack Swing' compilation has exceeded all expectations, climbing as high as number eight in the Top 20 compilation chart, this despite the fact that Beechwood does not advertise on TV.

There are, it seems, still gaps in the market for enterprising compilers, and one of the latest is B.A.T. Music, Tim Raidl's Luton-based company that previously issued singles as Bad Ass Toons.

Dedicated exclusively to hardcore, B.A.T.'s Future series will be launched shortly, and it is to issue albums at monthly intervals. Each album will

comprise eight full-length mixes, half of them exclusive material produced by B.A.T. itself, and the other half hand-picked from the numerous white label 12-inchers which sell like hotcakes in specialist shops, but rarely gain wide release.

"We have already had a very good response both from dealers and labels," reports Raidl. "I don't think we will have a problem licensing — we will be helping to raise the profile of a lot of the acts, as well as giving them a full and legitimate release."

With an RRP of just £5.99, about the same as an import 12-inch, Future will be an attractive proposition, and will be distributed by SRD. B.A.T. will also be marketing it directly to indie stores, and needs to sell fewer than 10,000 copies of each release.

While the high profile, overtly commercial, TV-advertised dance compilations are chasing high stakes, the smaller operators' motives are more idealistic. Majors may continue to churn out dance compilations as long as the dance boom continues but it is the independents, who work for the love of music, that will provide a worthwhile service for collectors indefinitely. □

COUNTER REVOLUTION

Stores and distributors at the sharp end of the dance market are the new power brokers when it comes to hits.

Take distributor Great Asset, run by dynamic duo Roz Gole and Patrick Harrington. Just a year in business, they now have nine staff and 100 shop accounts and have worked hits for The Bassheads, Pandemic, Terrorize and Elevation.

Another hot distributor is John Knight who runs Southern Record Distribution. Established in 1987 and currently serving more than 2,000 indie shops in addition to big chains like Woolworths, Knight and SRD are renowned for playing the newest tunes down the phone.

Eager listeners include Hywel Williams, partner in 3 Beat, the Liverpool record shop, club, and rave organiser; Mike E-Bloc of Manchester's Eastern Bloc shop/label/club organiser; and Roy Marsh (Roy The Roach) owner of the Quaff record shop in London.

Between them they've levered

hits for Shaft, Zero B, DJ Seduction and 808 State.

Their success along with other leading edge record shops and distributors such as Mo's Music Machine, Total Records, Panther and



Greyhound has led them to become a major A&R source.

Total Records MD Henry Semmence

says: "There's a market for indie dance and there's no need for indie companies to succumb to pressure from the majors. But they tend to sell off a hit to make money to support other acts on their labels."

Semmence offers bands and labels a complete service from distribution and telesales to overseas licensing. Total has notched up a string of hits any major would drool over, including Roxalla, Technotronic, Candi Staton, Love Decade. It grabbed 20% of the chart at the beginning of April.

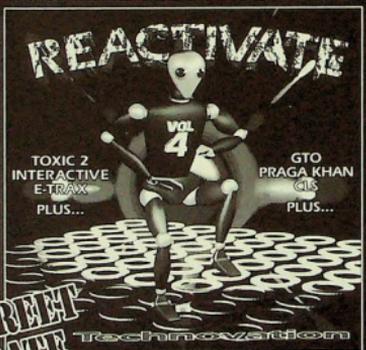
Sarah Davis

DEO

	Label
ness	Virgin VVD 7503
ee...	PolyGram Video 0844363
Life	BMG Video 791226
	BMG Video 791245
ctions	PolyGram Video 0845383
cture Book	WMV 9031754343
Of Decadence	WMV 8536401293
	PMI VCA112
pkin	PolyGram Video 0844903
ou	Music Club MC 2032
action	Music Club/PMI MC 2081
	PMI MV89913243
	PMI MVP8910112
he Best	PMI MVD8913083
Of... 4 Front	PolyGram 0838623

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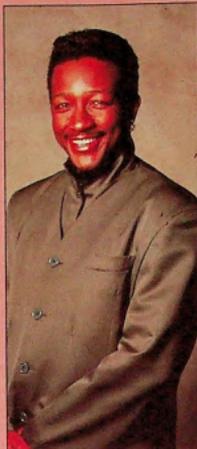
RM DANCE UPDATE 15

632 Broadway, New York, NY 10012 (Tel: 212-473-4343, Fax: 212-353-3162)

beats & pieces

- TOP 10 BEATS
- 10 JOY Soul II Soul
 - 9 YOU'RE ALL THAT
 - 8 I AM I THE SAME G
 - 7 DEEPLY DIPPY (Rgt)
 - 6 TO BE WITH YOU
 - 5 SAVE THE BEST FI
 - 4 TAKE MY ADVICE
 - 3 WHY Anson Limoux
 - 2 VIVA LAS VEGAS
 - 1 YOU Ten Sharp
 - FINALLY Ce Ce Pant
 - MONEY DONT MA
 - LET'S GET ROCKED
 - BREATH OF LIFE L
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 - HOLD ON MY HEA
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 - STAY Shakespeare
 - HUMAN TOUCH B
 - MAKE IT WITH YO
 - TIME TO MAKE Y
 - COULD'VE BEEN Y
 - DO NOT PASS ME
 - EXPRESSION Salt-
 - LIFT ME UP Howar
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KEEPING you on the case with news of a wave of changes in clubland... First there's the end of **Club Together** at **Linford Film Studios** with the Friday slot shortly to be filled by **Inter Dance** while the new Sunday resident is **Roast**, leaving **World Party** to work on its summer schemes... **Firin** is a new night at **Camden Palace** launched by Jon Dabner, ex-Jazz Cafe. With **The Escoffiers** (April 23), **Jocelyn Brown** (April 30) and **DJs Jez Nelson** and **Norman Jay** already lined up it could well live up to its name... **Scots** promoters keen to check out Edinburgh's new underground club **The Vaults** should contact **Cosmos Agency** on 031 558 3146... **React** has just signed Italian producer **Alex 'Move Your Body' Lee** and will promo his 'Take It' in June... **R&S** is threatening a **Moby** remix of **Jam & Spoon's** soaring 'Stella'... Has anyone owned up yet to walking off with **Gilles Peterson's** record box after it was left outside the Fringe last week? Apparently the hard-done-by **Talkin' Loud** boss was even more peeved when he was charged to get into **Brixton's The Vox** his very next day... **Ravers** who missed out on the Easter trip to Mexico can console themselves with the chance to win a weekend in Amsterdam



● J.T. TAYLOR

courtesy of **'Reactivate Vol. 4'**, and may seek further relaxation once there with the £100 spending money... But there are no artificial stimulants for **Don-e** on his forthcoming UK tour. The **Brixton** show shuns **PAOs** in favour of a 10-piece band in full effect on five dates in May... **JT Taylor** — the one-time **Kool & The Gang** leader — is due to break on to the big screen here soon in **Hollywood's** look at **Cubans** in **Fifties America**, **The Mambo Kings**... **Oscar Engels** has moved from **Pinnacle Recruits** to set up an in-house press and club promo department at **Rumour**... **Orr-Some's** **Jon Jules** and **Kiss FM's** **Pete Davis** mix it up every Sunday at **Vibe** in **Chingford's** **Charlie Chan's**... **Legendary** **NY DJ Lenny Dee** is at **Knowledge** tomorrow (Wednesday), **Rage** (Thursday) **Ministry Of Sound** (Friday) and **Trade** at **Turmillus** early on Sunday... **H Pitters Junior** (who answers to **Junior**) is building a soul/dance **CD** mailing list for new label **MerLinX Recordings** on 071 486 5353... **Right Said Fred** are to strut their stuff at the opening of **Equinox** — the revamped **Empire Ballroom** in **London's** **Leicester Square**. The **May 28 PA** will be their last before switching to live shows... **AND THE BEAT GOES ON!**

TOP 10 BEATS

- TOP 10 BEATS
- 1 TEMPLE OF LOVE II
 - 2 HOUSE OF FUN
 - 3 RAINBOW'S END
 - 4 YOUR LOVE IS LIGHT
 - 5 GETTING THROUGH
 - 6 TWISTERELLA
 - 7 SHAKE YOUR GROO
 - 8 LOVE MAKES THE V
 - 9 FEEL
 - 10 COOL FOR CATS

The following records are available in single sales chart figures in brackets

US TO

- US TO
- 1 JUMP, **Kirk Knight**
 - 2 SAVE THE BEST/FOR
 - 3 TEARS IN PHEA
 - 4 BOHEMIAN RHVA
 - 5 MY LOVIN' (YOU
 - 6 AINT 2 PROUD 2
 - 7 MAKE IT HAPPEN
 - 8 MASTERPIECE, A
 - 9 HAZARD, **Richard**
 - 10 LIVE AND LEARN
 - 11 BREAKIN MY HEART
 - 12 BEAUTY & THE BEAST
 - 13 I'VE GOT ONE, **U2**
 - 14 EVERYTHING CH
 - 15 EVERYTHING AB
 - 16 REMEMBER THE
 - 17 I CAN'T DANCE, **Johnny**
 - 18 HUMAN TOUCH, **Bruce Springsteen** Columbia
 - 19 20 THOUGHT I DIED AND GONE, **Bryan Adams** MCA
 - 20 TO BE WITH YOU, **Mr. Big** Atlantic
 - 21 WE GOT A LOVING THANG, **Ca Ca Ponzone** ABM
 - 22 I'M THE ONE YOU NEED, **Jody Watley** MCA
 - 23 I'M TOO SEXY, **Right Said Fred** Charisma
 - 24 UNDER THE BRIDGE, **Red Hot Chili Peppers** Warner Bros
 - 25 WILL YOU MARRY ME?, **Paula Abdul** Capitive

