

6 Flash Pan
Peter Pan video
set to put spring
into sell through

8



Essex girl
Screenscreen aim
high with cover
of Faithful tune

13 We're open
Pull-out chart of
key distributors'
Christmas hours

23



Plug it up
Pranksters of
promotion have
come of age



51

music week

For Everyone in the Business of Music

19 DECEMBER 1992 £2.65

Court looms in formats row

The dispute over royalty rates for formats looks set to be decided at the Copyright Tribunal next spring despite a last-minute concession by the MCPS.

A tribunal showdown came one step closer on Friday when the MCPS submitted its formal answer to the BPI's statement of claim.

Although the publishers society has conceded the principle of a royalty break in

informal talks to break the deadlock, the formal seven-page document outlines, as expected, its opening position.

It argues that MiniDisc and Digital Compact Cassette do not represent as big a technological advance as compact disc and that a new format does not automatically justify a royalty break.

The two sides have been locked in dispute since the BPI first suggested a royalty break

last April. The MCPS, backed by its members and the public opposition of acts including Dire Straits, has always rejected the suggestion outright.

MCPS negotiators tabled a proposal for a break to the BPI late last month. But the BPI council rejected the concession as too small. "We wrote back and asked them to reconsider and come up with something better," says BPI director of legal affairs Sara John.

MCPS deputy chief executive Tom Bradley declines to give details of the society's proposed formula. But, he says, any discount must in principle be 'objectively justifiable'.

BPI chairman Maurice Oberstein says, "The Tribunal will end up having to sort out our positions."

The next tribunal hearing is due to be held on January 7, when a date will be set for the MCPS and BPI to submit their evidence. Insiders predict a full hearing in April or before.

● The Copyright Tribunal is believed to be just days away from delivering its verdict in the hearing between Phonographic Performance Limited and the Association of Independent Radio Companies.

Travis in fight over Rough Trade name

Indie pioneer Geoff Travis fights a battle to retain the Rough Trade name for his label Rough Trade Recordings.

Taylor Gotham, the liquidator for Rough Trade Records and its holding company Rough Trade Ltd, insists the brand is one of Rough Trade Ltd's assets and that Travis must bid along with the other interested parties.

Vince Callcut, of Taylor Gotham, says several companies have shown an interest in the name, which will soon be advertised for sale.

However, Travis, who founded the Rough Trade indie empire in 1977, says he has the right to use the imprint by "custom and use".



Travis: battling

He adds that he is in talks with the liquidators and hopes to reach an agreement with Taylor Gotham before the name is put up for sale.

"It would be devastating for me not to be able to put out records under the Rough Trade name. I would be heartbroken if someone else

acquired it," he says.

Travis's attempt to buy back the historic name of the label he set up founded before the two companies went into liquidation on November 30.

Travis is also in dispute with Taylor Gotham over royalties which Rough Trade Recordings has been collecting on behalf of Rough Trade Records since the latter ceased trading more than a year ago.

Travis says the royalties amount to much less than the £150,000 claimed by Taylor Gotham and are effectively equivalent to a sum he is owed by Rough Trade Records, from an investment through his Warner-linked label Blanco Y Negro.

MiniDisc hits 170 shops

Sony's MiniDisc is launched today (Monday) in around 170 stores with titles from Sony, Virgin, EMI and Mute.

Virgin Retail has the most outlets participating in the launch, with 16 stocking MiniDisc. Other chains include HMV (five stores), Tower (four) and Sam Goody (seven).

Software co-ordinator Alan

Phillips says Our Price, Menzies, WH Smith and Woolworths are likely to begin stocking the format in January when its marketing campaign launches. Independent retailers joining the launch include Andy's Records, Music Zone, Ainley's and Windows.

Phillips says Warner Music is expected to produce titles in

the New Year, but he will not speculate when other majors may adopt MiniDisc. He says up to 200 titles are now available.

Today's unveiling of the format in the UK, Germany, France and Holland comes just days before the pre-Christmas launch deadline set for Europe by Sony.

London T&Cs to close down

London is set to lose its two Town & Country Club venues next year following a landlord's refusal to renew leases on the sites.

Folgate Estates is evicting Venue Bookings and Max Rose Promotions, which run the Kentish Town and Islington-based T&Cs, when their lease expires on March 24.

Ollie Smith, of Venue Bookings, says, "The crazy

thing is that they are both profitable businesses."

The future of the venues is unclear. The 1,800-capacity T&C in Kentish Town cannot be demolished since it is a listed building. Folgate Estates refuses to comment.

It is understood that the landlord rejected a plea for the lease to be extended to allow the company time to find a new venue and avoid 30 job losses.

MICHAEL BOLTON

Drift Away

THE NEW SINGLE



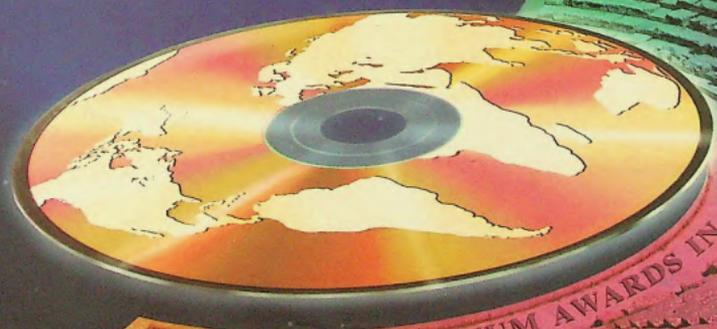
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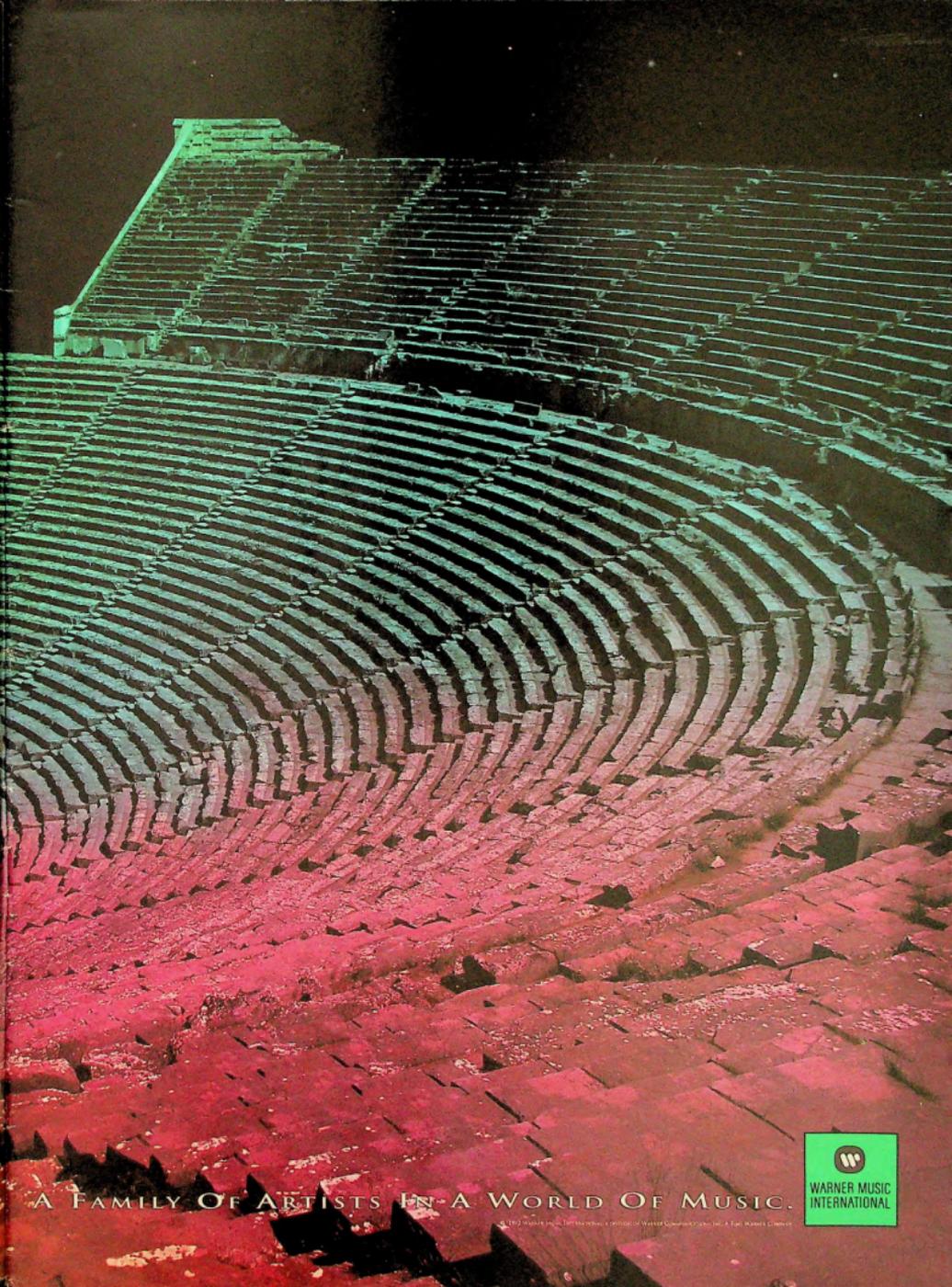
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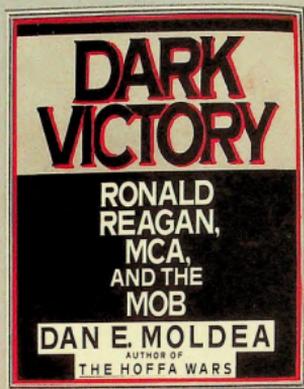
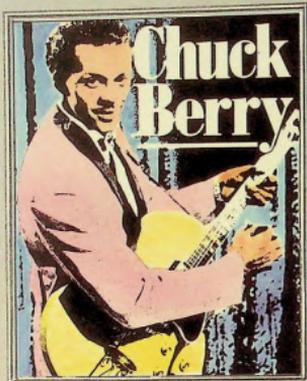
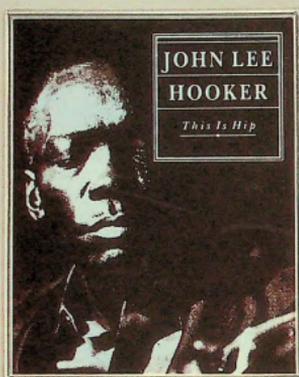


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Bo Diddley

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Ahmad Jamal

Etta James

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Muddy Waters

Little Walter

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Take That in Smash Hits sales boost

RCA's Take That received the biggest sales boost from last week's *Smash Hits* Poll Winners Party, with their current single, album and video all recording increasing sales.

Besides walking away with seven awards, their single, *It Could Be Magic*, and album, *Take That & Party*, were moving up the chart and the video outsold all other music videos in the first half of the week after the show was broadcast.

RCA head of marketing Vicki Blood says the group also benefited from coverage in newspapers which had not previously covered the group.

But other labels say sales on specific acts were largely unaffected. A spokeswoman from One Little Indian said The Shamens's *Phorever People* was already expected to be a high chart entry, and Marky Mark's *You Gotta Believe on EastWest* recorded no sales increase.



Leigh: backing campaign

Tories join recording piracy lobby



The government has pledged support for Music Week's Stamp Out Piracy campaign.

Edward Leigh, the parliamentary under-secretary of state for trade and technology, says the campaign will help copyright owners attack piracy by raising public awareness.

"The government recognises the importance of effective copyright protection to the success of the industry," he says.

Trading standards officers in Liverpool seized pirate tapes worth thousands of pounds in a series of joint raids with the Merseyside Police last week-end. Piracy in Liverpool is at its highest level for 10 years.

BBC doubts hinder us, says AIRC boss

Doubts over the future of BBC broadcasting are blocking progress in the commercial sector, according to Association of Independent Radio Companies chairman Stewart Francis.

In the first glimpse of IR's response to the government green paper on the future of the BBC, Francis called for clearer guidelines and a reversal of the corporation's "stealthy" push towards commercialisation.

Speaking at the Radio Academy's 10th Anniversary lunch, Francis said: "Until the future of the BBC is decided there should be no further development of the IR system."

AIRC director Brian West later backed Francis's comment. "It would be wrong for the Radio Authority to just shut up shop, but a lot of people share Stewart's view."

In his speech, Francis, managing director of Mid Anglia Radio Group, argued that the

WATERMAN LAUNCHES ONE FM CAMPAIGN

PWL chairman Pete Waterman is launching an industry-wide campaign to quash what he views as the BBC's desire to banish pop music from Radio One FM. Waterman claims incoming BBC director general John Brit is revealed a prejudice against popular culture which threatens to rob Britain of its leading role in breaking new musical talent.

Objecting to Brit's view that Radio One should place more emphasis on speech and information with less Top 40 music, he says: "This is our culture they are tampering with. Radio One was set up as a pop station and that is how it should stay. I will not let this happen."

Waterman says he is enrolling key figures from the industry and intends to begin lobbying parliament soon.

inevitable impact on IR of any change in the BBC's role has been overlooked. And he accused the BBC of "cultural scrooging" by suggesting in its document *Extending Choice* that public service broadcasting could be marginalised if it is restricted to programme types not covered by commercial radio.

He also attacked the increased commercialisation of BBC radio, manifested in roadshow

sponsorship, newspapers supporting competitors and local radio stations swapping their editorial for advertising deals on buses and in local press."

He said: "This blatant advertising is tantamount to unfair trading and an abuse of the BBC's unique position."

Francis was speaking in a personal capacity. A formal response to the green paper and the BBC's document will be given in February.

BBC backs Brits despite TV swop

The BBC has confirmed its continued support for the Brit Awards, despite the show's move to the independent TV network for the first time.

Simon Bates' Radio One FM show will be broadcast from the nominations at London's Hard Rock Cafe on January 11. And on February 17, a One FM Brit Awards documentary will feature highlights from the previous night's ceremony.

One FM listeners will also vote for the Best Single over five days starting on February 1. The 40 best-selling singles by UK acts in 1992 will go to the vote - 10 every day. The top two each day will go into a final vote on the Friday.

Voting will also run throughout the day rather than just

during Simon Mayo's Breakfast Show as in previous years, in a move to stop "fan base" acts dominating as happened with Depeche Mode's *Enjoy The Silence* two years ago.

Meanwhile, voting for the best video will be through *Going Live*. Ten videos, nominated by the Brits "academy", will be previewed on the show on February 6 before a phone vote the following weekend.

Channel Four's *The Big Breakfast*, ITV's *Good Morning TV* and the new London News Network have also shown interest in covering the event, which takes place at North London's Alexandra Palace on February 16 for broadcast by Carlton Television the following night.



Virgin Radio has underlined the emphasis it plans to place on its links with its parent group with the unveiling of its logo, an adaptation of Virgin Records' own historic emblem. The logo has been designed by 4iLimited. A spokeswoman meanwhile confirms that the station will be based in Woking, though a lease has still to be signed. The station, due on air in spring 1993, is currently in talks with Unique Broadcasting over syndication of the producer's MTV Radio News programme. Unique programme director Tim Blackmore says Virgin and Capital Radio are among several stations interested in the service.

Island in overseas writs salvo

Island Records is expected to launch its campaign against alleged copyright breaches internationally this week, initiating actions in Portugal, Holland, Germany, France and New Zealand.

Some of 12 overseas cases will be fought through the BPI-equivalent bodies in each of

the territories with the cooperation of the IFPI.

Island legal executive Alistair Norbury says all the local bodies have been supplied with the necessary papers and are expected to lodge writs in the coming days.

The cases follow Island's filing of three High Court writs

against UK based companies last month. The label's actions against Tring International and Music Collection International have been launched in tandem with the BPI. However, the record company's similar action against Polygram International is being handled independently.

Island's campaign has been prompted by label founder Chris Blackwell's concern at the level of alleged breaches of copyright on the Bob Marley catalogue as well as bootleg CDs of U2 live.

At least one other UK major is expected to launch similar actions in the next few weeks.



Last Sunday, amid the screams of thousands of teenage girls, I became convinced of one thing: everybody in the music business should be forced to attend the *Smash Hits* Poll Winners Party at least once in their career.

For the show is a magnificent showcase of one of our most derided, yet most important musical forms—POP!

Britain's most successful POP! practitioner Pete Waterman has long pointed out the industry's obsession with "boys' music" like rock, when history shows it is "girls' music" which actually sells in real bulk.

That obsession with rock has in the past two years led to a worrying decline in the number of genuine crossover pop stars.

Smash Hits has been forced to cover instead a succession of pretty-boy TV and film no-marks like Christian Slater.

Thank the Lord, then, for acts like Right Said Fred, Take That and East 17 and executives like Waterman, Simon Cowell, Ian Levine and Tom Watkins for keeping the torch alive.

The chairman of the AIRC Stewart Francis makes an astonishing statement at Thursday's Radio Academy lunch.

A moratorium should be called on any further development of independent radio until the future of this BBC is sorted out, he said, because until they know what the BBC is up to, IR stations don't know themselves what to do.

Is it true IR can only exist by defining itself in relation to the Beeb?

The example of our most successful IR station, Capital, proves otherwise. It has succeeded by doing its own thing and doing it brilliantly.

IR should follow Capital's example by identifying distinctive audiences and catering to them aggressively, rather than looking over its shoulder at the BBC.

Steve Redmond

Promoter plans classics label



Scrooge King here.

Don't get me wrong, I love Christmas but this year the season marks the moment the British Music Industry pushed the self-destruct button.

The MDs, many of whom are personal friends, have let the marketing folk take over their companies.

I said four weeks ago that the charts were hyped. If you prefer, make that "target marketed".

Cleues MDs panic, seeing computer games as "the enemy"; watching cash go elsewhere and pressured by corporate boards, they bet on fading ears and howl "get me a chart position".

So we've seen more high entries followed by collapses than ever before. Radio programmers, deprived of the validity of their guide, still cathectically allow the chart to rule them. The airwaves are packed with atrocious sounds that wouldn't sell to a starving man if made of edible Christmas cake.

I could count the real smashes on one hand: Whitney; Boyz II Men; Ebenezer Goode.

Shopkeepers must be going crazy.

Most high new entries are flops and don't deserve to sell a copy. Am I wrong seeing Xmas turkey in Jacko (the Sony spend), WWF & Take That (the BMG spend), Rod & Madonna (WEA), Cliff & Freddie (EMI)?

The few genuine hits are killed by dropping in week two — like one of the best records of the year, Metal Mickey by Suede. It charted at 17 on marketed fanbase and plummeted before it could win real sales. Airplay died.

Slow growth hits (the best kind) are killed in the rush to chart. It's impossible to gather signs to back up or contradict the ears.

Seed today, flower tomorrow; dead stem the day after. Music is not a three-day wonder. Long growth means long life. Happy Xmas.

Jonathan King's views are not necessarily those of MW

Sports and concert promoter Mark McCormack's IMG Artists agency is launching a classical music and video label to promote the artists on its roster, writes *Phil Sommerich*.

The IMG label will release its first two recordings — a version of West Side Story starring Michael Ball and Barbara Bonney and a Tchaikovsky Gala marking the centenary of

the composer's death — in April, backed by a £110,000 production and marketing spend.

The West Side Story album — the first recording of the musical to be released on a single CD — will be supported by a single of Ball singing Maria, while the Tchaikovsky album will be backed by a series of IMG-arranged concerts.

The label is the initiative of IMG managing director Ian Maclay, who joined the concert promotions and artist management agency six months ago from the Royal Philharmonic Orchestra, where he launched the orchestra's own label.

He says the new label will support younger artists and groups on the agency's books who do not have recording con-

tracts, as well as more famous musicians. Among the 200 artists and orchestras handled by IMG are The Kings Singers, James Galway, Dame Kiri Te Kanawa and Shirley Bassey.

"A lot of organisations complain that the liaison between record companies and promoters is not all that it might be but we can cover audio, video and television," says Maclay.

Peter Pan puts spring in video

Disney is releasing its 1953 animated classic Peter Pan on video next Easter backed by a "huge" promotional push in an attempt to stir up spring business, writes *Paula Jones*.

Phil Jackson, vice president UK of Disney distributor Buena Vista Home Video, says the television advertising spend for the title will surpass that for Fantasia, which shipped a record breaking 3.2m copies in the UK.

According to the company, 85% of UK households will see Peter Pan ads at least six times next spring, making the campaign bigger than those for Fantasia and this year's Christmas classic, Cinderella.

Peter Pan will also be the first frontline title Buena Vista has released outside the Christmas selling period.

Jackson says the move underlines the company's commitment to building a year-



Peter Pan: 'huge' push

round video sales market.

"We believe that in spring 1993 we'll see a completely different set of sales figures because of Peter Pan," he says.

Buena Vista is confident that retailers will be able to take Christmas-sized profits for the first time during the Easter period, traditionally the second busiest of the year. Peter Pan, which took £3.5m at UK cinemas when re-released earlier this year, will have a dealer price of £10.21.

The release will provide a

welcome fillip for the flagging sell through video market.

According to Gallup figures, video sales for October and November were down 12% and 18% respectively on last year, but a survey of the first two weeks of December shows a 16% drop.

Derek Mann of the Video Traders' Association estimates the sell through market is currently 10% down on last year, though Buena Vista expects buoyant pre-Christmas sales to result in a final year-on-year slide of just 4%.

One of the reasons for the current year-on-year sales decline is the runaway success of Fantasia in 1991. While Cinderella shipped a record 1.2m units on its first day of release (November 5), industry observers do not expect it to break Fantasia's sales record though some predict a late surge.



Stansfield: 'immature' works

Stansfield puts court block on teenage tapes

Arista recording artist Lisa Stansfield has won a High Court injunction preventing the release of "immature" songs she recorded as a teenager for her first record company.

Sovereign Music had already pressed 10,000 copies of an album containing the recordings, entitled Lisa Stansfield in Session. But now the record's release will be postponed pending a full hearing of her action. Stansfield is seeking a permanent marketing ban and possession of the master tapes.

