

China plans free video with new Dogs D'Amour CD



Big country 13 Right price
Mary-Chapin Carpenter heads Nashville hotshots

Mid-price focus taps the boom in catalogue sales



Video week
Buggy Malone one of top video releases in focus



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Industry braced for CD pricing inquiry

The music industry is steeling itself for the most public row in its history this week with the launch of the Government select committee inquiry into CD pricing on Thursday.

The proceedings, stretched over the next three weeks, will take place in the full glare of the media spotlight, with BBC1, BBC2, and Channel Four all booking feeds from the House of Commons.

Record companies and their critics renewed hostilities over the issue last week just days before the launch of the probe.

Kevin Hawkins, corporate affairs director of WH Smith and author of the group's submission to the National

WHO WILL BE APPEARING WHEN

Thursday April 15
Simply Red managers Elliot Rashman and Andy Dodd, royalty auditor Stephen Aubry, Dire Straits manager Ed Bicknell, (named artists), Consumers' Association directors Derek Prentice and Steven Locke.
Thursday April 22
WH Smith Group MD Sir Malcolm Field, Our Price MD Richard Handover, WHS Sounds and Video group manager Nigel Kenyon-Jones
HMV UK MD Brian McLaughlin, marketing director David Terrill, business development director Glen Ward.
Tower Records MD Ken Sokolow, Music Discount Centre MD Alan Goulden.
Thursday April 23
EMI Records UK MD Rupert Perry, (others to be finalised), PolyGram UK MD Roger Ames, legal and business affairs director Clive Fisher, Phonogram UK MD David Cliphsham, PolyGram finance director Nick Carrington.

Heritage select committee, says the recent rash of retail price promotions have bolstered the argument of those pressing for cheaper CDs.

"The case for concerted

action is now even more compelling than it was a few months ago," he says.

But one senior BPI source claims, "Smith is isolated among retailers in attacking

CD prices. The company needs to appear aggressive."

And BPI director general John Deacon says, "It's time to nail the myth. Our case is strong and consistent and we're ready for anything the committee wants to put to us."

Meanwhile, Dire Straits manager Ed Bicknell, due to attend the first hearing on Thursday (see table), has again attacked the BPI's defence of current CD pricing.

He will call for CDs to be priced at under £10 for the next two years.

The select committee has no statutory power, although it is expected to present its findings to the Office of Fair Trading.

* LATE NEWS *

The BPI council is believed to have agreed unanimously to recommend that market research company Millward Brown should take over the compilation of the CIN music charts when the current contract with Gallup runs out in January 1994.

A final decision was being taken by the board of CIN — the joint venture between Spotlight Publications and the BPI — as MW went to press.

Neither the BPI nor CIN was willing to comment.

Millward Brown — a subsidiary of the giant WPP marketing services company — is the UK's fourth largest market research company, reporting a £27.8m turnover for 1992, up 17.4% on 1991.

Gallup has compiled the official UK charts for the past 10 years.

Virgin rises to top of albums labels in first quarter

Virgin has emerged as leading albums label for the first quarter of 1993, according to new figures compiled by CIN from Gallup data.

The label was propelled into the top slot — with 4.7% of the market — by albums from a range of artists including Lenny Kravitz, Genesis and American Music Club.

Meanwhile BMG, buoyed by the success of releases including Whitney Houston's I Will Always Love You and Take That's Why Can't I Wake Up With You?, was the leading singles distributor between January and March, its 24.8% share beating rival PolyGram into second place.

BMG's Arista imprint was to top singles label for the second consecutive quarter with 7.5%.

Overall, PolyGram held on to its position as top singles and albums company and albums distributor.

PRS members to pay for Proms

An independent probe into the Proms fiasco at PRS has confirmed that members will bear the huge costs of the ill-fated computer membership and royalties system.

The Performing Right Society is not publicising full details of the hard-hitting report. But members will be informed by post of its five main recommendations by PRS chairman Wayne Bickerton this week.

The report on Proms (Performing Right On-line Membership Services) by Context Systems was delivered during a day-long PRS council meeting last week. It recommends:

- abandoning most of the Proms system;
- writing off costs on parts that cannot be re-used;

- restructuring the society's information technology management team;
- seeking compensation from suppliers;
- and implementing a thorough cost-cutting programme.

The council has called an open meeting for all members on June 2 to discuss the report. PRS is still without a chief executive since Michael Fregard resigned when Proms was put "on ice" last November after a consultant discovered flaws in the £12m system.

● PRS has referred to its solicitors a letter from U2 threatening to sue the society unless the group is granted permission to administer its own live performance rights. Clintons, acting for U2, says it will await a PRS response before issuing proceedings.

janet.

THAT'S THE WAY LOVE GOES

THE NEW SINGLE

COMING SOON ...

Virgin

jdj

Majors eye collapsed Teedisc

Receivers called in to direct marketing company Teedisc expect to announce the sale of its name to one of the major record companies within days.

The collapse of the TV marketing company at the end of last month with debts of more than £2m met with a flurry of interest from companies looking to expand into the special-

ist niche.

"I have had a lot of interest in assets such as the name and mailing list and would expect a sale soon," says Martin Iredale, administrative receiver at Coopers Lybrand.

Teedisc, formed in 1979, grew to become a market leader during the mid-Eighties.

Industry sources blame its recent problems on the recession, over expansion and changes in the media sales market. It crashed on March 26 owing millions of pounds to rights owning record companies, TV stations and manufacturers. Iredale says he expects no return to creditors.

The receivership of parent

company Direct Entertainment includes Teedisc's sister companies Brat Pack Entertainment, Teleshop and its jazz label Ronnie Scott's Jazz House Records. Some 20 staff were laid off immediately.

As well as acquiring new labels the company had also recently expanded into video booths and film production.



In my Comment in *Music Week*, November 21, I referred to the departure of senior managers from PRS. In the comments that followed I referred to the troubled Proms computer project at PRS.

It has been suggested that my remarks might have been taken as accusing members of PRS management including its former deputy chief executive Robert Abrahams of dishonesty, inefficiency and acting for their own benefit rather than that of PRS members. I wish to make it entirely clear that this was not my intention and I fully accept that they did not do so.

In addition Mr Abrahams has asked me to make it clear that he played no part in the formulation or development of the Proms project and that *Music Week's* references to his departure from PRS in that context were misleading. I am happy to make these clarifications and apologise to Mr Abrahams for embarrassment which may have been caused.

A visit to the European Computer Trade Show in London last week proved that the pace of innovation in the video games market is truly startling. But so too is the growing relationship between games and music.

Not only were there a number of music-related products on show - from A Hard Day's Night on an Apple Macintosh CD-Rom to Sony's Make Your Own Pop Video on Mega-CD - but the bars were full of talk of record companies buying into games publishers.

Many have long predicted that 'one day' we will have a totally integrated home entertainment business. But at last week's ECTS it looked rather as if this dream has already become something of a reality.

As the board of the Country Music Association arrives in London for this Wednesday's country 'summit' it is great to be able to report that it already looks like achieving its aim - provoking interest in one of the world's most vibrant music sectors.

The CMA had expected around 150 people to attend; as of last Wednesday a huge 280 had registered - 29 of them managing directors. It looks like the country bandwagon is finally rolling.

Steve Redmond

Merger sees TBD take on Ingram titles

Terry Blood Distribution will handle all video titles previously distributed by Ingram Entertainment from this week following the merger of the two companies.

The combined company will retain the TBD name and be run by TBD's management team with an Ingram representative on its board. The merger increases TBD's share of the sell-through video market by around a third.

Ingram's sales force will remain intact, although staff at the company's north London depot will be made redundant or found other jobs within TBD's parent John Menzies group following the closure of the site last week.

TBD managing director Norman Smith says he hopes to strengthen links with Ingram's parent company in the US. "With Ingrams' links to the US, we hope to offer a wider range of product and see this as a great opportunity for cross fertilisation," he says.



Paul McCartney's Liverpool Institute of Performing Arts is close to raising the £12.6m needed to open in 1995 after concluding a four-year sponsorship deal with German electronics manufacturer Grundig. Grundig will provide for the £4m private sector funding for the school. Lipsa will be promoted throughout McCartney's forthcoming New World Tour, the European dates of which are being sponsored by Grundig. Lipsa administrative director Mark Featherstone-Witty (right) says the school will receive more than £4m from different EC funds in addition to money received from McCartney, the UK government and MPA members.

Bard renews charts pledge

All the UK's most important retailers have endorsed their support for the UK's official charts by signing a far-reaching agreement to continue supplying sales information to CIN.

The new contract replaces the one originally signed in June 1990 and is understood to run for four years. Bard's signature is supported by all its members including leading retailers Andy's Records, Boots, HMV, John Menzies, Music Junction, Our Price, Sam Goody, Tower Records, Virgin Retail, WH Smith and Woolworths.

Bard chairman Simon Burke says, "There's a lot more in this contract about the degree to which retailers support the CIN chart. That was a most difficult matter because



Burke: good news

Bard has to be mindful of retailers' rights to promote their own charts - it's no mean feat for retailers to come together and support restrictions in this area."

CIN managing director Adrian Wistreich says, "The Bard agreement brings into play all multiples in the indus-

try and represents a 100% endorsement of the CIN objectives to produce the definitive chart for the industry."

Bard has also finally reached agreement with all the major record companies over the supply of inlay cards to replace damaged or stolen originals.

The agreement follows lengthy negotiations between the retail body and the BPI. Virgin, BMG, Warner Music and Sony have now all confirmed their intention to join the scheme by the end of May. EMI and Pinnacle have already been supplying inlay replacements for a few months.

"This is good news for everyone. Nobody loses out since the record companies are selling us the product," says Burke.

Tring hit by another copyright wrangle

Budget specialist Tring International and its parent The Long Island Music Company have been sued again over allegations of copyright infringement.

The actions, backed by the BPI and the IFPI, claim Tring infringed the plaintiffs' copyright by copying, importing and selling parts of the relevant recordings without a licence.

The writs allege that Tring and Long Island have gained "substantial" benefits through their "flagrant disregard" for the copyrights.

They go on to seek injunctions against the recordings being distributed, imported or sold in the UK, request damages and an order that all the disputed goods be destroyed.

A Tring spokesman says the company is "extremely surprised" by the EMI action since it follows amicable discussions between the two.

The actions are the latest in a barrage of writs involving Tring and Long Island. In November they were one of three companies sued by Island Records.

Then in February they were sued by EMI over a classical recording. They in turn launched an action in Paris against the Midem organisation over Tring's expulsion from the Cannes trade fair in January.

Britannia MD takes on new role in rejig

John Nelligan is standing down as managing director of Britannia Music after 10 years at the helm of the UK's largest music mail order company.

From this week he will be replaced by James Middlehurst, 37, previously head of group marketing at Allied Irish Bank. Nelligan, who joined the PolyGram-owned company from mail order firm John Myers, will remain at Britannia in the new role of chairman.

Under Nelligan Britannia has grown to have 1.7m active members and 350 staff. This year the company, which has sponsored the Brit Awards for the past five years, expects to ship 16m units.

Middlehurst will spearhead the company's move into new areas of business.



Everyone - retailers, record companies, the public - is fed up with multi-format singles.

It is confusing for retailers and expensive for record companies who, fearful of the competition, always want to use all the allowable formats in case they fail due to the lack of one. The recession, by making people consider which formats are superfluous, has succeeded where commonsense failed before. The market itself is deciding how many formats are vital to make a hit.

So, having one more format would appear to be lunacy. But it isn't. We need to introduce the two-track lower-priced CD single - now. There are many problems involved in this (record company margins being one) for the present rules they wouldn't qualify for the chart!

You wouldn't have to increase the number of eligible formats - that could stay at four with one being a two-track CD - but the price qualification rule would have to change. Currently, a CD single has to have a minimum dealer price of £2.45 plus VAT to qualify for the chart. It doesn't matter that a CD single costing this much can be sold in certain shops for 99p. These sales are still eligible because Gallup can't identify selling prices. However a CD single with a dealer price of £1.50 plus VAT selling at £2.49 isn't eligible because the dealer price is too low. This is absurd.

We should have disposable two-track CD singles in cheaper (cardboard?) packaging on sale now to stimulate this market and help, finally, kill off the vinyl single. Maybe it would help stimulate more sales of CD players to all our benefit and younger buyers interested by providing a widely available, lower-priced digital format. We won't know 'til we try. Act now please CIN/BPL.

Jon Webster's column is a personal view

MCA marque backs r&b



Streetbeat: worldwide brand

MCA is launching a worldwide branding campaign at the end of this month in an attempt to build the international appeal of its influential US r&b roster.

The Streetbeat campaign will aim to create a generic identity for artists such as Bobby Brown, Mary J Blige and Wreckx-N-Effect through album stickering, compilations, merchandise and an international magazine.

The campaign, devised by

MCA International senior vice president Stuart Watson, will run simultaneously worldwide outside North America and will be backed by television and press advertising.

"We are trying to adopt the kind of sophisticated approach to marketing of a big corporation, such as Coca-Cola," says Watson.

"The aim is to broaden our sales base by establishing a brand identity. Streetbeat should become like a recommended sticker."

MCA has been at the forefront of the development of US r&b and new jack swing. And in recent months it has begun

to break some of the acts into the UK chart.

The first Streetbeat sampler album, due on April 26, will include some of those first crossover successes, such as Rump Shaker by Wreckx-N-Effect and Bobby Brown's Getaway.

Streetbeat's quarterly fanzine will have English, French, Spanish and Chinese editions and an initial print run of 500,000.

Collins links new albums to shows

Collins Classics launches a pop-style marketing strategy next month linking releases to concerts by its artists, writes Phil Sommerich.

Collins managing director Alan Booth says recordings by many of the label's young artists will now be based on what they are playing at concerts, a policy hitherto rare among classical releases.

"That way we will get on record performances that have already been thoroughly prepared for concerts," he says.

The label will also launch releases to tie-in with tours. Pianist Joanna MacGregor's concerts in Paris, Antwerp and London in May will be supported by the release of a Bach album. POS material will also be made available for retailers.

Booth says he intends to make three or four new signings to tie-in with tours. Pianist Joanna MacGregor's signed the fast-rising young Duke Quartet and chamber group Domus. The label has halved releases to about five a month to ensure each title is exploited fully.

Next month Collins unveils its new stark logos and sleeve designs, the result of research by image consultants Copeland Harrington.

MW soccer cup shifts finals day

The Music Week five-a-side football tournament at Wembley Arena has moved forward a day following the rescheduling of Premier League matches later in the week.

The final will still be played during the Evening Standard tournament for top London clubs.

But the game has now been brought forward to Monday May 10.

The first knockout rounds in the MW trophy will now take place on Sunday May 9 between 10am and 5pm.

The rescheduling opens space for four more teams in the charity contest.

China plugs CD with 'free' video

China Records is releasing a limited-edition video with its forthcoming Dogs D'Amour album despite the fact that the promotion could exclude the band from the albums chart.

China managing director Derek Green says his label is releasing up to 5,000 copies of the video as a limited edition with CDs of the album in an attempt to re-establish the act after a two-year absence.

Green says the video has ensured strong retail support for an album that dealers may otherwise not have stocked since it will not be trailed by a single. Releasing a single



Green: 'not a freebie'

before the album's release on May 3 would not be financially worthwhile because of the speed of the chart, he says.

Green adds that since the deluxe CD box will have a dealer price of 50p more than

standard China CDs the video is not strictly-speaking a give-away, even though the package is intended to retail at £12.99. Cassettes of the album have a low dealer price of £3.50, in order to retail below £6.

Gallup charts director John Pinder says the fact that the limited edition release has a slightly higher price is likely to make it eligible for the charts under Gallup rules.

The chart code was changed in the mid-Eighties following a rash of promotions in which record companies gave away free gifts that cost far more than the releases.

Labatts tops up Virgin

Canadian brewer Labatts is to sponsor Virgin Radio's Sunday afternoon rock album chart show in a deal worth £750,000.

The deal for the CIN chart will initially run for one year, with options for an extension. Labatts will receive credits, trails and advertising slots

during the countdown.

Two sponsorship deals for shows hosted by Chris Evans and Emperor Rosko are still under negotiation.

John Diakiv, managing director of Labatts Breweries Europe, says the deal underlines the growing importance

of radio to advertisers.

"Our experience in Canada is that radio is no longer a secondary medium. It is as primary as TV for certain audiences and Britain is moving forward in this direction with the launch of Virgin 1215," he says.

Novello in buy out



Wise: long pursuit of Novello

The Music Sales Group has acquired long-established UK publishing house Novello & Company from the Ensign Trust in a deal worth around £2.5m.

Novello, publisher of composers including Sir Malcolm Arnold, Sir Arthur Bliss and Sir Edward Elgar, now joins Music Sales' other publishing divisions, which include Chester Music and Edition Wilhelm Hansen.

future of serious music more than ever."

He adds that the Novello catalogue fits well with Music Sales' other divisions since it contains works by composers already published by Chester Music, including Thea Musgrave and Judith Weir.

Novello, founded in 1811, was bought by Granada in 1970, subsequently passing through various hands before being bought by Ensign Trust.

Music Sales founder Bob Wise, who first attempted to buy Novello in 1970, says, "This new acquisition shows that we are interested in the

Games sector comes of age with £1m deal

The European games industry is to pay its first million pound advance in a move which puts the booming games sector on a par with the recording industry, writes **Ciaran Brennan**.

Manchester-based Ocean Software signed the three-year deal, believed to be worth more than £1m, with independent game developer Digital Image Design at the European Computer Trade Show in London last week. The money will be recouped against royalties paid on the developer's next six products.

Ocean director Gary Bracey says, "We came to this show to do business, and this must surely be among the most important business which has been done over the three days."

Other notable events at the show which took place at Islington's Business Design Centre between April 4 and 6, included the trade's first exposure to Sega's Mega CD player (see story right) and the first public appearance by the newly formed UK division of Sony Electronic Publishing, which is expected to become a big player in the market over the next year.

Mega CD off to powerful start

Retailers are hailing the launch of Sega's Mega CD player as a runaway success with many shops selling out of the machines, which play games as well as standard audio CDs, on day one.

But despite the rush, record industry hopes for increased penetration of CD hardware are unlikely to be fulfilled for at least a year. Sega says around 80% of the format's initial buyers will already own standard CD players.

An initial shipment of 65,000 machines hit the shops on April 2 in what one games retailer described as "the major launch of the year". Three games titles are included with every £270 hardware package, with a further six available retailing for between £40 and £45.

HMV computer games buyer Gerry Berkley says that the chain's Birmingham shop sold



Mega CD: instant success

all its 18 machines on day one, a feat repeated elsewhere despite a national rail strike. "It is early days yet, but it has been very successful," he says.

Virgin spokesman Nick Early adds that in-store displays and promotions have helped secure a profitable start. "We have been very happy with results so far but, as with any new format, popularity will ultimately depend on the choice of games available," he says.

Terry Blood Distribution

managing director Norman Smith says his company has already sold its initial stock of 1,000 machines. He adds that the new format could have favourable implications for the music business.

"The Mega CD reinforces the five-inch disc as the prime mover in home entertainment. Its real significance is as a carrier that can move across from the games market into music."

He adds that the Mega CD may sell better than the new audio-only formats MiniDisc and Digital Compact Cassette.

Sega is currently planning a multi-million pound late night TV advertising campaign starting on May 8 to promote the format further, even though the CD software is still very limited and no more machines are due to be shipped until August. The campaign will involve ads lasting up to five minutes.

Virgin is to open new outlets in Coventry and Chester in the autumn, bringing to 22 the total of megastores in the chain. Both shops will create more than 30 jobs.

English Heritage's London advisory committee has consented to proposals to re-open the foyer of north London's Rainbow Theatre as a music venue on May 28.

HMV has launched an Easter promotion offering 99 CDs at £9.99. Meanwhile **Our Price** has launched a video sale and an "Our Price is Tastier than Chocolate" music campaign pricing chart, non-chart and selected new releases at £9.99 and above.

PRS has promoted **Nicholas Lowe** to director of legal affairs. Lowe has headed the society's legal department since 1986.

Depeche Mode are to play the first ever gig at the Crystal Palace National Sports Centre on July 31, the only UK date in their European tour. The band's number one album *Songs Of Faith And Devotion* was released in the US through Sire and not Warner Reprise as stated last week.

BPI to debut at Popkomm

The BPI is to make its first appearance at Germany's Popkomm festival in Cologne in August, where it will take an umbrella stand to promote UK music.

The move follows the announcement at Midem in January that the record company organisation plans to take the royal yacht Britannia to the Cannes event to underline the UK's presence at next year's trade fair.

BPI director general John Deacon says, "We're looking at any opportunity where it would be good to further the name of the UK record industry around the world," he says.

At Popkomm, which takes place from August 19-22, the BPI stand will serve as a base for UK companies to receive messages and hold meetings.

Sony's first television ads for MiniDisc sees the format endorsed by Sade, the singer signed to its Epic label. The campaign will run for two weeks on MTV and features her Love Deluxe album being played on a MiniDisc Walkman. "This was an opportunistic use of a campaign planned for Sade," says John Duncombe, account director at MiniDisc's agency DPA. "It works because Sade is the kind of artist that is associated with a discerning audience looking for quality sound."

INXS turn backs on stadium gigs

INXS are to play a series of low key UK dates this summer as part of a world tour which sees the Australian group turn their backs on the stadium circuit.

Details of the 21 concerts, promoted by MCP, will be announced just 48 hours before each show, says Andy Woolacroft of booking agent Primary Talent.

Aberdeen, Cardiff, Leicester and Wolverhampton are among the locations to be included. Primary and MCP intend to keep details of the UK dates secret in order to create maximum impact as each date is announced.

The dates are just one leg of



INXS: low key return

a world tour which will generally avoid stadiums. One of the shows will be held inside an aircraft hangar.

"The idea has come from the band. They want to get away from the major venue syndrome to give the fans best value," says Woolacroft. INXS's last UK performance was a sell-out date at Wembley Stadium.