Charts courtesy Billboard, 25 April, 1993

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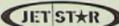
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- CAPLETON
- ARMS HOUSE
- BABY WANE
- MAMA

- BUJU BANTON
 - MOVE YOU BODY
 - CHAKA DEMUS/PLIERS
 - GAL WINE
 - TIGER
 - YU DEAD NOW
 - SIMPLETON
 - COCO COLA SHAPE
 - CHAKA DEMUS/PLIERS
 - MURDER SHE WROTE
 - VIVIAN JONES/DEBORAH GLASGOW
 - THE FIRST
 - SANCHEZ
 - ROSEMARIE
 - FREDDIE MCGREGOR
 - TO BE POOR IS A CRIME
 - HUE B.
 - GO AWAY DREAM
 - THRILLER U.
 - MISSING YOUR LOVE
 - PURE SILK/KEN BOOTHE
 - RUGH THIS YEAR
 - SINGING MELODY
 - FOREVER MY LADY
 - JACK RADICS*
 - ALL OF ME
- CD & TAPE CONTAIN 2 BONUS TRACKS*

- 43 ■ FOR MY BROKEN HEART, **Reba McEntire** MCA
- 44 ■ EMPIRE, **Queenyette** EMI
- 45 ■ NAUGHTY BY NATURE, **Naughty By Nature** Tommy Boy
- 46 ■ OOOOOHHH... ON THE TLC, **TLC** LaFace
- 47 ■ IT'S ALL ABOUT TO CHANGE, **Travis Tritt** Warner Bros
- 48 ■ DIAMONDS & PEARLS, **Prince & The NPG** Paisley Park
- 49 ■ PAST THE POINT OF RESCUE, **Hilary Katchum** Curb
- 50 ■ LOVERS LANE, **MC Brains** Motown

Charts courtesy Billboard, 25 April, 1993

Arrows are awarded to those products demonstrating the greatest airplay and sales gain.

UK US listings.

TOP 30 VIDEO

THE OFFICIAL **musicweek** CHART

ARTIST TITLE Category/running time	Label Cat. no.	ARTIST TITLE Category/running time	Label Cat. no.
1 NEW THE SILENCE OF THE LAMBS Drama/1 hr 53 min	Columbia TriStar CVR 22819	16 NEW ROCKY V Action/1 hr 39 min	Warner PES 99127
2 NEW THE RESCUERS DOWN UNDER Children's/1 hr 17 min	Walt Disney D211422	17 4 THE SWORD IN THE STONE Children's/1 hr 16 min	Walt Disney D202292
3 NEW CHERFITNESS: A New Attitude Special Interest/1 hr 28 min	FoxVideo 2919 50	18 7 22 FANTASIA Children's/1 hr 55 min	Walt Disney D211322
4 NEW BACK TO THE FUTURE III Action/2 hr 17 min	CIC VHR 1446	19 NEW ONLY FOOLS AND HORSES: May The Force Be... Comedy/1 hr 58 min	BBC BBCV 4748
5 13 ROBIN HOOD - PRINCE OF THIEVES Action/2 hr 17 min	Warner Home Video PES 12220	20 6 RED DWARF II: Kryten Sci-Fi/1 hr 30 min	BBC BBCV 4749
6 NEW MISERY Special Interest/1 hr 42 min	First Independent VA 30223	21 16 30 THE LITTLE MERMAID Children's/1 hr 19 min	Walt Disney D099132
7 NEW BLAKE'S 7: Children Of Auron BBC BBCV 4738	BBC BBCV 4738	22 NEW ONLY FOOLS AND HORSES: Homesick Comedy/1 hr 58 min	BBC BBCV 4747
8 NEW HITCHHIKER'S GUILDE TO THE GALAXY 1 Sci-Fi/1 hr 38 min	BBC BBCV 4751	23 17 14 ROSEMARY CONLEY'S WHOLE BODY PROG 2 Special Interest/1 hr 2 min	BBC BBCV 4706
9 NEW STAR TREK: The Next Generation 43 Sci-Fi/1 hr 28 min	CIC VHR 2579	24 8 4 GOODFELLAS Drama/2 hr 1 min	Warner Home Video PES 12039
10 NEW STAR TREK: The Next Generation 44 Sci-Fi/1 hr 28 min	CIC VHR 2580	24 9 21 GHOST Drama/2 hr 1 min	CIC VHR 2496
11 NEW BLAKE'S 7: Sarcophagus BBC BBCV 4739	BBC BBCV 4739	26 NEW SUMMERSLAM '90: The Heat Returns Sport/3 hr	Silvervision WF 083
12 NEW WRESTLEMANIA VII Sport/3 hr	Silvervision WF 090	27 5 8 RED DWARF II: Stasis Leak Sci-Fi/1 hr 30 min	BBC BBCV 4750
13 NEW STAR TREK: The Next Generation 45 Sci-Fi/1 hr 28 min	CIC VHR 2581	28 19 23 HOME ALONE Children's/1 hr 38 min	Foxvideo 1869 50
14 3 7 MADNESS: Divine Madness Music/1 hr 30 min	Virgin VVD 7003	28 22 26 THE AMAZING ADVENTURES OF MR. BEAN Comedy/1 hr	Themed Video Collect TV 8134
15 NEW HITCHHIKER'S GUILDE TO THE GALAXY 2 Sci-Fi/1 hr 38 min	BBC BBCV 4752	30 NEW CARRY ON EMANUELLE Comedy/1 hr 18 min	Cinema Club/Video Co CC 7017

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TOP 15 MUSIC VIDEO

ARTIST TITLE Category/running time	Label Cat. no.	ARTIST TITLE Category/running time	Label Cat. no.
1 2 MADNESS: Divine Madness Compilation/1 hr 30 min	Virgin VVD 7003	2 1 2 WET WET WET: High On The... Compilation/50 min	PolyGram Video 0844843
3 3 LISA STANSFIELD: Real Life Compilation/1 hr	BMG Video 791236	4 NEW ANNIE LENNOX: Diva Compilation/33 min	BMG Video 791 245
5 7 ROBERT PALMER: Video Addictions Compilation/55 min	PolyGram Video 0845383	6 8 SIMPLY RED: Moving Picture Book Compilation/45 min	WMV 9031754343
7 4 2 MOTLEY CRUE: Decade Of Decadence Compilation/1 hr 55 min	WMV 8536401293	8 9 24 QUEEN: Greatest Flix II Live/1 hr 30 min	PMI VC4112
9 5 2 BEAUTIFUL SOUTH: Pumpkin Compilation/50 min	PolyGram Video 0844803	9 5 2 QUEEN: We Will Rock You Live/1 hr 30 min	Music Club MC 2032
10 8 25 QUEEN: We Will Rock You Live/1 hr 30 min	Music Club MC 2032	11 NEW CLIFF RICHARD: Video Collection Compilation/1 hr	Music Club/PMI MC 2081
12 11 24 QUEEN: Box Of Flix Compilation/1 hr 20 min	PMI MVB9913243	13 RE QUEEN: Greatest Flix Compilation/1 hr 30 min	PMI MVP 9910112
14 13 28 TINA TURNER: Simply The Best Compilation/1 hr 30 min	PMI MVD 9913083	15 25 25 ERIC CLAPTON: The Cream Of... 4 Front/PolyGram Compilation/1 hr 25 min	PMI MVD 9913083

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25	¹² TAKE MY ADVICE	Avco
26	¹⁵ LET'S GET ROCKED	Bludgeon/Riffica
27	²¹ AM I THE SAME GIRL	Fontana
28	¹⁶ (I WANT TO BE) ELECTED	London
29	¹⁹ TIME TO MAKE YOU MINE	Arca
30	^{NEW} PLEASE DON'T GO	Network
31	²² COULD-VE BEEN YOU	Geffen
32	^{NEW} DO YOU WANT IT RIGHT NOW	Hir
33	³¹ STARTROUHERS	DDG International
34	¹⁸ BREATH OF LIFE	Mute
35	²² EVEN FLOW	Eric
36	^{NEW} TWISTERELLA	Creation
37	²² TEARS IN HEAVEN	Reprise
	Eric Clapton	