The singer made the recordings in around 1981 when aged 16 for Devil Records. Sutton Coldfield-based Sovereign bought the rights from a company called Kamela Music, which had acquired them from Devil.

Stansfield's counsel, Ian Mill, said the recordings were "immature performances". The judge granted the injunction on the grounds that Stansfield had not consented for Devil to pass on the rights to the material when her contract expired in 1984.

The Catalogue resurfaces

The Catalogue, the magazine launched by Rough Trade Distribution and The Cartel in 1983 and closed last year, is to be revived from February with independent backing.

The monthly *The Independent Catalogue* will target

retailers and foreign importers and exporters.

Editor Jenny Lewis says the title will cover all independently produced music including dance, country and folk.

Labels tied to majors will also be covered, though only

independently distributed releases will appear in the release listings.

Priced £1.50, the 5,500-print run *The Independent Catalogue* will be distributed to stores by RTM and Pinnacle, with subscriptions available.

Pickwick bolsters Carlton turnover

Carlton Communications boosted turnover and profits for the year to September 30 helped by the first contribution from Pickwick International, the company it acquired in March.

Carlton's turnover — including income from other operations worldwide as well as the UK television division, which is due to take over the Thames

franchise on January 1 — rose 17% year-on-year to £702m. Pre-tax profits rose 15% to £102.3m.

Pickwick contributed £42m in turnover and £1m profit in the six months to September, its quietest selling period.

Pickwick chairman Ivor Schlosberg says the video sell through arm pushed its sales higher than the rate of infla-



Schlosberg: sees profits rise

tion during the period. Schlosberg adds that the music division performed well.

The results reveal that Carlton had to absorb debts totalling £19.4m in taking over Pickwick International, which now makes up around 10% of the group's total business.

●Pickwick expects to appoint a new UK managing director at the start of next year. A company spokesman confirms that Dick Speller left the post last month for "personal reasons".

Stars ignite new year

Jesus Jones' first single for almost two years heads a quality line-up of new product in the traditionally quiet post-Christmas week.

A host of singles are being released the week after Christmas because December 25 falls on a Friday.

"The next week is a good week to release titles because radio and television are keen to get something new," says Columbia marketing manager Terry Felgate.

Other acts with releases due

in the week starting December 28 are Prefab Sprout (Columbia), Paul McCartney (Parlophone), Arrested Development (Chrysalis), Cher (MCA), The Beloved (WEA), Frank & Walters (Gol Discs), Dinosaur Jnr and Power Of Dreams (A&M) and Little Angels (Polydor).

EMI divisional managing director Jean Francois Ceccillon says he expects Jesus Jones' single to chart in the Top 10.

"The band has a strong enough fan base to buy enough copies

in a three-day week to get very high in the chart," he says. Radio 1FM playlist chairman Paul Robinson rules out a repeat of Iron Maiden's 1990 success - when the band entered the post-Christmas chart at number one - but adds, "There are a lot of releases coming out on December 29; there will be some good new entries."

● Radio 1FM's Christmas schedule features the return of John Peel's Festive 50 broadcast on December 25 and 26.



Tasmia: winning ad

EMI's Archer ad takes top radio award

EMI Records UK has scooped an Independent Local Radio Advertising Award for the Capital FM campaign which launched Tasmia Archer.

The winning ad - a 20-second "subliminal" spot featuring a voice shouting "Buy it!" in the middle of Archer's Sleeping Satellite single - won first prize in the music, entertainment & leisure category of the presentation at London's Grosvenor House Hotel last week.

The ad, produced by Eardrum Productions, was repeated 39 times in the last week of August as the culmination of a £40,000 campaign which launched the Bradford singer-songwriter towards a number one single.

EMI label divisional managing director Jean Francois Ceccillon says, "Everybody always says radio advertising is rubbish and it doesn't work for records. Well, it does."

An ad promoting Oxfordshire radio station Fox FM's Gold service won the prize for best use of music in the awards, which were sponsored by advertising trade magazine *Cam-paign*.

Indie star in gun charge

Charlatans keyboard player and founder member Rob Collins has been hailed on an armed robbery charge, freeing him to fulfill live and recording commitments.

Collins was detained for six days after being arrested and charged at Cannock police station in Staffordshire on December 3. But his bail now seems certain to extend well into next year allowing completion of the group's third album for Beggars Banquet.

Collins is due in court again on February 15 when the case is expected to be referred to a crown court. Manager Steve Harrison says, "Rob will now rejoin the band in the studio next week."

Phipps to lead Bowl revamp

Sony Music has appointed former Capital Radio concerts manager Andy Phipps as Managing director of The National Bowl at Milton Keynes.

The appointment follows Sony UK's announcement in March of a joint venture with Sony Music US and American concert facilities specialist Pace Entertainment Corporation to manage the site.

Phipps, whose nine years at Capital included a stint as deputy director of the Capital Radio Music Festival, will supervise the day to day running of the 60,000 capacity arena, formerly called the Milton Keynes Bowl.

He will report to Pace facilities group president Rodney Eckerman and former Columbia managing director Tim Bowen, who was moved over to head Sony's strategic business division in July.

Phipps says the company



Phipps: joins the Bowl

plans a £650,000 development plan for the first year including the building of a permanent stage, a power supplier, areas for pre-show entertainment and a perimeter fence. Future developments include the construction of an area of covered crowd seating.

"We're proposing to put in permanent state of the art facilities so it reduces costs incurred by promoters and makes it more viable as a

venue," he says.

While Phipps says Wembley will be the only equivalent stadium in the UK, he denies The National Bowl will compete with the London site, claiming the range of facilities on offer and its ease of access will make it unique.

The venue has previously played host to artists including Queen, U2 and Michael Jackson. The Sony/Pace venture hopes to stage at least seven concerts in its first year.

Phipps, who is in charge of booking shows, says Sony acts will not be given preference over others. "It's the policy of the company to deal even handedly with all promoters," he says.

● John Whitney, chairman of the Really Useful Group and Trans World Communications, has been appointed non-executive chairman of The National Bowl.

Phonogram senior A&R manager Russ Conway is joining the Peace Together charity project as album coordinator from January 4, assisted by outgoing Virgin International managing director Jon Webster. The album will be preceded by a single in January and three simultaneous concerts held in Milton Keynes, Belfast and Dublin on May 29.

Paul McCartney is to release a new album, *Off The Ground*, next spring following the renewal of his contracts with EMI worldwide and with Capitol Records for the US. His renewals updated deals last renegotiated in 1983.

Warner Music Enterprises is to publish the BBC *Music Magazine* in the US from next April under licence from BBC Enterprises. Warner is also launching a direct marketing service allowing US readers instant access to any title advertised in the magazine.

Former London Records head of marketing Nigel

Templeman has formed a new management company, ETC, in partnership with Hugh Phillimore of the Sound Advice live music consultancy. Representation includes Cold Chisel, Driz Bone and Moodswings.

PRS director of licensing John Axon has been appointed as director of operations, combining responsibility for licensing and membership services under one director. The body also opened a new north east regional office in York on Tuesday at Rievaulx, 2 St Mary's Court, Blossom Street, York YO2 2AG. Tel: 0904 656665.

The A&R executives for Jason Donovan and Sara Davis are Graham Carpenter and Tot Taylor respectively, not Doug D'Arcy as stated in last week's Studio Update column.

Poppies on hit list for Marshall label

Korda Marshall is believed to be chasing Pop Will Eat Itself as the first signing to his new label Infinitus.

The former RCA head of A&R is understood to have approached the band after their "amiable" split from the BMG label last week. While at RCA he worked with them on three albums.

Marshall refuses to discuss the speculation linking him with PWEI, but says, "We are good friends and they're free

from BMG. I would like to work with them again."

He denies suggestions that he is also courting The Wedding Present for his label. "They are still signed to BMG," he says.

Marshall is setting up the Infinitus label with former Island head of marketing Paul McGarvey and expects to launch the label formally in the new year. He says the new label will be devoted to "long term album acts".

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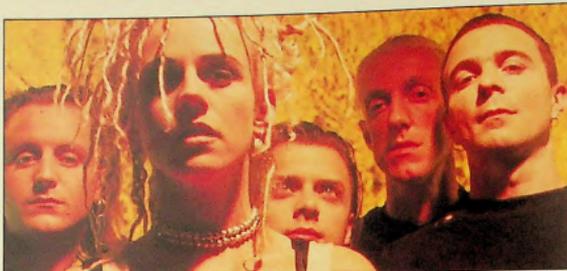
MARKET PREVIEW

JAZZ

GARY POTTER: Grace Notes (Fret Records FJCD104). A rewarding first CD release by guitarist Potter, one of the UK's most promising jazz players. Producers John Jeremy and Ian Cruickshank have provided a series of varied settings for the Liverpoolian's constantly inventive, technically adroit solos which altogether make this just about the ideal showcase for his undoubted talents. **BB**

BOOGIE WOOGIE: Great Original Performances 1928-1941 (CDS Records RPDCD 601). This is a splendid anthology of top recordings of the boogie woogie genre. Featuring both the top keyboard specialists such as Pete Johnson, Albert Ammons, Clarence "Pine Top" Smith (who made the initial breakthrough in popularising the style) and Jimmy Yancey, as well as more big-band stylings by the likes of Tommy Dorsey, Bob Crosby and Woody Herman, the 20 examples here are remastered with expertise by the already legendary Robert Parker. **BB**

MILES DAVIS: The Miles Davis Selection (CBS COL 472274). Full marks to Sony's special projects division for selecting three classic albums and encasing them in an attractive, eye-catching box;



Keeping the faith: Suncream give Marianne Faithfull's Broken English an Essex accent

not a particularly original idea, but one which gets results at this time of year. This is a potent collection of well over two hours of the finest in jazz. The dealer price of £12.49 will prove an incentive for keeping this in regular stock. **BB**

GARY BURTON: Gary Burton & Friends: Sixpack (GRP GRD 9685). The guitar has been an important aspect in most Burton-led combos of the past 25 years. The idea to record the vibist in company with half a dozen of his favourite pickers — including top names like Ralph Towner, Jim Hall and John Schofield — proves a winner. And it was inspirational to invite blues giant BB King, too. **BB**

PICK OF THE WEEK

BB KING: King Of The Blues (MCA MCAD4-10677). A magnificent collection of 77 tracks, this four-CD boxed set comes complete with a 72-page booklet. There are seven previously unreleased tracks, 30 others never before available on CD, plus 12 other rarities. With a dealer price of £23.99 (retailing at around £55), it could prove all that blues aficionados will be dreaming about until the 25th. **BB**

Stan Britt

★★★★	Guaranteed banker
★★★★	Should do well
★★★	Worth a punt
★★	Only for the brave
★	SOR only

MAINSTREAM - ALBUMS

MARKY MARK AND THE FUNKY BUNCH: You Gotta Believe (Interscope/Antonic 756792032). Marky Mark has a tendency to make rather noisy and slightly irritating rap records, but manages to check that tendency a little here. This new reserve, combined with the continuing bonuses to be reaped from exposing that famed ripping torso of his, should see it reach the upper reaches of the chart, especially as he is in the country and displaying himself prominently on TV. **BB**

VARIOUS: Volume 5 (Volume VSCD). Continuing to gear strength with each release, Volume 5 is both a good read (192 pages of indie-oriented coverage) and a good listen (17 songs, 78 minutes, similarly skewed). The latest issue includes its fair share of scoops with the Cateaux Twins' fun version of Frosty The Snowman — their first recording for two years — an exclusive remix of Tomorrow, from Morrissey's album *You Arsenal*, and the Orb's live O.O.B.E. among others. It's good to see a product that finally gets the mix of editorial and music right. **BB**

ORIGINAL CAST: Little Tramp (WEA 4599913872). An all-star recording of



KWS: mixing covers with lesser self-penned hits

the stage musical about Charlie Chaplin, featuring Richard Harris in a rare singing role, as well as Petula Clark, Lea Salonga (from *Miss Saigon*), Tim Curry, Johnny Logan and others: it should benefit from the Chaplin revival, which is further fuelled by the new *Attenborough* movie of his life. One or two nice tunes, but by and large it's too theatrical for home listening. **BB**

KWS: KWS (Network KWSP 1). Departing little from the East Side Beat/Undercover house style, and mixing covers with lesser quality self-penned songs, this is an album that will capitalise on the success of their hits. But sparkle retracts of Young Hearts Run Free and Keep It Coming Love (another KC

composition) and the group's own Reach For The Sky lead to the suspicion that KWS will have difficulty maintaining a high level of success. **BB**

PICK OF THE WEEK

EARTH, WIND AND FIRE: The Eternal Dance (Columbia 472612). EWSF were a marvellous vehicle for genial genius Maurice White and the falsetto voiced Philip Bailey. This package, a triple album on CD and cassette, contains all their best-known songs plus some rare and unreleased tracks. Although likely to be deprived of some sales by Telstar's current Best Of, it is nonetheless a fitting epitaph for a great band. **BB** Alan Jones

DANCE

PASCAL: Pascals Bongo Massive Vol III (Tomato TOMATON). Building on his formidable underground reputation, percussionist Pascal dishes up two more helpings of long-laden disco-influenced house madness. **BB**

APACHE INDIAN: Arranged Marriage (Island 1215 544). Making his home label debut, Apache Indian deals with the contentious subject of arranged marriages in his inimitable sharp ragga chatting style which fuses Jamaican Patois with Punjabi. **BB**

DOP: Oh Yeah (Guerilla GRRR40). Taken from their acclaimed Musicians Of The Mind LP, Oh Yeah has been remixed by DOP themselves and by Miami's Murk crew to provide some fresh underground house grooves. **BB**

HAPPY LARRY'S BIG BEAT ORCHESTRA: Get In On The Move (Deep Distraction). Happy Larry, responsible for Hyper Go Go's High, has enlisted the help of the Rapino, Bros and Rollo to remix this track which first appeared via Sub Rosa. It is a chunky upbeat house tune that should sell pretty well. **BB**

VIBE ALIVE: The Spirit In Me (Fruit Tree). This is Vibe Alive's second outing on Suburban Base's more progressive imprint. It is an imaginative house track with pleasant vibes and organ themes. Acorn Arts contribute a tougher mix. **BB**

STONE-X: You're Sweeter (First Love CPU002). Hot on the heels of Hypnotone comes this second single from Dave Haslam's new label. It is a fairly pedestrian house tune with a so-so female vocal. **BB**

PICK OF THE WEEK

SUNSCREEN: Broken English (Soy/Soho Square XPR1878). Marianne Faithfull's cult favourite is an imaginative choice for a cover version. The pumping Well

Hung Parliament mixes are already creating a huge buzz and there are more to follow from Slam. The Essex outfit should not have any trouble notching up their third hit with this. **BB**

Andy Beavers

ROCK

HARDLINE: Can't Find My Way (MCA MCD 30494). Four years on from Journey's demise, guitarist Neal Schon returns with Hardline, an altogether more contemporary guitar-driven rock thing. Can't Find My Way is, however, a song more typical of Journey's gush-guided hit misses. As such it won't hit the target but provides a useful flag for Hardline's debut album, Double Eclipse. Hardline are currently touring the UK with Extreme. **BB**

ISSY STRADLIN AND THE JU JU HOUND: Shuffle It All (Geffen GFDD 83). The former Guns N' Roses guitarist scored an unlikely solo hit first time out with the shambolic cover of Pressure Drop, so the more accomplished cod-Keef Richards boogie of Shuffle It All should post another winner. Two previously unreleased tracks on the CD and a 12-inch poster bag plus Stradlin and Co's on-going UK tour bolster its chances. **BB**

GUNS N' ROSES: Use Your Illusion World Tour 1992 In Tokyo I & II (Geffen GEFV 39521/2). The death of bankable releases during this period is reason enough for this likely big selling video winning exposure here. The 180 minutes of music over the two tapes, as the title suggests, draws heavily from the Use Your Illusion twin set. A pearl among pebbles. **BB**

DE KRUPPS: A Tribute To Metallica (Our Choice via Pinnacle RTD 195 1240 2/1). This album from the Dusseldorf techno-crats merits attention for its industrial re-reading of the thrash band's songs. Retailers will find space for books, look out for Omnibus Press's *Metallica: The Visual Documentary* (trp £9.95). Written by the respected Mark Putterford and Xavier Russell and brimming with rare photographs, it is a cut above other rock hagiographies. **BB**

PICK OF THE WEEK

NEIL YOUNG: Lucky Thirteen. (Geffen GED 24452). Hot on the heels of Young's critically acclaimed *Harvest Moon* this hits package includes some rare and previously unreleased tracks, which Geffen is calling, rather grandly, the Private Reserve Recordings. **BB** Andy Martin

CLASSICAL

DAME JOAN SUTHERLAND: Home Sweet Home (Decca 425 048-2). A budget-price collection of Dame Joan's 16 favourite songs and arias leads a promotion and national display campaign for the last five Sutherland albums in Decca's mid-price Grand Opera series. **★★**

MOZART, WEBER, SPOHR: Clarinet Concertos (Decca CD 433 727-2 DM). One of 10 additions to the popular Serenata mid-price series, many on CD for first time and most, like these featuring Gervase de Peyer, top-quality performances. **★★**

BRAHMS, SIBELIUS: Violin Concertos (EMI Eminence 0777 7 64659 2 0). Extensive UK touring by soloist Tasmin Little in 1993 will support this mid-price album, which is attracting rave reviews. **★★**

ROYAL LIVERPOOL PHIL/ CARL DAVIS: Musicals Volume 2 (Classics for Pleasure TD/CP CPF 4601). Follow-up to the fast-selling first album with a rich budget collection of favourites from Porgy And Bess, King And I, Oklahoma! and West Side Story. **★★**



Cover up: Decca's sleeve of note

SCHUMANN, GRIEG: Piano Concertos. Vogt, CBSO/Rattle (EMI CDC 0777 7 54746 2 6). EMI is building up its Simon Rattle repertoire for a promotion and Rattle Edition in 1993 and this popular romantic coupling follows great reviews for the conductor's Mahler and Walton recordings. **★★**

PICK OF THE WEEK

SHOSTAKOVICH: Jazz Music. Royal Concertgebouw Orchestra/Chailly (Decca 433 702-2). The striking cover design has helped give this fun album startling sell-in success — so there will be national press ad support for this collection of the two jazz suites, Tahiti Trot and a sparkling, witty account of the Piano Concerto No 1. **★★**

Phil Sommerich

MAINSTREAM - SINGLES

MICHAEL BOLTON: Drift Away (Columbia 658851). To Love Somebody was originally intended to be the only single lifted from Bolton's latest album, so there's clearly been a rethink. This remake of Debbie Gray's 1973 US hit appears just in time for Christmas, the CD being creatively marketed in a seasonably but hard to stack Christmas card edition. Though never a hit here, Drift Away will be familiar to most, and Bolton uses it as a vehicle for his usual emotional tour de force. **★★**

MARTYN JOSEPH: Please Sir (Epic 658857). Joseph is a talented Welsh troubadour who emerged earlier this year with the small hit Working Mother on which, unusually, he played the role of a prostitute. Please Sir is less controversial fare, but no less compelling. It's hard to pigeonhole exactly, with earthy folk motifs prettying up a catchy rock anthem. It's the sort of thing Rod Stewart would have been doing in 1973, but none the worse for that. Joseph sings with passion and poise to pleasing effect, just the thing to blow away the Christmas cobwebs for playlist compilers. Maybe not the one to break Joseph in a big way, but he seems set on a course for stardom sooner or later. **★★**



Welsh wit: Martyn Joseph's Please Sir is top of the class

R KELLY AND THE PUBLIC ANNOUNCEMENT: Kelly's Got That Vibe (Jive JIVE 326). She's a talented 23-year-old American who, on the evidence of this impressive single, manages to squeeze more soul in to the constraints of the jacking format than most. Already a playlist staple on the specialist stations, its undemanding chorus and charming melody should endear it to others. The current WWF single (among others) helps acceptance of jacking to grow apace, and this is one of the records that can take advantage of that fact. **★★**

CHER: Many Rivers To Cross (Geffen GFS 32). More readily identified as a singles artist, Cher nevertheless topped the albums chart with the greatest hits package from which this is taken, even though her latest

single peaked outside the Top 30. This one, a live version of the Jimmy Cliff/UB 40 nugget, will likewise struggle as a 95, though its exposure will doubtless help to boost the already platinum album. **★★**

PICK OF THE WEEK

ARRESTED DEVELOPMENT: Mr Wendal (Cooltempo COOL 268). This cool rap act's follow up to their massive People Everyday bit is a warty, worthy successor. There's no familiar tune to latch on to this time, just a doodling instrumental in which they leave — for a rap groove, at least — some sizable gaps, giving the track room to breathe. The harder more Afro-centric Revolution, from the new Malcolm X movie, is a bonus and will buoy what will be a considerable hit. **★★**

Alan Jones

"Eurodisney can fit us in...and with no rain dear"



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AD FOCUS

Abba, Cher, Erasure, Madonna, Simple Minds and Simply Red will all be featured in Our Price's themed Christmas window displays which will be in place across the country from December 21. The displays, also promoting the videos *Batman Returns* and *Bill & Ted's Bogus Journey*, will be on view throughout the Christmas and New Year period.

The Very Best Of Shirley

Bassey, a collection of 22 hits from Dina, will continue to be advertised on TV-am until the end of the year. Dina is capitalising on Bassey's *Albert Hall* concert with fly posters in London.

Michael Bolton's *Timeless* ("The Classics") is the focus of a pre-Christmas push by Columbia which will be advertising the release on TV in the Central, Tyne Tees and TVS regions until Christmas Eve. This last-minute boost coincides with the release of *Drift Away*, Bolton's latest single from the album, which is due out on December 23.