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SPOKEN WORD

JOANNA TROLLOPE: The Rector's Wife read by Patricia Hodges (F. Harper Collins Audio Books, HCA 147). Crisply read tale of a vicar's spouse who strikes a blow for women everywhere, defying her husband by taking a supermarket job. Critics predict Joanna Trollope will be the biggest female author of the decade and the novel has topped the best selling paperback lists for 30 weeks, so big sales are guaranteed. **★★★**

ELLIS PETERS: The Virgin In The Ice narrated by Sir Michael Hordern with cast (BBC Radio Collection, ZBBC 1451). Another Brother Cadfael mystery from the pen of Ellis Peters (Edith Pargeter) who has written 18 novels about the medieval sleuth since 1977. This dramatisation set in the chill winter of 1139 is being broadcast on Radio Four throughout April and May and a TV series is planned later in the year. Awareness is high. **★★**

DAPHNE DU MAURIER: Jamaica Inn read by Josie Lawrence (Random House AudioBooks, ISBN 1-85686-060-0). Interest in Du Maurier is currently riding high with the publication of Margaret Forster's biography and Josie Lawrence's high profile should ensure this classic tale gets noticed. **★★**

DAD'S ARMY 3 (BBC Radio Collection, ZBBC 1455). The antics of Captain Mainwaring's geriatric Home Guards are relayed in another four episodes from the classic BBC TV series, supported by 14 more episodes due on our screens later this year. This obviously works better on TV but it is nevertheless one of BBC Radio Collection's most successful range of comedy titles. **★★**

PICK OF THE WEEK
WILLIAM SHAKESPEARE: Romeo And Juliet by the Renaissance Theatre Company (Random House AudioBooks, ISBN 1-85686-270-4). A real luvvies production from Kenneth Branagh's Renaissance Theatre Company in association with Radio Three which broadcasts it on Sunday April 25. Its release two days earlier is timed to coincide with the bard's birthday. Cast includes Sir John Gielgud, Dame Judi Dench, Richard Briers, Simon Callow and Brannagh himself in the starring role. Serious enough for release on CD (three) and cassette (four), which is unusual for a spoken word title. Should follow the success of last year's Hamlet. **★★★**

Caroline Moss



Bon Jovi: live in New York and set to shift bucketloads on the back of the band's forthcoming tour

MUSIC VIDEO

VARIOUS: Bloody Icons (BMG 74321 124963). Ten obscene, blasphemous or violent videos here, or at least they have all been billed as such by our moral guardians. Bloody Icons sets out to showcase the double standards inherent in censorship, but – featuring videos from such acts as The Cult, Cinderella and Alice Cooper – ends up as a challenging compilation which should sell by the bucket. **★★★**

SPECIAL BEAT: Shibuya On Air (Visionary JE233). The long queues outside north London's George Robey are testament to Ska's enduring popularity in the UK, and judging by this film captured last year in Tokyo, it's pretty

big in Japan too. Special Beat, unsurprisingly comprising former Beat and Specials members Neville Staples, Ranking Roger, Lynval Golding and Brad Bradbury, are strong performers and this film – due out on May 24 – is vibrant enough to warrant steady sales. **★★**

EVERYTHING BUT THE GIRL: Home Movies (WMV catalogue number 6). Due out on May 10, this promo compilation is being marketed in conjunction with Warner's best of album, also called Home Movies. The video will be mentioned on all TV ads for the album as well as on the POS which includes posters, nameboards and a centrepiece. Visually EBTG have always been a low-key duo, but that hasn't stopped

them insisting on creative and interesting promos. Not a massive video hit but the marketing push should ensure it's a steady seller. **★★**

ROGER WHITTAKER: In Concert (Start through Sony Music Operations SVM 811). The perennial crooner and whistler still sells out tours worldwide and this, as only his second video, could do well if MOR is your customers' bag. Start is backing the film, which captures Whittaker performing in Canada, with consumer press ads in *Q*, *Replay* and *Select* to coincide with its release on May 4. **★★**

MORRISSE: Live In Dallas (PMI MVP 4911193). Recorded on video, this hour-long film comes across as a

good quality bootleg which will increase its appeal for hardened fans but may disappoint other potential purchasers. Due out on April 26, it is backed by co-op press ads with HMV in *NME* and Our Price in *Vox*. **★★**

PICK OF THE WEEK

BON JOVI: Keep The Faith – An Evening With... (PolyGram Video 0865143). Due out next week, this live video will get another boost when the band's European tour reaches the UK early next month. Filmed in October by MTV at New York's Kaufman Astoria Studios, it is backed by national and rock press ads plus fly posters around the tour venues, leafletting at the gigs and retail display packages. **★★★**

Selina Webb

CLASSICAL

VARIOUS: The Women's Philharmonic Jo Ann Falletta (Koch 37192 HM). Radio Four's Kaleidoscope has already pre-publicised this intriguing collection of works by women composers – Lili Boulanger, Clara Schumann, Fanny Mendelssohn, Germaine Tailleferre – played by an all-female US orchestra. It is due for more exposure on Women's Hour, in women's magazines and gets a track on the coverdisc of the May issue of *Classic CD*. **★★★**

VARIOUS: Tangazo – Latin American Music. New World Symphony/Thomas Decca 436 787-2. Marking the debut on the Argo label for conductor Michael Tilson Thomas, who has had a lot of

MAINSTREAM - SINGLES

BEAUTIFUL WORLD: Wonderful World (WEA YZ 717). The music from the Timotei TV commercial, for which dealers have been bombarded with requests for months, looks like becoming the fastest graduate from small screen to Top 40. Aficionados of the commercial may be disappointed on two counts, though. First, the single is taken at a slower pace and, secondly, the memorable Enya-esque signature that accompanies the ad packs less punch when required to stand alone. Even so, one to watch. **★★**

MARXMAN: Ship Ahoy (Talkin Loud TLKCD 39). First released as a single last year, but likely to garner far more attention now in new mixes following their *All About Eve*. A manic mixture of hard rap, bass and soft Irish influences – in whistle and fragile Sinéad O'Connor vocals – combine to make one of the week's most unusual and vital releases. **★★**



Little Angels: impeccable

POISON: Until You Suffer Some (Fire And Ice) (Capitol CDCL 685). Good melodic radio fodder likely to appeal well beyond their usual fan base, so a hit of some size. An exclusive acoustic version of *Stand* will add to its marketability. **★★**

LITTLE ANGELS: Soapbox (Remix) (TLCLD 14 661 691-2). Comfortably straddling the rock/pop divide, Little Angels strike again with a simple, melodic song impeccably performed. Live takes of *Womankind* and *Too Much Too Young*, previously

unavailable, should draw many of the fans who made the group's Jam a number one album. **★★★**

THE ROLLING STONES/VARIOUS: Gimme Shelter (Food CDORDERA 1). A dozen versions of the venerable Stones song performed by more than 20 name acts, many of whom double-up, should provide a financial bonanza for the worthy homeless charity Putting Our House In Order. There is something here for all tastes, with pop (cassette), rock, (CD1), alternative (CD2) and dance (12-inch) configurations. Hannah Jones emerges as the red hot mama closest to Mary Clayton's original on a collaboration with Heaven 17, while the one version common to all formats is a previously unreleased live Stones take. Politically correct and musically sound. **★★★**

DEACON BLUE: Only Tender Love (Columbia 6591842). Disappointingly unfocused single from a band who can do much better, this promises to

do nothing to halt the early slide of their *Whatever You Say* album. **★★**

LET LOOSE: Crazy For You (Vertigo VERCD 74). The opening gambit from band who aim to settle in the Take That/East 17 teen idol market is an attractively catchy but fairly subtle song. Produced by Nicky Graham, who was instrumental in the success of Bros, teen mags are already preparing the ground for them to be The Next Big Thing. Worth a risk. **★★**

PICK OF THE WEEK

GEORGE MICHAEL/QUEEN WITH LISA STANSFIELD: Five Live (EP) (Parlophone 6R340). A big marketing campaign, a worthy cause (the Mercury Phoenix Trust) and the fact that this will be Michael's only single for some time unless his dispute with Sony takes an unexpected turn are sufficient reasons to ensure that this is a huge smash. **★★★**

Alan Jones

promotion from Sony, and the start of an American series for the Decca label, this collection of spicy Latin works by Chavez, Copland, Ginastera and others has jazz/world music appeal as well as drawing classical explorers. **AAA**

HANDEL, ARNE: Arias. Emma Kirkby, Academy of Ancient Music/Hogwood (L'Oiseau Lyre 436 132-2). Under the title Emma Kirkby Sings Mr Arne, the modern-day soprano tackles favourite works of the 18th century diva, highlighted in Decca's May specialist press advertising. **AAA**

PROKOFIEV: Symphony No. 5, Sychthian Suite, City of Birmingham Symphony Orchestra/Rattle (EMI 0777 7 54577 2 8). A long-awaited release from Simon Rattle will spark features in the national and specialist press in April and May. Full CD support is available and the album will get a boost in a Rattle catalogue EMI releases later this year. **AAA**

PICK OF THE WEEK

UN COEUR EN HIVER: Jean-Jacques Kantorow, Philippe Muller, Jacques Rouvier (Erato/Warner 4509 92408-2). These fine performances of the Ravel piano trio and sonatas

AAA	Guaranteed banker
AA	Should do well
A	Worth a punt
AB	Only for the brave
SOR	only



Sisters With Voices: tight soul harmonies and funky mixes

inspired Claude Sautet to make the award-winning film *Un Coeur En Hiver*, due for UK release on April 25, as the album is supported in all the movie ads, including London Underground posters, co-op ads and a competition in *Classic CD and Empire*. Erato is hoping to continue the movie music boom created by Koch with *Tous Les Matins Du Monde*. **AAA**

Phil Sommerich

DANCE

VARIOUS: Tequila Slammers and The Jump Jump Groove Generation (Warp WARP.LP.10). This third Warp compilation features six of the label's recent singles, including

tracks from DIY, THK and Nightmares On Wax. It should sell reasonably well given the label's consistently high standards. The inclusion of a couple of new tracks can only help its cause. **AAA**

SHI-TAKE: (In The Age Of Perfect Virtue (Zoom ZOOM016). Dave Wesson and Billy Nasty thankfully come up with some new twists on the progressive house theme with this ideas-packed track. Expect reasonable specialist sales. **AAA**

SAFFRON: World of You/ Fluffy Toy (WEA SAFF.10). The Mark Moore and Pete Lorimer house mixes of Fluffy Toy have been picking up a fair amount of club support

and will generate some specialist demand. World Of You is pleasant enough, with its Jah Wobble bass, but it does not sound like the crossover hit WEA is looking for. **AAA**

RAW STYLUS: Use Me (Acid Jazz JAZID 69T). This seriously funky outfit have already built a cult following with their first two singles. Their debut for Acid Jazz is a creative cover of the Bill Withers classic that should continue to win them new fans. **AAA**

VARIOUS: Cultural House (Cultural Vibe CULTHI). This double LP brings together 12 recent US imports from producers such as Tommy Musto, Todd Terry and Arthur Baker. The high quality underground selection has been hand picked by JM Easy, who also compiled the recent Kinky Trax, Strictly Rhythm and Nervous LPs. Expect the same sort of sales volumes. **AAA**

PICK OF THE WEEK

SWV: I'm So Into You (RCA 4321144971). This excellent single from the teenage female trio, Sisters With Voices, has been the most in-demand US import for the past couple of weeks. It's hard not to see why with its combination of tight soul harmonies and supremely funky mixes from Teddy Riley and Allen Gordon. The single, which is officially released in the UK next week, should go a long way towards establishing them as a tougher alternative to En Vogue. **AAA**

Andy Beavers

REISSUES: BUDGET

BILLIE HOLIDAY: The Essential Recordings (Music Club MCD0 095). One of the cheaper and more concise of a bewildering selection of Holiday compilations, and aimed more at the casual buyer than at the aficionado. Unlike some of its competitors, this particular collection draws together the definitive versions of familiar material like God Bless The Child, That Old Devil Called Love, Lover Man and I Ain't Nobody's Business If I Do. Good sales and a long shelf life are guaranteed. **AAA**

VARIOUS: Disco Dancin' Volume One (29-91/0) Volume Two (Ariola Express 29082). Ariola Express has been a thriving Continental budget imprint for some time, and now arrives in the UK via an initial batch of 25 releases, all bearing a highly attractive dealer price of £1.78 (cassette) and £2.37 (CD). Among them are these two selections celebrating the Seventies disco boom, mixing exhilaration and tack in roughly equal quantities. **AAA**

THE DRIFTERS: Kissin' In The Back Row (Music Club MCD 100). Just managing to stay the right side of self-parody, the Drifters' Seventies hits were largely written and produced in the UK, with Roger Greenaway usually at the helm. He helped them to update their sound so successfully that they had nine Top 40 hits in little more than three years – all of which are here. **AAA**

VARIOUS: To Love Somebody (Ariola Express 290636). Picking off several hits and other items of interest from the vast BMG archive, this 16-song selection includes Bobby Goldsboro's Honey, Alan Price's Changes and Jose Feliciano's Light My Fire, among its hits. Other items of note include Jennifer Warnes' terrific recording of Leonard Cohen's First We Take Manhattan, and John Farnham's interpretation of the Beatles' Help. **AAA**

PICK OF THE WEEK

GERRY RAFFERTY: Can I Have My Money Back (Ariola Express 290813). Post Humblebums, cheer-stealers Wheel, the 24-year-old Rafferty cut this fine but almost totally ignored album for Transatlantic in 1971. It shows him in something of a quandary about which way to proceed, as folk, pop, rock and even country influences vie for superiority. His dulcet tones work best on the more intimate material, though the brief title track is both humorous and novel. **AAA**

Alan Jones

MAINSTREAM - ALBUMS

VARIOUS: Winner's Circle (Expansion CDEP.2). A superior cocktail of sophisticated soul, already being played to death by keepers of the faith. None of the 14 tracks here is more than a year old, and none has yet achieved more than minimal exposure. But there is some magnificent late night music here, beautifully sung. Rising stars such as Nikita Germaine and old favourites like Colonel Abrams, in a jazzily subdued but richly-timbered mood with Good Things, make this an album of the highest calibre. Try playing in-store. **AAA**

CONNIE FRANCIS: The Singles Collection (Polydor 5191312). The first woman to have a number one album in the UK was Connie Francis, who had no fewer than 23 hits between 1958 and 1966, but didn't top the chart until 1971, when the songs were put together on a TV compilation. This 30-track collection includes all the hits, Lipstick On Your Collar among them. Fifties music has



Efua: fine urban soul

undergone a surge in interest recently, with Buddy Holly's album of similar vintage reaching number one. With Channel 4 advertising from the outset, and a proposed ITV rollout to follow, as well as a national display campaign, this is likely to be very big. **AAA**

BRUCE SPRINGSTEEN: In Concert - MTV Plugged (Columbia 4738662). One of rock's consummate performers goes through his paces for this low-profile, limited-edition album that heralds his 1993 tour. A

typically effusive, intense performance includes some fine moments in a 13-song set and carefully avoids material previously captured five on his 1985 three-disc set. Springsteen has a huge fanbase who will happily lap this up. **AAA**

SHABBA RANKS: X-tra Naked (Epic 472332). Order this expecting it to contain Shabba's current hit Mr Loverman and you'll be disappointed; that track can be found on Rough & Ready Volume 1 (471442). Compared with Mr Loverman, this is an album that makes few concessions to the mass market; it includes a largely radio-friendly tirade from Ranks, including veiled lyrics and dense rhythms that will alienate radio. Queen Latifah and Johnny J! guest, but even their talents aren't sufficient to make this a smash, though first-week sales will be healthy. **AA**

EFUA: Dream Juice (Ottisde CDV 2704). Born in Ghana of English/Cuban parents, with Jamaica/

Russian-Jewish origins, former model Efua Baker calls on her cosmopolitan background and nomadic life for a fine debut album of diverse influences. Her voice, an expressive instrument, falls somewhere between Sade and, when it cracks, Marianne Faithfull. The current single, Strawberry Girl, is a fine piece of urban soul, while other tracks possess subtle African flavourings. **AAA**

PICK OF THE WEEK

THE BLUEBELLS: The Singles Collection (London 8284052). Timely release charts the cheerful highpoints of the Bluebells' career. More noted in the Sixties than the Eighties that began them, their fresh, melodic approach and lightly textured guitar-based tunes will finally win the attention they deserve thanks to Young At Heart, which is actually more of a cliché and less satisfying listening than much of what is here. **AAA**

Alan Jones



...THE STAR NAME ON THE NASHVILLE SCENE

GARTH BROOKS
 SUZY BOGGUSS
 TANYA TUCKER
 BILLY DEAN
 CHRIS Le DOUX
 JASON

MAY

Charlie Daniels May 10th
 Roy Rogers May 17th

JUNE

Cactus Brothers June 1st
 Suzy Bogguss 'Drive South' - Single

JULY

Palomino Road July 1st

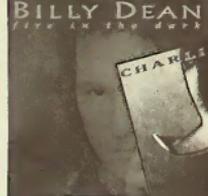
AUGUST

Chris Le Doux - Studio Album

SEPTEMBER

Garth Brooks - Studio Album
 Tanya Tucker - Studio Album
 Suzy Bogguss - Studio Album
 Suzy Bogguss - Single

EMI



This week 40 leading figures from Nashville's music industry fly into London for a Country Music Association seminar which will consider how UK record companies can tap valuable new outlets for marketing country music. Andrew Vaughan reports

EVERYDAY TALK OF COUNTRY FOLK

It has long been an article of faith in Nashville that if country music was only put in front of the British public they would go for it in droves. The view is that the UK market's traditional resistance to the music is primarily due to it being systematically sidelined by British broadcast media. They might just have a point.

There is no denying that country dominates the US airwaves. Country radio is the most successful and popular radio format with over 2,600 radio stations programming country music. In 1992 country radio stations captured the number one spot in 57 of the US's biggest regional markets. Between them, they had gained 10m new listeners in a little over two years.

Since 1990, more country albums have been certified platinum or multi-platinum in the US than any other type of music.

And it's not only radio that's helped to fuel the boom - two specialist TV stations have also played a part. The Nashville Network reaches 57m households and CMT (Country Music Television) reaches more than 18m US homes. In fact, it's reckoned to be the fastest-growing cable network in the US.

It's precisely this kind of support infrastructure that has always been missing for country music in the UK. But there is every indication that 1993 is the year that the reshaping of the UK broadcast media is working to the benefit of Nashville's finest.

Country Music Television Europe is now firmly established on this side of the Atlantic, reaching over 400,000 subscribers. And it is more than likely that at least one of the successful applicants for the UK Radio Authority's new licences will be a country broadcaster.

CMT Europe is operated by United Artists Entertainment Programming as an all-cable, all-video cable channel, broadcasting 24-hours-a-day, 365 days a year.

There are no VJs and it concentrates on new hits by new artists.

Chris Turner, CMT Europe's marketing manager, says he is very pleased with the station's impact so far. "Most subscribers are seeing contemporary country artists for the first time," he says. "And they're surprised to find the old image of check shirts and corbalt schmalz is long gone. The latest country videos have the same production values as rock videos."

Programming is supplied from Nashville, but there has been scope for local input. Turner says, "We make sure that there's coverage of those artists like Mary Chapin Carpenter and Nancy Griffith who already have a popular following in the UK." The support is mutual - Griffith has recorded four promo slots for CMT Europe, and her videos will be in regular rotation to coincide with her tour visit in May.

"The Americans understand that we need to Europeanise the programming to maximise our appeal," says Turner.

Overall, cable operators in the UK are hoping to reach 10m homes by the year 2000. An ambitious figure, perhaps, but if CMT Europe maintains its 70% penetration among cable companies and the market grows as expected, then the country music industry will clearly have a powerful media outlet.

And since CMT plans to expand into European countries with a high English-

speaking population, such as Germany and Scandinavia, local record companies will finally have every encouragement to release those country albums which a



But with cable still a long way from reaching its full potential, it could be radio and, specifically, the Radio Authority's five new regional licences which prove to be country's most important media opportunity. The biggest region on offer is the North-west encompassing Manchester and Liverpool and, of the 11 bids, four are for country music stations. Tony Ingham heads the Northern Lite FM consortium which plans an easy

may be even Stevie Nicks."

In the London area four FM and two AM licences are up for grabs. Of the companies which have so far put in bids, one, Eagle Radio, led by former BBC Radio managing director Brian Wenham, is proposing a full-time country music station.

The focus on cable and radio should not detract from the importance of print media to the country market. Richard Wootton, UK publicist for such US artists as Nancy Griffith and Lyle Lovett, believes there is a much greater acceptance of country music in print media than on radio or TV.

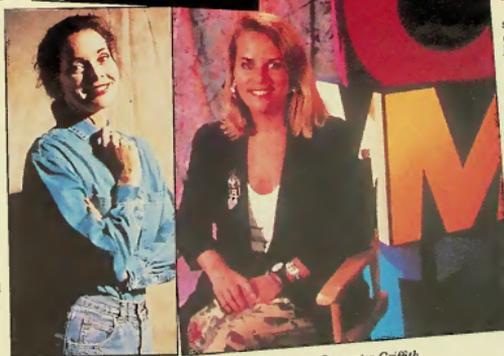
"The press certainly supports country music, especially people like Mary Chapin Carpenter who have something interesting to say," he says. "In fact those country artists who have broken in the UK have really done so through the press rather than radio."

Country Music Round Up and Country Music People are the leading magazines in the field. Country Music People was first distributed nationally in 1969, but owner-editor Craig Baguley reckons sales have doubled in the past five years to over 20,000 per month.

He has also noticed an increase in younger readers. "We are beginning to receive regular letters from rock fans who have read country articles in magazines like Q and want to find out more," he says.

But the most significant development of all might just be the emergence in the past year of *Lonesome No More*, a new and often irreverent fanzine on sale regularly at London country clubs. It suggests that interest in country matters now extends far beyond the middle-aged cowboy hat brigade.

Could it be that the time is finally right for a country music explosion? ■



Looking for a boost: (clockwise from top) Brooks, Chapin Carpenter, Griffith

present are only available on import.

The domination of CMT Europe by US repertoire, however, may have implications for the UK's homegrown country music. Tony Byworth, of specialist PR company Byworth Wootton, believes that CMT Europe would do well to feature Irish programming. "Given the massive sales of someone like Daniel O'Donnell, I would think it a foregone conclusion that some Irish input would bring more viewers to the channel," he says.

listening-cum-country format. "We're aiming at the 35-plus age group, a kind of older Radio Two audience," he says. "Northern Lite FM would hope to win a 10% share in the first year and that's out of 4.3m people. I don't see it as a licence to print money but we would plan to be in profit by year three."

Rival bidder Peter Baker from North West Radio has proposed a country and rock mix appealing to younger listeners. "We'll play country plus records by Neil Young and The Eagles," he says, "and

Can country's rising stars link up with the old-timers and create a coherent UK market?

Fresh faces forge ahead

Its devotees have been predicting it for many a year, but country looks as though it could now be on the brink of a UK breakthrough.

Sales of albums in *Music Week's* country chart climbed by over 43% last year. And the trend looks set to continue.

That said, much of last year's increase in country music business was due to the success of just two artists - Daniel O'Donnell and Billy Ray Cyrus. Market leader, with a fan base that spans generations, is Irishman O'Donnell whose most recent Ritz album, *Follow Your Dreams*, sold more than 250,000 copies.