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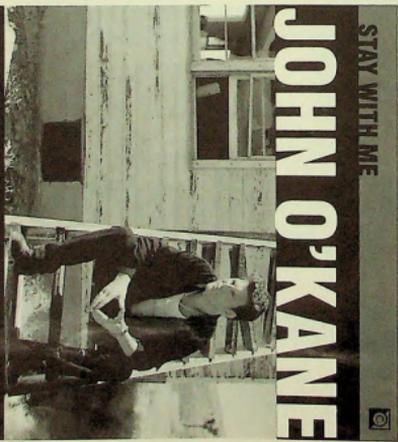
Taken From The Smash Album 'EMOTIONS'
469651 - 2 - 4 - 1

TWELVE INCH

1	^{NEW} BE QUICK OR BE DEAD	from Madson	21	^{NEW} YOUR LOVE IS LIFTING ME	Nomad
2	¹ ON A RAGGA TIP	S12	22	⁶ I WANT TO TOUCH YOU	Cherlene Wheel
3	^{NEW} SO RIGHT	K-Kass	23	² I FEEL YOU	Love Decade
4	^{NEW} DO YOU WANT IT RIGHT NOW	Degrees Of Motion feat. Bill	24	^{NEW} FINE FEELINGS	Katie Whigmore
5	^{NEW} THE ONLY LIVING BOY	IN NEW CROSS Cardiff	25	⁵ EVEN FLOW	Pearl Jam
6	^{NEW} PLEASE DON'T GO	NEW	26	² DEERLY DIPPY	Rich Sald Fried
7	^{NEW} TAKE ME	Darrel Freeman/Debbie Sharp	27	¹ I'M COMIN' HARDCORE	M.A.N.C.
8	^{NEW} INJECTED WITH A POISON/ FREE	Papa Khan feat. Jane & U	28	³ JESUS CHRIST POSE	Sundagrounds
9	⁴ ULTIMATE TRUNK	FUNK Brand New Hearers	29	²⁸ FINALLY	Cat's Pissation
10	² EVAPOR 8	Alena 8	30	¹⁷ SWEET HARMONY (EP)	Liquid
11	^{NEW} TWISTERELLA	Ride	31	^{NEW} GROOVY BEAT	DOPE
12	^{NEW} THE PRESSURE PART 1	Sounds Of Blackness	32	²⁵ RISING TO THE TOP	Ken Burke
13	^{NEW} NEVER AGAIN	The Mission	33	¹⁴ EVERYDAY	Anticipapella
14	¹¹ SOMEDAY	W/ropes with Heather Small	34	¹⁸ HIGH (REMIX)	The Cure
15	⁵ MUSIC TAKES YOU	Blame	35	²¹ TAKE MY ADVICE	Kym Sims
16	¹⁶ STARTROUHERS	Digital Organism	35	⁵ FOLLOW ME	JT Taylor
17	²⁶ FRIEND WE'RE DEAD	L7	35	¹⁵ NIGHTRAIN	Public Enemy
18	¹⁶ MAKE IT HAPPEN	Marsh Carey	38	¹⁸ HALLELUJAH '92	Ineri City
19	⁷ JOY	Soil II Soul	39	²⁴ HOLD IT DOWN	The Screamers
20	^{NEW} WHOSE FISTS IS IT ANYWAY (EP)	Plog	40	^{NEW} GET TO GNIPS	Reamy Jordaening Culture

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63	²³ DIVINE THING	Big Life
64	^{NEW} PALE RED	Columbia
65	³⁶ JESUS CHRIST POSE	AAW
66	⁵⁹ FOLLOW ME	MCA
67	⁴² MONEY DON'T MATTER 2 NIGHT	Parley Park
68	⁵² LIFT ME UP	East West
69	⁵⁶ CALEDONIA	MCS
70	^{NEW} YOUR LOVE IS LIFTING ME	Rumour
71	⁶³ TELL ME WHAT YOU WANT ME TO DO	Owest
72	⁴¹ WEATHER WITH YOU	Capitol
73	^{NEW} GET A LIFE	Virgin
74	⁵⁰ I'M THE ONE YOU NEED (HIZZA BONE MIX)	MCA
75	⁴⁵ EVERY DAY	Pvt. Commercial



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"A RUGGED MIX OF DOOBIE BROS AND STEVE WINWOOD" SELECT

MID-PRICE/BUDGET CLASSICAL ALBUMS

#	Title, Composer	Label
#	Artist, Orch.	Cassette/CD/LP (Distributor)
1	DISCOVER THE CLASSICS VOL. I Various	IMP Classics CD BXDZ 21/MC BQXZ 21 (IMP)
2	DISCOVER THE CLASSICS VOL. II Various	IMP Classics CD BXDZ 21/MC BQXZ 21 (IMP)
3	CLASSICAL COLLECTION SAMPLER Various	CD DDDCAT 1/MC DDDCAT 1 (CON)
4	YOUR HUNDRED BEST OPERA TUNES Various	CD 433662/MC 433662 (Decca)
5	THE WORLD OF GILBERT & SULLIVAN D'Oy Carte	Decca CD 430092/MC 430094 (E)
6	YOUR HUNDRED BEST TUNES I Various	CD 425473/MC 425474 (E)
7	BEST OF BACH Various	EMI Laser CD 032 762523/MC 762524 (E)
8	DISCOVER THE CLASSICS MASTER DISC Various	IMP Classics CD PCDS 4/MC PCDS 4 (IMP)
9	YOUR HUNDRED BEST OPERA TUNES I Various	Decca CD 433542/MC 433544 (E)
10	ALBINONI/PACHEL BEL'ETC Karajan/PO	DG CD 419042/MC 419044 (E)
11	HOLST: THE PLANETS Hickox/LSO	Two Cellos CMP 8935/CMP 890 (IMP)
12	CHOPIN FAVORITES Wigmore/Adelstein	CD 417762/MC 417764 (E)
13	DUETS FROM FAMOUS OPERAS Various	CFP CD CFP 448/MC TCCF 448 (E)
14	YOUR HUNDRED BEST TUNES II Various	Decca CD 425482/MC 425484 (E)
15	THE COLLECTION - IN CONCERT Pavarotti	Decca Stereo CC55/280 CCMC 288 (BMG)
16	YOUR HUNDRED BEST TUNES III Various	Decca CD 425492/MC 425494 (E)
17	HANDEL: MESSIAH Simpson/RPI/LSO	Decca CD C0CPO 471/BMC TCCPO 471 (E)
18	PUCINI: TURKIDU (HIGHLIGHTS) Methu/Sutherland/Pavarotti	Decca CD 421123/MC 421124 (E)
19	VIVALDI: FOUR SEASONS Various/Orchestra	CD CFP 8001/MC TCCP 800 (E)
20	BIZET/PUCINI/VERDI: DUETS Merrill/Mancini/Alfonso/Tobias	RC/Vocal GL 87789/GC 87789 (BMG)
21	MOZART: THE MARRIAGE OF FIGARO Carp/Caplan/Bourne	CFP CD C0CPO 473/MC TCCPO 474 (E)
22	RACHMANINOV: PIANO CONCERTO 2, RHAPSODY Fasola/RPO/Conchando	CFP CD 18A 9509/MC TCEM 983 (E)
23	BEETHOVEN: SYMPHONY No. 9 Bohm/Vienna PO	DG CD 427802/MC 427804 (E)
24	FAURE: REQUIEM Matthew/Trinity College	Conifer CD D00 433/MC D00 433 (E)
25	TCHAIKOVSKY: 1812 OVERTURE MacKenzie/PO	CFP CD CFP 8002/MC TCCP 801 (E)
26	BIZET: CARMEN - SCENES AND ARIAS Solti/PO	Decca CD 421303/MC 421304 (E)
27	WARSAW CONCERT Adams/Wynton/Jordan/LSO	CFP CD CFP 8003/MC TCCP 802 (E)
28	ALBINONI/CORELLI/VIVALDI/PACHELBEL Various	DG CD 413142/MC 413144 (E)
29	ELGAR: VIOLIN CONCERTO Kennedy/Hall/PO	Emment CD 8EMX 205/MC TCEMX 205 (E)
30	ORFF: CARMINA BURANA Jochum/Dresden Opf	DG CD 423863/MC 423864 (E)
31	BEST LOVED CLASSICS 1 Various	DG CD 002 762503/MC 762504 (E)
32	MEYERSON/BRUCH VIOLIN CONCERTOS Muller/Vanderbilt/Bogart/Bruch	EMI Laser CD 030 9213/MC 9216 (E)
33	ALBERT HALL GALA CONCERT Pavarotti/Kleber/PO	Decca CD 430716/MC 430716 (E)
34	KING OF THE HIGH CX Various	Decca CD 421326/MC 421326 (E)
35	HOLST: THE PLANETS Rattle/Philharmonia	Emment EMX 21097/CEMX 2105 (E)
36	DYORAK: SYMPHONY 9 Mazz/PO	CFP CD 43823/CMP 4382 (E)
37	THE WORLD OF HANDEL Various	Decca CD 436603/MC 436604 (E)
38	FAMOUS OPERA CHORUSES Various	CFP CD 4336913/MC 4336914 (E)
39	HOLST: THE PLANETS Loughran/Halle Orchestra	CFP CD CFP 4243/MC TCCP 4243 (E)
40	THE WORLD OF KATHLEEN FERRIER Various	Decca CD 4336963/MC 4336964 (E)