Christmas Love Songs, a compilation of seasonal favourites performed by artists such as Bing Crosby and Nat King Cole, will continue to be TV-advertised by Arcade in the TVS, TSN, HTV, Anglia, Tyne Tees, Scotland and Ulster regions in the last few days before Christmas.

The Complete Woman, a two-album boxed set featuring Quincy's chart-topping *All Woman* and *All Woman II* releases, will be TV-advertised in the HTV, TVS and Anglia regions as a co-op campaign with Our Price which will run from December 21 until Christmas Eve. The re-packaged albums — which feature 38 tracks by female artists including Gloria Estefan, Annie Lennox, Diana Ross and Lisa



The main thrust of Island's campaign for Apache Indian's single *Arranged Marriage* — out on Monday — is to persuade the public to buy the release from record stores rather than from Asian corner shops. For despite healthy sales of his last two singles, released in January, Island's record-label signed superstar of Asian reggae has had no chart success — because the product wasn't sold through chart retailing stores. Although Island expects the single to find its way into Asian shops through wholesalers, it is trying to persuade Apache Indian fans to buy from multiples and independent retailers. If the push succeeds, Island anticipates a top 20 single.

Radio ballad

Media buyer Iris Biggs (in-house)
Product manager Pat Reid
Radio as well as scheduled on Sunrise in London. Other slots are planned.

Press seeks ads in *The Advocate*, *Evening Mail*, *Eastern Eye*, *Daily Jungle* and *Ethios*. Co-op ad in *NME* with *NM*.

Posters national A&E and fly posters

In-store *Crayon* window stickers. The 12-inch single comes with poster for display use. Leaflets promoting the single have gone out to shops, schools, colleges and universities.

Target audience across the board but with emphasis on young Asian and Afro-Caribbean record buyers.

Stansfield — will also be advertised on regional radio stations.

Energy Rush II, Dino's compilation of dance and crossover hits, will continue to be TV advertised nationally until Christmas. The ads will be supported on regional ILR stations and displays in 250 independent retailers nationwide. **Gloria Estefan's** *Greatest Hits* compilation will be TV-advertised in the London region until Christmas Eve as part of Epic's push for the title.

Michael Jackson's *Dangerous* will get a final pre-Christmas push from Epic with a TV campaign in the London region running until Christmas Eve.

The Premier Collection—Encore, a compilation of songs from Andrew Lloyd Webber musicals, will be TV-advertised in the HTV region and on TV-am as part of Polydor's pre-Christmas push for the title.

Radio Times, a cast recording of songs from the current West End show which stars Tony Slatyer, is the subject of a Polydor campaign featuring ads in the *Radio Times*. The ads will run in conjunction with a promotion offering discount tickets for the show, now on at the Queens Theatre in London's Shaftesbury Avenue.

Jim Reeves' Christmas Collection from Arcade will be promoted on ILR stations from December 21 to 24.

Stompin' Party, Dino's collection of party favourites designed to get people on their feet, is being TV-advertised nationally until Christmas. From today (Monday) it will be featured in all Menzies' window displays in Scotland and will be promoted in-store by 250 independent retailers. Compiled by Sue Silcock: 071-228 6547

EXPOSURE

**PICK OF THE WEEK**

The O'Zone, Sunday December 20, BBC2: 11.15-11.30am
Betty Boo at the fun fair, Jason Donovan atop a skateboard, Boy George perusing bargains at Hanover's Christmas fair — The O'Zone certainly encourages guests to get out and about. Producer Paul Smith — who describes the programme as a "music magazine for teenagers" — reckons the visual activities make *The O'Zone* stand out from other children's TV programmes. He's careful not to push things too far, however: "We don't want the artists to feel uncomfortable," he says. "Some programme embarrass artists by getting them to appear with puppets or be interviewed by sheep but we wouldn't compromise ours." This week's show is a *Take That* (pictured) special which features the band exploring the sights of Paris. Nicki Chapman, head of TV promotions at RCA, values *The O'Zone's* contribution to *Take That's* current success. "The O'Zone has been behind *Take That* from day one and the programme is a perfect placing for the band," she says. Attracting around 2m viewers every week, *The O'Zone's* format includes three profiles, a video — selected by viewers — and a star survey. Gramming all this into 15 minutes must cause headaches, but Smith relishes the discipline. "I look at the time factor as an advantage," he says. "It's a good way of holding an audience because if you're not keen on one act, someone else will be on in a minute."

MONDAY DECEMBER 14

Dance Energy House Party — **The Re-Mixes**, a review of the last series featuring **Boyz II Men** with a performance of *Motownphilly* and **Altern 8**, BBC2: 6.50-7.20pm

Mark Goodier's Evening Session featuring Superchuck and **The Mouth** plus reviews of the Sugar and James tours, Radio One: 7-9pm

TUESDAY DECEMBER 15

Madonna's Erotica, MTV video jockey Steve Blame catches up with Madonna in Milan to get the low-down on her infamous book. Sex and her new album, Erotica, MTV: 11.30am-12noon

WEDNESDAY DECEMBER 16

Des O'Connor Tonight featuring Neil Diamond and Lisa Stansfield, ITV: 8-9pm

THURSDAY DECEMBER 17

In Concert featuring **The Blues Brothers Band** recorded earlier this year at the Hammersmith Odeon, Radio One: 9-10pm

FRIDAY DECEMBER 18

The Word featuring Jesus Jones, Channel Four: 11.10pm-12.10am

SATURDAY DECEMBER 19

Simply Red Special, Mick Hucknall talks to Paul Gambaccini, Radio One: 2-3pm

Music On 2: Erik Satie - Things Seen To The Right And Left, the life and work of the French composer is explored through the eyes and ears of contemporary composers and artists including Philip Glass, BBC2: 7.20-8.35pm

SUNDAY DECEMBER 20

The O'Zone, BBC2: 11.15-11.30am (see Pick of the Week)

Rockline featuring Lionel Richie, Radio One: 2.30-4pm

PROMOS IN PRODUCTION

ARTIST Apache Indian**TRACK** *Arranged Marriage***COMMISSIONER** Cally Callaghan for Island Records**RELEASEE** Jimmy Fletcher**PRODUCTION** Barney Jeffrey for Partisan Films**RELEASE DATE** December 21

The practice of arranged marriages across under scrutiny in this vivid promo which fuses bhajana with Indian dance hall traditions. Apache Indian performs against an abstract flag of red, gold, green and black as two young brides, dressed in Indian, await his jeweller, watch his choice.

ARTIST The Beloved**TRACK** *Sweet Harmony***COMMISSIONER** Maggie Maloney for EastWest**DIRECTOR** Big TV**PRODUCTION** Jeremy Barnett for Limeight Films**RELEASE DATE** January 1993

It sounds like many a man's dream to be surrounded by 20 naked women but Jan March is the lucky one. According to commissioner Maggie Maloney, the video is not as risque as it might appear. "It's about purity and beauty, not titillation," she emphasises.

ARTIST Peter Gabriel**TRACK** *Steam***COMMISSIONER** Carole Burton-Farbrother for Virgin Records**RELEASEE** Stephen Johnson**PRODUCTION** Prudence Fernon and Debbie Ellis for The Debbie Ellis Production Company**RELEASE DATE** January 4 1993

The latest Gabriel extravaganza comes complete with the big budget special effects now expected from his promos. The clip features Gabriel in a series of settings including a steam room surrounded by assorted nubile beauties.

ARTIST Jesus Jones**TRACK** *The Devil You Know***COMMISSIONER** Michaela Connolly for Focus/EMI Records**DIRECTOR** Zana**PRODUCTION** Debbie Allen for M-Ocean Pictures**RELEASE DATE** December 29

Shot in a bleak brewery in east London, the video features an eyebrow-raising cast including football fans, waitresses and transvestites.

ARTIST Matt Johnson**TRACK** *Dogg Of Love***COMMISSIONER** Steve Hodges for Epic**DIRECTOR** Tim Pope**PRODUCER** Lisa Byrge for Cowboy Films**RELEASE DATE** January 4 1993

Although director Tim Pope is renowned for his creative excesses — particularly with *The Cure* — this promo is low-key by comparison. Shot in the recording studio in Johnson's lab, the video is essentially a performance piece with in-house clips ups of the singer.

ARTIST Jimmy Nail**TRACK** *Beautiful***COMMISSIONER** Maggie Maloney for EastWest**DIRECTOR** Matt Forrest**PRODUCER** Adam Whitaker for Limeight Films**RELEASE DATE** January 18 1993

Jimmy Nail travels to Sardinia country in *Navacote* in his video. Shot in black and white with lighting by Freddie Francis, the man who created the menacing atmosphere of the feature film *Clay*. The video features Nail lamenting the loss of his ocean. Close ups of Nail venting his frustration in the gym are interspersed with him strolling along the beach with his girlfriend in happier times.

KWS debut LP offers some original fare



Is it a Hit single for Gloria Estefan?

Network grabs top two indie singles slots



Take That make magic on the floor

music week

datafile

The Information Source for the Music Industry

19 DECEMBER 1992

CHART FOCUS

Whitney Houston stands firm at the top of the singles chart, increasing her lead over Michael Jackson still further. There seems no doubt now that I Will Always Love You will not only be the Christmas number one, but also the biggest selling single of 1992, the latter status being achieved by this weekend, at the expense of Snap's Rhythm Is A Dancer, which has led the pack for some time.

In an otherwise unchanged top five, Take That's Could It Be Magic conjures up a little movement, rising from number nine to number five. It thus becomes the group's biggest hit to date. Fellow RCA act The Wedding Present have yet to register a top five hit, but not Christmas, which debuts at number 25, brings their 1992 hit score to 12. They thus equal the record set by an even more famous RCA act, Elvis Presley, who also scored a dozen hits in 1957.

The last flurry of major releases before Christmas sees



a further 20 singles make their chart debuts this week. The 1992 total is now over 1,000, a new record. Of this week's intake, the highest is The Shamen's Phorever

People at number seven. It thus maintains the group's record of debuting inside the Top 10 with each of its singles from the Boss Drum album; L.S.I. debuted at number nine, while both Ebenezer Goode and Boss Drum debuted at number six.

Boney M's Megamix climbs to number 10 to become the group's biggest charting hit since 1979. More famous and revered acts like the Beatles,

the Beach Boys, Elvis Presley, Wham and The Crosses have all charted with megamixes of earlier hits, but Boney M are the first act to score with two separate mixes, having reached number 52 with another record, which though a different mix, bore the same title. In fact, they've released four different megamixes, but the other two didn't chart.

On a similar subject, Gloria Estefan's Miami Hit Mix springs to number 16, surprisingly becoming her biggest hit since 1989. Its success comes despite the fact that the mix has been issued twice before as a CD bonus track. On Live For Loving You it was 7.35 minutes. By the time it was hitched to Always Tomorrow, it had grown to 9.10 minutes. As a hit in its own right it has been clipped to a mere 5.17 minutes. It's not easy to see why, since the total playing time of the CD is a little over 13 minutes, well below the limit allowed by chart regulations.

Alan Jones

CHART NEWCOMERS

27 SLIPSTREAM: We Are Raving — The Anthem. (Boogie Food/Island) UK debut.

Producer: Steve Moore/Justin O'Neale

Publisher: Island

Writer: Sutherland

Line-up: Stone (V), Steve Moore (K), Justin O'Neale (K).

Notes: Cover of Gavin Sutherland song with new lyrics, recorded at LA Mix's studio in Bucks. Moore and O'Neale DJ in London, Stone sang backing on Cliff Richard's Saviour's Day.

Album: none planned.

Management: Al Mayfield

(081-478 3128).



in Madonna's video for Borderline. Debut hit in US 1990 with Sittin' In The Lap Of Luxury. Album: Spring '93.

46 LOUIE LOUIE: The Thought of It (Hardback/WEA) US debut.

Producer: Howie Hersh

Publisher: Louie Louie/Warner Chappell/H-Bomb-H.

Writer: Louie Louie/Hersh.

Notes: From southern California, started singing and acting in his teens and starred

48 UNCANNY ALLIANCE: I Got My Education (A&M) US debut.

Producer: Orville Brimsley

Evans

Publisher: Class Clown

Writer: Evans/Cole

Line-up: Orville Brimsley

Evans (V), E.V. Miss Teak (V).

Notes: Both from Queens, New York; met at legendary Paradise Garage in Manhattan. Passed cassettes to influential club DJs of I Got My Education which was then bootlegged. Band issued a reply on 12-inch with a mix titled "Bootleggers Response". Album: tba March.

56 SHAI: If I Ever Fall In Love (MCA) US debut.

Producer: Carl Martin

Publisher: Copyright Control

Writer: Martin

Line-up: Garfield A. Bright

(V), Marc Gay (V), Carl

Martin (V), Darrell Van

Renssaler (V).

Notes: Met at Howard

University in Washington DC

their name means

"personification of destiny".

Sent demo tape to local station

WPGC, it went straight on to

playlist to be subsequently

picked up by stations in

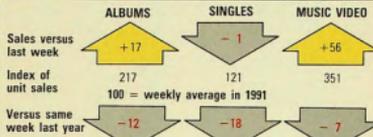
Detroit, Houston, Chicago and

San Diego.

Album: Shai (tba January).

UPDATE

SALES



Source: Gallup © CIN

LATEST SALES AWARDS

Platinum

Simply Red: Stars (×3)

Tina Turner: Simply The Best (×5)

Genesis: We Can't Dance (×4)

Lionel Richie: Back To Front (×4)

Simple Minds: Glittering Prize (×2)

Cher: Cher's Greatest

Hits (×2)

Madness: Divine Madness (×2)

Abba: Gold (×2)

Genesis: Pop (×2)

Genesis: The Way We Walk Vol 1

Freddie Mercury: The Freddie Mercury Album

The Ultimate

Country Collection

Gold

Tasmin Archer: Great Expectations

Time

Varies: It's Christmas

Smash Hits

Gladiators

Classic Christmas

Now Dance '92

NEXT WEEK'S HITS

Singles
MICHAEL BOLTON Drift Away (Columbia)
GREG LAKE: Believe In Father Christmas (Atlantic)
RAPINATONKYIM MAZELLE Love Me The Right Way (Arista)

Predictions compiled by ERA. Last week's score 8 out of 8.

MIDEM 1993

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DEC
19
1992



TOP 75 SINGLES

THE OFFICIAL

music week

CHART



1	I WILL ALWAYS LOVE YOU	Artist
2	HEAL THE WORLD	Whitney Houston
3	WOULD I LIE TO YOU?	Eric 3 Michael Jackson
4	SLAM JAM	Capitol 4 The WFTV Supersstars
5	COULD IT BE MAGIC	RCA 9 Take That
6	DEEPER AND DEEPER	Maverick/Sire 16 Maroon 5
7	PHOREVER PEOPLE	One Little Indian 11 Sly & the Family Stone
8	IN MY DEFENCE	Philadelp 9 The Roots
9	TOM TRAUBERT'S BLUES (WALTZING MATILDA)	Warner Bros 6 Ross Scalet
10	BONE 1 IN MEGAMIX	Arista 13 Bonny A
11	OUT OF SPACE	XI Recordings 8 The Fridays
12	STILL BELIEVE IN YOU	EMI 7 Gill Richard
13	TEMPTATION (BROTHERS IN RHYTHM REMIX)	Virgin 5 Heaven 17
14	IF WE HOLD ON TOGETHER	EMI 16 Diana Ross
15	STEP IT UP	4th + B Way 12 Stereo WCC
16	MIAMI HIT MIX/CHRISTMAS THROUGH YOUR EYES	Epic 25 Gloria Estefan
17	ONE IN TEN *	ZTT 21 808 State/UB40
18	MONTREUX EP	East West 14 Simply Red
19	SOMEDAY (I'M COMING BACK)	Arista 19 Lisa Stansfield
20	MRS. ROBINSON/BEIN' AROUND	Atlantic 22 Lemonheads
21	SO CLOSE	A&M 20 Dina Carroll
22	PEOPLE EVERYDAY	Columbia 19 Arrested Development
23	END OF THE ROAD	Motown 18 Boyz II Men
24	NEVER LET HER SLIP AWAY	PWL/Int 17 Undercover



if you asked me to

celine

glorious
her
new
single

our
now
on
7"
CASSETTE
COMPACT DISC

658192 7-4-2

39	NEW TATTOO	WEA Mike Oldfield
40	NEW SUPERSONIC	Internal Affairs 11 HVA feat Sonic The Hedgehog
41	NEW YOUR TOWN	Columbia 21 Deacon Blue
42	NEW BE MY BABY	Remark 21 Vanessa Paradis
43	NEW PRINCE & New Power Generation	Paisley Park 27 Prince & New Power Generation
44	NEW TELEVISION, THE DRUG OF THE NATION	4th + B Way 11 Disposable Heroes Of Hip-hopisry
45	NEW RUN TO YOU	Pulse 8 31 Rage
46	NEW THE THOUGHT OF IT	Handbak 16 Louie Louie
47	NEW BROKEN WINGS	Chryslis 46 Network
48	NEW I GOT MY EDUCATION	A&M 11 Uncanny Alliance
49	NEW LET ME BE YOUR UNDERWEAR	It'r 35 Club 69
50	NEW SLOW AND SEXY	Epic 29 Shabaz Rankin feat Johnny Gill
51	NEW INTACT	Future 35 Neda Atomic Dustbin
52	NEW CHAINS AROUND MY HEART	Capitol 31 Richard Marx
53	NEW LOVES ON EVERY CORNER	MCA 28 Dawn McDonald
54	NEW CLOSE EVERY DOOR	Rebel/Unleash 28 Phillip Schofield
55	NEW STAY THIS WAY	Acid Jazz/Re 11 The Brand New Heavies
56	NEW IF I EVER FALL IN LOVE	MCA 11 Shal
57	NEW BOSS DRUM	One Little Indian 30 The Shamen
58	NEW YOU GOTTA BELIEVE	Arista 54 Marry Mark And The Funky Bunch
59	NEW AS ALWAYS	Cowboy 46 Secret Life
60	NEW DON'T CRY FOR ME ARGENTINA	Ensign 53 Sined O'Connor
61	NEW ACHY BREAKY HEART	Epic 41 Alvin & The Chipmunks with Billy Ray Cyrus
62	NEW BRUTAL 8-E	Network 41 Altern 8
63	NEW IRRESISTIBLE	

TOP 50 AIRPLAY CHART

THE OFFICIAL **musicweek** CHART

19 DECEMBER 1992

Pos	Last	Title	Artist	Label	Station with Most Plays	Pos	Last	Title	Artist	Label	Station with Most Plays	
1	1	I WILL ALWAYS LOVE YOU	Whitney Houston	A	Arista	Capital FM	26	20	BOSS DRUM	The Shamen	A	One Little Indian
2	1	I WOULD I LIE TO YOU	Charles And Eddie	A	Capitol	Capital FM	27	10	CHAINS AROUND MY HEART	Richard Marx	B	Capitol
3	2	REAL THE WORLD	Michael Jackson	A	Island	Piccadilly Key 103 FM	28	9	OH NO! NOT MY BABY CH	Erasure	B	Geffen
4	4	WHO'S GONNA RIDE YOUR WILD HORSES U2	A	Island	Capital FM	29	5	RUN TO YOU	Rage	B	Pulse 8	
5	3	TEMPATION (REMIC)	Heaven 17	A	Virgin	Children Network	30	4	IF WE HOLD ON TOGETHER	Diana Ross	B	EMI
6	5	YOUR TOWN	Deacon Blue	A	Columbia	Clude One FM	31	3	LITTLE BABY NOTHING	Manic Street Preachers	B	Columbia
7	10	MAN ON THE MOON	Blac	A	Warner Bros	Piccadilly Key 103 FM	32	2	AS TIME GOES BY	Janet Deane	A	Polydor
8	6	DEEPER AND DEEPER	Madonna	A	Maverick	Signal	33	3	BROWNING IN MY OWN TEARS	Singly Red	B	East West
9	2	TOM TRAUBERT'S BLUES (WALTZING MATILDA)	Red Stewart	B	Warner Bros	Capital FM	34	5	SOMEONE TO HOLD	Troy Loney	B	Eric
10	4	END OF THE ROAD	Boyz II Men	A	Motown	Capital FM	35	1	IRRESISTIBLE	Cathy Dennis	B	Polydor
11	5	NEVER LET HER SLIP AWAY	Undercover	A	PWL International	Aire FM	36	1	MRS ROBINSON	Lemonheads	B	Atlantic
12	4	BE MY BABY	Vanessa Paradis	A	Remark	Capital FM	37	3	LOVE, OH LOVE	Lionel Richie	B	Motown
13	14	STEP IT UP	Stereo MC's	A	488 Way	BBC Radio 1	38	1	CERTAIN PEOPLE I KNOW	Merrissey	B	HMV
14	17	Prince & The New Power Generation	A	Paisley Park	Signal	39	5	WHY SHOULD I	Bob Marley & The Wailers	B	Tuff Gong	
15	12	FREE YOUR MIND	En Vogue	A	Atlantic	Clude One FM	40	1	HELLO (TURN YOUR RADIO ON)	Shakespeare Sister	B	London
16	11	SOMEDAY (I'M COMING BACK)	Lisa Stansfield	B	Arista	Piccadilly Key 103 FM	41	2	KEEP THE FAITH	Ben Jovi	B	Jambco
17	11	PEOPLE EVERYDAY	Arrested Development	A	Casablanca	Red Rose Rock FM	42	1	IN BLOOM	Nirvana	B	Geffen
18	10	SO CLOSE	Dave Carroll	B	ADM	Children Network	43	3	IT'S YOU EMF	EMF	B	Parlophone
19	15	TASTE IT	INXS	A	Mercury	Signal	44	2	YESTERDAY'S	Guns N' Roses	B	Geffen
20	21	I GOT MY EDUCATION	Uncanny Alliance	A	AMPM	BBC Radio 1	45	1	MOTOWNPHILLY	Boyz II Men	B	Motown
21	3	COULD IT BE MAGIC	Taka Tera	B	RCA	Children Network	46	5	SLEEPING SATELLITE	Tasmin Archer	B	EMI
22	21	THE THOUGHT OF IT	Lozier Lou	A	Hardback	BBC Radio 1	47	1	BLOOD MAKES NOISE	Suzanne Vega	B	ADM
23	21	STILL BELIEVE IN YOU	Eric Clapton	B	EMI	Clude One FM	48	4	LAST THING ON MY MIND	Bananarama	B	London
24	3	CELEBRATION	Kylie Minogue	B	PWL International	Signal	49	4	INVISIBLE TOUCH	LIVE	B	Virgin
25	25	IN MY DEFENCE	Freddie Mercury	B	Parlophone	Signal	50	1	AS ALWAYS	Dee Dee	B	Cowboy

© Copyright EMI, Compiled using BBC Home and RRS Selector software. Based on the plays of current hits on Radio 1 and contributing NR stations. Station weights are based on total listening hours as calculated by JCAR.