O'Donnell's supremacy was threatened only by American newcomer Billy Ray Cyrus. His Mercury album, *Some Gave All*, shifted more than 150,000 units on the back of the quarter-of-a-million selling single *Achy Breaky Heart*.

It's possible to regard O'Donnell and Cyrus as one-offs, but country's advocates say such performances indicate just how big the

country market could be.

The Country Music Association's head of European operations Martin Satterthwaite says, "I'd guess that only about 20% to 30% of American country product is released domestically. You've only got to look at the import sections in Tower and HMV to see how much other good product there is around."

Despite Billy Ray Cyrus's strong showing in the Top 30 last autumn, record companies still tend to concentrate on acts like Jim Reeves and Patsy Cline aimed at an older audience.

"What they need to do is get behind the new acts, in the way that Sony has got behind Mary Chapin Carpenter," suggests Satterthwaite.

A full-page spotlight in last September's *Vogue* succinctly positioned Chapin Carpenter as a sophisticated country-pop artist and this identity was extended across ads in *Time Out* and *Q*. Her current album on Columbia, *Come On Come On*, has so far sold more than 20,000 copies and prospects look good for a long shelf life.



Cyrus: huge UK hit single

The key element for promoting such acts are UK tours. Both Billy Ray Cyrus and Mary Chapin Carpenter toured the UK for the release of their last albums, and picked up a lot of media attention. Nanci Griffith also scores because she regularly makes the transatlantic trip.

In contrast, Garth Brooks and Suzy Boggus as pop acts," he says.

absence. He has sold a record-breaking 30m units worldwide over five years, but in the UK his last three Liberty albums, including the current *Ropin' The Wind*, have collectively sold only 60,000 units.

In the absence of regular tours, it becomes doubly important for country artists to become absorbed into the musical mainstream. Coverage in magazines such as *Vox* and *Q* is helping attract younger consumers, and retailers are also learning not to place country in a lonely ghetto.

EMI, which handles Liberty in the UK, has a long-standing commitment to country, balanced between catalogue and newer acts.

EMI product manager Thierry Pannetier believes the company is serving two quite separate markets. "Acts like Slim Whitman and Billy Jo Spears, who were strong Seventies MOR acts, are still selling well to that market whereas we prioritise on marketing acts such as Garth Brooks and Suzy Boggus as pop acts," he says.

In the past six months country's most spectacular sales action has been in the compilations chart. PolyGram TV's *Country Roads* is the most recent entry, followed by Telstar's *Lovely Love*, while the long-lived *Ultimate Country Collection*, released on Columbia through Sony last autumn, is still hanging on in the Top 30.

Extensive research, strong marketing and a competitively priced CD have combined to notch up impressive sales of 450,000 units for Sony's compilation of old favourites leavened with a sprinkling of more recent cuts.

The high level of compilation sales is proof that there is now a substantial bedrock market for the music in the UK. But, to a great extent, the future of country lies in the hands of the industry. With the CMA flying more than 40 of the biggest names into London this week for a seminar to discuss ways of breaking the music in the UK, it seems that the country bandwagon is finally rolling.

Karen Faux

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The Mavericks ★ Mac McAnally ★ McBride & The Ride ★ Reba McEntire
Bill Monroe ★ David Lee Murphy ★ Run C&W ★ George Strait ★ Marty Stuart
Conway Twitty ★ Kelly Willis ★ Trisha Yearwood

Rhinestones not required

Hats, hillbillies and heartache are no longer crucial to Nashville hits, says Andrew Vaughan

Defining country music has been a headache from the very beginning. In the Thirties, when the music first found its way out of the Virginian mountains and on to record, it was referred to as the hillbilly sound. But that term didn't embrace the tougher, jazzier western swing that was thriving in Texas. So the catch-all description country and western was coined.

By the late Sixties, C&W wound up meaning the MOR sounds of Jim Reeves and Eddy Arnold and soon the western was dropped and country became, simply, country. Since the Seventies scores of different tags have been hung on the music by the marketing men: country rock, urban cowboy, new country, new traditionalist country et al.

The problem is that country really is a broad church. It embraces blues-influenced cajun and Zydeco from Louisiana, rockabilly from Memphis, honky tonk from Texas and California, western swing (big band jazz wearing a cowboy hat), and banjo-driven bluegrass. And that's without mentioning the tear-jerking ballads and syrupy strings which are still many people's idea of country music.

The most interesting aspect of the Nineties explosion in country music has been the absence of any particular trend. All types of country are benefiting from the boom and increased exposure.

When country music last enjoyed such mass appeal in the US during the Seventies, it was limited to crossover country artists such as Crystal Gayle and Charlie Rich. Nowadays, though, everyone in the country canon is benefiting.

On this side of the Atlantic, however, the bedrock of the UK scene is Irish country music. Country has long been popular with showbands in Ireland and the success of Daniel O'Donnell has been remarkable.

O'Donnell fits neatly into the MOR sector thanks to his smooth boy-next-door appeal and a popular line in sentimental ballads. But his sales figures mark him out as a virtual superstar. His last album, *Follow Your Dream* from Ritz, sold over 250,000 copies in 10 weeks and the video clocked up 110,000 units, knocking *Essence's* Pop of the top of the UK video chart along the way.

O'Donnell's country



Yearwood: country meets rock



Travis: no hat



Chapin Carpenter: new talent

COUNTRY HOTSHOTS

MAY RELEASES BOUND FOR THE CHART

	Side of Hand	Liberty (via EMI)
ROY RODGERS	Country Music Masters	EMI
CRYSTAL GAYLE	The Wheel	Columbia
ROSANNE CASH	Across The Borderline	Columbia
WILLY NELSON	Now And Then	Arista
MICHELLE WRIGHT	Infamous Angel	Warners
IRIS DEMENT		

credentials have been called into question by purists, but he's top dog on a pile that also includes Mary Duff, Dominic Kirwan and Mick Flavin.

Most recent media attention has focused on Nashville newcomers. But the old guard are still very popular in the UK.

Indeed there are many who find that Europe offers a more devoted reception than they can find in the States. Charley Pride – the one-time king of country pop thanks to tunes like *Crystal Chandeliers* – makes regular visits to the UK and his recent *Pictures And Paintings* album for Sire scored healthy sales figures.

Johnny Cash, Glen Campbell and Don Williams are three more who no longer mean much at home but who command fan loyalty abroad. They can rely on regular concert tours in Europe to keep careers ticking over.

But it's the new breed like Billy Ray Cyrus who grab the headlines. His 1992 single *Achy Breaky Heart* (taken from the *Some Gave All* album) achieved a Top Five chart position in the UK.

PolyGram opted to ignore the country tag and treat the single as a normal pop release. The tactic certainly worked. Cyrus's appearance on *Top Of The Pops* fuelled the single's progress and proved that country's new image can cross over in a big way.

There are those who speak disparagingly of Achy Breaky Heart as country bubblegum – but essentially Cyrus is part of a new country rock movement. Only this time around, country rock is both

more country and more rock than the mellow middle-ground inhabited by the likes of the Eagles in the Seventies.

The top-selling Garth Brooks has fused soft rock with country, finding great success with a Billy Joel tune, *Shameless*. In the States, Brooks concerts are very much rock shows complete with massive sound systems and expensive lighting rigs. As a result he has sold 12m albums in the past year alone.

It's not long ago that the "hat acts" were Nashville's flavour of the month. The tag said more about the look of artists like Clint Black, Alan Jackson, Brooks and Ricky Van Shelton than it did about their music.

Then two of Nashville's rowdier honky-tonkers – Travis Tritt and Marty Stuart – went on the road with the *No Hats Tour* and a new sub-genre was born. UK exposure for both has been limited and individual artist album sales have consistently failed to top the 10,000 mark in the UK. However, when packaged alongside more familiar names like Tammy Wynette and Dolly Parton on Sony's *Ultimate Collection*, these artists appealed to more than 400,000 record buyers.

Traditionally, UK consumers have favoured those acts considered left-field by Nashville standards. Dwight Yoakam and his hillbilly rock has a strong UK following. Texas country folk headed by Nanci Griffith have a fan base in Europe as Lyle Lovett with his country and jazz hybrid.

Mary Chapin Carpenter is

Music Association Award in 1992. Rather Chapin Carpenter prefers to be regarded as a singer-songwriter with a country bent. Again, as with Lovett and Griffith, it's the strength of her songs which has cut through anti-country prejudice.

But the most significant development so far in the Nineties has been the renewed popularity of female acts. CMT Europe estimates that 50% of programmed videos are by female artists, ranging from established names such as Kathy Mattea to newer artists like Trisha Yearwood and Pam Tillis. All of them incorporate a rock element in music which is still identifiable country.

And that's not to mention KD Lang. She may no longer be the toast of Tennessee, perhaps, but on the back of her recent Grammy and runaway sales of the *Ingenu* album, Lang has proved that country can provide the perfect launch-pad for a mainstream career.

another act who seems set to make a splash in this side of the pond. She has always been reluctant to be too closely linked with Nashville – despite winning a Country

Michelle Wright

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Ajax Scott gauges retailers' response to Sound City Northern lights

When Sheffield's local paper *The Star* referred to the "musical mayhem" sweeping the city last Monday visitors may have been excused from thinking it was writing about a different place.

Skillful links by Radio One FM's outside broadcast team, helped by interviews with local celebrities Heaven 17 and Def Leppard's Joe Elliot, made the opening event come alive on air. Yet, despite his description of packed crowds, One FM DJ Bruno Brooks was watched by no more than 150 people.

But rain and the low-key opening proceedings could not dampen the week. And by the first evening the sell-out gigs at The Leadmill and Hallam University, as well as concerts in pubs and clubs across the Yorkshire city, underlined just how important an event Sound City has become.

"In the evening you could start at one side of the city and crawl across all the pubs and clubs and there was a different sort of band on in every one," says Jeff Clark-Meads, director of communications at the BPI, which organised the event with the Musicians' Union, Radio One FM and Sheffield City Council.

The statistics themselves offer an impression of the scale of this year's event. More than 2,000 musicians were due to perform in streets and venues across the city. Among the young and better known acts making appearances were Stereo MCs, Sunscreen, The Fall, Galliano and World Party. Local acts were also showcased at the Unsound City event.



Sheffield stars: Galliano (left) and Sunscreen

One FM was due to broadcast 23 hours of live shows, while 12 European countries and the BBC World Service aired selected concerts.

Retailers across town also braced themselves for a sales boom generated by the event.

HMV had the largest presence, with its open-air stage at Tudor Square in the city centre offering live music hosted by One FM DJ Neale James daily. The chain also lined up in-store appearances by acts including Sunscreen, The Frank & Walters and Pulp at two of its stores and offered a £1 money off voucher in a free pull-out with *The Star*.

Virgin offered £1 vouchers off albums of acts playing live at Sound City and hosted a similar list of PAs at its Fargate store.

Surprisingly, though, on the first day, they were only just gearing up. Virgin's Fargate Megastore had racked albums by acts playing live over the next six days, while HMV was

only about to start. In contrast to the independents, which were all displaying Sound City posters prominently, neither HMV nor Our Price had any special displays in their stores in the Meadowhall shopping centre from where Simon Bates was broadcasting.

But as one HMV sales assistant put it, "Sales early in the week depend on what's just been released. Smaller groups playing will benefit later in the week."

Overall there was no doubt that the sheer volume of events in Sheffield would help boost sales. During last year's Norwich Sound City sales rose 50% in the city.

By Wednesday Mark Higham, manager of the Virgin Megastore, said it was still too early to predict exactly how much sales had been affected.

But he added, "Sound City has got to be a good thing for Sheffield - it's raised the whole profile of the industry here."

Council outlines museum scheme

Sheffield is looking to forge a link between popular music and the city's cultural and economic life with the foundation of the National Centre for Popular Music.

The city hopes the museum will prove a large tourist attraction as well as conference and educational centre. Sheffield council has already earmarked a site in the city centre and is now trying to raise the £6m needed to build the centre.

The plan for the centre was devised in the mid-Eighties and will present a history of popular music, provide space for temporary displays and offer visitors a variety of interactive attractions.



Preston (left) and Strickland

Sheffield Sound City co-ordinator Tim Strickland says the project aims to attract at least 400,000 visitors each year.

BMG chairman John Preston has said he is willing to support the project in a personal capacity. "The National Centre is a force for establishing the seriousness of music not only as culture but as a part of people's lives," he says.

Scots, Irish and Welsh vie for '94

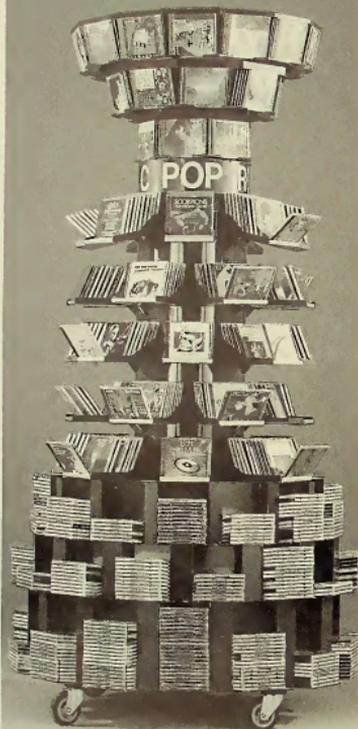
Sound City '94 will be held outside England in a bid to extend the appeal and benefits of the event.

The organisers have decided that they should look further afield after holding the first two Sound City events in Norwich and Sheffield.

A list of possible cities in Scotland, Wales and Ireland will be compiled over the next few weeks.

A decision is likely to be made by the organising committee, comprising representatives from Radio One FM, the BPI and the Musicians' Union, by the end of the summer.

BPI director of communications Jeff Clark-Meads says local support is vital. "If we had done this year's event without the full co-operation of [Sheffield] council it would have been half the size."



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CASHING IN ON BUDGET PRICES

The majors are waking up to the value of their back catalogues but, even if they have to work harder to find the product, the budget specialists know how to set out their stalls. Valerie Potter opens an extensive report on the industry's burgeoning bargain basement

Value for money is always uppermost in the consumer's mind during times of economic recession. But one look at the explosion of activity in the mid and low-price end of the market proves that the record industry is rising to the challenge.

More than that, major and independent record companies are actively seeking to expand the market. Competition is not only fiercer than ever, but the quality and breadth of product available at less than full price exceeds the expectations of the most price-conscious record buyers.

Gone are the days when budget price releases were seen as the poor relations of the pop charts. During 1992, mid-price product accounted for 9.8% and budget for 7.9% of album unit sales in the UK.

More startlingly, lower price categories accounted for 43% of the revenue generated in the classical market last year. And recent developments in this sector suggest that sales will continue to rise throughout 1993.

Retailers' attitudes have shifted too. Our Price recently rescinded its mid-Eighties decision not to stock low-price product due to poor product quality. The chain now feels confident that standards have improved and gives budget its own section within stores. "But that doesn't mean that we don't still keep a very strict eye on product quality," says senior buying manager Steve Gallant. Other multiples adopt the same approach.

"We have been getting blatant messages from stores, especially the multiples, that they want product to sell at these kinds of prices," says Neil Kellas, of specialist mid/low price distributor, Taylors.

Major record companies are also rethinking low-price strategies and implementing plans which will inevitably challenge the supremacy of long-standing key players like

Pickwick and Music For Pleasure.

This year has already witnessed BMG relaunch its Ariola Express label, while the big news is that PolyGram, whose low-price product was traditionally licensed to Pickwick, is planning a massive campaign to

introduce its new budget label, Karussell in May. Of course, CD has fuelled much of the renewed interest in low-price product. The obvious advantages of the format has stimulated many new CD owners to replace their existing vinyl collections. The increasing interest in

catalogue means most of the majors now find it more profitable to exploit that catalogue themselves than license it to independents.

BMG's 10 year plan for the exploitation of Elvis Presley's back catalogue at mid-price, is a prime example of a long-term plan designed to sustain

the market's credibility with the general public.

"The main thrust of the 'Elvis In The 90s' campaign is to release all his albums in their original sleeves and original mono mixes at the rate of about five a year," says catalogue development and licensing manager Paul Robinson. "Mid-price offers the perfect vehicle."

BMG commercial director Chris Haralambous goes further: "The majors work differently from most of the standalone budget labels. Mid- and low-price releases do not represent core business, therefore, they don't have to raise the catalogue; they can afford to exploit and promote it in a systematic manner."

However, the independent companies are confident that they can adapt to changing market conditions faster than the majors.

Over the past two years, for instance, Charly Records, has expanded from specialising in jazz and blues product into producing the heavily branded Blues Masterworks series. With a dealer price of £3.65 and an artist list including John Lee Hooker, Eric Clapton and Buddy Guy, it's aimed at a younger, more mainstream clientele.

Managing director Tony Heneberry says: "The majors woke up very late to the value of their back catalogues. Precisely because we are so much smaller, we can move more quickly. Compared to us, I would estimate that the majors are about a year to a year-and-a-half behind on their strategies."

The independents' response to major labels' increased reluctance to license out the best of their back catalogues has been both creative and inventive.

"We're forever looking for gaps in the market which nobody else has yet thought to fill," says Music Collection International head of product development and marketing Danny Keene. "And we're



Haralambous: systematic



Robinson: book trade experience



Simpson: new recordings

HOW LOW CAN YOU GO?

One company's mid-price CD may be another's low-price special, so it's virtually impossible to define precisely what mid-, low- and budget-price really means. The recent emergence of super-budget releases with a retail price of £3.99 or less has done nothing to ease the confusion.

"When companies such as ourselves and MFP started releasing higher quality repertoire," says Melvin Simpson, head of audio for Pickwick, "budget price CDs moved up to £5.99, and a gap opened up at the very low end of the market for super-budget product."

The public may be confused by all the new categories and the price disparities. But any calls for standardised price structures are given an unenthusiastic reception by the major players in the field. Not only do they

have a long history of setting price bands to suit themselves and their best customers. But they believe that business at this low-end of the market thrives as a direct result of the fierce competition it encourages.

"It's essentially a catalogue business," says BMG catalogue development and licensing manager Paul Robinson, "so it's very sales-led. You're dealing with multi-album promotions not single album releases, so you always need to be able to offer retailers a better deal than your competitors in order to secure shelf space."

Castle Communications head of marketing, Malcolm Packer, agrees: "It's really hard to see what standardisation would achieve. Not only do the retailers ultimately decide what

price they're going to sell at, but if you introduced fixed price breaks, then the competitive element would vanish completely. That would take the wind out of everybody's sails". And the heat out of the market.

So if the budget labels are unlikely to settle on commonly-accepted definitions, classifications and price bands, the only reliable guide must be the one used by CIN, as defined by the chart supervisory committee in compiling its various album charts.

Based on dealer prices, excluding VAT, budget-price, mid-price and full-price limits for cassettes are respectively defined as £2.69 or under, £2.70 to £3.69 and £3.70 or over. For CDs, budget is defined as £4.24 or under, mid-price from £4.25 to £5.99 and full-price as £6.00 plus.



A small price to pay for great

Launch date 24 May 1993



JAMES BROWN
Godfather Of Soul
550040-2/4 CD/INC



THE JAM
Beat Surrender
550006-2/4



TOM JONES
I'm Coming Home
550020-2/4



THE SMALL FACES
It's All Or Nothing
550047-2/4



DAVID BOWIE
The Gospel According To...
550021-2/4



DEEP PURPLE
Progression
550027-2/4



DAVID ESSEX
You're In My Heart
550001-2/4



10CC
Food For Thought
550004-2/4



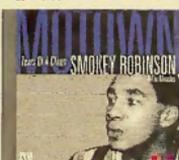
MICHAEL JACKSON
Music & Me
550079-2/4



JACKSON 5
Children Of The Light
550076-2/4



MARVIN GAYE
Nightlife
550072-2/4



SMOKEY ROBINSON
Tears Of A Clown
550073-2/4

Other titles available:



Abba Waterloo
Joan Armatrading Me, Myself, I
Aswad Don't Turn Around
Barclay James Harvest Scorcers & Keepers
Big Country Steel Town
Acker Bilk Reflections
Black Sabbath Heaven And Hell
Bronski Beat Hundreds & Thousands
Eddie Brooks Pearls 2
The Carpenters Carpenters
Cher Take Me Home / Prisoner
Patsy Cline Walkin' After Midnight

550030-2/4
550058-2/4
550066-2/4
550069-2/4
550046-2/4
550059-2/4
550073-2/4
550060-2/4
550063-2/4
550038-2/4
550054-2/4

Lloyd Cole Easy Pieces
Billy Connolly The Pick Of Connolly
Dr Hook Take The Bait
The Everly Brothers Dreaming
Georgie Fame Get Away With
Billy Fury Paradise
Gallagher & Lytle Breakaway
Englebert Humperdink
Through The Eyes Of Love
Rita Coolidge All Time High
Joe Jackson Jumpin Jive
Diana Ross & The Supremes
Stop! In The Name Of Love

550039-2/4
550026-2/4
550023-2/4
550056-2/4
550050-2/4
550011-2/4
550044-2/4
550022-2/4
550079-2/4
550064-2/4
550071-2/4



Pavarotti Live
Favourite Operatic Duets
Puccini Favourites
Grímthorpe Colliery Band Plays...
John Williams Bach Suites etc...
Gilbert & Sullivan The Gondoliers

450002-2
450005-2
450007-2
450023-2
450008-2
450009-2

Hymns For All Seasons
Elgar Enigma Variations Cello Concerto
Joan Sutherland Sings Noel Coward
Cinema Classics
Rachmaninov/Tchaikovsky
Piano Concertos
Mozart Requiem

450011-2
450021-2
450044-2
450043-2
450032-2
450027-2

entertainment

From the new low price specialist company | **Karussell Ltd.**



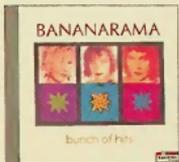
STATUS QUO
A Few Bars More
\$5002-2/4



ROD STEWART
Amazing Grace
\$5002B-2/4



TOMMY STEELE
A Handful Of Songs
\$5002B-2/4



BANARAMA
Bunch Of Hits
\$5002-2/4



BURT BACHARACH
I'll Never Fall In Love Again
\$50052-2/4



PATSY CLINE
Walkin' After Midnight
\$50054-2/4



MANTOVANI
Serenade
\$50027-2/4



DEXY'S MIDNIGHT RUNNERS
Because Of You
\$50093-2/4



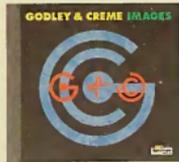
FOUR TOPS
The Look Of Love
\$50077-2/4



GLADYS' KNIGHT
You've Lost That Lovin' Feelin'
\$50074-2/4



ABC
Tears Are Not Enough
\$50000-2/4



GODLEY & CREME
Images
\$50007-2/4

James Last Make The Party Last
Level 42 On A Level
Vera Lynn Yours
Paul Nicholas That's Entertainment
Robert Palmer Maybe It's Live
Pepsi & Shirlee Hearlache
The Platters Sincerely
Demis Roussos Lost In Love
Salt 'n' Pepa A Salt With A Deadly Pepa
Neil Sedaka Laughter & Tears
The Shadows Steppin' To...
Shakatak On The Street

\$50033-2/4
\$50010-2/4
\$50016-2/4
\$50013-2/4
\$50009-2/4
\$50052-2/4
\$50069-2/4
\$50041-2/4
\$50031-2/4
\$50070-2/4
\$50008-2/4

Tony Sheridan & The Beatles First
Peter Skellern The Singer & The Song
Jimmy Somerville Read My Lips
The Sparks In The Swing
Dusty Springfield Blue For You
The Stylistics Setting The Scene
Various Stages Of Eric Clapton
Various Punk & Disorderly
Rick Wakeman
Journey To The Centre Of The Earth
Womack & Womack Teardrops
Diana Ross/The Supremes/The Temptations
I'm Gonna Make You Love Me

\$50037-2/4
\$50030-2/4
\$50043-2/4
\$50045-2/4
\$50005-2/4
\$50013-2/4
\$50028-2/4
\$50049-2/4
\$50061-2/4
\$50067-2/4
\$50075-2/4

CD £3.57
+ VAT
MC £2.38
+ VAT

Tchikovskiy Swan Lake etc...
Placido Domingo Love Songs & Tangos
Bach Brandenburg Concertos 1-3
Handel Messiah Highlights
Holst/Elgar
Pianets/Pomp And Circumstance
Ave Maria Sacred Songs

\$50029-2
\$50036-2
\$50030-2
\$50049-2
\$50033-2
\$50048-2

Vivaldi Four Seasons
Favourite Opera Choruses
Famous Tenor Arias
Favourite Wedding Music
Mascagni Cavalleria Rusticana
Mozart Marriage Of Figaro Highlights
Jose Carreras

\$50051-2
\$50052-2
\$50005-2
\$50013-2
\$50016-2
\$50047-2
\$50059-2

CD £2.98
+ VAT

► looking further afield for our treasures, too."