DISTRIBUTION: INDIE SINGLES

#	Title	Artist	Label #	Distributor
1	EVAPOR 8	Various	Network NWK0138 3 (E)	
2	PROJECTED WITH A POISON/FREE	Travis	Profile (PROFT 347) (E)	
3	FEAST OF LIFE	Beatste	Mute 12UMTE 142 (RTM/P)	
4	STARTUCKERS	DDG International	DDG 131 (E)	
5	MUSIC TAKES YOU	Shaving Shadow	SHADOW 11 (SAD)	
6	I AM THE RESURRECTION	Silverstone	ORET 140 (E)	
7	I'M COMIN' HARDCORE	Union City	UCRT 2 (SUK)	
8	SAFARI (EP)	Bad	IBAD 2026 (RTM/P)	
9	RIDE THE BULLET	Arms Of Love	Tom Son WOKT11 (E)	
10	GONNA LET YOU GO	Green	Dance Zone - (DZ02E 001) (RTM/P)	
11	WALKABOUT	The Kinks	ML Communications KLFUSA 404 (RTM/P)	
12	THE KINKS: WHAT TIME IS LOVE?	The Kinks	ML Communications KLFUSA 404 (RTM/P)	
13	ASCEND	Wilder Ede	Mute 12UMTE 145 (RTM/P)	
14	FIELD OF DREAMS/EXODUS	Various	Production House - (PH 033) (Self)	
15	TAKE IT EASY	Various	S. Up And Dance SUAD 23RS (SUAD 23) (E)	
16	STRAIGHT TO YOU JACK	Red Cave & The Bad Strays	Mute 12UMTE 146 (RTM/P)	
17	EVERYTHING'S GONNA CHANGE	Stress	11URST 11 (SRS)	
18	EASY	China Wokki	CHINA WOKKI 2016 (E)	
19	PINK FLOWER/ROOM ELEVEN	Dark Outlines	Deva 82 TP711 (E)	
20	TRIBAL TRANCE/CONTROL	Kinstet	KINST 11 (E)	
21	EXTRAS	DDG International	DDG 132 (E)	
22	BEATSTIME	Some Science	R&S/Outlet Rhythm RSUK111 (CORSUK11) (RTM/P)	
23	ALRIGHT	Various	Absolute 2 - (ABS 060) (E)	
24	FLAME ON	Latin America	Papeinhouse - (PAPER 016) (RTM/P)	
25	THE PARADISO EP	Rumour	RLMART 46 (E)	
26	CLOSE YOUR EYES	Aren	Production House - (PNT 034) (Self)	
27	WEIRDO	The Deekajays	Situation Two SIT 881 (RTM/P)	
28	(OBSESSION HEAD IN THE CLOUDS)	Manx	Reinforced - (RINF 121) (E)	
29	ROCKING DOWN THE HOUSE	Chit	(ITLV 208) (RTM/P)	
30	FAIT ACCOMPLI	Anxious	(ANX 36) (E)	
31	CRUISED	Army Of Lovers	China Wokki 2017 (E)	
32	DRAWING ME DOWN	Reptile Storm	Mute DUNG 161 (RTM/P)	
33	ADRENALINE	Expression	(EXPRT 13) (E)	
34	HOLIGAN	The Heart Thrabs	One Little Indian 60 TP1 (E)	
35	HELD IT DOWN	Shaving Shadow	SHADOW 14 (SRS)	
36	FAR OUT	Sam Z	Suburban Bus SUBURSE 85 (SRS)	
37	STAR TREK VI	Full Effect	(FEET 108) (SRS)	
38	FAITH HEALER	Mute	12UMTE 119 (RTM/P)	
39	ALL IN THE MIND	Ven	HUT112 (RTM/P)	
40	LOVE ERA	Various	Focal Vinyl FV112 (SRS)	

DISTRIBUTION: INDIE ALBUMS

1	ALL WOMAN	Quality Television	QTV 014 (E)
2	COLD SWEAT	Various	Ono DNTV 36 (E)
3	DRY	Various	Too Pure PURE 18 (APT)
4	LAZER GUIDED MELODIES	Dedicated	DEDFP 04 (RTM/P)
5	THE END COMPLETE	Various	RCR 92011 (E)
6	BETWEEN 10TH AND 11TH	The Christians	Situation Two SITC 31 (RTM/P)
7	CHORUS	Mute	STLUM 95 (RTM/P)
8	RAVE III - STRICTLY HARDCORE I	Various	Evaluate ELV120 (E)
9	BREAKING HEARTS	Various	Ono DINTV 34 (E)
10	GOING BLANK AGAIN	Various	Creation CRELP 124 (E)

METAL CHART

1	ADRENALINE	Def Legend	Bludgeon BR 510766 (E) 510763/510761 (E)
2	NEVERMIND	BMG	DDG 002 24425 (BMG) DDG 002 24426 (BMG)
3	AFER HOURS	Virgin	VEYN 1176 (SRS) CDV 2644/2636
4	WAKING UP THE NEIGHBOURS	Bryan Adams	ABM 397164 (E) 397166/397162 (E)
5	GALLUS	Gun	ABM 395304 (E) 395302/395301 (E)
6	LEAN INTO IT	Mr. Big	Atlantic 7581822/014 (E) 7581822/015 (7581201)
7	PEARL JAM	Epic	468844/016 (E) 468842/018 (E)
8	MICA MICK THE WIND	MCA/MCA 1854 (BMG)	MCA19 1854 (BMG) MCA19 1854 (BMG)
9	BLEACH	Tyrone	TYPNE TYPNCA 1 (E) TYPNCA 1 (E)
10	BLOOD SUGAR SEX MAGIK	Warner Bros	WB 6412 (E) 755260/313 (E)
11	USE YOUR ILLUSION I	Genesis	GEFC 2415 (BMG) GEFC 2415/05 (E)
12	GENERATION TERRORISTS	Various	Columbia 471054 (SRS) 471050/471052 (E)
13	THE END COMPLETE	RCR	RCR 92014 (E) RC 92013 (E)
14	USE YOUR ILLUSION II	Genesis	GEFC 2420 (BMG) GEFC 2420/05 (E)
15	EXTREME II - PORNOGRAFFITI	Various	ABM 395134 (E) 395132/395131 (E)
16	WASTED IN AMERICA	Columbia	469434 (SRS) 469432/469431 (E)
17	HYSTERIA	Def Legend	Bludgeon BR 51543 (E) RHS 5154 (E)
18	APPETITE FOR DESTRUCTION	Genesis	GEFC 2418 (BMG) GEFC 2418/05 (E)
19	METALLICA	Mercury	510022/510021 (E) 510020 (E)
20	KING'S X	Various	Atlantic 7567805/04 (E) 7567805/02 (7567805)
21	PASSION AND WARFARE	Foed F Thought	FOED 11 (E) CDJUB 11 (E)
22	BAT OUT OF HELL	Mot Leaf	Cleveland Int 002419 (SRS) 29813 (E)
23	RECKLESS	Bryan Adams	ABM 395119 (E) SMD 5013/ADMA 5013
24	BODY COUNT	Various	595820/874 (E) 759226/874 (759226)
25	PSYCHE 21	Lucy Love	China WOLC 1038 (E) WOLC 1038/010 (E)
26	VULGAR DISPLAY OF POWER	Various	Aoco 756791784 (E) 7567917582/756791784 (E)
27	FOUR SYMBOLS (LED ZEPPELIN 4)	Zepplin	ATL 420058 (E) 520055 (E)
28	BABY ANIMALS	Baby Animals	Imaga PP 9020/014 (E) PP 9020/014 (E)
29	BILL & TED'S BOGUS... (OST)	Various	Atlantic 756791754 (E) 756791752/756791751 (E)
30	ROLL THE BONES	Various	Atlantic WOLC 436 (E) 75678292/52 (E)