TOP 10 BREAKERS

Pos	Title	Artist	Label
1	HEADING RIGHT BACK TO YOU	Wynonna McClone	Mer
2	TELEVISION: THE DRUG OF THE YEAR	Deborah Hicks	488 Way
3	HOW DO YOU TALK TO AN ANGEL	The Heights	Capitol
4	STAY THIS WAY	Brand New Heavies	Acid Jazz/FM
5	LORDS OF THE NEW CHURCH	Tasmin Archer	EMI
6	BLAME IT ON THE LOVE OF ROCK	Ben Jovi	Jambco
7	HURT NO MORE	Charles And Eddie	Capitol
8	FOLIIN' AROUND	Freddie Mercury	Parlophone
9	WAY IN MY BRAIN	SL2	XL Records
10	SHOWGIRL	The Authors	Hut

Records are outside the Airplay Chart but got last week's CR Top 200 singles chart

REGIONAL CHOICE

Pos	Title	Artist	Station
1	SONG INSTEAD OF A KISS	Alicia Myles	Dorset
2	IF I CAN DREAM	Michael Ball	Tay
3	GET READY	Melanie Collins	Fox FM
4	BUILD	Michelle	Aire FM
5	IGNORANCE	Oscar	2CR FM
6	WHAT'S WRONG WITH ME	Atlantic Soul Machine	NorthSound
7	(SITTING ON) THE DOCK OF THE BAY	Ons Redding	210 FM
8	BORN ON THE BORN SIDE OF TOWN J		
9	HOPE AND PRAY	James Taylor	Tay
10	WHAT A WONDERFUL WORLD	Nick Cave & Sharon MacGowan	Tay

Top 10 entries showing most regional bias

AIRPLAY PROFILE

SELECTED TITLE: I GOT MY EDUCATION
Uncanny Alliance (A&M)

- 1 BBC Radio 1 FM
- 2 NorthSound

Stations showing most play for selected title

THIS WEEK'S CONTRIBUTORS:

210 FM, 2CR FM, Aire FM, BBC Radio 1, 1990s FM, Capital FM, Children Network, Clude One FM, Cool FM, Devonport, Essex, Fox FM, Fox FM, Galaxy Radio, Harwood, Mercury, NorthSound, Piccadilly Key 103 FM, Power FM, Red Dragon, Red Rose Rock FM, Signal, Tay, Teat. This represents 92.8% of total airplay radio listening in the UK.

US TOP 50 SINGLES

Pos	Title	Artist	Label
1	I WILL ALWAYS LOVE YOU	Whitney Houston	Arista
2	IF I EVER FALL IN LOVE	Shai	Goswaine Alley
3	RUMP SHAKER	Wreck N Effect	MCA
4	IN THE STILL OF THE NIGHT	Boyz II Men	Motown
5	IF I'D DIE WITHOUT YOU	DM DeLoatch	Capitol
6	HOW DO YOU TALK TO AN ANGEL	The Heights	Capitol
7	RHYTHM IS A DANCER, SP	Arista	
8	GOOD ENOUGH	Bobby Brown	MCA
9	REAL LOVE	Mary J Blige	Upfront
10	WHAT ABOUT YOUR FRIENDS	TLC	LaFace
11	TO LOVE SOMEBODY	Michael Bolton	Columbia
12	SAVING FOREVER FOR YOU	Shanice	Giant
13	DO YOU BELIEVE IN US	Jon Secada	SBK
14	LAYLA (ACOUSTIC)	Eric Clapton	Duck
15	LOVE IS ON THE WAY	Sagean Kirk	Third Stone
16	DEEPER AND DEEPER	Madonna	Maverick
17	END OF THE ROAD	Boyz II Men	Motown
18	LITTLE SACK OF SEEDS	The Spin Doctors	Eric
19	WALKING ON BROKEN GLASS	Arma Lennox	Arista
20	WHERE YOU GO NOW	Connie Vannes	Warner Bros
21	WHEN SHE CRIS	Restless Heart	RCA
22	FAITHFUL	Go West	EMI
23	THE LAST SONG	Eric John	MCA
24	SOMETHING LOVE JUST	James Smith/Dan Henry	MCA
25	WOULD I LIE TO YOU	Charles & Eddie	Capitol
26	FLEX	Mud Cobra	Columbia
27	BACK TO THE HOTEL	N2Deep	Profile
28	JUMP	House Of Pain	Tommy Boy
29	DIVE, REM	Warner Bros	
30	KEEP THE FAITH	Ben Jovi	Jambco
31	EVER A TIME	Genesis	Atlantic
32	FREE YOUR MIND	En Vogue	Arista
33	I WALK ON THE WAY	Sagean Kirk	Third Stone
34	PEOPLE EVERYDAY	Arrested Development	Capitol
35	WHO'S GONNA RIDE YOUR	U2	Island
36	GANGSTA	Notorious B.I.P.	MCA
37	HERE WE GO AGAIN!	Porter	Capitol
38	7, Prince & The New Power Generation	Paisley Park	
39	SOMEONE TO HOLD	Troy Loney	Eric
40	WALK ON THE OCEAN	Teat The Not Spoked	Capitol
41	SLOW AND SURE	Shaboo	Eric
42	BABY-BABY	TLC	LaFace
43	IT'S GONNA BE A	THE SOUL SYSTEM	Arista
44	HUMPY AROUND	Bobby Brown	MCA
45	JUST ANOTHER DAY	Jon Secada	SBK
46	I GOT THAT 7 YA!	Lo-Key	Perspective
47	GIVE IT UP, TURN IT LOOSE	En Vogue	Arista
48	EROTICA	Madonna	Maverick
49	LOVE SHOULD BROUGHT YOU	Ten Tonatan	LaFace
50	HAVE YOU EVER BEEN	De'Leffed	Mercury

US TOP 50 ALBUMS

Pos	Title	Artist	Label
1	THE BODYGUARD (OST)	Various	Arista
2	TIMELESS (THE CLASSICS)	Michael Bolton/Columbia	
3	THE CHASE	Garth Brooks	Liberty
4	SOME GAVE ALL	Billy Ray Cyrus	Mercury
5	HOME FOR CHRISTMAS	Any Grant	AMM
6	UNPLUGGED	Eric Clapton	Duck
7	A VERY SPECIAL CHRISTMAS II	Various	AMM
8	THE CHRISTMAS ALBUM	Nick Diamond	Columbia
9	BREATHLESS	Kenny G	Arista
10	BEYOND THE SEASON	Garth Brooks	Liberty
11	PURE COUNTRY (OST)	George Strait	MCA
12	THE PREDATOR	Ice Cube	Priority
13	LOVE DELUXE	Sade	Eric
14	AUTOMATIC FOR THE PEOPLE	REM	Warner Bros
15	TEN	Pearl Jam	Eric
16	GREATEST HITS	Gianna Estefan	Eric
17	WHAT'S THE 411?	Mary J Blige	Upfront
18	TOTALLY CROSSED OUT	Kin Kross	Ruffhouse
19	BOBBY	Bobby Brown	MCA
20	BRAND NEW MAN	Brooks & Dunn	Arista
21	EROTICA	Madonna	Maverick
22	ALADDIN (OST)	Various	Walt Disney
23	FUNKY DIVA	En Vogue	Alco
24	HARD OR SOOTH	Boyz II Men	MCA
25	KEEP THE FAITH	Ben Jovi	Jambco
26	NO FENCES	Garth Brooks	Capitol
27	THE ONE	Etosn John	MCA
28	STILL BELIEVE IN YOU	Vinna Gill	MCA
29	METALLICA	Metallica	Elektra
30	OOOOOOOOH... ON THE T.R.C.	TLC	LaFace
31	CHIMPUNION... AND THE CLM	Clay Aiken	Duck
32	BOOMERANG (OST)	Various	LaFace
33	ROPIN THE WIND	Garth Brooks	Capitol
34	WYNNONA	Wynonna	Curb
35	3 YEARS MONTHS & 2 DAYS	Arrested Dev	Virgin
36	WHY CORNIA J	Arrested Dev	Columbia
37	A LOT OF LYVIN' (AND A L)	Alan Jackson	Arista
38	POCKET FULL OF KRYPTONITE	Jon Secada	Eric
39	THE WAY WE WALK DOWN	3 Doors	A&M
40	COOLEY HIGHARMONY	Boyz II Men	Motown
41	GREATEST HITS	Queen	Hollywood
42	LIVE	AC/DC	Arista
43	TIME, LOVE & TENDERNESS	Michael Bolton	Columbia
44	HARVEST MOON	Ned Yelling	Reprise
45	BEAUTY & THE BEAST (OST)	Various	Walt Disney
46	DIRT	Alice In Chains	Columbia
47	HOUSE OF PAIN	House Of Pain	Tommy Boy
48	THE HEIGHTS (OST)	Various	Capitol
49	ACHTUNG BABY	U2	Island
50	WHAT HITS?	Red Hot Chili Peppers	EMI

UK acts, US UK-signed acts.

RECORD MIRROR

DANCE UPDATE

19 DECEMBER 1992
FREE WITH **music** week

DEO



MANLEY HANDS UCR TO GAVIN

The aftershock of EMI's Virgin takeover rumbles on with Rob Manley handing over control of the dance division to promotions man Simon Gavin.

Manley's new role as A&R manager leaves Gavin to take over as general manager of Union City Recordings — the indie-style label they launched together last year.

Virgin deputy managing director Ashley Newton says the departure of Mick Clark and Jeremy Lascelles had opened a gap in dance A&R, now plugged by Manley. "It enables him to continue the work he's already done with the signing of Joey Negro and Future Sound Of London," says Newton.

The dance department is now reduced to a staff of two, Gavin and Carmella Raffini.

UCR is currently promoting 'Always' by MK featuring Alana (pictured) — included as a bonus single with the UCR album 'Colours'.

Gavin is expected to relaunch the label in the New Year with a new logo.

RAVE HITS BIG SCREEN

Rave may soon have its first full scale film in 'Chasing Dreams', with a soundtrack featuring The Prodigy, Shades Of Rhythm and Bizarre Inc. Simone Chapman, who stars in the film as a club singer, is on her way to New York to write material with Roger Sanchez. Production begins early next year and EMI is expected to release a soundtrack album.

● The Prodigy feature in a new sequed video, 'The Video Chapter' — a non-stop mix of sound and vision aiming to capture rave's rise from the underground to Top Of The Pops.

WARNER INDIE DEAL REACHES DEAD END

Warner Music has dropped its deal with Cheshire indie Dead Dead Good after it failed to repeat the success of 1991's 'Insanity' by Oceanic.

Shortly before the two-year deal was closed, Dead Dead Good parted with Oceanic, the act that has sold 750,000 units and scored a Top 30 album. 'Insanity' was the ninth best seller of last year.

"Oceanic have developed into a good mainstream pop act now," says Dead Dead Good founder Steve Harrison. "We decided they weren't for us any more."

Harrison says the return to total independence will allow the label more control over its overseas licensing business.

US R&B K.O.'s UK CHARTS

The year of US R&B's gradual breakthrough into the UK chart is heading for the climax of a Christmas number one.

Whitney Houston's 'I Will Always Love You' is an even money favourite for the top slot. Just like Boyz II Men, Whitney won over the Woolies crowd with a slow ballad while the soundtrack from which it was lifted proves less effective. But there's no reason to suspect the movie score formula will dry up in '93.



URBAN HYPE

NEW SINGLE: FAZE13

"Living In A Fantasy"

RELEASED 29TH DECEMBER 1992

TOP 10 NEW ENTRY DMC CLUB CHART
KISS FM PLAYLIST
12" FEATURES SIX DIFFERENT MIXES

Taken from the album "CONSPIRACY TO DANCE"

PULSE LP 7/PULSE CD 7/PULSE MC 7



(Free of charge on orders over £50.00).

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TOP 10 R&S GOES SOLO FOR UK RETURN

Six months after the collapse of its deal with Rhythm King, Belgium's R&S Records is fiercely to re-launch in the UK.

Label founder Renaat van der Papeler has rejected the idea of linking with another licensee to

co-ordinate his own UK releases on R&S and sister ambient label Apollo.

The first outing will be the sought after Aphex Twin album 'Selected Ambient Works '95-92', currently priced at up to £20 on import. UK

distribution will be by APT.

Alison Wilson, formerly at Rhythm King subsidiary Outer Rhythm, will co-ordinate UK marketing for R&S.

Releases for 1993 are to include a Jam & Spoon album

and 'Order To Dance IV'.

●Ritchie Hawtin's Detroit techno label Plus 8 is being revived by Nova Mute. A retrospective EP including a remix of the classic 'FU' by F.U.S.E. is due in the New Year.

- THE LIST
- 1 I WILL ALWAYS LOVE YOU
 - 2 I WOULD LIKE TO HEAL THE WORLD
 - 3 WHO'S SONNA BE
 - 4 YOUR TOWN DEEP
 - 5 TEMPTATION (RE)
 - 6 MAN ON THE MOVE
 - 7 DEEPER AND DEEPER
 - 8 TOM TRAUBERT'S
 - 9 END OF THE ROAD
 - 10 NEVER LET HER SEE YOU
 - 11 BE MY BABY
 - 12 STEP IT UP
 - 13 Prince & The New Power Generation
 - 14 FREE YOUR MIND
 - 15 SOMEDAY (I'M COMING)
 - 16 EVERYBODY
 - 17 SO CLOSE
 - 18 TASTE IT
 - 19 I GOT MY EDUCATION
 - 20 COULD IT BE ME
 - 21 THE THOUGHT OF YOU
 - 22 STILL BELIEVE IN YOU
 - 23 CELEBRATION
 - 24 IN MY DEFENCE



GOTTA SEE Lost your faith in live performance? Then make sure you're at the next Freetown event. Robert Owens' label may be the next also-in sales terms, but on stage it's streets ahead. Still house music's great showman,

Owens is unmistakable as he shepherds his talented flock through solo and group PAs, backed by the Freetown gospel choir and horns. It was Chicago '88 you'd call it history in the making. Why not London '92?

HAPPY FAMILIES Dance music's fiercely independent system of white labels and van distribution has already turned the mainstream business on its head.

But lately a new stage in the evolution of a street level 'danceconomy' is emerging. Instead of selling out or moving into the mainstream, leading specialists are choosing to pool their expertise. Still devoted to the scene and convinced that the majors don't understand dance, they are creating their own mini-majors. Just a split from Virgin's west London HQ, Chris Checkley is pulling together a conglomerate of companies that together can handle all aspects of the business. The set-up at the old Trojan Records HQ includes promotions (POP), import export and van distribution (Amato Disco), design (Blue Source), a label (Panthephonium), a studio, artist management and his own one-stop production outfit CT Records.

"We are all able to bounce off each other. It is like having a major with different departments but we have to make them work because it is our own business," says



● LEFTFIELD (ABOVE) & DEEP FREEZE



Checkley. "The majors have squeezed vinyl but dance labels still rely on it. From here we can serve whatever anyone needs in vinyl." Just a short van ride away is the Guerrilla Records HQ, fast expanding into a similar multi-media concern. Taking care of promotions is Lisa Loud and her new company Loud & Clear, while Marion Sparks' Sparks Publicity joined to handle PR for Guerrilla and Leftfield whose management also to share office space. "It is great being able to sort things out directly with each other," says Sparks.

One other stable likely to distinguish itself next year is We The People, the offices of remixer/producers Deep Freeze Productions, their management, Pressure Drop, Sure Shot Records, and...a furniture restorer.

"CT and Guerrilla have got their family, this is ours," says WTP's Lesley. And that kind of loyalty is the greatest motivator of all. As ex-MCA staffer Sparks records: "I've never worked so hard in my life."

Record Mirror news edited by Matthew Cole. Tel: 071-620 3636.

TOP 10 BI

- 1 HEADING RIGHT BA
- 2 THE THOUGHT OF YOU
- 3 HOW DO YOU TALK
- 4 STAY THIS WAY
- 5 LORDS OF THE NEW
- 6 BLAME IT ON THE 1
- 7 HURT NO MORE
- 8 FOOTLIN' AROUND
- 9 WAY IN MY BRAIN
- 10 SHOWGIRL

US TO

- 1 I WILL ALWAYS LOVE YOU
- 2 IF I EVER FALL IN
- 3 RUMP SHAKER!
- 4 IN THE STILL OF THE
- 5 I'D DIE WITH
- 6 HOW DO YOU TALK
- 7 RHYTHM IS A DP
- 8 GOOD ENOUGH
- 9 REAL LOVE, Mary
- 10 WHAT ABOUT YOU
- 11 TO LOVE SOMEONE
- 12 SAVING FOREVER
- 13 DO YOU BELIEVE?
- 14 LAYLA (LACCI)
- 15 LOVE IS ON THE
- 16 DEEPER AND DEEPER
- 17 END OF THE ROAD
- 18 LITTLE MISS CAN'T

next monday p.s.i. 'run free' dance 30

forthcoming releases

25th Jan 1993 tekno 2 'cum'on' dance 24/cd

a-zone

were back and were here to stay!

18th Jan 1993 - f/o/a/d - 'work it out' - dance 21/r/cd

&

new merchandise available shortly including an updated design on our courier bag that everyone copied and: embroidered flight & coach jackets, long sleeve t's & slipmats

for details send s.a.e. please note our new address - po box 2000, wolverhampton, wv8 1er

2 RM DANCE UPDATE

19	WALKING ON BROKEN GLASS, Anna-Lorenzo	Arista	44	HUMPIN' AROUND, Bobby Brown	MCA	19	BOBBY, Bobby Brown	MCA	44	HARVEST MOON, Neil Young	Reprise
20	WHERE YOU GO NOW, Bryan White	Warner Bros	45	JUST ANOTHER DAY, Jon Secada	SBS	20	BRAND NEW MAN, Brooks & Dunn	Arista	45	BEAUTY & THE BEAST (OST), Various	Walt Disney
21	WHEN SHE CRIES, Restless Heart	RCA	46	I GOT A THANG 4 YA, LaKey	Perspective	21	EROTICA, Madonna	Maverick	46	DIRT, Alice In Chains	Columbia
22	FAITHFUL, Co-Written	EMI	47	GIVE IT UP, TURN IT LOOSE, En Vogue	Atco	22	ALADDIN (OST), Various	Walt Disney	47	HOUSE OF PAIN, House Of Pain	Temmy Boy
23	THE LAST SONG, Etan-Jahn	MCA	48	EROTICA, Madonna	Maverick	23	FUNKY DIVAS, En Vogue	Atco	48	THE HEIGHTS (OST), Various	Capitol
24	SOMETIMES LOVE JUST... Play-South/Dor-Henley	MCA	49	LOVE SHOULD BROTHER YOU, Toni-Brazton, LaFace	Atco	24	HARD OR SMOOTH, Wrecka-n-Effekt	MCA	49	ACTING BUREAU, U2	Island
25	WOULD I LIKE TO YOUT, Charles & Eddie	Capitol	50	HAVE YOU EVER NEEDED... D/Lepard	MCA	25	KEEP THE FAITH, Bon Jovi	Jambco	50	WHAT'S HOT?, Red Hot Chili Peppers	EMI

Charts courtesy Billboard, 15 December, 1992. ● Artists are awarded to these products demonstrating the greatest airplay and sales gain. UK acts. US UK-signed acts.

cuts



NEW ATLANTIC

- | | | |
|----|--|-----------------|
| 1 | NEW TOOK MY LOVE Bizarre Inc
With man of the moment, Mark Kinchen, on the mix | Vinyl Solution |
| 2 | NEW SALOME U2
Farley & Heller beef up the Irish boys | Island |
| 3 | (5) TEQUIERO 108 Grand | Brute |
| 4 | NEW MR WENDAL Arrested Development
Featuring a top Perfecto mix that may never be released | Cooltempo |
| 5 | (11) EXTERMINATE Snap | Logic |
| 6 | (2) DIRTY Lemon Interrupt | Junior Boys Own |
| 7 | NEW LIFT MY CUP Glow Worm
Catchy and trancey in true Hoq! Choons style | Hoq! Choons |
| 8 | (4) TASTE/LIVE IN LONDON Capricorn | 4th & B'way |
| 9 | (10) TAKE OFF SOME TIME New Atlantic | 3 Beat |
| 10 | NEW TAKE IT TO THE TOP New Dance Republic
Well produced chugging UK house | Positive Vinyl |
| 11 | (7) OPEN YOUR MIND Usura | deConstruction |
| 12 | NEW ONE FOR THE ROAD Peace + Jammin'
Semi-ambient groove from north of the border | Soma |
| 13 | (3) ALWAYS MK | Union City |
| 14 | NEW MAIDEN VOYAGE EP Luke Slater
Five tracker featuring techno and garage from the South Coast | Loaded |
| 15 | (18) 50c Crunch | 6 '6' Records |
| 16 | NEW SUPER DISCO BREAKS Mighty Dub Cuts
Norman Cook in a disco frenzy | White label |
| 17 | NEW HAPPY TRAX VOL 2 Various
Soulful and jazzy grooves from this hot American label | US Happy |
| 18 | NEW BUBBLES Ego Bam Yasi
EP of heavy throbbing acid, Nineties style | IT |
| 19 | NEW ALCHEMY The Drum Club
More dub house disco from the Guerilla stable | Guerilla |
| 20 | NEW BASSTAB Flipped Out
Loads of percussion on this driving track | Ark |

ESSENTIAL

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 a data collected from leading DJs and the following stores: City Sounds; Flying Zoom (London), Eastern Bloc; Underground (Manchester), 23rd Precinct (Glasgow), 3 Beat (Liverpool), Warp (Sheffield), Trax (Newcastle).

shop



Shop: Warp Records, 40 Division Street, Sheffield (6m x 9m).
Specialist areas: US and UK garage and house, rap, Dutch and Belgian imports, white labels. Sells rave tickets for events all over the

UK, videos, magazines, T-shirts, posters. Planning mail service for the new year.