Recent releases from MCI have included Tango Argentina, a collection of classic Latin American tangos and Cafe De Paris, an introduction to French accordion music. Both are packed with attractive and informative booklets. Keene finds that this kind of product proves far more popular as a low-price impulse buy than as a full-price item.

"Money is tight, so people are bound to feel very nervous about spending up to £13 on what is in all probability an unknown quantity. But, if they're curious to hear something new and different, then the idea of spending £5 on a later CD isn't nearly as intimidating," he says.

This was the thinking behind Prism Leisure's decision to focus on otherwise unavailable country and western product when it struck a licensing deal with MCA in 1987. The logic of this strategy is endorsed by the fact that Prism's Patsy Cline Dramming release has sold more than 250,000 copies in the past four years.

"Country is one area that thrives at mid-price," says Brink. "An easy listening country album with well-recorded songs seems to be a nice, spontaneous purchase for people to make."

Some companies have also reacted to the back catalogue drought by commissioning new recordings. Pickwick, for one, has been notably successful with its Shows Collection of Andrew Lloyd-Webber songs, sung by a selection of well-known artists, and a series of orchestral suites from West End shows played by the Royal Philharmonic Orchestra.

At the other end of the musical spectrum, Connoisseur has followed up on Pickwick's 1991 Culture Club compendium with ABC: The Remix Collection which features club versions of the band's chart-toppers previously unavailable on a single album.

But, musical quality apart, low-price labels believe that good packaging is the key to attracting impulse buyers. "Although the artists are invariably already well-established, what we are really selling is concepts," says MCI's Roger Woodhead, "so the sleeves and the designs have to be as attractive as possible."

Tring International repackages its product at least every eighteen months. And the company has borrowed eye-catching techniques from the paperback book trade to keep

record releases looking fresh on displays.

"We're using a lot of foils and mirror boards," explains joint chief executive Philip Robinson. "We've learned an awful lot from the way book publishers present their product to the public." Of necessity, budget release packaging must reassure the casual buyer that, despite the bargain-bin price, the product offers good value.

"We've spent a huge amount of time and effort trying to make sure that our albums look every bit as attractive and professional as full-price releases," explains Pickwick head of audio Melvin Simpson. "It's crucially important consumers feel they're buying first class repertoire at a lower price, not that they're buying a cheap album."

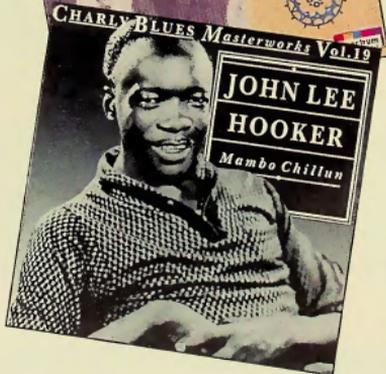
Opinions are split on the value of building up label identity. Some companies feel that an upfront name, coupled with a long-standing reputation for releasing quality product, is important in selling records. Others argue that just as in the full-price market, label branding is irrelevant compared with artist branding.

Newarsless Prism Leisure's staggered release of a four volume "Devoted To You" series of easy listening country albums benefited significantly from the closely related titles and sleeve designs. By the time the final record was released, initial demand was 20,000 units and it has now sold 40,000 in total.

Tring's Robinson says his company spends more than 60% of its time on the development of outlets with a very high traffic flow of people. And he estimates that its product is available through more than 7,000 outlets in the UK, including Happy Eater restaurants, the Littlewoods variety store chain and the Nisa cash and carry and retail group.

Competition in locating and stocking new outlets is particularly fierce. Consequently companies prefer to keep future plans for expanding into new areas under wraps until the objective has been accomplished.

However Polygram's new Karussell imprint is primarily targeted at stores that have traditionally experienced problems in selling music product. Supermarkets, which have previously experienced unacceptable levels of pilferage, are a prime target, and the aim is to help them find ways to overcome such problems. To this end, they are prepared to supply dedicated racking and employ a merchandising force to



Packaging remains key to customer acceptance of bargain product

service it regularly, too.

Labels argue that customised dealer back-up material can be crucial in persuading a new client to take music product.

"A non-traditional outlet may want to test the market but not go to the expense of producing its own racking. So anybody who can offer their own range is at a distinct advantage," says MCI's Danny Keene.

Most mid- and low-price sales are still impulse buys so marketing tends to be concentrated at the trade level rather than the consumer.

One exception is Castle Communications, which advertises its budget boxed sets through the more upmarket consumer and music magazines. "We use Q and Vox for catalogue campaigns," says Malcolm Packer, head of marketing and promotions. "That way we know we hit our target market exactly."

BMG's Chris Haralambous also likes to include mid-price back catalogue in promotional campaigns for current full price product - actively using it to support and extend the life of a particular product.

There is evidence that other companies are now seriously considering direct promotion to record buyers.

The Karussell launch of the Spectrum label will be marked by large-scale national press advertising, while Pickwick recently recorded a five-minute syndicated radio feature to tie in with the first releases under its new pan-European distribution deal with Warner Bros.

"We've recognised that no company these days can survive by just trading well-worn tracks, so we've got to look at other areas," explains Pickwick head of audio, Melvin Simpson. "We're trying to be a bit more visionary." With the record business still fighting its corner on the CD pricing issue, some argue that the emphasis on budget lines will undermine the industry's arguments on full-price, and cannibalise sales. But many companies perceive entry into the budget market as a means of, eventually, selling more full price product.

Karussell commercial director Steve Beecham draws on his experience with PolyGram's very successful budget video company, 4 Front, to explain the new label's commercial philosophy.

"We sold a video rack into about 200 shops via the sales force and all these independents that couldn't sell videos took budget product. As the months went on, people kept going back to the rack and they started selling full price videos as well. Some of those retailers will now tell you that they're doing better on video at full price, and they didn't stock it at all beforehand."

Similarly, Prism's Steve Brink believes that major labels and low-price companies are missing valuable opportunities to cooperate on breaking new artists by building up an initial fan base through mid-price releases.

He cites the results Prism has achieved with country music catalogue and adds, "Unfortunately, the boom in America with new country acts hasn't happened over here. Maybe there's room for the majors to work with a company such as ourselves to promote the careers in England of artists like Randy Travis and Alan Jackson, whose full-price albums just don't sell here."

If the increased competition among budget labels helps expand the low-price market - that's good news for them. But if it results in a boost to full-price sales as well, that has got to be good news for everyone. ■

THE BEST OF MIDPRICE...

NEW RELEASE


EURYTHMICS
SAVAGE

Release date 10th May '93
 Cat No. 74321134462
 includes I NEED A MAN & YOU HAVE
 PLACED A CHILL IN MY HEART

NEW RELEASE


FAIRGROUND
ATTRACTION
FIRST OF A MILLION KISSES

Release date 10th May '93
 Cat No. 74321134392
 includes
 PERFECT & FIND MY LOVE

NEW RELEASE


VANGELIS
THE BEST OF
 Release date 10th May '93
 Cat No. 74321134852
 includes
 PULSTAR & SPIRAL

FUTURE RELEASE


LONNIE LISTON SMITH
THE VERY BEST OF
 Release date Summer '93
 Cat No. 74321137611/2
 includes
 SPACE PRINCESS & EXPANSIONS

NEW RELEASE


BLOW MONKEYS
CHOICE

Release date 5th April '93
 Cat No. 74321137072
 includes
 WAIT & WICKED WAYS


JAPAN
QUIET LIFE

Now Available
 Cat No. 251 261
 includes
 QUIET LIFE &
 ALL TOMORROW'S PARTIES


ROGER MCGUINN
BACK FROM RIO

Now Available
 Cat No. 261 348
 includes
 KING OF THE HILL &
 SOMEONE TO LOVE

NEW RELEASE

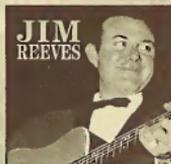

MINISTRY
WORK FOR LOVE

Release Date 5th April
 Cat No. 255 306
 includes
 WORK FOR LOVE &
 REVENGE

...AND BUDGET


DOLLY PARTON
JOLENE

Cat No. 74321120702/4
 includes
 D.I.Y. D.R.C.E. &
 HARPER VALLEY PTA


JIM REEVES
THE HITS OF

Cat No. 74321120752/4
 includes
 DISTANT DRUMS &
 WELCOME TO MY WORLD

ARISTA
EXPRESS
TITLES DUE
FOR RELEASE
ON 3rd MAY
1993


ALL THAT JAZZ
ALL-TIME CLASSICS
 Cat No. 490/290 432

includes
 FATS WALLER - GEORGIA ON MY MIND
 & SIDNEY BECHET - MEOO INDIGO


SCORPIONS
HOT & HEAVY

Cat No. 491/291 136
 includes

HE'S A WOMAN SHE'S A MAN
 & STEAMROCK PEVER


ELVIS PRESLEY
LOVE SONGS

Cat No. 74321120682/4
 includes
 LOVE ME TENDER &
 RETURN TO SENDER


HALL & OATES
BIGGER THAN BOTH OF US

Cat No. 490/290 862
 includes
 RICH GIRL &
 BACK TOGETHER AGAIN

Pointer Sisters
 Energy
 Dixieland
 Get The Blues
 50 Years of Timeless
 Blues
 Various
 Have I Told You Lately
 That I Love You
 Scorpions
 Hot & Heavy
 To Love Somebody
 Most Beautiful Love
 Songs
 Nashville Gold
 vols 1 & 2


LADIES FIRST
VARIOUS ARTISTS

Cat No. 490/290 812
 includes
 WOMAN IN LOVE - THREE DEGREES &
 ANGEL OF THE NIGHT - ANGELA BOFILL


HUGO MONTENEGRO
AND HIS ORCHESTRA

Cat No. 295 046/495 046
 includes
 THE GOOD THE BAD & THE UGLY
 & A FISTFUL OF DOLLARS

ARISTA
EXPRESS
 BUT RECORDS ONLY
 BERTELSMANN MUSIC GROUP

AD FOCUS

Aerosmith's Get A Grip is being advertised by MCA in the music and national press from its release on April 19.

Aztec Camera's new single Dream Sweet Dreams will be advertised by WEA in *MJ* and the *NME* from its release on April 19. Also available on the same date are two CD singles featuring live tracks recorded at Ronnie Scott's. The new product will be promoted in-store with counterboards and 2x12-inch squares.

Ballet Classics. Dino's compilation of classical pieces from famous ballets such as Swan Lake, Coppelia and The Nutcracker, will be TV advertised in the Yorkshire, Tyne Tees and Meridian regions for two weeks from its release next Monday. In the third week of the campaign TV advertising will switch to the Central, Anglia and Ulster regions and this will be followed by a regional roll-out. Radio advertising will run on LBC, Classic FM, Melody and selected gold stations.

Glam Mania. A compilation of Seventies Glam Rock classics from Dino featuring such bands as T Rex, The Glitter Band, Roxy Music and David Bowie, will be TV advertised for two weeks in the Central, Meridian, Yorkshire, Tyne Tees, Grampian and Ulster regions. The campaign will switch to the London, HTV, West Country and Anglia regions for the third week of the campaign and will then run again in the best performing regions during the fourth week. Radio advertising will run on Capital Gold, and Atlantic 252 among all other stations - full details to be confirmed. In-store, the release will be promoted with posters in 300 independent retailers.

The Best Of Kid Creole will be the focus of an Island campaign from its release

CAMPAIGN OF THE WEEK



EMI is planning a straightforward campaign to back the new album for Cliff Richard, who boasts more than 400,000 fans in the UK, some of whom have been disciples for 30 years. Cliff Richard albums are usually released in the autumn, but with the Album-released next Monday and his first studio album in nearly five years - EMI has opted to release it earlier in the year so that it can be marketed right through until Christmas. The campaign will include TV advertising prior to release which will be aimed squarely at mass market audiences.

Record label: EMI UK

Media agency: London Media

Media executive: Bob Lanchford

Product manager: Amanda Robb

TV, national TV advertising will run throughout next weekend in order to attract general interest in the album's release, scheduled for Monday. From week two of the campaign, TV advertising will be national on Channel 4 and also in the London, Granada and Central regions on ITV. The ads will run a set peak times in order to reach as many people as possible. Further TV advertising is planned for the week with the details to be confirmed. **Press:** ads will run in the *Daily Mail* and *The Sun* during the first week of the campaign. **In-store:** Our Pick-a-pack for two weeks from release with displays featuring nameboards, posters and centre pieces in 220 stores nationwide. **Window:** window displays nationwide with further displays in-store, in-store POS displays with EMI premier accounts, John Menzies price one window and in-store displays at 50 stores nationwide; window displays at Tower Records, Glasgow. **HMV:** B-pack in-store displays with poster displays in three West End stores; 80 in-store displays with WH Smith; in-store displays with Boots nationwide and 200 in-store packs with independents across the UK. **Mail-out:** 30,000 Cliff Richard fans will be mailed with full details of the album on the day of release.

Target audience: mass market - including all existing Cliff Richard fans

next week with advertising in the national tabloids. The Brothers In Rhythm re-mix of I'm A Wonderful Thing 'Baby has just been released and Island is to assess its progress before it finalises an in-store display campaign.

Leap Of Faith - a various artists film soundtrack - will be advertised in the music press by MCA from its release

next Monday. **Me Phi Me's One**, released through BMG/RCA on April 19, will be advertised in *DJ Echoes*, *The Press*, *G-Spot*, *MJ* and *The Voice* from its release. The album will feature on Virgin's listening posts and the band has the support slot on Arrested Development's tour at the end of April. **Midnight Oil's Earth And**

Sun And Moon will be press advertised by Columbia in *Melody Maker*, *Q*, *Vox*, *TNT*, *Time Out* and *NME* from its release next Monday. In-store, Columbia is promoting the album through 120 independent retailers displaying nameboards, centrepieces, posters and sleeves. Virgin will feature the release on its listening posts from today for three weeks and will run national in-store displays from next Monday.

HMV launches a pre-awareness campaign today and from next week it will promote the album through C-pack in-store and window displays plus till site displays at its West End stores. Tower Records is already featuring the album in its Piccadilly store window display. There will also be a two-week poster campaign on the London Underground.

Snow's 12 Inches of Snow, out now through East West America, is being press advertised in *NME*, *The Voice*, *Blues & Soul*, *Echoes* and *Hip Hop Connection*. For a limited period, Our Price will also be giving away a six-track sampler with the album featuring a Snow track and tracks from five other rap artists.

Tool's Undertow will be advertised by BMG/RCA in *Melody Maker* as part of a co-op campaign with HMV. The album, released next Monday, will be promoted through the college circuit and through the indie and rock clubs with posters, review copies for DJs and biography material. BMG/RCA has appointed independent promotions company Active Promotions to handle the college and club campaign. The album is also a recommended release with: Our Price and the band will be on tour in May supporting *Revenge Against The Machine*. **Complied by Sue Sillitoe:** 071-278 6547

EXPOSURE



PICK OF THE WEEK

Tales Of Rock 'N' Roll, Saturday April 17, BBC2: 8.55-9.25pm. Arena's new four-part documentary series tells the true-life stories behind some classic rock 'n' roll hits. Saturday's programme uncovers the origins of Buddy Holly's Peggy Sue; future investigations reveal the inspiration for Walk On The Wild Side by Lou Reed, Bob Dylan's Highway 61 and the song which catapulted Elvis Presley to stardom, Heartbreak Hotel.

TUESDAY APRIL 13

The Oprah Winfrey Show featuring teens idols Marky Mark, Kriss Kross and TLC, Channel Four: 5-5.50pm

Earshot featuring The Transab Sinatras in session, Radio Five: 10.10-midnight
WEDNESDAY APRIL 14

Pebble Mill featuring country singer Michelle Wright, BBC1: 12.15-12.55pm

Hit The North featuring The Calvin Party, Radio Five: 10.10-midnight
FRIDAY APRIL 16

Pebble Mill featuring Lindy Layton, BBC1: 12.15-12.55pm

Bruce Springsteen features The Boss in concert, MTV: 11-12 midnight
SATURDAY APRIL 17

Going Live featuring Wet Wet Wet and Luke Goss, BBC1: 9pm-10.15pm

The David Bowie Show, Radio One: 2-3pm

The Johnny Walker Show featuring The Autents, Radio One: 3-5.30pm

In Concert featuring Mike Oldfield in Edinburgh, Radio One: 7.30-8.30pm

Tales Of Rock 'N' Roll, BBC2: 8.55-9.25pm (see Pick of the Week)

BPM from the Gardening Club featuring Dr. Beem, ITV: 2.30-3.00am (regions vary)
SUNDAY APRIL 18

The O Zone featuring Little Angels and Let Loose, BBC2: 11.45am-12 noon

Rockline featuring The Lemonheads and Marc Almond, Radio One: 2.30-4pm

Across The Line featuring Suzanne Rhatigan, Radio Five: 10.10pm-12.00am

Cue The Music featuring The Damned, LWT: 1.20-2.20am

LXT featuring American Music Club, Lindy Layton and JC, LWT: 1.25-2.25am

PROMOS IN PRODUCTION

ARTIST	TRACK	COMMISSIONER	DIRECTOR	PRODUCER	RELEASE DATE	CONCEPT
AMERICAN MUSIC CLUB	Johnny Mathis's Feet	Carole Burton-Fairbrother for Virgin	Pedro Romanyá	Steven Elliott for Oil Factory	April 13	Shot on location in Norfolk and the T&E2
AN EMOTIONAL FISH	Rain	Maggie Maloney for East West	Matthew Amos	Chris Symes for Propaganda	May 4	Described by its director as the first "blue screen gunge video"
CHESNEY HAWKES	What's Wrong...	Margot Quinn for Chrysalis	Mike Ross	James Chads for Medialab	May 4	Shows Hawkes coping with a bizarre crop of deliberate mistakes
DEACON BLUE	Only Tender Love	Steve Hodges for Columbia	Zana	Deirdre Allen for M-Ocean	April 19	Shot in Guadix, southern Spain in black and white
JEAN-MICHEL JARRE	Chronologie	Polydor France	Jon Klein	Juliet Naylor for Conspiracy	May 1	One promo features computer-animated dancers, the second is shot in Brazil
PJ HARVEY	50ft Queenie	Pinko for Island	Maria Mochnac	Director and band	April 19	Shot in a barn in Bristol by newswoman Mochnac, the band's former stylist
ROBERT PLANT	25 Pains	Tom Bird for Fontana	Nigel Grierson	Danny Fleet for Lineflight	April 26	Shot in the desert, interspersed with vignettes of other characters
SAID FLORENCE	Definitely Maybe	Clairie McMullen for Epic	Mike Bell	Dennis Madden	April 19	Its menacing mood is described as "The Shining meets Rumblefish"

Promos in production week beginning April 12

music week

datafile

The Information Source for the Music Industry

17 APRIL 1993

CHART FOCUS

The Bluebells' Young At Heart continues its reign atop a singles chart in which the whole of the remainder of the Top 10 has been surrendered to dance music.

Traditionally dominant, pop/rock has increasingly taken a back seat to dance music in the past few years, but its present tally of one single in the Top 10 — and that a nine year old re-issue — is unprecedented. The arrival on Sunday of Virgin 1215 was not a moment too soon.

New hits by Sinitta and Boney M increase the Ariston tally of current Top 75 singles to a record seven. With the new Whitney Houston single out this week and Sonia's Eurovision entry Better The Devil You Know due next week, their hot streak is set to continue.

Meanwhile, the label registers its first number one album in six years, as David Bowie's Black Tie White Noise gets off to a flying start. Since he is their ultimate idol, and heavily influenced their



debut album, no doubt Suede are happy that it is Bowie who has dethroned them, rather than anyone else.

Among all acts only the Beatles, the Rolling Stones and Abba have had more number ones than Bowie, who takes his haul to eight with Black Tie White Noise.

Boosted by an appearance on Top Of The Pops, David Essex's Cover Shot album vaults to number four this week, to become his highest charting album since 1975, when All The Fun Of The Fair peaked at number three. And TV — this time in the form of a South Bank Show special —

provides the impetus for Gorecki's Symphony Number 3 to jump from number 47 to number 18.

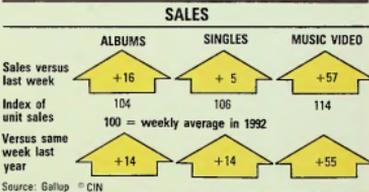
Arrested Development's MTV Unplugged album slips a notch from its debut position of number 40, and is clearly being given a wide berth by most of the group's fans, while their old album 3 Years, 5 Months And 2 Days In The Life, already well past platinum, climbs from number 16 to number nine. All three previous MTV Unplugged albums have reached the Top 10.