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TOP 60 DANCE SINGLES

THE OFFICIAL **music week** CHART

This Week's Highest Debut	Last Week's Title Artist	Label (1/2) (Distributor)	This Week's Position	Last Week's Position	Title Artist	Label (1/2) (Distributor)	This Week's Highest Debut	Last Week's Position	Title Artist	Label (1/2) (Distributor)													
											1	2	3	4	5	6	7	8	9	10	11	12	13
			1	2	ON A RAGGA TIP SL2			25	11	GONNA LET YOU GO Dance Zone DZ0NE 001 (RTMP)		36	24	3	REJOICING Ultra Nate		Eternal Y2 647T (W)						
			2	NEW	DO YOU WANT IT RIGHT NOW Diplo/feat Fat Bti			26	4	AINT 2 PROUD 2 BEG TLC		37	NEW	SUBMERGE Angie Giles		Island 1215 513 (F)							
			3	NEW	GROOVY BEAT DOP			27	13	I FEEL YOU Love Decade		38	28	10	HOLD IT DOWN 2 Bad Mice		Moving Shadow SHADOW 14 (SRD)						
			4	NEW	SO RIGHT K-Klass			28	24	MURDER SHE WROTE Chaka Demus & Pliers		39	18	2	EVERYTHING'S GONNA CHANGE Rusty		Stress 12JUST 1 (SRD)						
			5	NEW	TAKE ME Dream Frequency/Debbie Sharp			29	18	STARTOUCHERS Digital Organism		40	42	2	LET GO Two Shiny Heads		Guerrilla GRRR 25 (RE/P)						
			6	2	MUSIC TAKES YOU Blame			30	28	CLOSE YOUR EYES Acid		41	28	5	TAKE MY ADVICE Kym Sims		Altco B 8591T (W)						
			7	NEW	PLEASE DON'T GO KWS			31	27	I'M THE ONE YOU NEED (MIX) Jody Watley		42	NEW	SATURDAY'S ANGELS I?		MCA MCST 1627 (BMG)							
			8	NEW	SEE THE DAY Arii Consuelo			32	16	SWEET HARMONY Liquid		43	36	8	WE ARE HARDCORE House Crew		Production House PNT 035 (Self)						
			9	NEW	PRESSURE PART 1 Sounds Of Blackness			33	17	SPREAD LOVE World Series Of Life		44	32	5	ALWAYS Urban Soul		Cooltempo COOLX 251 (E)						
			10	4	ULTIMATE TRUNK FUNK - THE EP Brand New Heavies			34	28	HALLELUJAH '92 Imani		45	25	2	EVERYDAY Anicapade		PWL Continental PWLT 220 (W)						
			11	NEW	WE CAN RIDE THE BOOGIE ... Bubbles			35	41	LOVE YOU ALL MY LIFETIME Chaka Khan		46	17	3	SHADES OF LOVE (EP) Leroy Hutson		Expansion EXPAND 24 (P)						
			12	NEW	YOUR LOVE IS LIFTING ME Nomad							47	23	2	ROCKING DOWN THE HOUSE (REMIX) M17		Chill TUV 20R (APT)						
			13	10	SOMEDAY M Peoples/Heather Small							48	22	3	NIGHTTRAIN Public Enemy		Def Jam 657846 (SM)						
			14	3	I'M COMIN' HARDCORE MANIC							49	21	3	TAKE IT EASY Cedric Winklebonger...		Shut Up And Dance SJUAD 23R (P)						
			15	5	FIELD OF DREAMS/EXODUS ... Brothers Grimm							50	NEW	KISSING THE WIND Via Peoples		Charisma US CUST 7 (F)							
			16	7	INJECTED WITH A POISON/FREE. Praga Khan featuring Jade 4 U							51	NEW	TAKE IT PERSONNEL Gangstarr		Chrysalis (USA) V 23830 (Import)							
			17	15	TELL ME WHAT YOU WANT ME TO DO Tevin Campbell							51	NEW	IN THE LAB (EP) Language		Earth EARTHX 4T (RE/P)							
			18	1	RISIN' TO THE TOP Keri Burke							53	53	8	OBLIVION (HEAD IN THE CLOUDS) Manix		Reinforced RIVET 1212 (SRD)						
			19	6	EVAPOR 8 Altern 8							54	NEW	DON'T GO Awesome 3		Entity N1T 1207 (RIQ/F)							
			20	4	JOY Soul II Soul							54	NEW	FINER FEELINGS Kylie Minogue		PWL International PWLT 227 (W)							
			21	13	MAKE IT HAPPEN Mariah Carey							56	NEW	FALLING LIKE DOMINOES Music & Mystery		KTDA KTDA 01 (BMG)							
			22	12	FOLLOW ME JT Taylor							57	RE	FAR OUT Sonz' Of A Loop Da ...		Suburban Base SUBBASE 008 (SRD)							
			23	NEW	GET TO GRIPS Ronny Jordan/I/G Culture							58	29	5	FEEL IT Coco Steel And Lovebomb		Warp WAP 18 (P)						
			24	NEW	NASTY RHYTHM DJ Spinx							59	34	1	MY LOVIN' En Vogue		East West America A 8578T (W)						

TOP 10 ALBUMS

This Week's Highest Debut	Last Week's Position	Title Artist	Label (1/2) (Distributor)
1	NEW	VOLUME III JUST RIGHT Soul II Soul	Ten Dix 100/CMDX 100 (F)
2	NEW	THE THIRD CHAPTER Various	XL XLLP 109X/LMC 109 (W)
3	1	INTRODUCTION Mr Fingers	MCA/MCA 10571/MCAC 10571 (BMG)
4	7	FUNKY DIVAS En Vogue	East West America 756792121/7567921214
5	NEW	THE WOMAN I AM Chaka Khan	Warner Bros WX 472/WX 472C (W)
6	RE	FINALLY De Ce Peniston	A&M 2971761/2971764 (F)
7	4	UP Night Said Fred	Tug SNOGLP 1/SNOGMC 1 (BMG)
8	NEW	MOTOWN'S GREATEST HITS The Temptations	Motown 5300151/5300154 (F)
9	RE	BRAND NEW HEAVIES Brand New Heavies	Acid Jazz 8283001/8283004 (F)
10	9	TRAVAGANZA - ITALIAN... Various	React REACTLP 5/REACTMC 5 (BMG)

The Music Week Dance Chart is updated every Friday by Pete Tong on 11M's Essential Selection between 7-7:30 pm.

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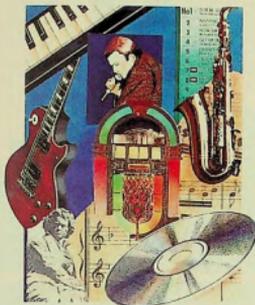
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Long stayer aids Lon

Sales of Shakespears Sister's Stay may not be commensurate with its lengthy reign at number one — Bryan Adams' (Everything I Do) I Do It For You had sold twice as many copies after eight weeks at the top — but its success nonetheless dominates the first quarter's singles market share figures.

Stay takes London to the top of the labels league, with 6.9% of the market — over 60% higher than its share for the same period last year — and helps boost PolyGram's position as leading distributor. PolyGram now has 25.3% of the market, down on its Adams-induced 30.9% peak last year, but nearly double that of Sony, its nearest rival.

London's lead among the labels is only narrow, however. Second-placed Columbia continues to gradually improve its quarter-on-quarter performance and now has 6.5% of the market thanks in part to the Pasadenas' I'm Doing Fine Now, the quarter's seventh best-selling single.

But the most dramatic performance of the quarter was that of PWL International. The success of its rave product and in particular 2 Unlimited, who appear in the artists' Top 10 for the second quarter running, means the label now holds 2.6% of the market (an increase of 116.7% over the same period last year). As a company, PWL has 5.1% — a massive 325% increase highest-ever annual share of 5.2%.

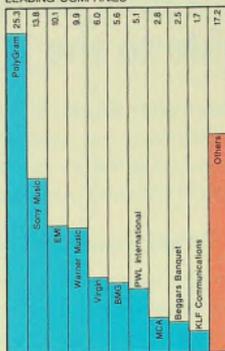
Dance product has also helped boost the company share of Beggars Banquet, home of XL and The Prodigy.

Among the indies, this quarter's figures mark the disappearance of the RTM listing after the marketing company agreed to split its share between its physical distributors Pinnacle and APT. Both show a short term leap as a result, but the change should give a clearer idea of the strengths of the two companies in the long run.

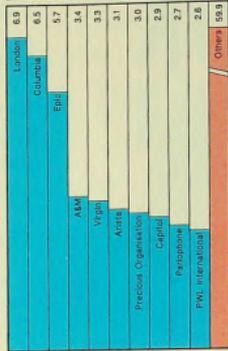
Compiled by ERA from statistics supplied by Gallup based on a weekly sample of singles sales and full price and mid-price album sales through 1,000 retail outlets in the UK Jan-March inclusive. Minimum dealer prices for albums, LPs and cassettes £2.00 or over, CDs £4.00 or over. © CIN 1992

SINGLES: QUARTERLY SNAPSHOT

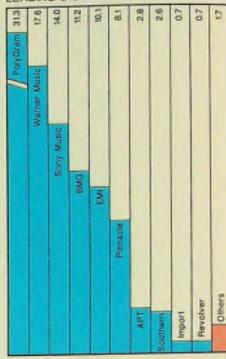
LEADING COMPANIES



LEADING LABELS

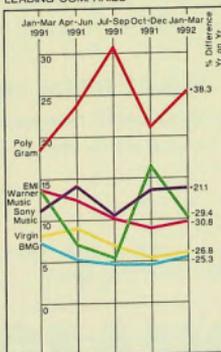


LEADING DISTRIBUTORS

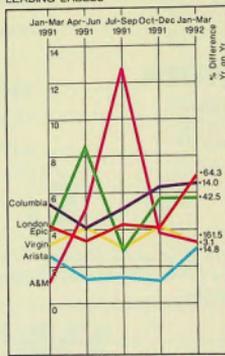


SINGLES: 12 MONTH TREND

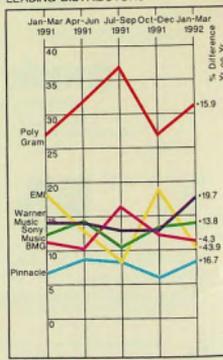
LEADING COMPANIES



LEADING LABELS



LEADING DISTRIBUTORS



SINGLES CHART PERFORMANCE

ARTISTS

- SHAKESPEARS SISTER
- WET WET WET
- QUEEN
- THE TEMPTATIONS
- UNLIMITED
- SHANICE
- THE KLF
- THE PASADENAS
- CE CE NICKSON
- MICHAEL JACKSON