Manager's view: "Rap is very big here — most of the indie clubs now play rap tracks. Pure techno sells well; European is popular but US stuff is top. Over the past three years styles have changed at an alarming rate which is why a lot of shops are going under — you've got to be bang on. This is why most shops have DJs working in them; our staff are DJs and are specialists." — Rob Edwards, manager.

Distributor's view: "Sheffield, York and Leeds have a very big hip-hop following. Sheffield has its own sound with a lot in common with the US. Warp is one of the top three or four dance shops in Britain." — Dennis Summerskill, Greyhound.
DJ's view: "It's always worth me going to Sheffield from Nottingham to see if Warp's got product that isn't available here as it always has good stock in — it's very good for US and Euro imports." — Simon Smith (DIY).

club



Club: Garage City, 1 Nine Elms Lane, London SW8, Saturdays 10pm-6am.
Capacity/PA/Special features: 1200/15K/food bar/chill-out section/open New Year's Eve 9pm-7am.

Door policy: "We're not choosy — as long as you look cool. No trainers or track suits." — Bobby, co-promoter.

Music policy: All forms of garage with emphasis on US tracks. "Music with feeling rather than just pure beats all night." — Bobby.

DJs: Regular DJs — Bobby and Steve (Zoo Experience), Paul "Trouble" Anderson, Christie T, DJ Rupert. Guests include Ricky Morrison, Linden C, Micky D and top US DJs such as Tony Humphries, David Comacho, Danny Tenaglia.

Spinning: Masters At Work 'Gonna Get Back To You'; Sandy B 'Feel Like Singing'; Martha Wash 'Carry On (Todd Terri Mix)'; Leviticus 'Life Story Remix'; The R & M Project 'The Scat EP'.

DJ's view: "Nice, happy club — no attitude. Very good PA. There's an excellent crowd — it gets really mad. But there's no DJ box; you're on a stage and if they come too close it sometimes jumps the decks." — Ricky Morrison.

Promotions view: "The atmosphere is 100% — the friendliest crowd and best music around. More record companies should go there. They'll drop tapes as well as acetates if they think something's good." — Leo Ryan, A&M.
Average ticket price: £8 before 11, £10 before 4, £5 after.

Compiled by Sarah Davis. Tel: 081-940 2220.

RM DANCE UPDATE 3

(Free of charge on orders over £50.00).
 The lines are open from 9.00am – 6.30pm Monday to Friday,
 9.00am – 6.00pm on Saturdays and from 9.00am – 5.00pm on

AS MUCH AS YOU WANT, WHEN YOU WANT IT.

TBD, Unit One, Rosevale Business Park, Newcastle-Under-Lyme, Staffordshire ST5 7QT. Tel: (0782) 566566, Fax: (0782) 565400

- 90** **NEW** **THINKING ABOUT THE WAY** Shawn Christopher
Subterranean featuring Ann Consuelo
MCA
- 91** **NEW** **DO IT FOR LOVE (STONEBRIDGE KEVIN ROBERTSON MIXES)**
Champion
MCA
- 92** **NEW** **RUMP SHAKER** Wireless-N-E Effect
Sire
- 93** **NEW** **ONE IN TEN** 808 State Vs. URB40
Sire
- 94** **NEW** **AGAIN** Workcity
Sire
- 95** **NEW** **CARRY ON (MIXES)**
RCA
- 96** **NEW** **LOVE ME THE RIGHT WAY (THE REAL RAPINO/12 MIX)**
Rappano & Kim Habelle
- 97** **NEW** **LOGIC PROMO**
Logic
MCA
- 98** **NEW** **PANIC EP: GET UPSIDOMNIA AGAIN SOMETHING WRONG/**
US Atco
Panic
MCA
- 99** **NEW** **GOOD TIME (MIXES)** Trilogy
US Atco
MCA
- 100** **NEW** **LION ROCK** Lion Rock
Pandephoniun/deConstruction
- 101** **NEW** **I BELIEVE (CHEZ DAMIER MIX)/DIRECT ME (JOEY NEGRO MIX)**
Jody Nanton presents The Rescue Project
Network
- 102** **NEW** **DIRTY** *Common Interupt*
Network
- 103** **NEW** **NEW YORK METROPOLIS** *Metropolis*
Network
- 104** **NEW** **OPEN YOUR MIND (CLASSIC MIX)/(SLAM MIX)**
Earth Beat/Union City
Network
- 105** **NEW** **ALWAYS (MK MIX)/(CLUB MIX)** *Mk featuring Alana*
deConstruction promo
Union City promo
- 106** **NEW** **CLIMBING (LANCASTER MIX)** *Powerrcade*
Union City promo
- 107** **NEW** **TEMPERAMENT (BROTHERS IN RHYTHM REMIX)** *Heaven 17*
Virgin
- 108** **NEW** **DEEPER AND DEEPER (SHEP PETTIBONE REMIXES)** *Radnomia*
Maverick
- 109** **NEW** **SHOW SOME LOVE (ORIGINAL VIBE TRIBE VOCAL MIX)** *Jeko*
WARP
- 110** **NEW** **SYMPHONY (MIXES)** *Damnd Rush*
ID
- 111** **NEW** **TONTO'S DRUM** *Where Eagles Fly*
white label

▶ Highest Climber

- 1** **NEW** **HOPE AND PRAY (ABSOLUTE MIX)** James Taylor *Quartet* *Real Gone Music*
Champion promo
- 2** **NEW** **SHOW ME LOVE (STONEBRIDGE CLUB MIX)** Robin S
All Around The World
- 3** **NEW** **FEEL FULFILLMENT** Brooklyn
Guerrilla
- 4** **NEW** **YOU TOWN (PERFECTO MIX)** Deacon Blue
Columbia
- 5** **NEW** **YOU (13.75% EXTRA MIX)/THEY'RE HERE (D-BREAM DREAM)**
4th Floor
A&M
- 6** **NEW** **TAKE ME AWAY (PARADISE) (MIXES)** *Mk factory*
A&M
- 7** **NEW** **TIME 1092 (LP)** Various
Time double LP promo
- 8** **NEW** **BANG BANG** David Sanborn
Elektra
- 9** **NEW** **BODY FUSION/TREAT ME RIGHT/MIND GAMES** XL
US strictly Rhythmic
- 10** **NEW** **JUST US** *Joey Washington featuring The Men's Club*
Italian DFC
- 11** **NEW** **HELL'S PARTY** Cabm
US strictly Rhythmic
- 12** **NEW** **SHAMROCKS AND SHENANIGANS (BOMM SHALOCK LOCK BOMM) (BUTCH VIC MIX)/PUT YOUR HEAD OUT (DJ POGGO REMIX)**
House Of Pain
Ruffness/XL
- 13** **NEW** **FRUIT IN THE VIBE** *Alive*
Fruit Tree promo
- 14** **NEW** **CIRCLE** *Circle*
US Reprise promo
- 15** **NEW** **BLUE LIPS** *Blue Lips*
US XX
- 16** **NEW** **DUB HOUSE DISCO (PART 1)/(PART 2)/(L.G.N.J.A.S. Disco Dub)** *Guerrilla*
Guerrilla promo
- 17** **NEW** **AIN'T NO MOUNTAIN HIGH ENOUGH (KXP featuring Ceyla Jeffrey)** *Siam Jam*
Siam Jam
- 18** **NEW** **ROCK TO THE BEAT (ROCK THE HOUSE MIX)** *Oxy*
Oily promo
- 19** **NEW** **APPOLONIA** *B.M.F.E.X.*
Union City promo
- 20** **NEW** **PASCAL'S DANCE** *Pascal's Bongo Massive Völlri*
Tomato promo

The Record Mirror Club Chart is available as a special faxed service in extended form as soon as it is compiled on the Friday before publication. Details on 071 620 3636.

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on promo & import

BOTTOM DOLLAR

'Infatuation' (Olympic promo). Skip the other mixes and head straight for the NY Club Mix. Heavy brass, jumping organs, brutally hard pumping house which believe it or not comes from the north of England but sounds like Manhattan. **3B**

BRYAN POWELL

'Commit' (Talkin Loud promo). Just about the most exciting British soul record in ages. Powell sings with gospel-drenched vocals on a joyous, funky, upbeat tune in a production similar to Tammy Payne's Talkin Loud classic 'Take Me Now'. The label hasn't committed to a full release but the track is scheduled for its next compilation in January. A large tune from an even larger new UK talent. **RT**

NEW DANCE REPUBLIC

'Take It To The Top' (Positive Vinyl promo). A swinging

chunky number with bongos all over the place and a funky sequencer bassline to give it a very groovy feel with a suggestion of seductive hip house. **CH**

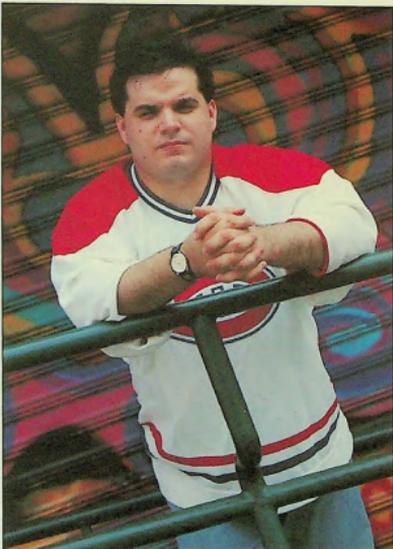
108 GRAND

'Brute Promo'. Darren Emerson on the mix so you'll know what to expect. A long, trippy adventure that gradually unfolds with a deep bubbling bassline, trancey keyboards, and a chugging mid-tempo rhythm. There are plenty of tracks of this ilk around at the moment but this is one of the best. **TJ**

TOM AND JERRY

'The One Reason' (Tom And Jerry promo). This one is going to be a biggie for the New Year. Serious drum and bass with a wicked piano running along the side. Kicks with vocals and drumbeats followed by mysterious chords. The piano and vocal breakdown is guaranteed to get the hands in the air. **N**

ANDREW KOMIS



6 RM DANCE UPDATE

MARY J BLIGE

dj directory

by james hamilton

LOUIE LOUIE 'The Thought Of It' (Hard-back/WEA Z724TW), Radio 1 pugged Goffman horn's cheerful 113.3bpm jack-wagoner (probably a smash already) now on limited poster pack 12-inch with Roger Sanchez's faster 132.8bpm Michael Jackson remixes... **PLAY BOYS** 'Middagans' (Lead4 Load3, MO), Tim Jeffrey & JC Reid's bass bubbling bounding strand 0-126.5bpm progressive house strutter has two good grooving mixes... **HARDFOUR** 'Hardrance Experience E.P.' (Hardfour UK/Rising High HARTUK 1, RTM), powerful German techno with electro-soul 125.5bpm Experience 1, throbbing 129.2-119.6-136.4bpm Casper Pound & Mommers Moments Remix, fierce bippy 140bpm Experience 3 and ultra-frantic twittery 147.8bpm Experience 4... **P.S.I.** 'Run Free' (D-Zone DANCE 30, RTM/P), Tim Broken Wynn's Lones & Tony White's excellent jergy gallop-er has 134.2-133.8bpm Happy Mix, 133.7bpm Dub, Beats (sic), 133.8bpm instrumental and frantic sparce 133.9-0-133.8bpm Hard Mix... **D.O.P.** 'Oh Yah' (Guerrilla ORRR40, RE/P), a perpetually moanant rambler in Ralph Falcon & Oscar Castro de Murr Records' murkily jiggery 119bpm mixes, or a breezy boomy throbber in D.O.P.'s own 123.8bpm Chameleon Mix and synth swirled 126-124.3bpm Dub... **ASTRALASIA AND SONS OF AROA** 'Sul-E-Storm' (Magick Eye EYE T 6, SRD), fish fiddles and pipes jiggled jaunty strage world music/progressive party kawaii-ga in Hinky 0-107.8-107.6-106bpm Celtic and brass 0-119.7bpm Stompin' Mixes... **THE NEW DANCE REPUBLIC** 'Take It To The Top' (Positive Vinyl PV 005, GRM), Finland-style bouncey jiggery 126.6bpm jiggler in shuffery then beatty chugging Joseph Wants To Show You and bongos patterned Jittersy Eric's Massive Bongos Mixes... **FORGET TA** 'Music My First Love' (Synthetic Software Photography SYNTH 004, RTM/P), Mario Fargatta and wailing Ann-Marie Smith revivah in Italy house jangly shrill 0-124.7bpm Music Extended, synth juzzed My First Love Club and holding Jittersy 129.7bpm My First Love Club Club Mixes (sic)... **SUBTERRANIA** Featuring ANN CONSOLE 'Do It For Love' (Champion CHAM- PX 12 297, BMG), August's Crystal/Ce Ce like SweMix strider in new sparce cod 122.3bpm StoneBridge and more impassioned scurrying 0-122.2bpm Kevin Saunderson remixes... **NASTY HABITS** 'As Naam As I Wanna Be' (Reinforced RWET 1233, SRD), DJ Doc Scott's persuasive hankster EP has 150bpm, Here Comes The Train', 149.9-149.8bpm 'Let's Go (Cold Remix)', 149.7bpm 'Dark Angel', 149.6bpm 'Mayday, Mayday'... **THE OVAL FIVE PROJECT** featuring NATASHA Atlas 'Gardhuvar' (Gee Zone GEE 45 4), Middle Eastern nasal grid uplulad 120bpm progressive chugging twirp-packed as a limited DU edition with the best looking vinyl 124bpm 'Yorlog'... **BLACK LYN** 'Bad Influence' (All Around The World 12BROOK 1, TRC/BMG), 'Bad Influence' video-game TV show/magazine related breezy whomping 122.1bpm jiggly stomper... **HAPPY LARRY'S BIG BEAT ORCHESTRA** 'Get On The Move' (Bump Distraktion OLY 003, fax 081-49 3703), chonching boomy progressive chagger in 0-124.2bpm Rapino Rbbr 'Dobby Mix and Larry's Club Vibe, jiggly hankster 0-127.3bpm Happy Larry's Big Beat Vol 1 and wriggler salsa-ish 0-127.6bpm Hollo's Dub... **NEBULA II** 'Peace Maker' (Reinforced RWET 1332, SRD), 'While In Trunk' is a foot to the street/mag prodded frantic bleeping 148.6-148.7bpm jitterer and buzzingly twirled jerry hankster 144.3-144.7bpm 'X-Plore-H-Call'... **PRESURE DROP** featuring Janna Lane 'You're Mine' (Logic 74321 12622-1, BMG), quarryy outbaw hankster jiggly number 0-0-107.8bpm Leftfield Vocal Mix, usually strobed The Gas Dub Part 1, originally hankster wind wispawing 0-107.2bpm Album Version... **CHAZ DAMIER I** 'Never Know Now' (Network/KMS NWK 64, PJ), husky maned throbbing light garage/house mixer with 123bpm M.J. Club, 122.8bpm Mads In Detroit 0-122.7bpm Orange Upper Mixes, and repetitive stratter 136.2bpm 'Hilly Myster'... **DEEP FOREST** 'Sweet Lullaby' (Columbia 65667-6), French hip hauntingly energetic lush atmospheric slinky alto ambient jogger in 0-87.9bpm Natural Trance, 0-100.9bpm Natural's Dancing Mises... **WEE PAPA GIRLS** 'Wee Are The Girls' (The Brothers Organisation 12 136 2, 2-TRC/BMG), ragga-ish chattering 123.8bpm 2-Tone 7', cantering Woe, Beaty Boo-ish Sax, shuffling Ragga Mixes.

TOP 10 BI

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- 10 **SHOWGIRL**

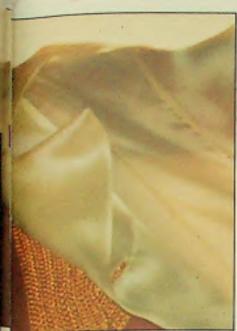
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- 14 **LAYLA IJACU**
- 15 **LOVE IS ON THE**
- 16 **DEEPER AND DE**
- 17 **END OF THE ROA**
- 18 **LITTLE MISS CAN**
- 19 **WALKING ON BROKEN GLASS, Anna Lennox** Arista
- 20 **WHERE YOU GOIN' NOW, Dann Varney** Warner Bros
- 21 **WHEN SHE CRIES, Restless Heart** RCA
- 22 **FAITHFUL, Go West** EMI
- 23 **THE LAST SONG, Ewan Johns** MCA
- 24 **SOMETIMES LOVE JUST ...Patty Smyth/Don Henley** RCA
- 25 **WOULD I LIE TO YOU?, Charles & Eddie** Capitol
- 26 **HUMPHIN' AROUND, Bobby Brown** MCA
- 27 **JUST ANOTHER DAY, Jon Secada** SBK
- 28 **I GOT A THANG 4 YA!, Lyke & Bush** Perspective
- 29 **GIVE IT UP, TURN IT LOOSE, In Vogue** Atlantic
- 30 **EROTICA, Madonna** Maverick
- 31 **LOVE SHOULD BRING YOU, Ten/Boston** LaFace
- 32 **HAVE YOU EVER KNOWN... Def Squad** Mercury
- 33 **BOBBY, Bobby Brown** MCA
- 34 **BRAND NEW MAN, Brooks & Dunn** Arista
- 35 **EROTICA, Madonna** Maverick
- 36 **ALADINO (OST), Van Halen** Walt Disney
- 37 **FUNKY DIVAS, In Vogue** Arista
- 38 **HARD OR SMOOTH, Wreck-n-Effect** MCA
- 39 **KEEP THE FAITH, Ben J** Jambico
- 40 **HARVEST MOON, Neil Young** Reprise
- 41 **BEAUTY & THE BEAST (OST), Various** Walt Disney
- 42 **DIRT, Alice In Chains** Columbia
- 43 **HOUSE OF PAIN, House Of Pain** Tommy Boy
- 44 **THE HEIGHTS (OST), Various** Capitol
- 45 **ACHTUNG BABY, U2** Island
- 46 **WHAT HITS?, Red Hot Chili Peppers** EMI

Charts courtesy Billboard, 19 December, 1992. **A** Awards are awarded to those products demonstrating the greatest appeal and sales per...