The first MTV Plugged — by Bruce Springsteen — is out this week. Unfortunately it hasn't been listed in MW yet, as it was not advised. For the record, its catalogue number is Columbia 4738602 (CD/4738604 (cassette)).

Two old timers return to the album chart this week. The Dave Clark Five's Glad All Over Again hits package debuts at number 35, and John Mayall's Wake Up Call debuts at number 60.

Alan Jones

UPDATE



LATEST SALES AWARDS

Gold
Neil Young: Harvest Moon
Various: Country Roads

Silver
The Bluebells: Young At Heart (single)

NEXT WEEK'S HITS

Singles
BEST COMPANY: Don't You Forget About Me (ZYX)
FRANK BLAKE: Hang On To Your Ego (A&D)
WHITNEY HOUSTON: I Have Nothing (Arista)
MICK JAGGER: Don't Tear Me Up (Atlantic)
JC-801: Never Again (McXious)
KG LANG: The Mind Of Love (Sire)
LINDY LAYTON: We Got The Love (S3 Remix) (PWL International)

LITTLE ANGELS: Soapbox (Polydor)
DUJ 2: Arms Of Solitude (MCA)
POISON: Until You Suffer Some (Capitol)
VARIOUS: Gimme Shelter (Food)
Albums
CHRIS ISAAC: San Francisco Days (Reprise)
BRUCE SPRINGSTEEN: In Concert/MTV Plugged (Columbia)
VARIOUS: The Chart Show — The Ultimate Rock Album (Hit label)

Predictions compiled by Era. Last week's score: 15 out of 16.

CHART NEWCOMERS

17 **TERENCE TRENT D'ARBY:** Do You Love Me Like You Say? (Columbia) US 6th hit.
Producer: Terence Trent D'Arby
Publisher: Monastery Music/EMI Virgin Music.
First hit: If You Let Me Stay (7, 1987).
Biggest hit: Sign Your Name (2, 1988).

Writer: Trent D'Arby.
Notes: Columbia hopes to resurrect D'Arby's career with this single from the forthcoming album.
Album: Symphony Or Damn (due May 3).

36 **POSITIVE GANG:** Sweet Freedom (PWL International) UK debut hit.
Producer: Virtual Productions.
Publisher: All Boys Music.
Writer: G. Lanzini.
Line-up: Rawe Bishop (b), Paul Jacey (k) and Paulette Williams (v).
Notes: Having already earned themselves a Club Chart



number one, Positive Gang look set to emulate Bishop's previous successes as a member of Anticappella on the Italian club scene.
Album: due in June.

5 **BREAKER**
SINITTA: The Supreme EP (Arista) US 12th hit.
Producers: Where Did Our Love Go (Dancin' Danny Df); You Can't Hurry Love (Mark Taylor/Terry Adams); Stop In The Name Of Love (Andrew Levitt); Remember Me (Ian Levine).
Publishers: All Jobete Music

UK, except Remember Me (EMI Music).
First/biggest hit: So Much/Cruising (2, 1986).
Last hit: Shame Shame Shame (28, 1992).
Writer: All Holland-Dozier-Holland, except Remember Me (Ashford & Simpson).
Notes: Recorded on the recommendation of former Motown boss, Berry Gordy.
Album: due this summer.

9 **BREAKER**
THE LEMON TREES: Child Of Love (Oxygen) UK 3rd hit.
Producer: Guy Chambers.
Publishers: BMG Music Publishing.
Biggest/last hit: The Way I Feel (62, 1992).
Writer: Chambers.
Line-up: Chambers (k/g/b/v).
Alex Lewis (k/v), Jeremy Stacey (dk), Paul Stacey (g/b/v), Paul Holman (g/v).
Notes: Formed in early 1992. Album: Open Book (out now). Press: Hands On PR 071 937 0602.

GEORGE MICHEL
AND
QUEEN
WITH LISA STANSFIELD

RELEASED ON 21st APRIL:
7", CASSETTE AND CD
SOMEBODY TO LOVE
KILLER/PAPA WAS A ROLLIN' STONE
THESE ARE THE DAYS OF OUR LIVES
CALLING YOU
RELEASED ON 26th APRIL: CD 2
KILLER/PAPA WAS A ROLLIN' STONE
(PM DAWN 9.15 80013)
SOMEBODY TO LOVE
THESE ARE THE DAYS OF OUR LIVES
ALL LATTERS AVAILABLE AND PACKAGES ASKED THE
CALL OF PAPA E.P. WILL BE AVAILABE TO THE
MUSICAL PRICES. THERE ARE NO DISCOUNTS FOR
ADDS. CASH ON DELIVERY IS AVAILABLE ON THE
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TOP

THE OFFICIAL ^{WV}music week CHART

APR

17

1993

40 SINGLES



1

YOUNG AT HEART

LONDON

1 BLUESBELL

02 3 INFORMER

EAST/WEST ABER

SNOW

03 2 OH CAROLINA

GREENSBORO

SHACKY

04 10 Ain't No Love (Ain't No Use)

ROSS

10 SUE STAR FAYE MELBAE WILLIAMS

05 5 When I'm Good Ain't Ready

PAUL HERNANDEZ

STELL

06 6 Show Me Love

CHAMPION

REINIS

07 4 Mr. Loverman

FMC

SHARON PARRIS

08 9 Don't Walk Away

GARY/REBE

JADE

09 12 U Got 2 Know

INTERNAL DANCE

CAPPELLA

10 8 No Limit

PAUL CONTINENZA

2 UNLIMITED

MIDNIGHT OIL

0M4

Truganini

THE NEW SINGLE

TENNESSEE 18 211

ARRESTED DEVELOPMENT

COLOMBIA

Sing Hallelujah!

24 222

Dr. Alban

LOGIC/AIRTEL

Copacabana (At The Cop) (1993 Remix)

22 223

Barry Manilow

AIRTEL

Lavin' On The Edge

19 224

AEROSMITH

GERREN

Shotgun Wedding

new 225

TODD STEWART

WARNER BROS

I Never Felt Like This Before

15 226

Mick Paris

4th B/W

EVERYBODY HURTS

new 227

R.E.M.

WARNER BROS

You've Got Me Thinking

23 228

BLOOMED

EAST/WEST

Little Bird/ Love Song For A Vampire

25 229

AMIEE LENNON

ROA

Are You Gonna Go My Way

20 230

LENNY KRAVITZ

VIRCON

It's A Shame About Ray

35 231

LEMONHEADS

ATLANTIC/EAST

One Voice

16 232

BILL TERRY

AIRTEL

TOP 50 AIRPLAY CHART

THE OFFICIAL **music week** CHART

17 APRIL 1993

Rank	Title	Artist	Last week's position	Label	Station with Most Plays
1	WHEN I'M GOOD AND READY	Sylk	A	PWL/International	Chilton Network
2	FEVER	Madonna	A	Maverick	Capital FM
3	REGRET	New Order	A	London	Chilton Network
4	JUMP THEY SAY	David Bowie	A	Arista	Red Rose Rock FM
5	YOUNG AT HEART	The Bluebelles	A	London	Capital FM
6	CATS IN THE CRADLE	Eddy King	A	Vertigo	Piccadilly Key 103 FM
7	FM BACK FOR MORE	Lulu with Bobby Womack	A	Dance	Chilton Network
8	CONSTANT CRAVING	Ida Lang	A	Caprice	Red Rose Rock FM
9	SIVE IN TO ME	Michael Jackson	A	Epic	Chilton Network
10	OH CAROLINA	Shirley	A	Greenbriars	Capital FM
11	I NEVER FELT LIKE THIS BEFORE	Mica Paris	A	4th Way	Chilton Network
12	I'M EVERY WOMAN	Whitney Houston	A	Arista	Chilton Network
13	IS IT LIKE TODAY	World Party	A	Ensign	BBC Radio 1
14	ARE YOU GONNA GO MY WAY	Lenny Kravitz	A	Virgin America	Capital FM
15	MR LOVERMAN	Shabba Ranks	A	Epic	Chilton Network
16	INFORMER	Shaw	A	Arista	Cool FM
17	COME UNDONE	Duran Duran	A	Paligrama	Chilton Network
18	TENNESSE	Arrested Development	A	Cochogo	Chilton Network
19	TOO YOUNG TO DIE	Jamiroquai	A	Sony S2	Piccadilly Key 103 FM
20	LITTLE BIRD	Ann Lesley	B	NCA	Chilton Network
21	LOOKING THROUGH PATIENT EYES	PM Dawn	B	One Street	Chilton Network
22	PRESSURE US	Sunscreen	A	Sony S2	Chilton Network
23	DON'T WALK AWAY	Jane	B	Giant	Red Rose Rock FM
24	PEACE IN OUR TIME	Offspring	B	EMI	Power FM
25	GO AWAY	Glenn Eschaf	Epic	MPM 1024 571	Chilton Network

Rank	Title	Artist	Last week's position	Label	Station with Most Plays
26	DO YOU LOVE ME LIKE YOU SAY	Tenore Trent D'Arby	B	Caprice	Capital FM
27	CAN'T DO A THING (TO STOP ME)	Chris Isaak	B	Rapista	Chilton Network
28	AIN'T NO LOVE (AIN'T NO USE)	Sub Sub featuring Melvin Williams	A	Robe	BBC Radio 1
29	SHOW ME LOVE	Rain	B	Champion	BBC Radio 1
30	SLOW IT DOWN	East 17	B	London	BBC Radio 1
31	LOVE THE LIFE	James Taylor Quartet	B	Falcor	Chilton Network
32	JAMAICAN IN NEW YORK	Shanehead	B	Elektra	Red Rose Rock FM
33	STILL IN LOVE GO WEST	Cherrylist	B	Cherrylist	Red Rose Rock FM
34	BORN 2 B R.E.D.	Minnie Love	B	Cooltempo	Chilton Network
35	HONEY SHELTER	EP Various	B	Foed	BBC Radio 1
36	SHOTGUN WEDDING	Red Sorrento	B	Warner Bros	Capital FM
37	IT WAS A GOOD DAY	Ice Cube	B	4th Way	Cool FM
38	CHOK'HERE	Apache Indian	B	Island	BBC Radio 1
39	YOU'VE GOT ME THINKING	The Beloved	B	East West	Chilton Network
40	TROGANINI	Midnight Oil	B	Columbia	Cool FM
41	LOST IN MUSIC (SURE IS PURE REMIX)	Sister Sledge	B	Atlantic	Chilton Network
42	HANGOVER	Beverly Sills	B	WEA	Chilton Network
43	FASHION CRISIS THIS NEW YORK	The Frank And Walters	B	Go! Discs	Fyfe FM
44	THE RIGHT DECISION	Jesse James	B	Foed	Red Dragon
45	ANIMAL NATURE	Suede	B	Nude	BBC Radio 1
46	THE MORNING PAPERS	Prince And The New Power Generation	B	Paisley Park	Capital FM
47	LVIN' ON THE EDGE	Armani	B	Gelatin	Cool FM
48	THE SIDOWINNER SLEEPS TONIGHT	Kid Creoly & The Concrete	B	Warner Bros	Piccadilly Key 103 FM
49	SEVEN DAYS	Sing	B	ADM	Signal
50	I'M A WONDERFUL THING	Baby Kid Creoly & The Concrete	B	Island	Chilton Network

© Copyright EMI, Capital and BBC Ranges and NCS Selector software. Based on the plays of current hits on Radio 1 and contributing UK stations. Station weightings are based on total listening hours as calculated by JCRAR.

TOP 10 BREAKERS

Rank	Title	Artist	Label
1	NEVER AGAIN	JC 101	AmXious
2	TAKE A LOOK AT YOURSELF	Coverdale Kings	EMI
3	CHILD OF LOVE	The Lemonheads	Oxygen
4	WE GOT THE LOVE (30 REMIXES)	Lil' Wayne	PWL/International
5	BLACK GOLD	ScatAsylum	Columbia
6	IN A WORD OR 2	Mariah Carey	Cooltempo
7	BEAUTIFUL SON	Hole	City Slang
8	I HAVE NOTHING	Whitney Houston	Arista
9	ONLY TENDER LOVE	Daecan Blue	Columbia
10	EVERYBODY HURTS	REM	Warner Brothers

Records are included in the Airplay Chart but not on last week's CD Top 200 singles chart.

REGIONAL CHOICE

Rank	Title	Artist	Station
1	THE DAY YOU WENT AWAY	Wendy Matthews	Mercury
2	QUIET JOYS	Alan	Downbeat
3	RAYBONE	Isroday And The Rainbow Crew	MPM 1024 571
4	SO LONG	Vaya Con Dios	Downbeat
5	LOOKS LIKE I'M IN LOVE AGAIN	Keywest Featuring Erik	MPM 1024 571
6	FOREVER IN LOVE	KENNY G	Downbeat
7	WONDERLAND	Simply Red	2CM FM
8	STOMPI!	Big Fun!	MPM 1024 571
9	SPEED OF THE SOUND OF LONELINESS	Melrose-Griffith	County Sound Network
10	ALL I WANT	Teed The Wet Spicket	County Sound Network

Top 10 titles showing most regional bias.

AIRPLAY PROFILE

SELECTED TITLE: CAN'T DO A THING (TO STOP YOU) Chris Isaak (Reprise)

1	Chilton Network	6	Fourth FM
2	Cool FM	7	RRBFC FM
3	Capital FM	8	Piccadilly 103 FM
4	Invicta FM	9	Essex
5	BBC Radio 1 FM	10	Mercury

Stations showing most plays for selected title.

THIS WEEK'S CONTRIBUTORS:

2CM FM, Joe FM, BBC Radio 1, BRRB FM, Capital FM, Chilton Network, City One FM, Cool FM, County Sound Network, Downbeat, Essex, Fourth FM, Invicta FM, MIRA 92.5, Mercury, Northdown, Piccadilly 103 FM, Power FM, Red Dragon, Red Rose Rock FM, Signal, Top 200, The Impressions, UK, UK Independent Music Report and BBC Radio 1.

US TOP 50 SINGLES

Rank	Title	Artist	Label
1	INFORMER	Shaw	East West
2	FREAK ME	Silk	Kiss
3	NUTHIN' BUT A THANG, D.O.	Dr. Dre	Death Row
4	HAVEN'T HUNGRY	Whitney Houston	Arista
5	DON'T WALK AWAY	Jade	Giant
6	LOVE'S INS	Vanessa Williams	Caprice
7	CAT'S IN THE CRADLE	Eddy King	Starlog
8	THREE PRINCES	Sing Doctors	Epic/Associates
9	FM SO INTO YOU	Sivvy	RCA
10	COMFORTER	Shaw	Gasoline Alley
11	DITTY	Paperboy	Next Generation
12	LOOKING THROUGH	PM Dawn	Go! Street
13	BED OF ROSES	Don Jago	Jambico
14	HRPHOFRARY	Naughty By Nature	Tommy Boy
15	ORDINARY WORLD	Duran Duran	Capitol
16	I GOT A MAN	Positive K	Island
17	MR WENDAL	Arrested Development	Chrysalis
18	I'M EVERY WOMAN	Whitney Houston	Arista
19	ANGEL	Jon Secada	SBK
20	A WHOLE	Philo Spector & Rainald Belis	Columbia
21	THAT'S WHAT LOVE CAN DO	Boy George	Next Phase
22	THE CRYING GAME	Ray Johnson	SBK
23	THE RIGHT KIND OF LOVE	Janet Jackson	Capitol
24	IT WAS A GOOD DAY	Ice Cube	Priority
25	IF I EVER LOVE MY FATH...	Sling	ADM
26	FOREVER IN LOVE	Kenny G	Arista
27	DOWN WITH ME	Van DMC	Prefila
28	I'LL ALWAYS LOVE YOU	Whitney Houston	Arista
29	NOTHIN' MY LOVE CAN'T FIX	Jay Lawrence	Impact
30	SIMPLE LIFE	Enon-Jay	MCA
31	REBIRTH OF SOUL (DUB)	Digitals Plants	Pendulum
32	SO ALONE	Monie Love	East West
33	WHO IS IT	Michael Jackson	Epic
34	SWEET THING	Mary J Blige	Uptown
35	MAN ON THE MOON	JR	Warner Bros
36	7, PINE & THE REVOLUTION	Paisley Park	Capitol
37	LITTLE MORE	Sunscreen	Columbia
38	HERE WE GO AGAIN!	Portia	Capitol
39	HEAL THE WORLD	Michael Jackson	Epic
40	DAZZLE DUCKS	Duke	TMR
41	DEDICATED	R Kelly/Public Announcement	Jive
42	CONNECTED	Stereo MC's	Go! Street
43	THREE LITTLE PIGGS	Green Jello	Zoo
44	RHYTHM IS A DANCER	Shaq	Arista
45	IF I EVER FALL IN LOVE	Shal	Gasoline Alley
46	LVIN' ON THE EDGE	Armani	Gelatin
47	DO YOU BELIEVE IN US	Janet Jackson	SBK
48	I'M GONNA GET YOU	Beccie Ice	Columbia
49	LOVE DON'T LOVE YOU	En Vogue	East West
50	SUPERMODEL (YOU BETTER ...)	JuJu	Tommy Boy

Charts courtesy Billboard, 7 April 1993. Arrows are provided to those products demonstrating the greatest airplay and sales gain.

US TOP 50 ALBUMS

Rank	Title	Artist	Label
1	THE BODYGUARD (OST)	Various Artists	Arista
2	BREATHLESS	Kenny G	Arista
3	UNPUNISHED	Eric Clapton	Duck
4	POCKET FULL OF ...	Spin Doctors	Epic/Associated
5	14 SHOTS TO THE DOME	Ice Cube	Def Jam
6	SONGS OF BROTHERHOOD	Depeche Mode	Sire
7	TEN SUMMER'S TALES	Sing	ADM
8	12 INCHES OF SNOW	Sing	East West
9	THE CHRONIC	Dre	Death Row
10	LOSE CONTROL	Sik	Koala
11	SOME GAVE ALL	Billy Ray Cyrus	Mercury
12	ALADDIN (OST)	Various Artists	Walt Disney
13	COVERABLE PAGE	Coverdale Kings	Gelatin
14	LOVE DELUXE	Sade	Epic
15	19 NAUGHTY 19	Naughty By Nature	Tommy Boy
16	TEN	Peel Jam	Epic
17	YOUR CALL	Robi Mordino	MCA
18	HARD WORKIN' MAN	Brooks & Dunn	Arista
19	3 YEARS MONTHS & ...	Arrested Dev.	Chrysalis
20	DANGEROUS	Michael Jackson	Epic
21	IF I EVER FALL IN LOVE	Shal	Gasoline Alley
22	HOME INVENTION	Ice T	Rhyme Syndicate
23	JOHN SECADA	Jan Secada	SBK
24	IT'S ABOUT A GOOD DAY	Lenny Kravitz	Virgin
25	ARE YOU GONNA GO WITH ...	Sivvy	RCA
26	THIS TIME	Dwight Yoakam	Reprise
27	TELL DEATH DO US PART	Go! Boys	Rap-A-Lot
28	DURAN DURAN	Duran Duran	Capitol
29	SLOWDANCING WITH THE DRUM	Dolly Parton	Columbia
30	ALIBIS	Tracy Lawrence	Atlantic
31	BACCOFUP	Phyx	RAL
32	AMERICA LEAST WANTED	Eddy King	Starlog
33	THE CHASE	Grant Brooks	Liberty
34	REACHIN' (A NEW ...)	Digitals Plants	Pendulum
35	THE BLISS ALLIANCE	PM Dawn	Go! Street
36	CORE	Sono Tompita Jones	Atlantic
37	FOR REAL THO'	LaVern	Atlantic
38	KEEP THE FAITH	Jon Jabe	Jambico
39	THE PREDATOR	Ice Cube	Priority
40	PURE COUNTRY (OST)	George Strait	NCA
41	PUNKY DIVAS	En Vogue	Atlantic
42	WHAT'S THE 411?	Mary J Blige	Uptown
43	METALLICA	Metallica	Elektra
44	BRAND NEW MAN	Brooks & Dunn	Arista
45	LOVE RIGHT HERE	Right Now	Warner Bros
46	HARD OR SMOOTH	Wendie A. Rance	NCA
47	GREATEST HITS	Glenn Eschaf	Epic
48	DIRT	Alice In Chains	Columbia
49	COME ON COME ON	Mary Chapin Carpenter	Columbia
50	TIMELESS (THE CLASSICS)	Michael Bolton	Columbia

UK acts: (UK) UK-signed acts.

RECORD MIRROR

DANCE UPDATE

17 APRIL 1993
FREE WITH musicweek

DEO

Label	Genre
Walk PolyGram Vid. 0864963	
Party BMG Video 74521120663	
#Richard Wienerworld WNR 2035	
ion Geffen GFV 39520	
ive... Prism Leisure PLATV 305	
WTV Plugged SMV 491622	
v Your Dream Ritz RITZBV 701	
VVL VVD 1130	
u Music Club/PMI MC 2032	
ight With... WMV 4509903043	
ur Illusion I Geffen GFV 39521	
Hero BMG Video 7432113043	
Creation Entertainme FAN 001	
ur Illusion II Geffen GFV 39522	
g Thriller Music Club MC 2105	

PEARCE SERVES KISS BREAKFAST

Club sounds have a new opportunity for exposure on London's Kiss FM as veteran house DJ Dave Pearce takes over the breakfast show.

The news is being welcomed by music fans as a sign that Kiss has given up its hunt for comic presenters to challenge Capital's far more successful Chris Tarrant breakfast show. Red Dwarf TV star Craig Charles, who

hosted the show for just six months, has now left the station.

"I made it clear that I wanted to have more music on the show and I am looking forward to being able to give it that exposure," says Pearce, who has often championed small independent labels. Pearce has already given up his 4pm-7pm drive time slot and will begin the breakfast show on April 19.

POWER SPREADS WINGS TO ITALY

One of the UK's top club promotion outfits is spreading its wings over Europe in a tie-up with a new Italian company.

Paul Gote's Power Promotions will be represented in Italy by Milan-based service Promo Activity which it helped set up last month. The link will see Promo Activity offer Power's services to Italian labels looking to break into the UK.

It will also promote tunes at home and compile an Italian DJ chart for domestic magazines such as *Tutto Disco* and *Trend Discoteche*.

Gote is hoping that the new venture could also extend to providing specialist remixes for the Italian market.

TRUELOVE LOSES IT...

John Truelove has lost it – the dance label he set up as an offshoot of EMI's Food label, that is.

Truelove – the man behind The Source – formed it, and Synthetic, a year ago for the indie rock label. But

now he is in dispute with Food over his alleged involvement in other projects. Food co-founder Dave Ballie says it and Synthetic will continue. Truelove says he will now concentrate on his own label.