PRODUCERS

- Alanoulder/Shakespears Sister/Chris Thomas
- Wet Wet Wet
- Royal Thomas Baker: Queen/David Richards
- Smoke Robinson/Ronnie White
- Narada Michael Walden
- Bill Wilder/Jean-Paul de Coster
- Ian Levine/Billy Griffin
- Curtis Stigers/Glen Ballard
- Yvonne Howard/Pete Stevens
- Mike Stock/Pete Waterman

TOP 10 SINGLES

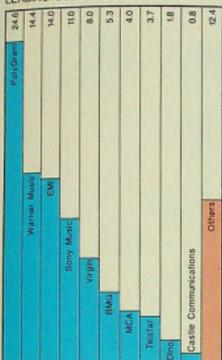
- STAY Shakespears Sister London
- GOODNIGHT GIRL Wet Wet Wet Precious
- BOHEMIAN RHAPSODY/THESE ARE THE DAYS OF OUR LIVES Queen Parlophone
- MY GIRL The Temptations Epic
- I LOVE YOUR SMILE Shanice Motown
- TWILIGHT ZONE 2 Unlimited PWL Cont.
- I'M DOING FINE NOW The Pasadenas Columbia
- WONDER WHY CURTIS Stigers Arista
- EVERYBODY IN THE PLACE/G-FORCE The Prodigy XL
- GIVE ME JUST A LITTLE MORE TIME Kylie Minogue PWL Int.



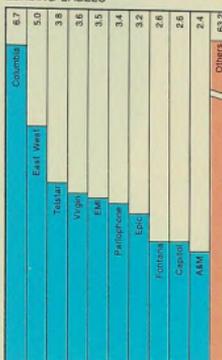
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ALBUMS: QUARTERLY SNAPSHOT

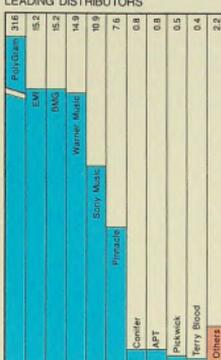
LEADING COMPANIES



LEADING LABELS



LEADING DISTRIBUTORS



With Christmas now well out of the way, CINC's album market share figures for the first quarter show which labels and which titles have shown the most staying power.

Among the albums themselves, there's no competition: Simply Red, who scored last year's biggest selling album with Stars on just 13 weeks' sales, continued to lead into 1992.

All of the Top Five albums of the last quarter of 1991, stayed in this quarter's Top 10. Besides Stars the strongest was We Can't Dance by Genesis, which improved on its position at number five last time around to reach three.

However, Tina Turner's Simply The Best (at three last time out) Queen's Greatest Hits II (two) and Michael Jackson's Dangerous (four) all showed falls. But tour activity can be expected to give a new lease of life to Jackson.

Elsewhere the share figures highlight more than anything the resilience of Columbia in the label rankings and PolyGram both as a company and as a distributor.

Among the companies, PolyGram showed its underlying strength after a relatively hit-free final quarter of 1991, increasing its share by more than 10% both over the previous quarter and over the same period last year.

The usually wide open battle for second place was won by Warner in its most successful run for three quarters as EMI lost the benefit of the Freddie Mercury effect and slipped to third but Warner, EMI and Sony were all well within their recent range of achievement.

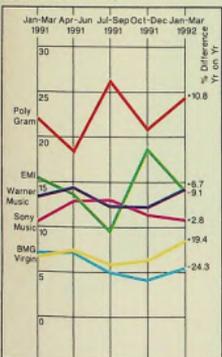
The most notable success was Virgin which, with an 8% share fuelled by the success of Genesis and its Madness compilation, has reduced the gap between it and the leading pack to its lowest for over a year.

PolyGram's improved fortunes are most apparent in the distribution listings where it enjoyed a greater share than second-placed EMI and third-placed BMG put together (the latter, incidentally, only 0.01% apart).

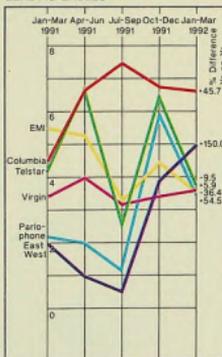
The EMI-Virgin deal promises exciting times ahead, however. The expected move of the Virgin distribution contract from PolyGram to EMI would put the two giants just 0.4% apart.

ALBUMS: 12 MONTH TREND

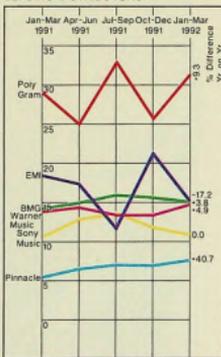
LEADING COMPANIES



LEADING LABELS



LEADING DISTRIBUTORS



ALBUMS CHART PERFORMANCE

ARTISTS

- 1 SIMPLY RED
- 2 QUEEN
- 3 WET WET WET
- 4 GENESIS
- 5 MADNESS
- 6 LISA STANSFIELD
- 7 TINA TURNER
- 8 MICHAEL JACKSON
- 9 TEARS FOR FEARS
- 10 U2

PRODUCERS

- 1 Stewart Levine
- 2 Wet Wet Wet
- 3 Genesis/Nick Davis
- 4 Clive Langer/Alan Winstanley
- 5 Ian Devaney/Andy Morris
- 6 Britten/Davies/Dorrell/Hammond/Hine/Hartman/Lord-Alige/Lyle/Macintosh/March/Spector/Turner/Ware
- 7 Queen/David Richards
- 8 Tears For Fears/Boscombe/Hughes/Callum/Orsham/Palmer
- 9 Riley/Jackson/Swedien/Bottrill
- 10 Moulder/Shakespears Sister/Thomas

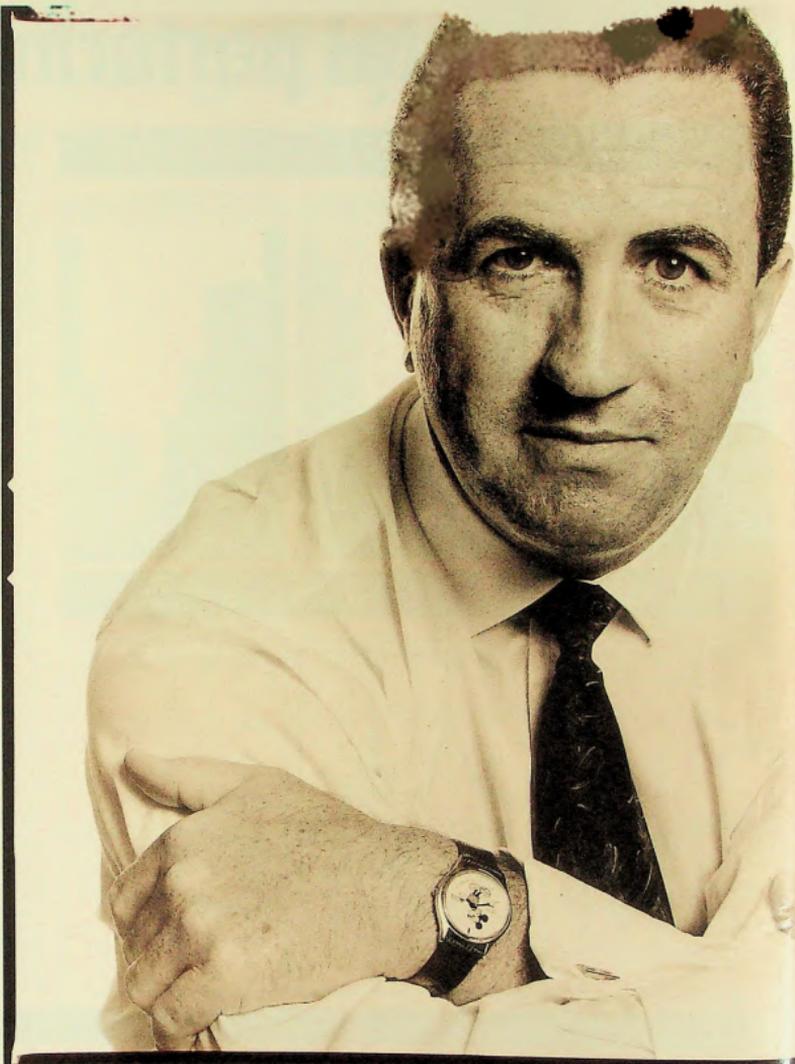
TOP 10 COMPILATIONS

- 1 THE ULTIMATE RAVE
EMI/Virgin/PolyGram
- 2 TENDER LOVE - 17 ROMANTIC LOVE SONGS
EMI
- 3 THE AWARDS
PolyGram TV
- 4 SOUL EMOTION
PolyGram TV
- 5 NOW THAT'S WHAT I CALL MUSIC!
20 EMI/Virgin/PolyGram
- 6 ESSENTIAL HARDCORE DINO
7 ULTIMATE HARDCORE
Telstar
- 8 KIDS THEORY
Telstar
- 9 HEAVENLY HARDCORE
Dino
- 10 ESSENTIAL OPERA
Decca