UK acts **UK** signed acts



BIZARRE INC. 'Took My Love' (Vinyl Solution). Another triplepack from Stafford's finest and yet another corker. Sure is Pure Golden Dub is the one to rush to. A weird but slamming techno rhythm pulsating throughout. MK's mixes are very, very deep and perhaps a little predictable. Bizarre Inc give us their own brand of Hurleyesque strings and catchy rhythms. All in all, a winner..... **3B**

DREXCIVA. Deep Sea Dweller EP (Shockwave, US). 'Intelligent techno' is an in phrase which can be correctly applied to 'Sea Snake'. A soothing bassline that is sure to take you away, this is real tech. The A-side is more manic with scrambled beats, heavy screeches and flagmanina. A must..... **LG**

CAPRICORN. 'Taste' (4th & B way promo). Available on white label in the summer, this now gets a wider release with a tasty remix that makes no attempt to disguise its influence. The 'Deep Bliss' mix takes a leap out of the Hardfloor book and twiddles around with the 303 bassline to create a cleaner acid work-out. Check out 'Live In London' on the B-side too..... **TJ**

MARY J BLIGE. 'Reminiscence' Remixes (Uptown, US). An average album track comes to life as the hottest tune on the swing scene courtesy of new mixes by Bad Boy Entertainments and a rap from QJ Smooth. This soul plodder with its dustbin lid percussion, distinctive vocals and sparse yet smouldering production is fast overtaking 'Real Love' on the danceroom..... **RT**

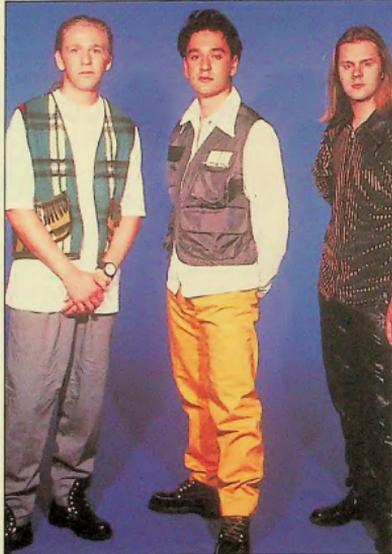
THE MOOG. 'Remix EP' (Delirious promo). This remix EP has something for everyone's Christmas box! The Jungle Muffin remix by Mickey Finn is beefed up but the uplifting piano break from the original stays. Check out the nutty Rush Hour remix with heavy Euro chords and rapid beats around the fairground-sounding system. **N**

SANDY B. 'Feel Like Singing' (Nervous promo). The label with a better reputation for T-shirts than tracks finally comes up trumps with a gospel house stormer that's already been picked up by Mercury in the States. Produced by old school garager Paul Scott, this has the hooks and grooves in all the right places..... **DP**

VARIOUS. 'Elizir Vitae II EP' (Network doublepack promo). The pick of these fruits of another year of global Networking must be Groove Corporation's re-routing of Reese Project's soulful techno anthem 'Free At Last'. From Detroit there's Yolanda Reynolds' catchy brass-driven chant 'Children Of The World' and Andrew Komis' mix for Jooco's 'Let's Go Round Again' is right on the button. Finally! The Tramps ride the Greyhound from Philly to New York to cover the Salsoul classic 'Ten Per Cent' — just in time for the party season..... **MC**

ENDANGERED SPECIES. 'Endangered Music Vol II' (Strictly Rhythm, US). As always Strictly go where no man dares. Just A Memory has five mixes all worth a listen. The vocal mix is the best with a scat bassline and jazz vocal. The

● **BIZARRE INC**



African festival is like Osibisa on a jazz house lip. The memorable dub and jazz mixes complement these with a strong swing house feel. Especially different..... **3B**

U.S.U.R.A. 'Open Your Mind' (Italian Style deConstruction promo). Typically well-produced and catchy Italian production with all the bits in all the right places. This commercial house track could cross over with its simple trancey rhythm, familiar samples and riffs. There are a couple of interesting dub mixes for more underground tastes, but this is hands in the air material for the masses..... **TJ**

JETSLAGS. 'Be Strong' (white label). Mr Monday and Adamski team up with Sly (of Loveshit fame) to produce a punky funky rocker that utilises Sly's voice to great effect. Those wicked keyboard wizards had not gone away yet..... **CH**

C.Y.B. 'Snakebit' (UMM, Italy). Another good tune from this consistently good label. Three mixes all with excellent production. The best is the Heavy Bit remix which doesn't sound a million miles away from Lemon Terrence's 'Dirty' (but a little chunkier). Altogether it's a worthy purchase..... **3B**

JADE. 'Don't Walk Away' (Giant, US). Extremely classy, Jade are three young ladies who sing as sweet as En Vogue but have a tune here that better reflects the quality end of Nineties R&B. There are hints of Jam & Lewis' sound in this crisp and melodic mid-tempo shuffler. Production is courtesy of Vassal Benford who took care of the new Stephanie Mills All Night All Day and is definitely a name for '93..... **RT**

MAW PROJECT. FEATURING XAVIER GOLD 'Gonna Get Back To You' (Esquire US). This arrives just in time to challenge the best in the 'New York track of the year' stakes. Sung by Xavier Gold, most noted for her 'You Used To Hate Me' charts, and produced by the ever-creative Masters At Work team, this one is bright, spiritual and uplifting stuff. Check it out..... **CH**

L-DOPA. '4 On The Floor' Remixes (Joint Effort promo). Gallopping piano riffs, heaps of acid detail and one of the crispest snare sounds you've ever heard on this driven progressive house remake of the harder original. It is distinguished by its 'Hey baby, you got, you got' sample. To the point..... **MC**

HARDFLOOR. 'Hardrance Experience EP' (Rising High promo). This hard-hitting EP has been setting dancefloors alight for a couple of months on import and is now available here. It's basically 1988-style acid updated to 1992 production. 'Apocalypse 1' is the track to go for — a long-building epic that grows and grows and then explodes. Powerful and devastating..... **TJ**

SOLE FUSION. 'We Can Make It' (Strictly Rhythm US). After periods of fading mixes, Masters At Work come through with strong productions like this. A more underground hard dance track, the secret's in the Latino house drum and percussion patterns..... **DP**

NEUROMANCER. 'Pennywise Remix' (Symphony Sounds promo). This Mickey Finn and Mel remix has some serious deep and dark content. It kicks with wicked sub-bass followed by a ruff backblast of mashed-up breaks. The Paul And Nookie Mix has a more trancey approach. Ruff..... **N**

Songs Of Praise: 3 Beat, Charlie Hall, Loft Groover, Tim Jeffery, Ralph Tee, Dave Piccioni, Nicky (Black Market), Matthew Cole.

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 3 **HEAL THE WORLD**
 4 **WHO'S GONNA I**
 5 **TEMPTATION (RE**
 6 **YOUR TOWN DEM**
 7 **MAN ON THE BOX**
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 9 **TOM TRAUBERT:**
 10 **END OF THE ROA**
 11 **NEVER LET HER**
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 13 **STEP IT UP Stereo**
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 18 **LITTLE MISS CAN**

AN EARLY present for garage fans comes with the news that New Jersey guru **Tony Humphries'** move to the UK is now confirmed. He starts his weekly residency at London's Ministry Of Sound in January and is expected to have a national radio show too. Humphries' legendary mix show on New York's Kiss FM will be reduced to a monthly spot. The knock-on implications for others are already starting a whole new round of rumours — more next week... If anyone offers you a cheap fax machine this Christmas, think twice. Both **Black Market Records** and **Network** have recently been relieved of office hardware by light-fingered intruders. Black Market, after two break-ins in as many days, will shortly be on the move... Anyone who felt that ambient new ageism was about to disappear up its own exhaust pipe won't be surprised that **The Orb** are reviving up a cover version of **Hawking's** oil-stained classic 'Silver Machine'... Label mates **Coldcut** are still waiting to finalise their switch to Arista before they can release their album... Also due in the New Year is the return of Souled Out vocalist **Sarah Warwick** as the guest on **Think Twice's** 'Joy Is Free'... This show goes out to all you hardcore producers



● THE ORB

out there from **Rushin' Records** which is looking for demos or DATs (0992 88689)... A reworking of **Mica Paris/Omar's** 'I Should Have Known Better' entitled 'Give A Little Head' is due out soon by **Unknown Heroes** in aid of Oxfam to help the Somalian relief effort... On the punky party trail this week there's **D-Influence** at West London's The Orange on Friday (December 18) and Saturday (19)... **Somethin' Else** have an all dayer at Camden's HO on Sunday (20) with up-and-coming soul/jazz group **Metropolis** featuring the fierce vocals of **Jacqui Maxwell** and the Brazilian vibes of **Mistura**. DJs are **Jeze Nelson** and **Patrick Forge**. The **Prodigy** are live at Club Da Da in London's Shaftesbury Avenue on Thursday (17)... On Saturday (19) Castle Donington is the place for hardcore mayhem with **Carl Cox**, **Grooverider** etc and PAs from **The Prodigy** for a **Rezeration All Nighter**... And **Club Solstice** returns for some vintage style **Fluff** at Woodies nightclub in West London on Saturday (19) with **Judge Jules**, **Smokin' Jo**, **Brandon Block** and more (071 435 3737)... Next week's special Xmas issue includes the Club Chart of the year... **AND THE BEAT GOES ON!**

MERRY CHRISTMAS AND BEST WISHES FOR A HAPPY NEW YEAR TO ALL THE LABELS, PRESS, RADIO AND CLUB DJ'S AND OF COURSE FRIENDS WHO HAVE HELPED US MAKE OUR MARK IN OUR FIRST YEAR. BE A PART OF THE FUTURE IN '93 AND ADD YOUR RELEASES TO THE NEW YEAR'S LIST OF HONOURS.

CLUB, RADIO and PRESS PROMOTIONS . . . AT PHUTURE TRAX — ACTION SPEAKS LOUDER THAN WORDS AS THESE LABELS KNOW



Join the future alongside single stars The Source with 'Rock The House', Rotterdam Termination Source 'Poing', Jonny L 'Hurt You So', Runnings 'Back Again', R201's 'Your Touch', Tuff Productions featuring Carol Learning 'Won't Get To Heaven', Open Skies 'Deep In Your Eyes' EP, Foyleine Brown's 'Last Time', Vibe Alive's 'The Spirit In Me' and PLZ's 'If It Ain't PLZ'. Album hits include the entire Mastercluts series dominating with the current **New Jack Swing 2** and 'AL' collection, Nervous — New York and Kinky Trax, New York Attitude, the Reactivote techno and trance series, Vol 6 out now! Groove Connection's DJ Mix tapes from Fabio and Mickey Finn, and the debut 'Sub Base For Your Face' compilation from Suburban Base. Over the past ten months we have contributed to the success of 10 Top Twenty compilations, 46 Top 60 Dance hits, 11 national Top 75 hits and 3 Top 40 smashes! Silver success for Smart 'E's' whose 'Sesame's Treef' debut hit No. 2, eight consecutive No. 1 New Entries for all the Mastercluts titles and broke the Top 40 Album Chart with the stunning 'AL' compilation. We've got more power to put your tunes louder and clearer in the press, on the radio and in the clubs. Don't hold back, give your records the success they deserve. Call the PHUTURE hotline.

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PHUTURE TRAX

Kicking into 93 PHUTURE TRAX brings you the sounds of Sonz Of A Loop Da Loop Era 'Flowers In My Garden' EP, Austin 'Rude Boy' EP, DJ Hypie 'Shout In The Dark', the Dove Jay Project 'Ain't It Rough', Fierce Ruling Dava 'Do You Want To Get Funky With Me', 4 Hero 'Journey From The Light', Return Of The Living Acid 'Big Dipper' and Black'ash 'The Conception' EP. Watch out for the essential albums a double-pack of Strictly Rhythm albums, the brand new Cultural House series on the Cultural Vibe label and of course the new Mastercluts title, P-Funk Vol 1.

19 HALING ON BROKEN GLASS , Anna Lennox, Arista	44 HUMPIN' AROUND , Bobby Brown, MCA	19 BOBBY , Bobby Brown, MCA	44 HARVEST MOON , Neil Young, Reprise
20 WHERE YOU GOV NOW , Dawn Tanheiser, Warner Bros	45 JUST ANOTHER DAY , Jon Secada, SBK	20 BRAND NEW MAN , Brooks & Dunn, Arista	45 BEAUTY & THE BEAST (OST) , Various, Walt Disney
21 WHEN SHE CRIES , Noisette/Heart, RCA	46 I GOT A THING YA! , La'Keisha, Perspective	21 EROTICA , Madonna, Maverick	46 DIRT , Alice In Chains, Columbia
22 FAITHFUL , G3 West, EMI	47 GIVE IT UP, TURN IT LOOSE , En Vogue, A&M	22 ALADIN (OST) , Various, Walt Disney	47 THE HOUSE OF PAIN , House Of Pain, Tammy Boy
23 THE LAST SONG , Ernie John, MCA	48 EROTICA , Madonna, Maverick	23 FUNKY DIVAS , En Vogue, A&M	48 THE HEIGHTS (OST) , Various, Capitol
24 SOMETIMES LOVE JUST , Patty Smyth/Dan Henley, MCA	49 LOVE SHOULD'VE BROUGHT YOU , Teri Bustan, LaFace	24 HARD ON SMOOTH , Wreck n Effect, MCA	49 ACHTUNG BABY! , U2, Island
25 WOULD I LIE TO YOU? , Charles & Eddie, Capitol	50 HAVE YOU EVER NEEDED , Def Leppard, Mercury	25 KEEP THE FAITH , Bon Jovi, Jambico	50 WHAT HITS? , Red Hot Chili Peppers, EMI

Charts courtesy Billboard, 19 December, 1992. All records are awarded to those products demonstrating the greatest airplay and sales gain. UK acts are UK signed acts.

TOP 30 VIDEO

THE OFFICIAL **music week** CHART

Rank	Artist	Title	Category/Running Time	Label	Call No.
1	NEW BATMAN RETURNS	Warner Home Video	Action/2 hr 1 min	PES	15000
2	CINDERELLA	Walt Disney	Children's/1 hr 30 min	D	204102
3	PETER RABBIT/BENJAMIN BUNNY	Pickwick	Children's/30 hr	PV	2183
4	HOOK	Columbia Tristar	Children's/2 hr 15 min	CVR	13187
5	TERMINATOR 2 - JUDGMENT DAY	Guild	Sci-F/2 hr 10 min	GLD	51162
6	BILLY CONNOLLY: Best Of 25 Years	VVL	Comedy/1 hr 34 min	VVD	1118
7	NEW THE ADDAMS FAMILY	Columbia Tristar	Comedy/1 hr 35 min	D	22810
8	THE COMMITMENTS	Foxvideo	Drama/1 hr 53 min	1906	
9	MIKE REID: Live - Uncensored Video Collection	Video Collection	Live/2 hr 53 min	VC	6275
10	DANCES WITH WOLVES	Guild	Drama/2 hr 53 min	GLD	51152
11	FERNGULLY...THE LAST RAINFOREST	Foxvideo	Children's/1 hr 15 min	5584	
12	BASIL THE GREAT MOUSE ...	Walt Disney	Children's/1 hr 30 min	D	213602
13	HOME ALONE	Foxvideo	Children's/1 hr 46 min	1866 50	
14	KINDERGARTEN COP	CIC	Comedy/1 hr 46 min	VHR	1493
15	DANIEL O'DONNELL: Follow Your Dream	Ritz	Compilation/1 hr 30 min	RITZB7	701
16	VIZ: OH LORDY! FAT SLAGS	PolyGram Video	Comedy/45 hr	085923	
17	SIMPLY RED: A Starry Night With...	WMV	Music/1 hr 5 min	4509903043	
18	DANNY BAKER: Own Goals And Gaffs	VVL	Special Interest/1 hr	VVD	1105
19	NODDY AND THE NAUGHTY TAIL	BBC	Children's/41 min	890	
20	BADDIE & NEWMAN: History Today	VVL	Comedy/1 hr	VVD	1116
21	CINDY CRAWFORD: Shape Your...	Pickwick	Special Interest/1 hr 40 min	PV	2043
22	ROWAN ATKINSON: Escapades ...	Thames/Video Coll	Comedy/55 min	TV	8140
23	RE A WALT DISNEY CHRISTMAS	Walt Disney	Children's	D	200922
24	ROWAN ATKINSON: Amazing...	Thames/Video Coll	Comedy/1 hr	TV	8134
25	BACKDRAFT	CIC	Action/2 hr 11 min	VHR	1514
26	JFK	Warner Home Video	Drama/3 hr 2 min	PES	12306
27	ERASURE: Pop! - First 20 Hits	BMG Video	Music/1 hr 16 min	74321119843	
28	MANSELL AND WILLIAMS 1992	Watershed	Sport	WSP	1099
29	NSPCP CHILDREN'S TV FAVOURITES	Abbey	Children's/1 hr	95882	
30	HARRY ENFIELD'S TV PROGRAMME	BBC	Comedy/1 hr 6 min	BBCV	4885

TOP 15 MUSIC VIDEO

Rank	Artist	Title	Category/Running Time	Label	Call No.
1	DANIEL O'DONNELL: Follow Your Dream	Ritz	Compilation/1 hr 30 min	RITZB7	701
2	SIMPLY RED: A Starry Night With...	WMV	Live/1 hr 5 min	4509903043	
3	ERASURE: Pop! - First 20 Hits	BMG Video	Compilation/1 hr 16 min	74321119843	
4	ABBA: Gold - Greatest Hits	PolyGram Video	Compilation/1 hr 30 min	0855483	
5	MADNESS: Madstock!	PolyGram Video	Live/1 hr 40 min	0860143	
6	U2: Achtung Baby	PolyGram Video	Compilation/1 hr 10 min	0859563	
7	FOSTER & ALLEN: Heart Strings	Telstar	Compilation/1 hr	TVE	1048
8	NEW THE CHIPPENDALES: The Video	Telstar	Live/1 min	TVE	1052
9	SIMPLE MINDS: Glittering Prize	VVL	Compilation/1 hr 20 min	VVD	1103
10	RIGHT SAID FRED: Up - The Video	VVL	Live/1 hr 10 min	VVD	1104
11	WET WET WET: ...At The Castle	PolyGram Video	Live/1 hr 30 min	0861063	
12	AC/DC: Live At Donington	WMV	Live/1 hr 55 min	8536903463	
13	VARIOUS: Freddie Mercury Tribute	PMI	Live/3 hr 30 min	MVB	4916223
14	VARIOUS: Premiere Coll. Encore	PolyGram Video	Compilation/1 hr	0861523	
15	DIRE STRAITS: The Videos	PolyGram Video	Compilation/1 hr 30 min	0855443	

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26 NEW	ALIVE & KICKING East Side Beat	Rock
27 NEW	WE ARE RAVING - THE ANTHEM Slipstream	Boogie/Funk
28	IN BLOOM Nirvana	Gritten
29 NEW	WAY IN MY BRAIN (REMIX)/DRUMBEATS SL2	XL Recordings
30	HOLD BACK THE NIGHT KWS/The Trammps	Network
31	YESTERDAYS/NOVEMBER RAIN Guns N' Roses	Gritten
32 NEW	MOTOWNPHILLY Boyz II Men	Motown
33	WHO'S GONNA RIDE YOUR WILD HORSES 15 UZ Kris Kross	Island
34 NEW	IT'S A SHAME Morrissy	Columbia
35 NEW	CERTAIN PEOPLE I KNOW Morrissy	HMV
36	RUMP SHAKER Wreckx-N-Effect	MCA
37	CELEBRATION Kylie Minogue	PWL/International
38	MAN ON THE MOON 28 REIN	Warner Bros.

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1 NEW	DEEPER AND DEEPER Massions	21 NEW	CERTAIN PEOPLE KNOW Morrissy
2	ONE N TEN 808 Steel/B&O	22	BROKEN WINGS Network
3 NEW	WAY IN MY BRAIN (REMIX)... 32	23	HOLD BACK THE NIGHT KWS/Slipstream
4	HEAL THE WORLD Michael Jackson	24	AS TIME GOES BY Jason Donovan
5	I WILL ALWAYS LOVE YOU Whitney Houston	25	WOULD I LIE TO YOU? Cherise & Eddie
6 NEW	IN BLOOM Nirvana	26	TEMPTATION (REMIX) Heaven 17
7 NEW	ALIVE & KICKING East Side Beat	27	LET ME BE YOUR JUVENILIA Club 81
8	OUT OF SPACE The Prodigy	28 NEW	MOTOWNPHILLY Boyz II Men
9 NEW	WE ARE RAVING - THE ANTHEM Slipstream	29 NEW	IT'S A SHAME Kris Kross
10	STEP IT UP Sister Mics	30	SONG OF LIFE Lifelife
11 NEW	STAY THIS WAY The Brand New Heavies	31	INTACT Nets Atomic Duetion
12 NEW	MIAMI HIT MIX/CHRISTMAS Gianna Christian	32	SLOW AND SEXY Sheba Rains feat. Johnny Gill
13 NEW	GOT AN EDUCATION Uncanny Alliance	33 NEW	TELEVISION, THE DRUG... Disposable Heroes Of Cripple
14	AS ALWAYS Secret Life	34	BRUTAL-8E Atem 8
15	MRS. ROBINSON/BEN' ... Lemonheads	35	I BELIEVE Rage Against The Machine
16	COULD IT BE MAGIC Take That	36	BECAUSE THE NIGHT Café Tacuba
17	SO CLOSE Dina Carroll	37 NEW	IF YOU BELIEVE Cherise Savage
18 NEW	SOMEDAY (I'M COMING BACK) Lisa Stansfield	38 NEW	PEACEMAKER Nebula
19	RUMP SHAKER Wreckx-N-Effect	39	PEOPLE EVERYDAY Arrested Development
20	BONEY M MEGAMIX Boney M	40 NEW	WORLD WITHIN A WORLD Druce

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64	SANTA CLAUS IS COMING TO TOWN 55 Biron Abayud	M&G
65 NEW	WHEN I LOOK INTO YOUR EYES Friedhouse	Epic
66	INSIDE THAT I CRIED Ce Ce Peniston	A&M
67 NEW	ALL ALONE ON CHRISTMAS Darlene Love	Avista
68	FREE YOUR MIND/GIVING ... Er Vogue	East West America
69 NEW	BLOOD MAKES NOISE Suzanne Vega	A&M
70	SUPERMARIOLAND Ambassadors Of Funk	Living Beat
71	GOLD East 17	London
72	AS TIME GOES BY 49 Jason Donovan	Polydor
73	I'M GONNA GET YOU 57 Bizarre Inc feat. Angie Brown	Vinyl Solution
74 NEW	POISON HEART Rammones	Chryslis
75	SHE 50 Vengals	RCA
75	SLEEPING SATELLITE 64 Tasmin Archer	EMI

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THE ANTHEM

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RENO

ROCK

This List

1	1	KEEP THE FAITH	Bon Jovi	Jamco	5141972 (F)
2	2	THE ULTIMATE EXPERIENCE	Jimi Hendrix	PolyGram	TV 5172352 (F)
3	4	NEVERMIND	Nirvana	DGC	GGC 24425 (BMG)
4	5	USE YOUR ILLUSION II	Guns N' Roses	Geffen	GGDF 24420 (BMG)
5	3	LIVE	A/C/D/C	Atco	5767922152 (W)
6	7	USE YOUR ILLUSION I	Guns N' Roses	Geffen	GGDF 24415 (BMG)
7	11	BACK TO THE LIGHT	Brian May	Parlophone	CDPCS5 123 (E)
8	12	ANGEL DUST	Faith No More	Slash	82832172 (E)
9	5	WHAT HITS?	Red Hot Chili Peppers	EMI USA	CDML 1071 (E)
10	16	SOUTHERN HARMONY...	The Black Crowes	Def American	512632 (F)

11	8	III SIDES TO EVERY STORY	Extreme	A&M	5400062 (F)
12	10	TEN	Pearl Jam	Epic	4688942 (SM)
13	14	APPETITE FOR DESTRUCTION	Guns N' Roses	Geffen	GGDF 24148 (BMG)
14	9	METALLICA	Metallica	Vertigo	5100222 (W)
15	13	BLOOD SUGAR SEX MAGIK	Red Hot Chili Peppers	Warner	759268182 (W)
16	15	WAKING UP THE NEIGHBOURS	Bryan Adams	A&M	3971642 (F)
17	25	BRICKS ARE HEAVY	L7	Slash	82832074 (F)
18	19	GENERATION TERRORISTS	Manic Street Preachers	Columbia	4170602 (SM)
19	16	LAUGHING ON JUDGEMENT DAY	Thunder	EMI	CDDEM 1035 (E)
20	18	AMERICA'S LEAST WANTED	Ugly Kid Joe	Vertigo	5125712 (F)