As TC 1993's 'Harmony' builds a huge buzz, it is also proving a growing headache for Virgin's Union label. Union had hoped TC 1993 would bring it as big a club hit as last year's 'Funky Guitar'. But its borrowing of huge chunks from 'Undisputed Truth' by The Temptations (pictured) has held up the release while the label tries to negotiate clearance.

For now it looks as if those 20-odd test pressings floating around are just going to get hotter and hotter. Just watch them fly when the vinyl is released in early June.

MELTDOWN REHEATS DANCE AWARDS

Scottish dance fanzine *Clubsene* has called in rave promoter Meltdown to stage its postponed awards event.

The show, originally scheduled for March, is now planned for Livingston

Forum on May 29 and is due to be covered by MTV.

Winners, voted by readers of *Clubsene* and *The Scottish Sun*, include Time Frequency and Havanna.

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"BE ALRITE"

RUSH HOUR

Feat. MAC B



Promoted by MAIN SOURCE 081-903-0211

Dist. by SOUNDMAN 081-903-3016



STYLING: GUY AUSTIN

Recording Industry Sourcebook, c/o Music Week
Ludgate House, 245 Blackfriars Road, London SE1 9UR

Also available on floppy disk for Macintosh and PC. Please call number above for information.

FRANKFURT IS THE HARDBEAT HOT DOG

Frankfurt still rules in the hardbeat community according to the new Dataflow techno chart – which names C-Tank's uncompromising 'Nightmares Are Really' as its number one for April.

The chart, compiled by GTO, aims to paint the opinion of the global techno community and is distributed via a print run of 5,000 newsletters.

Fans of extreme industrial

sounds can also check them out at GTO's new Dataflow club at London's Sound Shaft each Saturday.

The Dataflow Top Five for April is: C-Tank 'Nightmares Are Really' (Overdrive); Collobuck X 'Encounter EP' (Labworks); Influx 2 'Quite Safe' (Influence); CBX Project 'Mindover EP' (Generator); and Church Of Extacy Modulator' (Dataflow).

ON THE JUICE Not all DJs turn into producers or A&R men when they grow up. Some look for a career on the box. Following Dave Dorrell on to the small screen is Paulette Constante, a DJ from the Hacienda's screaming Fresh night. She is joined by ex-E-Zee Posse vocalist Tara Newby and singer Johnny D. Dangerously to present the NW 'what's on' show, The Juice, which goes out on Granada only from next Friday (16).

1 WHEN I'M GOOD
2 FEVER Madonna
3 REGRET New Order
4 JUMP THEY SAY
5 YOUNG AT HEART
6 CATS IN THE CR
7 I'M BACK FOR MR
8 CONSTANT CRAV
9 GIVE IN TO ME MI
10 OH CAROLINA
11 NEVER FELT LIKE
12 I'M EVER WOMA
13 IS IT LIKE TODAY
14 ARE YOU GONNA
15 MR LOVERMAN Sh
16 INFORMER
17 COME UNDONE D
18 TENNESSEE Aere
19 TOO YOUNG TO D
20 LITTLE BIRD Aeri
21 LOCKING THROU
22 PRESSURE US S
23 DON'T WALK AW
24 PEACE IN OUR TI
25 GO AWAY Gloria
© Copyright ERA, Compiled us

TOP 10 BI

1 NEVER AGAIN
2 TAKE A LOOK AT Y
3 CHILD OF LOVE
4 WE GOT THE LOVE
5 BLACK GOLD
6 IN A WORD OR 2
7 BEAUTIFUL SON
8 I HAVE NOTHING
9 ONLY TENDER LOV
10 EVERYBODY HURTS
Records are outside the Apple D.

US TO

1 INFORMER, Snow
2 FREAK ME, Sika
3 NUTHIN BUT A
4 I HAVE NOTHING
5 DON'T WALK AW
6 I LOVES, Vessal
7 CAT'S IN THE CR
8 TWO PRINCES, S
9 I'M SO INTO YOU
10 COMFORTER, Sh
11 DITTY, Paganini
12 LOCKING THIN
13 BED OF ROSES, I
14 HYPHOPHORY, A
15 ORDINARY V
16 I GOT A MAN, Po
17 MR. WENDAL, A

WORD ON THE STREET...

The international profile of US jacking is getting a further shove as MCA mounts a new marketing campaign for its urban American soul acts.

Streetbeat is the name chosen for the campaign which will tie

acts such as Mary J Blige, Bobby Brown and Aaron Hall into one label identity.

All international LPs by MCA's swing acts will be branded with the Streetbeat logo. A



Streetbeat magazine with an international print run of 500,000, a sampler album, merchandise and a tour are also planned. "I don't think US r&b is just for black audiences. It is a lifestyle thing that's beginning

to grow around the world," says Stuart Watson, senior vice-president of MCA International. "This gives a form of music the advanced marketing thrust used by companies like Coca Cola." The Streetbeat album is released on April 26.

THE MASTER MIXED

How does it feel to be remixed? As if someone has given a beautiful new shine to your prized motor – or fitted tacky spoilers and a go-faster stripe?

Whatever their feelings, no artist is safe from a remixer's touch up – not even techno-soul veteran Kevin Saunderson. Most would agree that the remixed UK version of his Reese Project album 'Faith Hope & Clarity' has turned up some gems. But weren't the songs, written by wife Ann and produced by Kevin, strong enough already? RM asked Saunderson himself what he had to say.

- ✓ **Free At Last** (Groove Corporation Remix): "I like this mix a lot. It fits in well with the structure of the vocals and they have kept the warmth of the original song."
- ✓ **Colour Of Love** (Groove Corporation Remix): "This one leaves me cold. The music goes in one direction and the vocals take another. Doesn't grab me at all."
- ✓ **Direct Me** (Joey Negro Remix): "This is just great. I love it."
- ✓ **Sacrifice** (Love Revolution Mix): "Not enough warmth in the groove."



LOVE REVOLUTION (TOP) AND THE REESE PROJECT'S ANN SAUNDERSON



- ✓ **'Human** (Tony Humphries Club Mix): "Tony's dub is solid with lots of interesting sounds but I can't say the same for this vocal version."
- ✓ **'I Believe'** (Mike Wilson's Epic Club Mix): "Very nice and commercial. Mike did a great job to make it sound good in the club and over the airwaves."
- ✓ **'Miracle Of Love** (Big Bump Mix): "This is moody and dark, yet melodic. One of the most interesting moments of the album."
- ✓ **'So Deep'** (Joey Negro K&K mix): "Kicking ass! This is the best remix Dave Lee has ever done. He just seems to work so well on my material. Excellent."
- ✓ **'So Deep'** (Bump Dub): "Another really interesting mix. There are some great sounds throughout."
- ✓ **So full marks** for Dave Lee, Bump and 'Hitman' Wilson but a slating for Groove Corporation, Love Revolution and Tony Humphries. At least as a respected remixer in his own right Saunderson may soon be able to break his revenge.

Record Mirror news edited by Matthew Cole. Tel:01-620 3636.

ARTIST

EXOTERIX VOID



IN STORE
13-4-93
DISTRIBUTION
EMI
GREAT ASSET
SOUL TRADER
FORMATS
12, CD, MC
CAT: N08
12/CD/TC TIV-1

TITLE

- 43 - I'VE NEVER FELT LIKE THIS, Paganini, 630
- 44 - RHYTHM IS A DANCER, Snap, Arista
- 45 - IF I EVER FALL IN LOVE, Shal, Gasoline Alley
- 46 - LIVIN' ON THE EDGE, A&M, Gaffan
- 47 - DO YOU BELIEVE IN US, Jon Secada, SBK
- 48 - I'M GONNA GET YOU, Exa, Inc, Columbia
- 49 - LOVE DON'T LOVE YOU, En Vogue, East West
- 50 - SUPERMODEL YOU BETTER...!, RuPaul, Tommy Boy

MESSAGE

"IF I WAS LAUNCHING A NEW LABEL I'D WANT TO BE LAUNCHING IT WITH SOMETHING AS STRONG AS THIS"
(DAVE CALINES - MIXMAG (TOP))
INCLUDES MIXES BY DISS-CUSS & EXOTERIX
COOL CUTS-6, MIXMAG BUZZ-3, RM CLUB-7

19	1	FM EVERY WOMAN, Whitney Houston	Arista	43	1	I'VE NEVER FELT LIKE THIS, Paganini	630
20	1	ANGEL, Jon Secada	SBK	44	1	RHYTHM IS A DANCER, Snap	Arista
21	1	A MOLE... Peabo Bryson & Regina Belle	Columbia	45	1	IF I EVER FALL IN LOVE, Shal	Gasoline Alley
22	1	THAT'S WHAT LOVE CAN DO, Boyz II Men	SBK	46	1	LIVIN' ON THE EDGE, A&M	Gaffan
23	1	THE CRYING GAME, Boyz II Men	SBK	47	1	DO YOU BELIEVE IN US, Jon Secada	SBK
24	1	THE RITING OF LOVE, Jeremy Jordan	Cine	48	1	I'M GONNA GET YOU, Exa, Inc	Columbia
25	1	IT WAS A GOOD DAY, Ice Cube	Priority	49	1	LOVE DON'T LOVE YOU, En Vogue	East West
26	1	IF I EVER LOSE MY FAITH..., Sing	A&M	50	1	SUPERMODEL YOU BETTER...!, RuPaul	Tommy Boy
27	1	MR. WENDAL, A		51	1	STARS UNDEATH, M.O.D.	Mercury
28	1	3 YEARS MONTHS A... Arrested Dev.	Chrysalis	52	1	THE GREAT MISTAKE, M.O.D.	Mercury
29	1	DANGEROUS, Michael Jackson	Epic	53	1	THE GREAT MISTAKE, M.O.D.	Mercury
30	1	IF I EVER FALL IN LOVE, Shal	Gasoline Alley	54	1	THE GREAT MISTAKE, M.O.D.	Mercury
31	1	HOME INVASION, Ice-T	Rhyme Syndicate	55	1	THE GREAT MISTAKE, M.O.D.	Mercury
32	1	JON SECADA, Jon Secada	SBK	56	1	THE GREAT MISTAKE, M.O.D.	Mercury
33	1	ARE YOU GONNA GET MY WAY?, Lenny Kravitz	Virgin	57	1	THE GREAT MISTAKE, M.O.D.	Mercury
34	1	IT'S ABOUT TIME, SWV	RCA	58	1	THE GREAT MISTAKE, M.O.D.	Mercury
35	1	BRAND NEW MAN, Shocks & Dam	Arista	59	1	THE GREAT MISTAKE, M.O.D.	Mercury
36	1	LIVE-RIGHT HERE, RIGHT NOW, Van Halen	Warner Bros	60	1	THE GREAT MISTAKE, M.O.D.	Mercury
37	1	HARD OR SMOOTH, Wuexia M-Wall	MCA	61	1	THE GREAT MISTAKE, M.O.D.	Mercury
38	1	GREATEST HITS, Gloria Estefan	Epic	62	1	THE GREAT MISTAKE, M.O.D.	Mercury
39	1	DIRT, Alice In Chains	Columbia	63	1	THE GREAT MISTAKE, M.O.D.	Mercury
40	1	COME ON COME ON, Mary-Chapin Carpenter	Columbia	64	1	THE GREAT MISTAKE, M.O.D.	Mercury
41	1	TIMELESS...THE CLASSICS, Michael Bolton	Columbia	65	1	THE GREAT MISTAKE, M.O.D.	Mercury

Charts courtesy Billboard, 7 April 1993. Arrows are awarded to those products demonstrating the greatest single and sales gain. UK acts, US UK-signed acts.

Coolcuts focus

DEO

cuts



● LION ROCK aka JUSTIN ROBERTSON

1	(2) PACKET OF PEACE Lion Rock	deConstruction
2	(1) ALL FUNKED UP Mother	Bosting
3	(5) I'M GOING ALL THE WAY Sounds Of Blackness	A&M
4	(4) HAPPINESS Serious Rope feat Sharon Dee Clarke	Rumour
5	(0) GOOD LIFE Inner City	Ten
6	NEW PURE SILK Myro Deep, bassy commercial trance house track	White label
7	(10) NANA NA Jagga	On The Up
8	(12) STEALTH Sonic Soul	Limbo
9	NEW LET'S DANCE Mr. Peach Catchy disco house groove	Olympic
10	(11) ADVANCES Suggestive	Loaded
11	(14) THE IRON HAMMA Tom Tom	Beeswax
12	NEW COME TOGETHER The Transient Deep and dark hypnotic instrumental house	One Off
13	(17) MOVE ON UP Sue Chailoner	Pulse 8
14	NEW STAND UP 3rd Nation Smooth US garage with mixes by Stonebridge	BTS
15	(15) SLUMBERLAND Solitare Gee	Warp
16	NEW DO YOU FEEL SO RIGHT Love 4 Sale Commercial house with crossover potential	Steppin' Out
17	NEW DEFINITION OF LOVE Kaos Good new interpretations of the techno classic	Stafford South
18	NEW A TRIP TO PARADISE Sequential Acid Eurotrance	Rising High
19	NEW ICENI The Babuqa Boys Limited edition tribal groove from the forthcoming Cowboy compilation	Cowboy
20	NEW DON'T STOP Direct 2 Disc Second dub house outing from this new label	Cleveland City

RUB A DUB



Shop: Rub A Dub Records, 4 Glen Street, Paisley (front area 20ft x 14ft; middle 9ft x 14ft; back 7ft x 7ft).

Specialist areas: 12-inch singles only. Will order CDs if requested. Mostly house, particularly underground Euro and US. Some garage and US techno, hip hop and rare groove. Small amount of white label hardcore. Sells DJ accessories, T-shirts and hats including hard-to-find Paradise

Items; ticket agents.

Owner's view: "We opened in August and public reaction has been overwhelming. We love this mission – every day is like Christmas! We've got two decks in the front shop and a JBL sound system. The back area is the listening room with more decks and we're planning to put in some listening booths." – Alan Grey, co-owner.

Distributor's view: "Very enthusiastic chaps and good to deal with. They take good ambient Euro and good US house but not much hardcore." – Stuart McClelland, Great Asset.

DJ's view: "Nice guys – great shop. It looks like it should be a clothes shop, it's so well designed. They really try to help and give me great credit." – Trevor Price, Dream.

shop

club

SEX

Club: Sex at The Cafe de Paris, 3 Coventry Street, London W1.

Every Friday between 10.30pm and 6.00am.

Capacity/P.A./Special features: 650/12K/mixed gay-straight crowd; massive video screens featuring slides riles.

Door policy: "Anyone who's got a good attitude – whether straight or gay. We don't let in gangs of lads who are off their heads." – Martin Confusion, promoter.

Music policy: "Uplifting." – Martin Confusion.

DJs: Regulars – Martin Confusion, Rachael Auburn, Jon (Pleased Wimmin), Smokin Jo. Guest DJs include Simon Hanson, Princess Julia and Kenny Carpenter from the US. **Spinnings:** Tom Tom 'The Iron Hammer EP'; Funk Machine 'Let's Get This Party Started'; Mukka 'Neebro'; Lion Rock 'Packet Of Peace'; Urban Cookie Collective 'The Key, The Secret'.

DJ's view: "It's a fab venue. Everything sounds good because of the venue and the sound system. You can really see what the crowd are doing and we can all play different kinds of music." – Jon (Pleased Wimmin).

Promotions view: "Definitely my favourite club at the moment – right crowd, right attitude. Starts with sunny house and works up to techno frenzy mixed with classics." – John Truelove, Truelove Records.

Average ticket price: £6 members; £8 non-members.

Compiled by Sarah Davis. Tel: 061-948 2320.

A guide to the most essential new club tunes as featured on 1FM's "Essential Selection", with Pete Tong, broadcast every Friday between 7-9.30pm. Compiled by 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).

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RM DANCE UPDATE 3

Recording Industry Sourcebook, c/o Music Week
Ludgate House, 245 Blackfriars Road, London SE1 9UR

Also available on floppy disk for Macintosh and PC. Please call number above for information.



Week	Artist	Title
1	4	WHEN I'M GOOD
2	10	FEVER Madonna
3	10	REGRET New Order
4	1	JUMP THEY SAY
5	10	YOUNG AT HEART
6	10	CATS IN THE CR
7	10	I'M BACK FOR ME
8	10	CONSTANT CRAV
9	10	GIVE IN TO ME M
10	10	OH CAROLINA Shy
11	10	NEVER FELT LIK
12	10	I'M EVERY WOMA
13	10	IS IT LIKE TODAY
14	10	ARE YOU GONNA
15	10	MR LOVERMAN S
16	10	INFORMER Snow
17	10	COME UNDONE D
18	10	TENNESSEE Arrest
19	10	YOU YOUNG TO D
20	10	LITTLE BIRD Annie
21	10	LOOKING THROU
22	10	PRESSURE US Ser
23	10	DON'T WALK AW
24	10	PEACE IN OUR TI
25	10	GO AWAY Gloria E

TOP 10 B

Week	Artist	Title
1	10	NEVER AGAIN
2	10	TAKE A LOOK AT Y
3	10	CHILD OF LOVE
4	10	WE GOT THE LOVE
5	10	BLACK GOLD
6	10	IN A WORD OR 2
7	10	BEAUTIFUL SON
8	10	HAVE NOTHING
9	10	ONLY TENDER LOV
10	10	EVERYBODY HURTS

US TO

Week	Artist	Title
1	10	INFORMER Snow
2	10	FREAK ME, S&P
3	10	NUTHIN' BUT A
4	10	INAVENOTHIN'
5	10	DON'T WALK A
6	10	LOVE'S, Vanessa
7	10	CAT'S IN THE CP
8	10	TWO PRINCES...
9	10	I'M SO INTO YO
10	10	COMFORTER, S
11	10	DITTY Paperboy
12	10	LOOKING THR
13	10	BED OF ROSES...
14	10	HIP HOP HOORAY
15	10	ORDINARY, S
16	10	I GOT A MAN, P
17	10	MIR, WENDAL A
18	10	I'M EVERY WOMAN, Whitney Houston
19	10	ANGEL, Jon Secada
20	10	A WHOLE, Peabo Bryson & Regina Belle
21	10	THAT'S WHAT I LOVE, Carole Bayer Sager
22	10	THE CRYING GAME, Boy George
23	10	THE RIGHT KIND OF LOVE, Janina Jordan
24	10	IT WAS A GOOD DAY, Joe Cocker
25	10	I'VE NEVER LOSE MY FAITH..., Sting

BRITAIN'S BIGGEST BEATS TELL APR. 19

The Club Chart

RECORD MIRROR

Week	Artist	Title
48	42	GETTING AWAY (MIXES) Shades Of Rhythm
49	42	MISSING YOU (MIXES) Roy
50	24	UNLEASH YOUR LOVE Dodge City Productions feat. Concha De Palma
51	52	PM A WONDERFUL (MIXES) Love Boutique
52	26	PM A WONDERFUL THING, BABY (BROTHERS IN RHYTHM '12' REMIX) Island
53	85	SOULTEARS promo Southern prom (THE MIX)
54	31	SOULTEARS promo THE MIX PWL International
55	39	SINTEML RESTRUCTURE MIXES (TRANCE MIX/TUBULAR BEATS) PWL International
56	52	MAKESHOTI TOHII INTERPRETATION (GLOBAL LUST MIX) MCA
57	52	NEVER DO YOU WRONG (MIXES) Stephanie Mills
58	52	NEVER KNEW YOU LIKE THIS BEFORE The Right Attitude-Featuring James Anderson
59	61	MUSIC IS MY LIFE (MIXES) Chase
60	41	PHO DIOX (EP): HAPPY ANSWER (MIXES) SHELLSHOCK/LAND OF IMPRESSIONATIONAL promo
61	29	PHO DIOX (EP): HAPPY ANSWER (MIXES) SHELLSHOCK/LAND OF IMPRESSIONATIONAL promo
62	41	TRUST ME (MIXES) (MIXES) Acid Jazz
63	50	TRUST ME (MIXES) (MIXES) Acid Jazz
64	31	NEED YOU (MIXES) Samar
65	71	FAST LUV (MIXES) (MIXES) Felix
66	43	POCKET OF PEACE (MIXES) Jamrock
67	43	POCKET OF PEACE (MIXES) Jamrock
68	43	POCKET OF PEACE (MIXES) Jamrock
69	43	POCKET OF PEACE (MIXES) Jamrock
70	43	POCKET OF PEACE (MIXES) Jamrock
71	43	POCKET OF PEACE (MIXES) Jamrock
72	43	POCKET OF PEACE (MIXES) Jamrock
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96	43	POCKET OF PEACE (MIXES) Jamrock
97	43	POCKET OF PEACE (MIXES) Jamrock
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99	43	POCKET OF PEACE (MIXES) Jamrock
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92	43	POCKET OF PEACE (MIXES) Jamrock
93	43	POCKET OF PEACE (MIXES) Jamrock
94	43	POCKET OF PEACE (MIXES) Jamrock
95	43	POCKET OF PEACE (MIXES) Jamrock
96	43	POCKET OF PEACE (MIXES) Jamrock
97	43	POCKET OF PEACE (MIXES) Jamrock
98	43	POCKET OF PEACE (MIXES) Jamrock
99	43	POCKET OF PEACE (MIXES) Jamrock
100	43	POCKET OF PEACE (MIXES) Jamrock

Charts courtesy Billboard, 7 April 1993. A: Artists are awarded to those products demonstrating the greatest sales and sales gain. UK acts: UK signed acts.