TOP 10 ARTIST ALBUMS

- 1 STARS Simply Red East West
- 2 HIGH ON THE HAPPY SIDE Wet Wet Wet Precious Org.
- 3 WE CAN'T DANCE Genesis Virgin
- 4 DIVINE MADNESS Madness Virgin TV
- 5 REAL LOVE Lisa Stansfield Arista
- 6 SIMPLY THE BEST Tina Turner Capitol
- 7 GREATEST HITS II Queen Parlophone
- 8 TEARS ROLL DOWN (GREATEST HITS 82-83) Tears For Fears Fontana
- 9 DANGEROUS Michael Jackson Epic
- 10 HORMONALLY YOURS Shakespears Sister London

Sorcerer's apprentice



CURRICULUM VITAE

NAME: Philip Andrew Jackson

BORN: April 3, 1951 in Rugby

PARENTS: Father — machine tool engineer, Mother — housewife and caretaker.

EDUCATION:

1962-67: Daventry Grammar School

"Preferred rugby, athletics and gymnastics to algebra".

CAREER:

1967-68: Salesman at Curry's. Promoted to assistant manager.

1968-75: Assistant buyer at Glass (Coventry) Ltd, part of the Royal Doulton Group.

Promoted to buyer (1971), sales representative (1972), export sales manager (1975) "The company had a rigid hierarchy, you had to buy your own drinks at the Christmas party."

1978: Joined the Rank organisation as area manager for Rank Audio Visual. "Made the move because the salary was £500 a year more." Promoted to key accounts manager

(1979) and moved to London.

1981: Joined Rank Video as field sales manager. Promoted to sales manager (1982), sales and marketing manager (1983), sales and marketing director (1985), general manager (1987).

1988: Joined Walt Disney company to set up Buena Vista Home Video UK as general manager.

1990: Promoted to managing director UK, 1.7m selling Lady And The Tramp breaks the

Leading video's challenge to music sales is Phil Jackson whose marketing magic spurred Fantasia to 3.2m sales. By Karen Faux



Mickey Mouse may be an old age pensioner, but he can still give a record industry half his age a run for its money.

This Christmas, a cartoon featuring the ageing rodent proved that music is no match for Disney. Fantasia sold 3.2m copies in three months while Simply Red's Stars — the best selling album of 1991 — has only just topped the 2m mark.

Phil Jackson, as managing director of Disney's UK distribution arm, Buena Vista, and custodian of its biggest video market outside north America, is the man who steered Fantasia to its phenomenal UK success.

There is no doubt the film has buoyed retail confidence, not least on record shop.

"On the day of Fantasia's release there were lines of people queuing up for it," testifies Ian Wright, manager of Music Junction, a High Street independent in Dudley. "Even Buena Vista seemed taken aback by the demand." Wright says he is now increasing the proportion of shelf space he devotes to video from a quarter to a third of his store while multiples including Smiths, Woolworths, Boots and Asda have all established dedicated Disney sections.

Fantasia represented Disney's UK sales peak to date, but other initiatives paved the way. Lady And The Tramp's 1.7m sales proved that the limited release period was a winning formula, while the decision to go straight to sell through with Pretty Woman was a gamble that paid off: that title was also a million-seller.

It was Phil Jackson's initiative to make these campaigns consumer, rather than product, led. The grit of his sales drives — which included promotions with MacDonalds and McLeans toothpaste — was arguably more powerful than anything the music business has experienced.

In his customers' eyes, Jackson is direct and aggressive, but with a sense of humour. As far as he is concerned, the ability to get on with people is one of the credentials of the job, although in the flesh his friendliness is tempered with mild impatience.

Tossing a paperweight grabbed from his neatly ordered desk, he dispatches an unavoidable phone call with repeated protests of "that's nonsense". Throughout this interview he is polite yet brisk: It's obvious he's on a schedule.

But this powerful executive wasn't always so sure of himself. After grammar school in Rugby equipped him with just five O-levels, Jackson admits he had no plans. "People told me I had the gift of the gab, so I drifted into sales," he says.

His progress through such disparate areas as glass manufacturing and electrical goods retailing was achieved by making a lot of noise. "In those days no-one ever questioned the boss," he says. "I did and I got noticed."

A true career path emerged only when he began managing sales of pre-recorded videos at Rank Video, just as the market exploded.

Nick Watkins, now deputy group managing director at Chrysalis, worked with Jackson at Rank and says his style was obviously compatible with this brand new industry. "Phil is a great showman, from his ability to be a self-publicist to his style of dress," he says. "It was evident in the early days that these qualities would stand him in good stead in the video business."

Jackson's brand of showmanship is slick and above all unruffled. He likes smart clothes and quotes Armani and Boss as his favourite designers, while work shirts come from Harvey Hudson in Jermyn Street. And his private life fits the clean-cut image: Jackson works out regularly at a health club near his four-bed Ascot home.

Watkins remembers: "When I ran a rugby team in the mid-Eighties, Phil played a very dashing three-quarter. He never had a hair out of place but he was seldom able to catch the ball."

And one store buyer agrees that Jackson likes to see himself as a cool guy. "He can be a bit deadpan and sometimes it's easy to wind him up because he takes himself seriously," he says.

But there is no evidence that Jackson's endeavours to appear laidback have kept his eye off the ball in the fast-moving video business.

Jackson rose at Rank — as he had in his previous companies — by being able to bargain on the basis of other job offers, although he says it was not a deliberate ploy.

And his ability to sustain professional relationships has also enabled him to get on.

The most fruitful has been with Stuart Warren, now senior vice president of Disney Europe. When Disney took its video distribution contract away from Rank in favour of setting up its own distribution arm in 1988, Warren was in position to ensure Jackson got the job of setting it up.

"Phil sets his own targets and is always determined to achieve them," says Warren. "In a sense what we're doing is marketing something that has already been marketed and, as a fast moving consumer good, video is closer to the grocery trade than the music business. It requires a very focused sales effort and Phil has the skill to communicate the key selling benefits to retailers."

Some more distanced observers would say that the product makes the man. And rumours abound about how far the Disney corporation's vice-like grip extends in the UK. One retailer reports that Disney's Burbank headquarters had to be consulted on a small standee's change of colour scheme.

"Sure, Disney is a tightly-controlled company, but Phil is filling an important information gap between the UK and US and driven the move to sell through," counters Smiths' video buyer Tim Forrester.

And Jackson's video competitors don't shy away from giving credit where credit is due. Paddy Toomey, managing director of Buena Vista's

closest rival, Video Collection, says: "The marketing campaign for Fantasia was brilliant and achieved record sales. That was down to Phil." Jackson himself refuses to be drawn on whether the Disney hierarchy cramps his style. "It's a learning curve and there's always room for debate."

Jackson does, however, recognise that his role is very different from his music industry counterparts. While record company marketing executives can normally moderate the style of overseas repertoire according to local trends — Madonna's Immaculate Collection, for example, was put together specifically for the UK market — Jackson always has to deal with a brand that comes ready packaged. And he has had to adopt a down to earth approach in his dealings with retailers.

"Because video is a comparatively new business we've had to target retailers right from the start, stay close to their needs and build confidence," he says.



Key to Jackson's approach is an extravagant PR effort which features lavish lunches complete with furry giveaways; Jackson often seems to be the one to add a personal touch by pointing the way to the cloakroom or passing round the drinks.

Jinks Jackson says he is happy to bear the burden of keeping the wholesome, smiling face of Disney firm in place. But, being far from wacky himself, the cartoon capers go only as far as is necessary.

Jackson's Mickey Mouse watch is his most conspicuous frivolity; his office with its immaculate modern furniture and discreet Disney prints has few personal touches.

Jackson's work to clean up the once dubious image of the video industry seems more in character, however.

Reg Dixon, executive director of operations of the Federation Against Copyright Theft, says Jackson's work as chairman has been tireless. "He has been a strong force behind anti-piracy measures such as stickered products and will support anything to ensure that retailers get a better deal."

Jackson's credibility has also been boosted by his chairmanship of the British Videogram Association Council.

Just promoted to vice president and managing director of Buena Vista UK, his current goal is to break the seasonal mould with year-round quality releases.

Despite predictions that the video market will eventually be given a bumpy ride by cable and satellite TV, its phenomenal year-on-year growth of 32% makes it music's deadliest intra-sector rival.

With Disney spearheading video growth, Phil Jackson looks serious when he says: "We'll see a Disney title selling 5m within the next two years." It seems his best is yet to come.

Tactical warfare could be the answer for record companies as the battle for shelf space heats up. It might even be time to take Phil Jackson out to lunch.