Source: ELSA Compiled by Gallup

CLASSICAL CHART

as used by CLASSIC FM

This List

1	1	TAKE 2	Various	Masterworks	SZK48226 (SM)
2	2	BEETHOVEN VIOLIN CONCERTO	Kennedy/Tennstedt	EMI	CD7545742 (E)
3	4	CLASSICAL BALLET	Various	Telstar	TD 2617 (BMG)
4	7	A CLASSIC CHRISTMAS	Various	EMI	CDENT162 (E)
5	5	GOREK! SYMPHONY NO 3	Zimman/LS	Elektra	Nonesuch 755979282 (W)
6	6	CLASSICS FOR LOVERS	Various	Quality Television	QTVC0202 (-)
7	3	SENSUAL CLASSICS	Various	Teldec	East West 450990352 (W)
8	9	THE CLASSIC EXPERIENCE	Various	EMI	CDM10V45 (E)
9	14	ESSENTIAL BALLET	Various	Decca	4368582 (F)
10	10	ESSENTIAL OPERA	Various	Decca	4382222 (F)

11	8	VIVALDI FOUR SEASONS	Nigel Kennedy/ECCO	EMI	CDM162 (E)
12	13	THE ESSENTIAL KIRI	Kiri Te Kanawa	Decca	432862 (F)
13	15	PERE DONNA	Lesley Garrett	Silver Screen	SONGCD907 (-)
14	9	OPERA GALA SAMPLER	Various	Decca	4363002 (F)
15	17	SAMPLER ALBUM	Various	Pickwick	WH510232 (PK)
16	16	IN CONCERT	Carreras/Domingo/Pavarotti	Decca	4394332 (F)
17	12	CLASSICAL EXPERIENCE II	Various	EMI	CDM10V50 (E)
18	20	CLASSICAL EXPERIENCE III	Various	EMI	CDM10V59 (E)
19	21	THE ESSENTIAL PAVAROTTI	Luciano Pavarotti	Decca	4302102 (F)
20	22	THE ESSENTIAL MOZART	Various	Decca	4332322 (F)

Source: © CIN. Compiled by Gallup

MIDPRICE: CATALOGUE

This List

1	1	SLIPPERY WHEN WET	Bon Jovi	Vertigo	VERH38 (F)
2	2	HITS OUT OF HELL	Meat Loaf	Epic	4504471 (SM)
3	NEW	CHRISTMAS FROM LAND...	241 Massed Chorus	Epic	4504471 (SM)
4	8	GOLDEN DAYS	Roy Orbison	Monument	4715554 (SM)
5	9	OFF THE WALL	Michael Jackson	Epic	4500861 (SM)
6	5	THE BLUES BROTHERS	DST	East/West	KA50715 (W)
7	3	THE LOST BOYS	Ost	East/West	781734 (W)
8	6	FOUR SYMBOLS (LSD ZEP 4)	Led Zepplin	East West	KW49008 (W)
9	7	GREATEST HITS	Bob Dylan	Columbia	6409971 (SM)
10	12	GOOD MORNING VIETNAM	Ost	A&M	CM10163 (F)

11	NEW	CANDY APPLE GREY	Husker Du	Warner	759253852 (W)
12	17	INTRODUCE YOURSELF	Faith No More	London	SLAP21 (F)
13	10	HARVEST	Neil Young	Reprise	K454005 (W)
14	NEW	THE VERY BEST OF...	Jim Reeves	RCA	LN89017 (BMG)
15	4	TRACY CHAPMAN	Tracy Chapman	Elektra	EKTC4C (W)
16	16	WAR	U2	Island	ICM973 (F)
17	NEW	WITH LOVE	Michael Crawford/LSO	Telstar	STAR2340 (BMG)
18	NEW	WAREHOUSE SONGS	Husker Du	Warner	575925442 (W)
19	20	HELLO, I MUST BE GOING!	Phil Collins	Virgin	0250212 (F)
20	NEW	MONKES COLLECTION	The Monkees	Arista	4142507 (BMG)

Source: © CIN. Compiled by Gallup

INDEPENDENT: SINGLES

This List

1	NEW	HOLD BACK THE NIGHT	KWS/The Trampas	Network	NWK171 65 (P)
2	NEW	BRUTAL 8-E	Altern 8	Network	NWK171 59 (P)
3	1	BOSS DRUM	The Shamen	One Little Indian	087737 1 (P)
4	2	RUN TO YOU	Rage	Pulse 8	123058 29 (P)
5	NEW	SONG OF LIFE	Lethfield	Hard Hands	(HAND 0927) (RE/P)
6	NEW	WHAT A WONDERFUL WORLD	Nick Cave & Shane McGowan	Mute	112ZMTE 151 (RTM/P)
7	RE 1	SUPERMARIOLAND	Ambassadors Of Fun	Living Beat	JSMASH 23 (SMASH) (P)
8	NEW	I BELIEVE	Recess Project	Network	NWK171 52 (P)
9	NEW	TERMINATOR EP	Metahedius	Synthetic Hardcore	SYNTH 003 (SRD)
10	4	11	Bizarrre Inc	Vinyl Solution	STORM 465 (SRD) (RTM/P)
11	6	2	Nirvana	Tupelo	11UPEP 25 (RE/P)
12	NEW	BACK AGAIN	Ruin Things	Suburban Base	(SUBBASE 16) (SRD)
13	6	LET ME BE YOUR FANTASY	Baby D	Production House	(PH10 031) (SRD)
14	5	2	Smart 'E's	Suburban Base	SUBBASE 155 (SUBJ) (SRD)
15	NEW	TRAX 2 EP	Sheep On Drugs	Transglobal	(TRAN 97) (P)
16	NEW	DIRTY	Lemon Interrupt	Junior Boys Own	(JBO 172) (MMMA) (P)
17	9	2	DIVA feat Drville	Reverb	(REVB) 019 (RE/P)
18	13	6	Erasure	Mute	MUTE 150 (-) (RTM/P)
19	NEW	PERFECT DAY	Visions Of Shiva	Faze 2	(12FAZE 12) (P)
20	12	3	Boo Radleys	Creation	CRE 12171 (P)

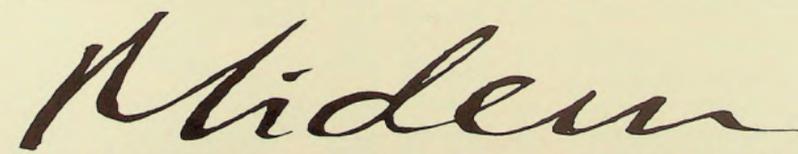
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INDEPENDENT: ALBUMS

This List

1	1	3	POPI - THE FIRST 20 HITS	Erasure	Mute	MUTE 2 (RTM/P)
2	2	12	BOSS DRUM	The Shamen	One Little Indian	TPF 42 (P)
3	RE 1	1	LEVELLING THE LAND	The Lovelites	China	WOL 1022 (P)
4	3	13	COPPER BLUE	Sugar	Creation	CRELP 129 (P)
5	RE 1	5	REVENGE OF THE GOLDFISH	Inspiral Carpes	Mute	DUNG 19 (RTM/P)
6	8	7	SCREAMADELICA	Primal Scream	Creation	CRELP 076 (P)
7	10	6	A WEAPON CALLED THE WORD	The Lovelites	Musidisc	105571 (A/P)
8	6	6	TRANSITION	Walter Trout Band	Provogue	PKL 79441 (P)
9	14	8	SLEEPWALKING	Magnum	Musica For Nations	MFN 143 (P)
10	5	2	HIE-TECHNO GET ME	Yellow Magic Orchestra	Internal TRULY 1 (RTM/P)	
11	17	10	...YES PLEASE	Happy Mondays	Factory	FACTORY FACT 420 (P)
12	11	6	ENERGIDIE	Bizarrre Inc	Vinyl Solution	STEAM 27 (RTM/P)
13	4	3	THE CURSE	Throwing Muses	4AD	TAD 29192CD (CD) (RTM/P)
14	5	2	THE A 2 OF PIANO...	Jools Holland	Alter Ego	ATGTC7 (-) (A/P)
15	RE 1	1	FULL ON. MASK HYSTERIA	Altern 8	Network	TOPP 1 (P)
16	RE 1	1	BLEACH	Nirvana	Tupelo	11UPEP 1 (RE/P)
17	9	4	YERSE! IS STEAM/LEGO MY EGO	Mercyrey Rev	Beggars	BARQUET 105 (RTM/P)
18	7	3	LET'S KNIFE	Shonen Knife	Augustus	ROSLI 011 (P)
19	RE 1	101	DAMNATIONS	Carer USA	Big Cat	ABB 101 (RTM/P)
20	RE 1	MR. LUCKY	John Lee Hooker	Silvertone	OURELP 519 (P)	

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TOP 60 DANCE SINGLES

THE OFFICIAL **music week** CHART

This Week	Last Week	Title Artist	Label (1/2) (Distributor)
1	NEW	SL2 SL2	XL Recordings XLT 36 (W)
2	NEW	DEEPER AND DEEPER Madonna	Maverick/Sire W 0146TP (W)
3	NEW	I GOT MY EDUCATION Uncanny Alliance	A&M AMY 0128 (F)
4	2	ONE IN TEN 808 State/UB40	ZTT ZANG 39T (W)
5	NEW	ALIVE & KICKING East Side Beat	ffr FX 206 (F)
6	2	AS ALWAYS Secret Life	Cowboy RODEO 9 (BMG)
7	1	SONG OF LIFE Leftfield	Hard Hands HAND 002T (RE/P)
8	3	TERMINATOR (EP) Metalheads	Synthetic Hardcore SYNTH 003 (SRD)
9	NEW	PEACEMAKER Nebula II	Reinforced RIVET 1232 (SRD)
10	NEW	NASTY AS I WANNA BE Nasty Habits	Reinforced RIVET 1233 (SRD)
11	NEW	SUBLIME THEORY Sublime	Limbo LIMBO 005 (SRD)
12	NEW	STAY THIS WAY The Brand New Heavies	Acid Jazz/ffr BNX 4 2 (F)
13	NEW	WE ARE RAVING - THE ANTHEM Gigstream	Boogie Food 12BF 1 (F)
14	NEW	SOMEDAY (I'M COMING BACK) Lisa Stansfield	Arista 74321123561 (BMG)
15	NEW	WORLD WITHIN A WORLD D'Cruse	Suburban Base SUBBASE 17 (SRD)
16	5	METROPOLIS Metropolis	Union City UCRT 11 (SRD)
17	6	HEAL THE WORLD Michael Jackson	Epic 6584888 (SM)
18	12	LET ME BE YOUR FANTASY Baby D	Production House PWT 043L (Self)
19	8	RUMP SHAKER Wreck-N-Effect	MCA MCST 1725 (BMG)
20	10	STEP IT UP Stereo MCs	4th + B-way 12BRW 266 (F)
21	9	DIRTY Lemon Interrupt	Junior Boys Own JBO 712 (G&A/MC)
22	7	BELIEVE Reesse Project	Network NWKT 63 (P)
23	NEW	MIAMI HIT MIX Gloria Estefan	Epic 6588376 (SM)
24	15	HOLD BACK THE NIGHT KW5 feat The Trampms	Network NWKT 65 (P)

This Week	Last Week	Title Artist	Label (1/2) (Distributor)
25	28	BROKEN WINGS Network	Chrysalis 12CHS 3923 (E)
26	13	LIVIN' IN DARKNESS Top Buzz	Basement BRSS 013 (Self)
27	14	SO CLOSE Dina Carroll	A&M AMY 0101 (F)
28	NEW	DUB HOUSE DISCO Two Shiny Heads	Guenilla GRRR 041 (RE/P)
29	RE	DON'T SAY NOTHIN'/WHEN ... Opaz	Opaz OP 002 (Self)
30	NEW	IF YOU BELIEVE Chantay Savage	ID 6588316 (SM)
31	11	LET ME BE YOUR UNDERWEAR Club 69	ffr FX 204 (F)
32	NEW	MOTOWNPHILLY Boyz II Men	Motown TMGX 1402 (F)
33	18	BACK AGAIN Run Tings	Suburban Base SUBBASE 16 (SRD)
34	18	OUT OF SPACE The Prodigy	XL Recordings XLT 25 (W)
35	32	COULD IT BE MAGIC Take That	RCA 74321123131 (BMG)

This Week	Last Week	Title Artist	Label (1/2) (Distributor)
36	NEW	IT'S A SHAME Kris Kross	Columbia 658896 (SM)
37	54	IF I EVER FALL IN LOVE Shal	MCA MCST 1727 (BMG)
38	32	BRUTAL-8-E Amen 5	Network NWKT 59 (P)
39	17	LIONROCK Lionrock	Deconstruction/PCA 74321124381 (BMG)
40	19	BECAUSE THE NIGHT Co.Ro featuring Tarfaia	ZYX ZYX 682212 (BMG)
41	NEW	PLASTIC EP Brainstorm Crew	Formation Form 12016 (MO)
42	NEW	JOCK PARTY MIX Mad Jocks feat Jockmaster BA	SMP SKMX 21 (P)
43	29	REAL LOVE Mary J Blige	MCA MCST 1721 (BMG)
44	NEW	LIKE THE WAY (THE KISSING...) Hi-Five	Jive JIVE7 325 (BMG)
45	NEW	TELEVISION, THE DRUG OF THE ... Disposable Heroes Of ...	4th + B-way 12BRW 241 (F)
46	31	SLOW AND SEXY Shabba Ranks feat Johnny Gill	Epic 6587726 (SM)
47	25	FUNKY GUITAR TC 1992	Union City UCRT 13 (SRD)
48	25	WHO'S THE BAD MAN Dee Patten	Hard Hands HAND 003T (RE/P)
49	38	TEMPTATION (REMIX) Heaven 17	Virgin VST 1446 (F)
50	NEW	THIS IS A TRIP Kev Bird	Basement BRSS 011 (Self)
51	NEW	THE THOUGHT OF IT Louie Louie	Hardback V2 724TW (W)
52	NEW	UNDERGROUND EP Sub Love	Earth EARTHX 7T (SRD)
53	23	INSIDE THAT I CRIED Ce Ce Peniston	A&M AMY 0121 (F)
54	NEW	ORGANISED CRIME Nae Aka Naz	Deja Vu D.V. 19 (SRD)
55	45	PEOPLE EVERYDAY Arrested Development	Cooltempo 12COOL 265 (E)
56	27	SOUL HOLIDAYS/JOY Sounds Of Blackness	Perspective PERT 7414 (F)
57	NEW	COME RAIN, COME SHINE Outland feat Zenya Hamilton	Great Jones 1625306211
58	24	PURITY The Aloof	Cowboy RODEO 12 (RE/P)
59	35	MUSIC FOR THE MASSES PART 1 Floor Federation	One Off OFF03 (RTM/P)
60	53	WOULD I LIE TO YOU? Charles & Eddie	Capitol 12CL 673 (E)

TOP 10 ALBUMS

This Week	Last Week	Title Artist	Label (1/2) (Distributor)
1	NEW	COLOURS Various	Union City UCRLP 11/UCRMC 1 (SRD)
2	3	FANTAZIA - THE FIRST TASTE Various	Fantasia FANTA 001 (AFT)
3	7	3 YEARS, 5 MONTHS AND 2 DAYS... Arrested Development	Cooltempo C.T.P. 28/C.T.P. 28 (E)
4	3	THE PREDATOR Ice Cube	4th + B-way BRP 592/BRCA 592 (F)
5	3	BOSS DRUM The Shamen	One Little Indian TPL 42/PTL 42C (P)
6	4	EXPERIENCE The Prodigy	XL Recordings XLLP 110/XLMC 110 (W)
7	NEW	SOMETHING REAL Stephanie Mills	MCA (USA) MCD 10680 - (Import)
8	3	HARD OR SMOOTH Wreck-N-Effect	MCA MCA 10566/MCAC 1566 (BMG)
9	10	WHAT'S THE 411? Mary J Blige	Uptown UPT 10871 (F)
10	RE	EROTICA Madonna	Maverick/Sire WX 491/WX 491C (W)

The Music Week Dance Chart is updated every Friday by Pete Tong on TMF's Essential Selection between 7-10 pm.

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PLUGGING: A WAY TO HITS

Previously perceived as merely pranksters, independent pluggers have come of age, with a dedicated approach to getting that hit. Valerie Potter reports

Traditionally, the image of the independent record plugger has been that of a flamboyant character, prone to indulge in over-the-top stunts and three hour lunches. But those times have gone. Nowadays, he or she is more likely to be found juggling with telephone calls in a fully computerised office than lounging in the foyer of Radio One, or leaning, not on a bar, but on a studio console, working on a new 12-inch mix.

The history of the plugger dates back to the heyday of sheet music, when they were employed by music publishers to persuade orchestras and band leaders to perform their company's songs in public and on radio broadcasts.

The first record pluggers started to appear during the Sixties. And many of today's top pluggers have long pedigrees: Ferret And Spanner have been in business for 16 years, while the two partners of Fleming And Smallman can boast more than 30 years experience between them.

However, the last five years have seen a greater degree of specialisation in the field, outside the more traditional areas of national radio and television. With the development of the ILR network, regional radio has grown in importance, particularly in offering openings to new artists, and there are now many companies that work solely with



Sharp End: Robert Lemon, Ron McCreight, Sue Foster, Liz Wilson

regional radio and clubs. Similarly, the explosion in the popularity of dance music has led to a need for experts who can work records at club level and through specialist radio programmes, building them towards national chart success. An example of this strategy was Rush Release's work on The Ambassadors Of Funk's Supermariland. After being given a big push through general club play, this dance single eventually peaked at number eight in the national chart.

Paul Franklin of Heavyweight Media, a company that specialises in breaking black and Asian artists via the underground scene through to



Station II Station: Maxine Olesanya, Steve Tandy, Melanie Clinger, Lorraine Stewart, and Jo Milloy (holding Freddy The Frog)

mainstream crossover, says, "One of the most important things about being an independent is that you have to find a niche that you are truly knowledgeable about."

Specialist club promotion can even be instrumental in breaking hard rock records by giving them the exposure denied by daytime radio. Clare Britt of Wild! Promotions, who has worked Thunder, Terrorvision and EMF through UK rock clubs, says, "We're talking about 75,000 fans in the night club actually hearing the record, even though they may have missed the feature in *Kerrang!*"

Independent promotion companies are usually brought in

by record companies – although often at management's behest – when they themselves do not have the time, capacity and/or specialised knowledge required to work a record themselves.

Careful planning is crucial to the success of promotions and consequently, companies like to become involved as early as possible. Good club promotion may need to commence two or three months before release, and Paul Gotel of Power Promotions, for example, says he would ideally prefer to be consulted before the act is even signed, so that he can add his specialist input to the label's marketing discussions.

Steve Tandy of pluggers ▶

The success of promotions often hinges on pinpointing an act's strengths and building on them. When Scott Piering of Appearing started to work The Levellers for China Records, the band already had a loyal live following, but their crusty image was intimidating to the media. Focusing on The Levellers' strength as a live act, he took radio personnel to see their shows, inundated them with glowing gig reviews and had the band busk at a charity auction conducted by Jakkie Brambles. By the time The Levellers released *Fifteen Years*, radio were converted and it went to number 11 in the charts.

COUNTDOWN TO A HIT: 2 UNLIMITED

Sharp End specialises in mainstream pop music, so the rave instrumental track, *Get Ready For This*, by 2 Unlimited (right) on PWL Continental, represented something of a challenge.

However, the company believed that, although they were primarily a rave band, 2 Unlimited had an unusually striking and accessible image and the record had strong crossover potential. Together with Phil France of PWL's own company Black Diamond, Sharp End's Robert Lemon and Ron McCreight

formulated a carefully thought out promotional plan.

France concentrated on the Mecca/First Leisure DJs bringing in the Manchester based independent club promotion company Reactor to work the rave scene. As PWL was not known for its club music, they worked entirely with white labels and within two weeks of their mail-out, *Get Ready For This* was riding high in the club charts.

Realising that achieving daytime airplay might be difficult, Sharp End took the



less obvious route of promoting the single to radio DJs and TV producers by stressing its potential as exciting background music. Capital Radio's Pat Sharp started to use it for links in his programme and BBC's Sportsnight also put the track behind action film, particularly football. Other TV programmes including Motormouth, Saint & Greasie and LWT's coverage of American football, also picked it up and it started to receive plays on Radio One – primarily on the Breakfast Show.



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► Station II Station would like to see a more sympathetic and flexible approach to incorporating promotion in release plans on the part of the record companies: "It's important to release when you've got the highest profile of the product and the artist. What's the point of putting strike forces on records when you haven't created the awareness?" he says.

But ask independent pluggers how they go about the nuts and bolts of their work, and by and large, they're nonplussed. At radio and television, so much of it is based on long-standing relationships with network personnel and awareness of their personal taste in music and their programme formats, that it is hard to put what they actually do into words.

Guy Holmes, whose company, Gut Reaction, was named after that instinctive feel which plays such an important part in such work, says, "In this country, promotion is done through who you know and the respect they have for your opinions."

Most pluggers agree that the most difficult types of records to promote are those at the extreme end of the spectrum; thrash metal or hardcore, for example. Surprisingly, the next most problematical area is mainstream pop, largely because people have to be persuaded to take it seriously.

Robert Lemon of Sharp End, which specialises in this area for national radio and TV, explains, "On the radio side, it can be very challenging. You have to battle against the 'crod' factor, and often it might be a case of getting



Holmes: top indie plugger



Bruno Brookes signs for F&S

sufficient TV to drag radio along, because a good pop artist is likely to appeal to TV, due to visuals."

However, there are no fail-safe rules for promoting any kind of product; each record has to have its own tailor-made approach.