- 77 **NEW** **HELL'S PARTY (MIXES)** Clivillés & La Rocca
 78 **NEW** **LOVE THE LIFE (MIXES)** IT'z About Mikey
 79 **NEW** **SHADES OF SUMMER (C.J. MACKINTOSH) REMIXES** Radio Jones
- 80 **NEW** **DREAM OF YOU (EVOLUTION MIX)(HARRI'S MIX)** The Phi Phi
 81 **NEW** **DO IT RIGHT (MIXES)** Juice
 82 **NEW** **SEXUAL DEVIAN'T (MIXES)** Mike Bester
 83 **NEW** **WHAT YOU HEAR/WHEN IS SAW HER/WHEN & WHAT** Scratch/Raccoon
 84 **NEW** **FEVER (MIXES)** Madonna
 85 **NEW** **HAPPINESS** Serious Rocce featuring Sharon Dee Clarke
 86 **NEW** **LOVE DON'T LOVE YOU (MIXES)** En Vogue
 87 **NEW** **BRAINBOMB (MIXES)** 21 Dimension
 88 **NEW** **DON'T WALK AWAY JADE**
 89 **NEW** **I GOT A MAN (ORIGINAL VERSION)(HIP HOP MIX)** Positive K
 90 **NEW** **STAND UP (STONEBRIDGE REMIXES)(NICE REMIXES)** 3rd Nation
 91 **NEW** **WIND IT UP (REWOUNDS) WE ARE THE RUFFEST/WEATHER EXPERIENCE** B.T.B./Champion promo
 92 **NEW** **WIND IT UP (REWOUNDS) WE ARE THE RUFFEST/WEATHER EXPERIENCE** B.T.B./Champion promo
 93 **NEW** **PRESSURE US (FIRE ISLAND MIX)(JUNIOR DUB)** Succession
 94 **NEW** **EVERYTHING** The others featuring Anne Marie Smith
 95 **NEW** **SHOW ME LOVE (STONEBRIDGE CLUB MIX)** Rob'n S
 96 **NEW** **AQUAMARINE (MIXES)** Lemon Sol
 97 **NEW** **GUERILLA PROMO**
- 51 **JOY IS FREE** Think Twice featuring Sarah Warwick
 52 **BARBARELLA (REMIXES)** Barbarella
 53 **ARMS OF SOLITUDE (CLUB MIX)** D.M. Johnson
 54 **HOUSE OF THE RISING SUN (ORIGINAL DANCE MIX)** Page
 55 **PENTHOUSE AND PAVEMENT (MIXES)** Heaven 17
 56 **NATURAL HIGH (MIXES) WHO DO YOU THINK YOU'RE FOOLING** Devil Doublepack promo
 57 **US CUTTING ITALIAN UMM** Elektra
 58 **Slip 'N' Slide** promo
 59 **Loaded**
 60 **ZYX**
- 61 **Devotion Dance**
 62 **Zoozoo**
 63 **6 & 6** promo
 64 **Limbo promo**
 65 **AnXious** promo
 66 **Domie**
 67 **US Strictly Rhythm**
 68 **Beeswax** promo
 69 **white label**
- 61 **JOY IS FREE** Think Twice featuring Sarah Warwick
 62 **BARBARELLA (REMIXES)** Barbarella
 63 **ARMS OF SOLITUDE (CLUB MIX)** D.M. Johnson
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 68 **Slip 'N' Slide** promo
 69 **Loaded**
 70 **ZYX**
- 71 **ICAN'T GET NO SLEEP** Masters At Work featuring India
 72 **JAMAICAN IN NEW YORK** Shrinehead
 73 **DREAMS** Adorné
 74 **WILDTRAX VOLUME 2** Wildchild Experience
 75 **DON'T YOU FORGET ABOUT ME** The Best Company
 76 **BANG TO THE RHYTHM (MIRO'S CLUB MIX)**
 77 **NEVER AGAIN (C-001)**
 78 **I'M BACK FOR MORE** Lou & Bobby Womack
 79 **THE BOY R.B.M.**
 80 **THE IRONHAMMA** Tom Tom
 81 **TWO FATT GUITARS** Dredd

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Rank Title

- 1 **WHEN I'M GOOD**
- 2 **FEVER** Madonna
- 3 **REGRET** New Order
- 4 **JUMP THEY SAY**
- 5 **YOUNG AT HEART**
- 6 **CATS IN THE GRA**
- 7 **MR BACK FOR ME**
- 8 **CONSTANT CRAV**
- 9 **GIVE IN TO ME**
- 10 **OH CAROLINA** Shri
- 11 **I NEVER FELT LIK**
- 12 **IF I'M EVER WOLM**
- 13 **IS IT LIKE TODAY**
- 14 **I ARE YOU GONNA**
- 15 **MR LOVERMAN** DJ
- 16 **INFORMER** Show
- 17 **COME UNDONE**
- 18 **TENNESSEE** Acet
- 19 **TOO YOUNG TO YU**
- 20 **LITTLE BIRD** Anita
- 21 **LOOKING THROU**
- 22 **PRESSURE US** Sur
- 23 **DON'T WALK AW**
- 24 **PEACE IN OUR TR**
- 25 **GO AWAY** Ench E

TOP 10 B

Rank Title

- 1 **NEVER AGAIN**
- 2 **TAKE A LOOK AT Y**
- 3 **CHILD OF LOVE**
- 4 **WE GOT THE LOVE**
- 5 **BLACK GOLD**
- 6 **IN A WORD OR 2**
- 7 **BEAUTIFUL SON**
- 8 **I HAVE NOTHING**
- 9 **ONLY TENDER LOV**
- 10 **EVERYBODY Hurts**

Records are outside the *Magazine*

US TO

Rank Title Artist

- 1 **INFORMER** Show
- 2 **FRANKIE** Silk
- 3 **NUTHIN' BUT A**
- 4 **I HAVE NOTHING**
- 5 **DON'T WALK A**
- 6 **LOVE IS, VANCE**
- 7 **CAT'S IN THE CP**
- 8 **TWO PRINCES...**
- 9 **IT'S SO INTO YOU**
- 10 **COMFORTER, SI**
- 11 **DITTY** Paperboy
- 12 **LOOKING THR**
- 13 **BED OF ROSES...**
- 14 **HIP HOP HOURAY**
- 15 **ORDINARY I**
- 16 **I GOT A MAN, P**
- 17 **MR. WENDAL...**
- 18 **I'M EVERY WOMAN** Whitney Houston
- 19 **ANGEL** Jon Secada
- 20 **AWHOLE** Faith/Beyoncé & Regina Belle
- 21 **THAT'S WHAT I LOVE** Cam'ron, Bizzy
- 22 **THE CRYING GAME** Boyz II Men
- 23 **THE RIGHT KIND OF LOVE** Jimmy Fallon
- 24 **IT WAS A GOOD DAY** Los Cabos
- 25 **IF I EVER LOSE MY FAITH...** Skunk Anansie

YUM YUM 'Mind Over Dub' (Bag). A chunky instrumental house track that's simple but very effective. A big beefy bassline is topped with rhythmic organ and piano that rumbles along nicely. Comes in four useful mixes. **TJ**

ULTRAVIOLET CATASTROPHE

'The Trip' Remixes (Hardkiss, US). Brand new mixes of this old San Francisco track make for one hell of a funky EP. Starting with a mad break before the percussion is left loose – an off-beat collection of congas, timbal and anything else they can get their hands on! This is all interlinked with guitar licks and a deep bassline to keep it moving to the final beat. Effective and totally original. **FC**

K-HALD FEATURING ZOËY

'I Do' (Acacia, US). A raw and raucous piece of real house. The stripped-down 'Club Shuffle' has a minimal two-note bassline brought to life with a live percussion loop and some real nasty piano chords. 'Deep Down' has more nerve-jangling piano and coarse percussion, waiting a full three minutes for the bass and drum. 'Ba Da Bing' features the dirtiest bass drum to make it to vinyl. This is the underground. **RD**

AIR 4 'Je Suis Triste Et Seule'

(Fax Records, Germany). Air 4 is a nine-minute excursion into ambience. Starting with very moody and deep strings it builds gradually with deep African sounding percussion and is complemented by a girl's voice similar to the Cocteau Twins. So laid back you're an addict before you know it. **FC**

DIRECKT 'Two Fat Guitars'

(white label). An excellent double-headed release which explores two very different guitar samples. Side A uses a Chic guitar lick as the basis for a catchy funky work-out with reggae basslines and vocal samples. The B-side takes a grungy rock guitar sample and adds tribal percussion that makes it a much tougher proposition. **TJ**

NSO FORCE 'Chains'/'In 2

6 RM DANCE UPDATE

Deep (Ticking Time). In the search for the perfect fusion of rap and dub. NSO follow 11:59 in refining the formula. 'Chains' opens with positive vibes from singer Ashaba before rappers Melody and Gee kick in, while Tallyman rides the rhythm DJ-style. With rocking drums and Studio One bass guaranteed to get your hips moving. **RD**

DEPECHE MODE 'I Feel You'

(Brian Eno's Life's Too Short Mix) (Mute). This one's been out for a while now, but this mix seems to have missed out on any attention. Brian Eno's work here is incredible. Totally stripped down guitar with sounds layered so that noises come at you from all directions. Sheer genius. **FC**

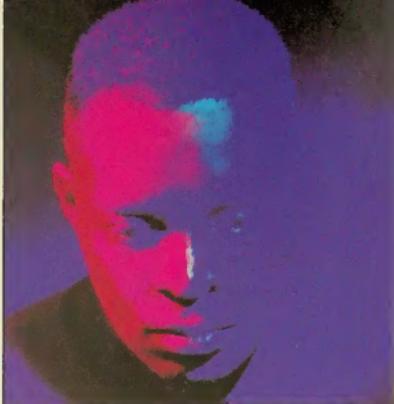
DJAIMIN 'Emotion'

(Strictly Rhythm, US). Initially ignored, this track gets a new lease of life on Strictly Rhythm with new mixes and production by George Morel. Not another 'Give You' but the more you listen to this New York-style garage track, the more it grows on you. **TJ**

MAD JAZZY FLAVOURS EP

'Falcon'/'Oh My God' (Peace Records, US). With clubs like Ministry of Sound helping commercialise garage, a lot of

KEVIN SAUNDERSON: NOSTALGIA NINETIES STYLE



● KEVIN SAUNDERSON: INNER CITY REGENERATION

underground house DJs are searching for alternatives. This EP is definitely worth checking – showing the similarity in production values between swing and house. Upfront bass and drums, elements of hip hop scratching and 'Oh my God' vocals, laid back and smoky. Fans of Kenny Dope's slower beats will love this. **DFP**

SUPERNATURE 'Friday People'

(SNT). The original mix is an impressive Mark Bydon produced funk song with nice vocals paying tribute to party people. It has been further enhanced by Sine, who have given it a cool deep house treatment, as well as producing a wonderful, very inventive 10-minute dub mix. **AB**

INNER CITY 'Good Life'

Remixes (Virgin). What could have seemed like a final cash in on the Inner City catalogue turns into a wholly worthy tribute thanks to some spanking remixes. CJ Mackintosh turns in a polished Club Mix but it is Unity's Grand Union Mix that stands out. This adventurous toughening up of Kevin Saunderson and Paris Grey's finest moment is set to get dancefloors screaming with its percussive riffs and brilliant use of the looped line when the groove is rookin' rookin'. A tough one to follow. **MC**

SUE CHALONER 'Move On Up'

(Pulse 8). Curtis Mayfield's classic is given the Nineties garage treatment in some style, while Hammond organ, strings and brass as well as Seventies-style backing vocals all go to retain a nostalgic feel. If only all cover versions were as tasteful as this. **TJ**

BEATBREAK 'Loop Trick'

(King Street Sounds, US). The Blaze Mix captures the attention with a classic scat loop – then grooves irresistibly with strident latin chords and jazzy organ and piano solos. There is also a very DJ-friendly beat and scat mix. Flip it for the deeper and weirder jazz moods of Paul Joyce. **RD**

SERIOUS ROPE

'Happiness' (white label). If you recognise the lyrics of this neat commercial house offering, it is because it's a loose cover of 'Happiness is Around The Bend' by Cuba Gooding – one of the most sampled records ever. This version with vocals by Nomad's Sharon Dee Clarke is a pleasant track with stylish production

26	HARDY WALKER	REINDEER	2000	26	HARDY WALKER	REINDEER	2000
27	3 YEARS MONTHS & A	Amesoft Dev.	Chrysalis	27	3 YEARS MONTHS & A	Amesoft Dev.	Chrysalis
28	DANGEROUS	Michael Jackson	Epic	28	DANGEROUS	Michael Jackson	Epic
29	IF I EVER FALL IN LOVE	Shal	Gasolina Alley	29	IF I EVER FALL IN LOVE	Shal	Gasolina Alley
30	HOME INVASION	Ice T	Rhymes Syndicate	30	HOME INVASION	Ice T	Rhymes Syndicate
31	DO YOU BELIEVE IN US	Jon Secada	SBK	31	DO YOU BELIEVE IN US	Jon Secada	SBK
32	I'M GONNA GET YOU	Reena Irwin	Columbia	32	I'M GONNA GET YOU	Reena Irwin	Columbia
33	LOVE DON'T YOU LEAVE	Ice Vegas	EastWest	33	LOVE DON'T YOU LEAVE	Ice Vegas	EastWest
34	SUPERMODEL YOU BETTER	La'Rae Paul	Tommy Boy	34	SUPERMODEL YOU BETTER	La'Rae Paul	Tommy Boy
35	THREE LITTLE PIGS	Green Jello	420	35	THREE LITTLE PIGS	Green Jello	420
36	RHYTHM IS A DANCER	Snap	Arista	36	RHYTHM IS A DANCER	Snap	Arista
37	IF I EVER FALL IN LOVE	Shal	Gasolina Alley	37	IF I EVER FALL IN LOVE	Shal	Gasolina Alley
38	LUVIN' IN THE LOVE	Amesoft	Gelbin	38	LUVIN' IN THE LOVE	Amesoft	Gelbin
39	DO YOU BELIEVE IN US	Jon Secada	SBK	39	DO YOU BELIEVE IN US	Jon Secada	SBK
40	I'M GONNA GET YOU	Reena Irwin	Columbia	40	I'M GONNA GET YOU	Reena Irwin	Columbia
41	LOVE DON'T YOU LEAVE	Ice Vegas	EastWest	41	LOVE DON'T YOU LEAVE	Ice Vegas	EastWest
42	SUPERMODEL YOU BETTER	La'Rae Paul	Tommy Boy	42	SUPERMODEL YOU BETTER	La'Rae Paul	Tommy Boy
43	REI PLUMBER	REINDEER	2000	43	REI PLUMBER	REINDEER	2000
44	BRAND NEW MAN	Bricks & Dunn	Arista	44	BRAND NEW MAN	Bricks & Dunn	Arista
45	LIVE RIGHT HERE	Night Now	VanRasen	45	LIVE RIGHT HERE	Night Now	VanRasen
46	HARD OR SMOOTH	Weeks & Effect	MCA	46	HARD OR SMOOTH	Weeks & Effect	MCA
47	GREATEST HITS	Gloria Estefan	Epic	47	GREATEST HITS	Gloria Estefan	Epic
48	DIRT	Alisa In Chains	Columbia	48	DIRT	Alisa In Chains	Columbia
49	COME ON COME ON	Mary Chapin Carpenter	Columbia	49	COME ON COME ON	Mary Chapin Carpenter	Columbia
50	TIMELESS (THE CLASSIC)	Michael Bolton	Columbia	50	TIMELESS (THE CLASSIC)	Michael Bolton	Columbia

which could become a big crossover hit. **TJ**

DUB CHARGE 'Conflict Of Drums' (Theory Records). Dangerously slow, mean, moody and utterly delicious. A long foghorn synth-blast builds up with distant radio chatter, hinting at Snap's 'The Power.' The track builds in, builds up, breaks down, summers and pounds back. The excellence of this one should free it of any bpm snobbery. A stormer. **CH**

THE TRANSPLANT 'Come Together' (One Off). A deep, murky and very hypnotic groove from DJs Rocky & Diesel. Two mixes at whose tempo feature a fat throbbing bassline punctuated with drop-downs, sampled vocals and bursts of synth. The third mix with hip hop beats and more strange noises is equally interesting. **TJ**

SUGGESTIVE 'Advances' / 'Movin' (Loaded). The original mixes spice up chugging house beats with Oriental-style keyboard sounds, somewhat reminiscent of Yellow Magic Orchestra. But the real action is on the flip side which contains a couple of tasty Playboys Dubs boasting great basslines. The acidic Movin' Dub is surprisingly funky and is the best of the bunch. **AB**

POPCORN 'Soul Cargo' (Two Thumbs). It seems we are in for a Sixties genre revival. This is like a cross between Positive Gang's Sweet Freedom and a Booker T groove. Instantly catchy and a sure underground favourite. **TJ**

● DEPECHE MODE: TOUCHED BY THE HAND OF ENO



● SHARON DEE CLARKE

T.U.S. 'Hava Nagila' (Volumes). A big sounding Italian record with all bold synth noises and well produced rhythms. But the distinctive factor is the Eastern vowels which wind like a snake around the groove. This will have the crowd dancing like dervishes. **TJ**

MOVEMENT 'Set Me Free' (Bottom Line, US). A wicked return to form for a label that even when it hits a low is still producing music far and beyond the reach of others. This has upfront anthemic style vocals - "I can't stand it, let me be free," - backed with the crispest drums and bass and topped with a stinging keyboard solo. Compulsory soul music. **DFP**

Advance party: Rhythm Doctor, Fat Cat, Deep Freeze Productions, Tim Jeffery, Andy Bevers, Charlie Hall, Matthew Cole.

Record Director

by James Hamilton

EXOTERIX 'Velv' (Postiva 12TV-11), EM dance label launching Sonnetron-cum-Felix type chatter (turning) energy 124.8bpm Original. Art Of Dance, numbing 124.2bpm Funkyacts. Far more exciting than any other bubble 150.8bpm Dee-Cee Remix. **LINDY LATVO N** 'We Got The Power' (PWL Int PR1225), riddim scolding left-mocking shuffler's soul of digital 121.5bpm Essential New Mix, at 127.5bpm. Deep Undercurrents, 122bpm Macca, brand new highly energetic 125.7bpm Kings Dub, stuttering fractal 123.8bpm Safe Horizons. **TERENCE TRENT D'ARBY'S** 'Do You Love Me Like You Say?' (Columbia 659073), plikem pop-punked breaky funk (littera 113.2 bpm Rude Boy Mates, more slippery swing 0-118.0bpm, Ready My Legs. **SCAM** U The Best Thing' (FZU/Magnet MAG 10111), 'wriggling jangly cancker in last summer's exciting white melodic 123.6-123.5bpm Saaha Mises and 122.9bpm DiRemix, backpck promo end with new cooly looping 122.8bpm. **SHANE** 'Take It On The Age Of Perfect Virtue' (Zoom ZOOM 016), percussio on filled exciting 129.8bpm progressive bouncer. **ROB ACID** 'Pou Deux EP' (Internal/Hiv LIAKX 4), ultra tight pounding acidic German instrumentals. **SHANE** 'Shellock' (with Stilla Song-shill beat accelerated). 'Happy Anwar' is a simply cut down deconstruction 0-146.4-146.0bpm Happp or Anwar 0-146.4-146.0bpm. **SHANE** 'Mises, different 144.8bpm 144.8bpm Land Of Mystery... **DANCE 2 TRANCE** 'Power Of American Natives' (Dopplemint YAKSI 130491). Andromedapples topped trancey 14-NRQ Jammers 0-13.6-23bpm Vocal, 0-135.1-1bpm Jan & Splee. 154-160bpm Tribe, Instrumental Mixes. **SAFFRON** 'Fluffy Top' (WEGA 10712), hipgly wavelled trancey 160-162.0bpm. **SAFFRON** 'Fluffy Top' (WEGA 10712), hipgly wavelled trancey 160-162.0bpm. **TRANCE** 'Power Of American Natives' (Dopplemint YAKSI 130491). Andromedapples topped trancey 14-NRQ Jammers 0-13.6-23bpm Vocal, 0-135.1-1bpm Jan & Splee. 154-160bpm Tribe, Instrumental Mixes. **SAFFRON** 'Fluffy Top' (WEGA 10712), hipgly wavelled trancey 160-162.0bpm. **TRANCE** 'Power Of American Natives' (Dopplemint YAKSI 130491). Andromedapples topped trancey 14-NRQ Jammers 0-13.6-23bpm Vocal, 0-135.1-1bpm Jan & Splee. 154-160bpm Tribe, Instrumental Mixes. **SAFFRON** 'Fluffy Top' (WEGA 10712), hipgly wavelled trancey 160-162.0bpm. **TRANCE** 'Power Of American Natives' (Dopplemint YAKSI 130491). 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beats & pieces

- 100
100
100
- 1 WHEN I'M GOOD
 - 2 FEVER Madonna
 - 3 REGRET New Order
 - 4 JUMP THEY SAY
 - 5 YOUNG AT HEART
 - 6 CATS IN THE CRY
 - 7 I'M BACK FOR MIC
 - 8 CONSTANT CRAVING
 - 9 GIVE IN TO ME M
 - 10 ON CAROLINA Shal
 - 11 I NEVER FELT LIKE
 - 12 I'M EVERY WOMAN
 - 13 IS IT LIKE TODAY
 - 14 ARE YOU GONNA
 - 15 MR LOVERMAN S
 - 16 INFORMER Spin
 - 17 COME UNDONE D
 - 18 TENNESSEE Arrest
 - 19 TOO YOUNG TO D
 - 20 LITTLE BIRD Arista
 - 21 LOOKING THROUGH
 - 22 PRESSURE US Star
 - 23 DON'T WALK AWAY
 - 24 PEACE IN OUR TH
 - 25 GO AWAY Gloria E
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NOTTINGHAM'S Time Recordings is not a Mickey Mouse company — that's official. When Time chose **Disneyland** as the name for an EP recorded for the now defunct Disney-owned Hollywood UK, there was always going to be trouble. Sure enough, the mighty cartoon corporation kicked up a stink forcing Time to withdraw the name and take off one of Mickey's ears on its logo. "Frankly we don't give a damn," says Time in a statement... Another label that has not been afraid of drawing on kiddies' TV for inspiration, Suburban Base, is getting more serious with the formation of a hip hop label — **Bluntly Speaking**. It is also updating the list for all its labels — apply to Fiona by fax on 0708 734179...Following the success of their "Wave" tune signed to Eight Ball, **Rhythm Doctor** and Philippe Lefevre unveil Mama Records with a first release "The Garden Of Delights" by Love Tribe...Mark Kinchen has been busy reworking **The Pet Shop Boys** and putting finishing touches on his forthcoming album for Virgin's Union label...Word is that former MCA singer/songwriter Terry Ronald has been singing backing for Dannii Minogue and big sister Kylie...**Cultural Vibe** is a new label set up by



● MARK KINCHEIN

ex-Jack Trax man **Damon D'Cruz** and **DJ JM Easy**. A firing album "Cultural Vibe" is first up — including cuts by **Victor Simonelli** and **Marshall Jefferson** — but watch for some hot singles licensing...The Ayr label responsible for **Jagga's** "Na Na Na" is actually called **On The Up**. Telephone number 0292 280544. Apologies for last week's error...Tripped out German video company **3 Lux** releases its latest sound and vision extravaganza "A Journey Through Ambience" next Monday (featuring a track by **The Orb**)...Acid Jazz has signed **Raw Stylus** of "Pushing Against The Flow" fame...On the box this Saturday, **BPM** visits **The Betty Ford Clinic** at London's Gardening Club and features **D:Ream**...**Somethin' Else** is back at London's Subteranea every Saturday for a funky session with resident **DJ Jez Nelson** and **Debra**...**Bandulu** support **The Orb** at London's Brixton Academy on Saturday (17) when **AM PM's** club tour hits Renaissance in Mansfield...And down at London's Ministry of Sound, **Secret Life** play live on Friday (16), while on Saturday its Chicago night with **E-Smoove** (now split from ID) in the box...**AND THE BEAT GOES ON!**