Stephanie Routhon

video sales record while Pretty Woman sells over 1m. "We realised we were on to something big and decided to separate rental from sell through. It was the most frenetic point in my career."

1991: Little Mermaid sells over 1.5m and Fantasia sets a new industry record of 3.2m.

1992: Promoted to vice president/managing director UK. The company has grown from 21 staff in 1988 to 57 and now, with a 18.7% share, leads the sell through market.

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This is one of the three In The City Hypotheticals, an innovative feature of the UK's first International Music Convention to be held in Manchester in September 1992.

The Hypotheticals—in which leading industry figures and celebs will play themselves (only the names are changed to protect the innocent) and answer the question 'what if?'—are a radical addition to the wide series of panels taking place in the convention centre at the Holiday Inn Crowne Plaza.

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ROUND-UP

Harvey Goldsmith is promoting nine dates on Michelle Shocked's 14-date UK tour, which opens at Cardiff University on April 30. In addition to the scheduled live gigs, the singer is visiting local record shops and is promising a few impromptu gigs as the tour unfolds. . . . Chris De Burgh — back on the road after a three-year break — takes in two venues new to rock concerts during his 10-date UK tour. Shows at Bradford FC on September 12 and Exeter Westpoint on September 13 are firsts for both venues. Promoted by Andrew Miller Concerts, the UK leg of De Burgh's world tour kicks off on September 8 at the Aberdeen Exhibition and Conference Centre. . . . WOMAD presents "three days of wild festival entertainment" at its fourth successive Holiday Weekend Festival at Morecombe Bay from May 29-31. Headlining acts include Burning Spear, Rebel MC and Aster Aweke. . . . Asgard is promoting Lyle Lovett's gig at the Hammersmith Odeon on June 12, which opens four dates in the UK and Ireland . . .

Two town councils would feel comfortable about having thousands of extra citizens roaming their streets for a week. Fewer still small venues can handle over 60 acts in six days and still present a professional show.

Norwich, and its Waterfront venue, seems to be an exception and it is for this reason that Sound City is taking place there this week.

"The opening of the Waterfront has helped change the attitude locally," says Mark Higham, chief co-ordinator of the event at the two-hall venue. "People are now used to seeing hairy rock and rollers around the town."

But although the local support has been crucial, what is most remarkable about Sound City is the successful collaboration it has achieved between Radio One, the Musicians' Union, the BPI and MPA.

"We wanted to give a better understanding of what the music business is all about," explains BPI press director Jeremy Silver.

The event has been taking



Heading east: (from left) Mr Big, The Quireboys and Cathy Dennis — set for Sound City

shape since November. But barring consultation over schedules, no promoters or tour firms have been involved.

Acts were invited to take part on the understanding that they were part of a larger industry event, with seminars, a HMV-sponsored street stage and Independent-backed lectures as equally vital elements.

And Higham admits the fees offered to the bands are below par, although the exposure afforded by the Radio One broadcasts must provide some consolation.

The diverse line-up — which

stretches from Cathy Dennis to The Quireboys — is designed to reflect the broad spectrum of acts currently popular in the UK, says Silver.

"Each of the six nights is a separate entity, but we wanted some bills that wouldn't necessarily be expected," adds Higham.

Although it has been an expensive exercise, ticket sales have been brisk and the event is likely to break even.

But despite this, there is a feeling among some observers that the PR opportunities of the event have not been exploited to the full.

And independent promoter Eugene Beer, of Beer Davies, is not alone when he says he is "a bit confused" about Sound City's overall aim.

"Anything that promotes live bands and venues is a good thing but I can only see this sort of thing working if it is happening all over the country," he says.

Sound City is a bold attempt to bring the rock industry to Norwich. Success this year, and a broader horizon in the future, may mean Beer's suggestion indirectly becomes a reality.

Neville Farmer

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DOOLEY'S DIARY

Remember where you heard it: Again the Ivor Novello Awards proved to be a big draw for the stars despite, or perhaps because of, its relatively low profile compared with other awards ceremonies... **Top marks to Right Said Fred**, who thanked everybody including **Lloyds Bank** in Putney for the £1,500 loan which helped them make their award-winning *I'm Too Sexy*... Sadly, **Fred Fairbrass** declined the offer of the title role in *Joseph* from fellow award winner **Tim Rice**. But he wasn't too disappointed. "I fancied myself as *Evita* more than *Joseph*," he replied... **Tony Hatch** and **Jackie Trent** won the award for the longest acceptance speech, but then there were two of them... After a namecheck from **Mick Hucknall's** call box, **Peter Reichardt** had plenty of reason to look happy. Not content with retaining his market share lead (see page 1), he and his composers made off with three awards, the biggest share of any publisher... One man without an award, but backing from **Tim Rice**, was **Mike Batt**. "He was extremely unfairly treated by the critics," said Rice. "Snark was a terrific show." **So now we know**... While the publishers and songwriters celebrated at the Grosvenor House, the Brit School band **Sexual Suicide** swept the board in the National Panasonic rock competition at London's Hippodrome... Congratulations to the all-conquering



Few pluggers have the persuasive edge of former Island head of promotion Johny Davis. Admit it, it's difficult saying no to a man with three feet of razor-sharp steel in his hand. Davis has left promotions behind for a few months, however, as he tries his luck with the GB fencing team at the Barcelona Olympics. The problem is cash: "I'm desperate," he says. "I've just got my bank statements." With training, travel and living costs at £1,000 a week, he is looking for sponsors to back him to the tune of £5,000 leading up to the big event this summer. With years of experience in corny plugging stunts with RCA and Island behind him, he insists he'll bag lots of good publicity for the lucky backer too.

MCA team which roared to victory in the Q go-karting race at Shepherds Bush last week... The victorious team, led by product manager **Louise Royston** and featuring **Richard Davies**, **David Bower**, **Gordon Anderson**, **Pete Kelsey** and **Christian Jupp**, managed to finish ahead of the rest despite sneaky gamesmanship by one of their rivals who tricked them into making a pit-stop out of turn... So much for WEA marketing director **Tony McGuinness's** proud boast: "It's easy; you just keep your foot down all the way." His team came second, with **Circa** in third... Spare a thought for Sony Classics press officer **Katherine Howard**, who spent her Easter weekend recovering after falling from her horse while out riding, ending up with several stitches and **bad bruising** to her face... Congrats to **Derek Stiklen**, maintenance engineer at **Jacobs Studios**, who is celebrating 60 years of life and 30 years in the music business with, over the years, **Pye**, **Utopia**, **Videoseonics** and **Battery**... **Bedford Our Price** manager and **Led Zeppelin** expert **Dave Lewis** is organising a two-day

convention in May for fans of the band, and needs donations of Zep memorabilia for an auction in aid of Music Therapy. Call him on 0234 213713... Congratulations to Tina Turner manager **Roger Davies** and Parlophone Capitol who look like pulling off another magnificent revival with **Joe Cocker**. They have already helped him achieve his first Top 30 album in 20 years... **PolyGram's** Scottish area salesman **Tommy Davies** thanks dealers and industry colleagues for collecting almost £1,000 to help him and his wife after she suffered a brain haemorrhage... Well done to the organisers of the collection, **WEA reps Bob Buchan** and **Graham Marr**... Congrats to Virgin's general manager **Mark Williams** after his successful completion of the London Marathon, raising £5,000 for Nordoff-Robbins on the way. "It was my first and probably the last," says a relieved Williams nursing his blisters... One time **Stiff** Little Finger **Ali McMordie** and former member of **Fat Lady Sings Robert Hamilton** have already won the support of several major names for their idea of a co-ordinated peace concert in London, Belfast and Dublin this summer. With the combined promotional muscle of **Tim Parsons**, **Vince Power**, **Emonn McCann** and **Dennis Desmond** behind them, who would say no? For information call them on 071 371 8359

ES IT was reported in your March 28 edition that I said I thought I could run the country better than John Major. Whilst I may have said that John Major who is indeed younger than me has not had a lot of experience running a business. I made this remark over 18 months ago when he had just appeared on the scene, not "yesterday" as reported in your article. I certainly do not think that I could run the country any better than he has done. Nor would I want to try.

Thank you for letting me put the record straight. - Paul McCartney, 36ko Square, West London.

Unlike Jason Donovan, man of the people Paul McCartney doesn't bother himself with High Court writs when he feels it necessary to take umbrage with the reptiles of the tabloid press. McCartney's solution to this everyday superstar problem is to simply dash off a missive to the *Sunday Mirror* letters page and let nature take its course. One vital question remains, however, what is he going to do with his liver?



What lucky souls down at **Our Price's** Brentford HQ, the retailer's resident **Geoffrey Williams** fans couldn't get along to see his gigs, so he went to them. Our Price MD **Richard Handover** was obviously impressed, leading the cheers for an encore at the end. However, he wasn't as lucky as receptionists **Sue**, **Penny** and **Hazel**, who were too busy to join the 150 audience in the canteen so had the **EMI** artist join them for an impromptu set on the way out.

music week

Incorporating Record Mirror

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