"It's not a case of putting a record in a cardboard envelope, sending it round to radio stations and hoping that somebody will play it," says Barbara Edwards of Sheffield based Push 'N' Plug.

Every so often a circumstance occurs that gives an independent record promoter a heaven-sent opportunity on which to base a campaign. Robert Lemon experienced one of these at the beginning of his association with PWL, when Kylie Minogue was just an Australian-based actress, appearing in Neighbours and on the verge of releasing her debut single. TV AM broadcast from Australia as part of the

Bicentennial Celebrations and Lemon seized the opportunity to get Kylie on the show. It was the first step in a successful campaign which helped to make her an international star.

But sometimes, when those opportunities don't present themselves readily, they have to be created - and that's where the stunts come in. While working the Chippendales' first single, Give Me Your Body, Fleming and Smallman believed Radio One was reluctant to play the record, because producers did not appreciate its inherent humour - so they borrowed a 24 foot high, fibreglass model of a Chippendale from the troupe's London show and chained it to the railings outside Broadcasting House on playlist day.

"We still didn't playlist the record, but it was great fun," adds Miles Kellaher, who worked

The grooves of Academia

The college market is generally considered a difficult area to target efficiently, due to the rapid turnover of the student population and its diversity in musical taste. But promotions companies such as Beatwax, Active Promotions and Streets Ahead with expertise in this field have proved that they can hit the spot with spectacular gaps.

Spotting a car in the market, Chris Ward set up Beatwax at the beginning of this year to concentrate on colleges and has undertaken a number of successful campaigns with artists as diverse as The Orb, Rebel MC and Megadeth. Beatwax now deals with all the major colleges around the country, promoting product through the student press, radio and video outlets, poster sites, juke boxes, cinemas, clubs, discos, shops and campus tours, and, in addition to marketing music, has worked successfully with a miscellany of unrelated products, including Viz,



Beatwax team: (from left) Jamie Theakston, Olivia Given-Jones, Chris Ward, Rob Peroni and Mark Harris

Boost chocolate bars and Dos Equis bottled lager.

Ward admits that it can be a complicated task. Beatwax has to maintain contact with up to 15 different people at each college - and the company has had to establish an extensive data base. But a more specialised approach can pay off for labels and their artists. The Shamens were an early client of Active Promotions which was set up four years ago to promote to colleges and student nights at clubs and which has also moved into indie promotion. This year One Little Indian

called in Active again to help re-establish the Shamens' original fanbase, which it felt was drifting away from the band, illustrating the importance of colleges as a source of grassroots support for artists.

Labels are quick to recognise that musical tastes formed during student days can last a lifetime and with the university population continuing to expand there should be plenty of scope for specialists to maximise the potential of new acts.

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INDEPENDENT PROMOTION

EPM serviced the Undercover single, Baker Street, to dance DJs at regional radio and clubs six weeks before its release. The press division of Sharp End secured some interviews with the band in magazines and only then did EPM's Dave Prever feel the time was right to approach heads of music with the track. "By the time the record landed with the head of music, he knew all about it," says Prever.

► the record for Fleming and Smallman. "I've learned from Oliver that we're in the business of getting to people any way we can and if you have to pull a stunt, pull a stunt."

It's those kind of challenges that give pluggers their greatest job satisfaction. Neil Ferris of Ferret And Spanner explains, "It's never all smooth sailing when you believe in something and you find it difficult to make other people understand, but that's what promotion is about."

Nevertheless, even the best planned promotional campaigns can go awry; the record can get sufficient radio airplay, but for some reason, the public simply don't buy it. If only for the simple fact that the results of their work are so visible, pluggers are all adamant that there is no point in evading the issue; if they can help their clients to pinpoint the reasons why the record didn't make the grade, they can try to remedy them on the next release.

"No one wants to hear bad news on a record," says Mike Irving of Mike Irving Promotions, "but if they know why their record wasn't a hit, at least we can look forward constructively to the next release. At the very least, you owe it to a company to give them concrete feedback on a record."

In an area in which survival largely depends on established reputations and word-of-mouth recommendations, most companies are very cautious

about taking on work, turning down far more acts than they accept. Fleming and Smallman are routinely offered five or six artists a week but they only take on two or three acts a year. The main criteria they use is whether they personally believe it is a great record. "If we can't be enthusiastic about the music, then we can't pass our enthusiasm on," explains Ferret and Spanner's Nigel Sweeney. "It's false."

But as the recession tightens its grip on the music industry and record labels feel the pinch, they are becoming more reluctant to spend money on independent promotion.

Partly in response and partly as a means to expansion, promotion companies are continuing to change the nature of their business. Already involved in helping to create music as mixers, it is a natural development for the club-orientated companies like Power and Phuture Trax to found record labels, while others have moved into artist management.

In some cases, companies are looking to restructure the way they do business to match the changing economic climate; Station II Station plans to improve its service by establishing a network of local representatives for example.

But there's only one rule of running a successful plugging company: only those that deliver the results thrive. **EW**

COUNTDOWN TO A HIT: RAGE

Early exposure can prove a vital springboard to the success of a single. Rage's Run To You was worked at club level by Power Promotion's Paul Gotel and at radio and TV by Mike Irving of Mike Irving Promotions. Realising there would be a credibility problem for clubs with a cover version of the Bryan Adams' hit, Gotel initially concentrated on mainstream clubs.

"We decided to find a target market, aim the single at the right DJs and go for it big time," he says. "Although it wasn't the trendiest of records, it was acceptable and got played across the board."

While Gotel was providing a foundation on which to build possible success at clubs, Irving was plugging the record to Radio One. Taking the single to Ric Blaxill, producer of Simon Mayo's Breakfast Show, three weeks before release, he achieved a major breakthrough when the 7-inch test pressing was played on the show the very next morning.

Blaxill also took the single to the Radio One playlist meeting and continued to air it on a daily basis, resulting



Gotel: Rage success

in the multiple retailers ringing the record company with orders for it. It received additional plays from Simon Bates, Neale James and Nicky Campbell and was B listed on October 9, moving up to the A list the following week and thus being very well placed for its release on October 19.

Run To You entered the chart at number 10, the highest new entry of the week and peaked at number three the following week, after the video was transmitted on the Big Breakfast morning show and The Chart Show and the band appeared on Top Of The Pops.

"Promotion campaigns don't always work that smoothly but in this case it was perfect," says Irving.

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Key contact: Johnny David and Gary Blackburn
Staff: 5
Recent successes: Beautiful South, Suede, Secret Life. Ali Jobe, club promotions manager, Cowboy Records says: "We were particularly impressed with the high profile they achieved for Secret Life via Radio One."

APPEARING

Telephone: 071-833 2841
Areas covered: National radio and television (expanding into regional promotion next year)
Key contacts: Scott Piering, Vicki Harris, Nicki Sussex, Jane Bartlett
Staff: 4
Recent successes: The Orb, KLF, The Levellers
 David Boyd, managing director, Hut Records, says: "I use Scott for most of the label. He's a total rock and roll character and I have a lot of respect for him. He's the pick of the bunch!"

DANCE CORPORATION

Telephone: 081-878 5022
Areas covered: Dance related promotions, club, radio and press
Key contact: Tim Rudling
Staff: 2
Recent successes: Cover Up,

DNA, Vanilla Ice, Rob Blenheim, head of promotion/Strategic Marketing, EMI, says: "When Tim has done things for us in the past, what we find is that he's willing to provide a complete promotions package that even includes PA tours."

E.P.M.

Telephone: 071-287 2619
Areas covered: Regional radio and clubs
Key contacts: Dave Prever, Tim Smith
Recent successes: Undercover, Opus 3.
 Tilly Rutherford, general manager, PWL says: "I've used them on regional promotion, I think they're very efficient, they get the job done, they report the facts and tell it like it is. They're a professional outfit."

FERRET AND SPANNER

Telephone: 081-746 1818
Areas covered: National radio and television
Key contacts: Neil Ferris, Nigel Sweeney
Staff: 6
Recent successes: Erasure, Simply Red, East 17.
 Ray Cooper, deputy managing director, Virgin says: "Of all the independent promotion companies that exist, they were the first to bring a true professionalism to it. And I think that's the thing that really stands



Mike Irving has been involved with Rozalla from day one, handling all her TV and radio promotion

out."

FLEMING AND SMALLMAN

Telephone: 081-846 808
Areas covered: National radio and TV
Key contacts: Nick Fleming, Oliver Smallman, Myles Keller, Wendy Baldoock
Staff: 4
Recent successes: Dina Carroll, Richard Marx, Lisa

Stansfield.

Jazz Summers, managing director, Big Life, says: "As a manager I use Oliver Smallman on Lisa Stansfield and have done over the last two albums. He is very solid and professional and has a great team. He understands the business and sees the big picture. Ollie understands how to build an artist; he realises that sometimes less is more, while a lot of promotions companies don't."

GUT REACTION

Telephone: 081-964 2777
Areas covered: National radio and television
Key contacts: Guy Holmes, Caroline Lewis, Jo Bennett
Staff: 7
Recent successes: Right Said Fred, Curiosity, John Lennon. Tamzin Aronowitz, manager, Right Said Fred, says: "Obviously Gut Reaction are tied up with Right Said Fred anyway, but I've worked with Guy for the last two years and as far as I'm concerned, what makes Gut Reaction different is his drive."

HEAVYWEIGHT MEDIA

Telephone: 071-379 0038
Areas covered: Press, radio, television and clubs
Key contacts: Paul Franklin, Shabs
Staff: 4
Recent successes: Apache ▶

One of the most important factors which determine the strength of a club promoter is its list of specialist club, shop, magazine and radio personnel. The list has to be constantly kept up to date and consequently, regular contact must be maintained with all the people who feature on it. This is where the small, specialist promoter comes into his own, concentrating on a task that large labels may not have the time, staff or resources to research.



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INDEPENDENT PROMOTION

Most promotion companies like to encourage longevity in their working relationship with an act as opposed to working one off singles, believing that it helps to deliver better results. "The only time we've done one off records is for charities like Comic Relief," says Neil Ferris of Ferret and Spanner. "We will only take an artist on long term, because we are not necessarily interested in the success or failure of one single; we're interested in an artists career and the only way to achieve that is over a long period of time."

► Indian, Maxi Priest, Loose Ends. David Steele, marketing manager, Island, says: "On the specialist angle that we use on Apache Indian, we find they're very good. They cover every single base and they're very thorough and very enthusiastic."

IMPULSE PROMOTIONS

Telephone: 081-459 8866

Areas covered: Specialist club promotion

Key contact: Tony Rounce

Staff: 3

Recent successes: KLF, Secret Life, Jamiroquai. Jakes Gordon, product manager, Jive: "We use Impulse all the time. They actually care about what they work and they always get results for us."

I.R.P.

Telephone: 071-727 3458

Areas covered: Club, press and radio

Key contacts: Richard Hare, Mike Plumley and Tim McKenzie

Staff: 4

Recent successes: Michael Kay, Omar, Gwen Guthrie.

Micky Humphries, manager of Michael Kay says: "In the beginning, we took the white label into I.R.P. and they took it from strength to strength. Michael got out to every station from here to Lands End and abroad as well."

MIKE IRVING PROMOTIONS



Heavyweight Media has concentrated on plugging Maxi Priest's current Fe Real album to pirate and specialist radio stations although his new single is tipped to be a crossover hit

Telephone: 0438 812051

Promotional areas covered: National television, Radio One and Capital Radio

Key contact: Mike Irving

Staff: 2

Recent successes: Rage, Ambassadors Of Funk, Rozalla. Frank Sansom, managing director, Pulse-8 says: "Mike was promoting a completely unknown artist with a fairly controversial record, because it was a dance cover of a well-known and much liked artist. But against the odds, he delivered. He was able to pick up on what Pulse-8 had already achieved and managed to see the right people at the right time, who were able to give the record the start it needed. That's



Red Alert has been plugging The Shamen for the past two years and is now set to work on the band's next single, Phorever People, taken from the hit album, Boss Drum

what we call plugging!"

OUT PROMOTIONS

Telephone: 071-405 0695

Areas covered: National radio and television promotion

Key contact: Nicki Kefalass

Staff: 2

Recent successes: New Order, Happy Mondays, Inspirial Carpets.

Anthony Wilson, Factory Records founder says: "Out are absolutely brilliant and in some way, they straddle being an independent and also being professional."

PHUTURE TRAX

Telephone: 081-780 9766

Areas covered: Radio, press and clubs

Key contacts: Paul Ruiz, Nicky

Trax, J.M. Easy

Staff: 3

Recent successes: Mastercuts Series, acts on React and Suburban Bass.

Ian Dewhurst, Head of Mastercuts, Beechwood Music, says: "Every single Mastercuts Paul has worked so far this year has gone in at number one on the dance albums chart. I call them a superior press and promotion company."

POP PROMOTIONS

Telephone: 081 968 8459

Areas covered: Club promotions

Key contacts: Lewis Copeland, Darren Price

Staff: 4

Recent successes: Lion Rock, Stereo MCs, The Grid.

Pia Reed, product manager, Island says: "I have used the company on the two Stereo MCs singles from the current album. We do the club mail-out from here, but Pop Promotions also have indie lists, and they have serviced that market for me very effectively."

POWER PROMOTIONS

Telephone: 071-482 0728

Areas covered: Clubs, radio and press

Key contact: Paul Gotel

Staff: 5

Recent successes: EMF, The Shamen, Sunscreen, Primal Scream.

Mark Richardson, head of marketing, Sony Soho Square

*** McKoy, Omar, Apachi Indian ***
*** BAD II, Solid State Logic ***
*** Gwen Guthrie, Michael Kay ***

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EMI, RCA, EPIC, East/West MCA, Chrysalis.
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says: "Paul understands the area he's dealing in. He's motivated, very honest, gives you the information you want and does the job."

PUSH 'N' PLUG

Telephone: 0742 670351

Areas covered: Regional radio

Key contact: Richard Tandy, Barbara Edwards

Staff: 3

Recent successes: Curiosity, Sonia, Phil Collins.

John Leonard, managing director, Permanent Records, says:

"They've been wonderful on John Martyn. They got us on 35 playlists and the beauty about them is they keep coming up with new ideas. They're innovative in trying to get records out in the sticks."

RED ALERT

Telephone: 061 834 7434

Areas covered: Regional radio and television promotion

Key Contact: Sue McDermott and Alison Martin

Staff: 4

Recent successes: Erasur, Shamen, Denim, The Farm.

Kevin Sampson, manager of The Farm says "The Farm and End Product have worked with Red Alert for a long time. We have always found their approach personal, original and at times ingenious."

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Flaming and Smallman worked on radio and TV promotion for Lisa Stansfield's current album *Real Love*, between October 91 and June 92

regional dance radio, clubs and press

Key contacts: Dave Debracia, Glenn Toombs

Staff: 4

Recent successes: The Ambassadors Of Funk, The Chippendales, Network.

Chris France, managing director, Music Of Life, says: "The guys have got their fingers on the button, they know what's happening and they can give clear and concise advice to the record company."

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Sonia has been the success story for Push 'N' Plug, which worked her five hit singles and eponymous album at regional radio level

James Del Gatto

Staff: 3

Recent successes: Messiah, acts on Suburban Bass.

Peter Harris, managing director, Kickin' Records says: "I've worked with Single Minded for three years and for me to work with a plugger for three years means that he gives value for money!"

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Peter Walmsley, general manager, Rykodisc, says: "Nowadays you can pick a person for the kind of campaign you want to do. Catherine impressed us as someone experienced, enthusiastic and on the case."

STATION 11 STATION

Telephone: 071-482 5272

Areas covered: Regional radio, television and press

Key contact: Steve Tandy

Staff: 6

Recent successes: Right Said Fred, Bananarama, East 17.

Pete Frampton, managing director, Off The Wall/Huge Records says: "For any independent record label, regional radio, club and press promotion are crucial for the success of any record. With the extensive range of invaluable services they offer, Station 11 Station are probably the most important ingredient of any label's promotional campaign."

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Many specialist club promotion companies see themselves as an integral part of club culture. For example, Phuture Trax is not only involved with clubs as a promotions company but also in the making of the music and in writing about it. In line with this, it plans to launch its own label next year and is aiming to provide a complete service to new acts by advising them on nitty gritty matters such as where to get their record pressed.

STREETS AHEAD

Telephone: 081 852 8836

Areas covered: Club and college

Key contact: Catherine Richardson and Stephanie Reid

Staff: 5

Recent successes: Faith No More, EMF, Nine Inch Nails.

Mirelle Davis, senior product manager, MCA says "They're honest and efficient and really are a company which only takes on the sort of product they're confident they can break."

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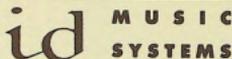
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DOOLEY'S DIARY

Remember where you heard it: The Brit nominations may be top secret until the first week in January, but it's understood that organiser **Rob Dickins** is very impressed with the high quality of entries in the best **international solo artist** category...With **Christmas** just a week away and sales finally looking up, the round of **festive parties** really takes off this week. **Chrysalis Records'** Seasonal nosh-up is at Palios restaurant in Westbourne Grove on Wednesday, **Warner Music's** is party at Westway Studios this Thursday, and the following day **Virgin Records** is at Clapham's Jongleurs comedy club, while **EMI Records** heads off to The Scene, Piccadilly. **Sony** brings up the rear on the 22nd at Searcy's in Knightsbridge... **BMG** got in early with a **fancy dress** bash (come as a song) at the Embargo club, Kings Road, last Thursday which also celebrated **Whitney Houston's** I Will Always Love You becoming the **highest** selling single of the year, passing the 700,000 mark... **Arista** general manager **Mark Williams** won the **booby** prize for coming dressed in white (song: It's Allwhite Now), while **Arista** product manager **Ali Rowley** won the trip to New York for appearing with a **Bates Motel** sign around her neck and brandishing a dagger (song: **Psycho-killer**)...Organising **Polydor's** bash certainly hasn't been the **smoothest** of affairs. **MD Jimmy**



Tower boss Ken Sockolov (above right) was in fine form at the party for the chain's newest outlet, launched last week in Kingston. Among the others who braved bomb scares and a cruel wind to feast on the funky las in Toots — geddit? food and Red Stripe were PolyGram sales director Nigel Haywood (above left). Sony sales director John Aston (below right) and...yes, **Barb's** Bob Lewis. Readers can work out John's expression for themselves. As for Bob's motives — maybe he was reliving the happy day when, as Sony sales manager, he gave Aston his first job in the industry. Or maybe he was trying to ensure that not only the BPI's John Deacon appears in kissing poses on this page (see Dooley's passim).



Devlin's plan to hold it in the operating theatre at the Central London St Thomas' teaching hospital was cancelled after **complaints** from female members of staff, he says. It wasn't the **"doctors and nurses"** dress code that put people off, but suggestions that the party **atmosphere** might be dampened by the jars of **pickled organs** adorning the room... Devlin's team are now heading for **Putney Rowing Club** this Wednesday... The industry-wide **"special marketing"** get together on Monday was too much for MCA's head of special projects **Paul Coldwell** who got into the party spirit at the Greek restaurant **Glory**, celebrating the festive season with an impromptu spot of **belly dancing** on one of the tables...Have some pity for poor **Malcolm Dome**, editor of **MF** magazine, who **threw** his winning raffle ticket at Thursday's Sony press and promotions bash **down the toilet**, also flushing away the chance to find a sparkling **MiniDisc** player. And the number of

the "lucky" ticket? **Thirteen**, of course... The exceedingly lucky winner was **Phil Ward-Large**, a former Radio One producer whose ticket was drawn next... **Arista's** confidence that Whitney will remain at **number one** until Christmas week is shared by **Ladbroke's**, who closed the book on her on Friday. The final bets included a £1,000 wager at 3-1 on taken at the **Manchester** branch on Friday morning... Guests at the **Radio Academy's** tenth anniversary lunch **whooped** with delight when **David Maker**, chairman of hard pressed **Jazz FM**, was announced as **winner** of the prize draw. "I can't imagine a more **deserving** cause," said Academy chairman **Michael Green** as he handed over the winner's £100 Savoy voucher... **Pete Waterman** wins the **plain** **English** award of the week for his explanation of why he thinks his campaign to save Radio One will soon gain **steamroller** momentum: "Because I've got a **big gob**..." The



Stubbly Simply Red manager Elliott Rashman (centre) put on a tie especially for his appearance to collect an award from the Sheffield Arena for outstanding ticket sales for the band's five November dates. It's not surprising arena general manager **Jay Hagerman** (left) and director of marketing **Dave Biggar** look happy — gross ticket income for the concerts was £1,140,640 from 58,425 sales, bettering **Dire Straits'** previous record of £1,092,280. **Fine** funeral for **Sire A&R** director **Shirley Ann Elizabeth Divers**, who recently died of cancer, will be held in Ealing on December 16. Details from **Sire** on 071-487 5066... **PolyGram International's** all-women team were the stars of the industry **go-karting** event held for the Spastics Society two weekends ago. Overall more than **£4,000** was pledged by teams including groups from **London, Beggars Banquet, Arista** and **Rose Morris Music Stores**.....



BMG chairman John Preston had a chance to relive his student days when he struggled into a virtual legs crossed situation alongside fellow free thinker **Annie Lennox**. The singer had popped in with her manager **Simon Fuller** (left) to collect a trailer load of commemorative discs for her debut solo album, **Diva**, from Preston and RCA managing director **Jeremy Marsh** (back, right).

music week

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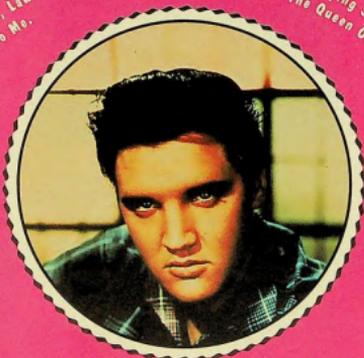


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