TOP 10 B

- 100
100
100
- 1 NEVER AGAIN
 - 2 TAKE A LOOK AT Y
 - 3 CHILD OF LOVE
 - 4 WE GOT THE LOVE
 - 5 BLACK GOLD
 - 6 IN A WORD OR 2
 - 7 BEAUTIFUL SON
 - 8 I HAVE NOTHING
 - 9 ONLY TENDER LOV
 - 10 EVERYBODY HURTS!
- Records are outside the Aniplex G

US TO

- 100
100
100
- 1 INFORMER, Spin
 - 2 FREAK ME, Sire
 - 3 NUTHIN' BUT A
 - 4 I HAVE NOTHIN'
 - 5 DON'T WALK AW
 - 6 LOVE IS, Vennus
 - 7 CATS IN THE CR
 - 8 TWO PRINCES
 - 9 I'M SO INTO YOU
 - 10 COMFORTER, S
 - 11 DITTY, Fugate
 - 12 LOOKING THRU
 - 13 BED OF ROSES,
 - 14 HIP HOP HOLIDAY
 - 15 ORDINARY
 - 16 I GOT A MAN, P
 - 17 MR. WENDOL, A

18 I MEVEYER WOMAN, Whitney Houston	Arista	43	THREE LITTLE PIGS, Green Jello	400	18 HAHU WURK! I! MAN, Brooks & Dunn	Merid	42	ME! ALLIANCE, MISTERIX	Enigma	
19 ANGEL, Jon Secada	SBK	44	RHYTHM IS A DANCER, Snap	Arista	19	3YEARS MONTIUS'S, ...Anointed Dev.	Chrystal	44	BRAND NEW MAN, Brooks & Dunn	Arista
20 I'M WOLFE... Paolo Bonolis & Regina Belle	Columbia	45	IF I EVER FALL IN LOVE, Shal	Gasoline Alley	20	DANGEROUS, Michael Jackson	Epic	45	LIVE RIGHT HERE, RIGHT NOW, Van Halen	Warner Bros
21 THAT'S WHAT LOVE CAN DO, Boyz II Men	Near-Perfect	46	LIVIN' ON THE EDGE, Acomish	Geffin	21	IF I EVER FALL IN LOVE, Shal	Gasoline Alley	46	HARD OR SMOOTH, Rockwell & Effect	MCA
22 THE CRYING GAME, Boyz II Men	SBK	47	DO YOU BELIEVE IN US, Jon Secada	SBK	22	HOMER INVASION, Top-T	Rhyme Syndicate	47	GREATEST HITS, Sister Sledge	Epic
23 THIRTY TWO, Jeremy Jordan	Glaxo	48	I'M GONNA GET YOU, Beanie Sigel	Columbia	23	JON SECADA, Jon Secada	SBK	48	DIRT, Alicia Keys	Columbia
24 IT WAS A GOOD DAY, Joe Cocker	Priority	49	LOVE DON'T LOVE YOU, En Vogue	East West	24	ARE YOU GONNA COME WAT, Lesley Kwan	Virgin	49	COME ON COME ON, Mary Chapin Carpenter	Columbia
25 I'VE EVER LOSE MY FAITH... Sting	AMM	50	SUPERMORDEL YOU BETTER... Lulu & Paul	Tommy Boy	25	IT'S ABOUT TIME, S'N	RCA	50	TIMELESS! THE CLASSICS, Michael Bolton	Columbia

BIGGER AND BETTER IN '93

071-620 3636

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LET'S MAKE IT A GREAT 1993!

BIGGER AND BETTER IN '93

Charts courtesy Billboard, 7 April 1993. Arrows are awarded to those products demonstrating the greatest sales and sales growth. UK acts: (UK) UK-signed acts.

TOP 30 VIDEO

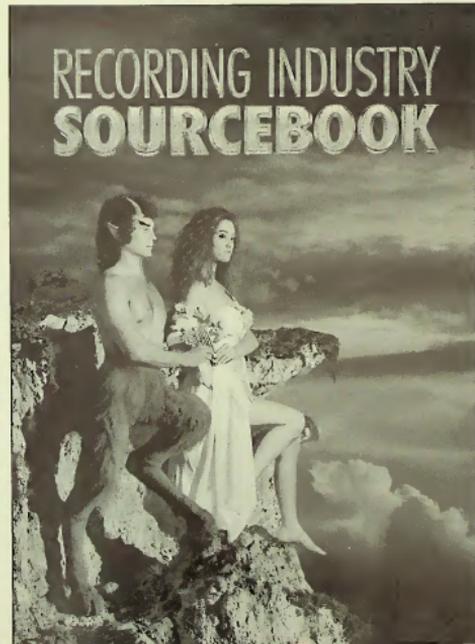
THE OFFICIAL **music week** CHART

Rank	Artist Title	Label	Category/Running time	Label Cat. no.
1	PETER PAN Children's/1 hr 14 min	Walt Disney	D 202452	
2	WAYNE'S WORLD Comedy/1 hr 30 min	CIC	VHR 2628	
3	CAPE FEAR Comedy/2 hr 2 min	CIC	VHR 1557	
4	GENESIS: Live - The Way We Walk Music/1 hr 30 min	PolyGram Vid.	0664963	
5	FATHER OF THE BRIDE Comedy/1 hr 41 min	Touchstone	D 13352	
6	LETHAL WEAPON 3 Action/1 hr 53 min	Warner Home Video	PES 12475	
7	TOM KITTEN & JEMIMA PUDDLE-DUCK Children's	Pickwick	PV 2194	
8	ROY HUBBY BROWN: Helmet's... Children's/25 min	PolyGram Video	0864163	
9	WINNIE THE POOH AND TIGGER TOO Children's/25 min	Walt Disney	D200 942	
10	TAKE THAT: Take That And Party Music/1 hr 12 min	BMG Video	74321120863	
11	DIANA - HER TRUESTORY Drama/1 hr 28 min	Starvision	EUKV 7001	
12	MY GIRL Drama/1 hr 38 min	Columbia Tristar	CVR 23647	
13	CINDERELLA Children's/1 hr 30 min	Walt Disney	D 204102	
14	CHERFITNESS: Body Confidence Special Interest/1 hr 30 min	FoxVideo	2577	
15	CHERFITNESS: A New Attitude Special Interest/1 hr 28 min	FoxVideo	2576	
16	POINT BREAK Action/1 hr 57 min	FoxVideo	1970	
17	WINNIE THE POOH: A Day For Eeyore Children's/25 min	Walt Disney	D 202322	
18	DECIVED Drama/1 hr 43 min	Touchstone	0413052	
19	NODDY AND THE KITE Children's/45 min	BBC	BBCV 4605	
20	TOTS TV: Camel Children's/30 hr	Central/Video Coll.	VC 1239	
21	PETER RABBIT/BENJAMIN BUNNY Children's/45 min	Pickwick	PV 2193	
22	THE PRINCE OF TIDES Drama/2 hr 16 min	Columbia Tristar	CVR 22840	
23	POLDARK PART 2 Drama/2 hr 58 min	BBC	BBCV 4894	
24	TERMINATOR 2 - JUDGMENT DAY Sci-Fi/2 hr 10 min	Guild	GLD 51162	
25	TOTS TV: Hedgehog Children's/45 min	Central/Video Coll.	VC 1300	
26	POLDARK: Part 1 Drama/3 hr 1 min	BBCV	4693	
27	THE SHAPE CHALLENGE Special Interest/1 hr 15 min	Video Collection	VC 8296	
28	CLIFF RICHARD: When The Music Stops Documentary/57 min	Wienerworld	WNR 2035	
29	DOUBLE IMPACT Action/1 hr 45 min	Columbia Tristar	CVR 23663	
30	NSPC CHILDREN'S TV FAVOURITES Children's/1 hr	Abbey	95882	

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TOP 15 MUSIC VIDEO

Rank	Artist Title	Label	Category/Running time	Label Cat. no.
1	GENESIS: Live - The Way We Walk Live/1 hr 30 min	PolyGram Vid.	0864963	
2	TAKE THAT: Take That & Party Compilation/1 hr 12 min	BMG Video	74321120863	
3	WHEN THE MUSIC STOPS: Cliff Richard Documentary/57 min	Wienerworld	WNR 2035	
4	CHER: The Video Collection Live/1 hr 55 min	Geffen	GEFV 39520	
5	CONNIE FRANCIS: Legend Live ... Live/1 hr 55 min	Prism Leisure	PLATV 355	
6	BRUCE SPRINGSTEEN: MTV Plugged Live/1 hr 30 min	SMV	491622	
7	DANIEL O'DONNELL: Follow Your Dream Compilation/1 hr 30 min	RITZBV 701		
8	ABBA: Live In Concert Live/55 min	VVL	VVD 1130	
9	QUEEN: We Will Rock You Live/1 hr 30 min	Music Club/PMI	MC 2032	
10	SIMPLY RED: A Starry Night With... Live/1 hr 55 min	WNV	4509909043	
11	GUNS N' ROSES: Use Your Illusion I Live/1 hr 30 min	Geffen	GEFV 39521	
12	GLENN MILLER: Musical Hero Compilation/43 min	BMG Video	74321115043	
13	VARIOUS: Fantasia ... Compilation/55 min	Creation Entertainment	FAN 001	
14	GUNS N' ROSES: Use Your Illusion II Live/1 hr 30 min	Geffen	GEFV 39522	
15	MICHAEL JACKSON: Making Thriller Compilation/55 min	Music Club	MC 2105	



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11	8 FREGRET New Orleans	LONDON
12	3 Wind It Up (Remount) E Phishov	XL Recordings
13	17 Come Undone Diana Dorian	PARLOPHONE
14	11 Cats In The Coals Ueli Kuebler	MERCURY
15	28 Slow It Down East 17	LONDON
16	13 Go Away Gloria Estefan	EPIC
17	9 Do You Love Me Like You Say? Terence Trent D'Arby	COLUMBIA
18	7 Fever Madonna	MAVERICK/SAB
19	28 Is It Like Today? World Party	EPSON
20	14 Whistlemania Wax Superstars	ARISTA

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TOP 20 Bachelors

1 Slow Emotion Replay

01	1 The Cure	EPIC
02	2 Fashion Gress Hits New York The Notorious B.I.G.	SPIN/WEA
03	3 Why Are People Gonna Hurt?	PRESTIGE
04	4 Lucky Town (Live)	COMBINE
05	5 The Supreme EP	ARISTA
06	6 Hangover D. Train	WEA
07	7 Ausnahmen Lena	EPIC
08	8 Beauvoir Son	CHRISTIAN
09	9 Good O' Love	EPSON
10	10 Girl Get Awhoo Lionel Richie	SCARBOROUGH
11	11 The Bril Max O'Rourke	WEA
12	12 London's Boulevard Wet Wet Wet	BMG
13	13 The Vee (That's Rowak)	ONE
14	14 Nardine Nardine	PARLOPHONE
15	15 Eroticistic Love Lionel Richie	SCARBOROUGH
16	16 Reverse	ONE
17	17 Rouge De La	TRISTAR
18	18 It's Wednesday It Must Be Monday Lionel Richie	WEA
19	19 Pointe à Pitou Lionel Richie	SCARBOROUGH
20	20 Pointe In The Women Lionel Richie	SCARBOROUGH

1	1 I'm Back For More Lutia Boney-Womack	EPIC	33
2	2 Jamaican In New York Shinehead	ELKTRA	35
3	3 Sweet Freedom Positive Gang	PAU/COMPTON	36
4	4 Jump They Say David Bowie	ARISTA/BLA BLA	37
5	5 Brown Girl In The Ring (Remix 93) Bene M	ARISTA	38
6	6 Trudganni Mention Oil	COLUMBIA	39
7	7 I'm Every Woman Whitney Houston	ARISTA	40

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ARISTA

COMPUTER GAMES

This Last			
1	4	LEMMINGS 2	AG PC
2	1	BODY BLOWS	AG
3	2	THE CHADS ENGINE	AG
4	3	B17 FLYING FORTRESS	AG PC
5	5	X-WING	PC
6	6	SENSIBLE SOCCER 92/93	ST AG
7	RE	PREMIER MANAGER	ST AG
8	9	STREETFIGHTER 11	ST AG
9	35	SUPERFROG	AG
10	7	SLEEPWALKER-COMIC RELIEF	ST AG PC

11	11	FORMULA ONE GRAND PRIX	ST AG PC
12	14	ZOOL	AG
13	10	CIVILIZATION	AG PC
14	31	LEMMINGS/ON NO MORE...	ST AG PC
15	20	ABANDONED PLACES 2	AG
16	13	JIMMY WHITE'S SNOOKER	ST AG PC
17	16	HISTORY LINE 1914-1918	AG PC
18	17	CAMPAIGN	ST AG PC
19	18	AV8B HARRIER ASSAULT	AG PC
20	21	MONKEY ISLAND 2	AG PC

Source: ELSPA Compiled by Gallup

COUNTRY

This Last			
1	NEW	OTHER VOICES/OTHER ROOMS	Nanci Griffith
2	NEW	THIS TIME	Dwight Yoakam
3	1	SLOW DANCING WITH THE MONDO DOLLY PART	Columbia 472942 (SM)
4	3	COME ON COME ON	Mary-Chapin Carpenter
5	2	FOLLOW YOUR DREAM	Daniel O'Donnell
6	4	SHADOWLAND	Kid Lang
7	5	SOME GAVE ALL	Billy Ray Cyrus
8	7	ROPIN' THE WIND	Garth Brooks
9	6	ABSOLUTE TORCH AND TWANG	Kid Lang and The Reclines
10	13	NO FENCES	Garth Brooks

11	11	THE CHASE	Garth Brooks
12	15	NECK AND NECK	Chet Atkins/Mark Knopfler
13	9	TURN BACK THE YEARS	Sean Wilson
14	10	ANOTHER COUNTRY	The Chieftans
15	8	I NEED YOU	Daniel O'Donnell
16	14	SHOOTING STRAIGHT IN THE DARK	Mary-Chapin Carpenter
17	20	CURRENTS	Don Williams
18	17	THE LAST WALTZ	Daniel O'Donnell
19	19	SWEET OLD WORLD	Lucinda Williams
20	12	FAVOURITES	Daniel O'Donnell

Source: © CIN. Compiled by Gallup

JAZZ/BLUES

This Last			
1	1	FEELS LIKE RAIN	Buddy Guy
2	2	BOOM ROOM	John Lee Hooker
3	3	THE BEST OF JOHN LEE HOOKER	John Lee Hooker
4	NEW	FEEL THIS	Jeff Healey Band
5	4	25	Harry Connick Jr
6	6	MONTAGE	Kenny G
7	7	MR LUCKY	John Lee Hooker
8	NEW	SO NEAR, SO FAR	Joe Henderson
9	NEW	NEARER WHO YOU ARE	Norman Connors
10	10	THE HEALER	John Lee Hooker & Friends

Source: © CIN. Compiled by Gallup

T SHIRTS

This Last			Subject	Description
1	3	Depeche Mode	Album cover, Songs Of Faith And Devotion and I Feel You	
2	2	Suede	Album cover and Animal Nitrate	
3	-	Iron Maiden		Real Live
4	-	Pearl Jam		World Tour
5	5	Metallica		Sad But True and Unforgiven
6	-	Guns N' Roses		Live
7	-	Lameheads		Mrs Robinson, First and Shame About It
8	-	Nirvana		Smiley Face and Fudge Packing...
9	-	Neds Atomic Dustbin		Feed and Aare You Normal
10	4	Red Dwarf		Twat It

© Music Week. Compiled from data collected from HMV (Bristol), Our Price (Peterborough and Swansea), Toxer (London) and Virgin (Birmingham and Sheffield).

INDEPENDENT SINGLES

This Last/Who			
1	NEW	1 AIN'T NO LOVE (AIN'T NO USE)	Sub/Sub/Melanie Williams
2	1	2 U GOT 2 KNOW	Cappella
3	NEW	1 GEPETTO (REMIX)	Belly
4	NEW	1 PENTHOUSE AND PAVEMENT (REMIX)	Jay Heaven 17
5	NEW	1 TRANCECRIPT	Hardfloor
6	3	6 ANIMAL NITRATE	Suede
7	NEW	1 MUSIC IS MY LIFE	Chase
8	3	8 DOWN WITH THE KING	Rim-DMC
9	5	7 I FEEL YOU	Depeche Mode
10	2	2 QUOTH	Polygon Window
11	NEW	1 ADRIFT	The Cranes
12	6	6 FUNKY HARDSORE/DEEPA	Q Bass
13	2	2 PLASTIC DREAMS	Jay Live
14	12	2 MOVIN' ON/THE RIGHT TIME	Roach Motel
15	11	4 SHOT IN THE DARK	DJ Hyde
16	3	3 ONLY WITH YOU	Captain Hollywood Project
17	NEW	1 CRADLE SNATCH	Revolver
18	2	2 DAMN FINE WOMAN	Silverfish
19	10	3 DON'T YOU FORGET ABOUT ME	Best Company
20	13	5 SO DEEP	The Reese Project

Source: © CIN. Compiled by ERA from Gallup data from independent shops

INDEPENDENT ALBUMS

This Last Who			
1	NEW	1 SUEDE	Suede
2	1	2 SONGS OF FAITH AND DEVOTION	Depeche Mode
3	2	2 WESTING (BY MUSKET AND...)	Pavement
4	6	9 STAB	Belly
5	3	4 FRANK BLACK	Frank Black
6	4	5 FEELS LIKE NITRATE	Buddy Guy
7	8	28 BOSS DRUM	The Shamen
8	NEW	1 PURPLE ELECTRIC VIOLIN...	Ed Alleyne-Johnson
9	5	5 SO TIGHT	Saint Etienne
10	NEW	1 FAITH HOPE & CLARITY	The Reese Project
11	14	6 NEW WAVE	The Autuers
12	NEW	1 FREAK OF NATURE	Freak Of Nature
13	10	19 POP! - THE FIRST 20 HITS	Erasure
14	7	2 THE GROUP PLAYED SPACE AGE...	Shirley & The Mirrors
15	13	17 LEVELLING THE LAND	The Lovelliers
16	11	4 YEAR YOUNG YEAH/OUR TROUBLES...	Blink 182/Hazy Bear
17	15	29 COPPER BLUE	Sugar
18	12	3 BYTES	Black Dog Productions
19	8	2 ODYSSEY	D-Cole
20	17	6 SQUARE ONE	Gary Taylor

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TOP 60 DANCE SINGLES

THE OFFICIAL **musicweek** CHART

This Week	Last Week	Title	Label (12") (Distributor)
1		AIN'T NO LOVE (AIN'T NO USE) Sub-Duo/Melanie Williams	Roto 1289 9 (IMP)
2	3	U GOT 2 KNOW Cappella	Internal (DX) 1 (RTM/F)
3	NEW	SWEET FREEDOM Positive Gang	PWL Continental PWLT 281 (W)
4	2	SHOW ME LOVE Robin S	Champion Champ 12303 (BMG)
5	NEW	REGRET New Order	London NUQX 1 (F)
6	NEW	DO YOU LOVE ME LIKE YOU SAY? Teresa Tiest/D'arcy	Columbia 6590736 (SM)
7	NEW	WIND IT UP (REWORKD) The Prodigy	XL Recordings XLT 39 (W)
8	NEW	THE VIBE (THAT'S FLOWING) Must Rushmore	Ore AG 1 (W)
9	5	DON'T WALK AWAY Jade	Giant W 01607 (W)
10	4	YOU'VE GOT ME THINKING The Beloved	East West YZ 7387 (W)
11	NEW	COME UNDONE Duran Duran	Parlophone CDDDS 17 (E)
12	3	SING HALLELUJAH! Dr Alban	Logica/Arista 74321136201 (BMG)
13	NEW	CAN'T GET ANY HARDER James Brown	Scotti Bros PZ 262 (F)
14	NEW	CHILD OF LOVE The Lemon Tiers	Oxygen GASP 4 (BMG)
15	23	WHEN I'M GOOD AND READY Syda	PWL International PWLT 280 (W)
16	4	LOOKS LIKE I'M IN LOVE AGAIN Key West featuring Eric	PWL Sanctuary PWLT 252 (W)
17	25	HOW I'M COMIN' LL Cool J	Def. Jam 6591696 (SM)
18	34	TENNESSEE Arrested Development	Coltmore 12COOL 270 (E)
19	13	JAMAICAN IN NEW YORK Shinehead	Elektra EKR 1617 (W)
20	NEW	ROOTS 'N' FUTURE Phuture Assassins	Suburban Base SUBBASE 22 (SRD)
21	15	I'M BACK FOR MORE Lulu and Bobby Womack	Dome 12DOM 1002 (E)
22	11	I NEVER FELT LIKE THIS BEFORE Mica Paris	4th + B'way 12BRW 263 (F)
23	6	GO AWAY Gloria Estefan	Epic 6590956 (SM)
24	20	PRESSURE US Sunstream	Sony S2 6591106 (SM)

This Week	Last Week	Title	Label (12") (Distributor)
25	21	MR. LOVERMAN Shabba Ranks	Epic 6590785 (SM)
26	47	THE RIGHT DECISION Jesus Jones	Food 12PERVP 2 (E)
27	18	LOVE THE LIFE JTD With Noel McKoy	Big Life BLRT 83 (F)
28	NEW	AUSLANDER Living Colour	Epic 6591796 (SM)
29	NEW	TESTAMENT ONE-THREE Chubby Chunks Vol 1	Cleveland City CL E 13005 (GRA)
30	3	TRANSCRIPT Hardfloor	Hardhouse UK/HARTUK 5 (RTM/F)
31	16	I'M A WONDERFUL THING, BABY Kid Creole & The Kocoums	Island 12IS 561 (F)
32	7	MUSIC IS MY LIFE Chase	Faze 2 12FAZE 16 (P)
33	35	INFORMER Snow	East West America A8487 (W)
34	NEW	BOUGE DE LA MC Solar	Talkin Loud TLXK 37 (F)
35	19	I'M SO INTO YOU SWV	RCA (USA) 786364501 (Import)

This Week	Last Week	Title	Label (12") (Distributor)
36	NEW	THE BELL Mike Oldfield	WEA YZ 737CD (W)
37	NEW	PITSTOP Perfection/Bobertson	Finlin/Flex 002 (DEL)
38	12	MOVIN' ON THE RIGHT TIME Reach/Motel	Junior Boys Own JBO 1112 (GRAMO)
39	13	FEVER Madonna	Maverick/Sire W 01687 (W)
40	41	JUMP THEY SAY David Bowie	Arista/BMG/Int'l 74331139421 (BMG)
41	35	HERE WE GO AGAIN! T'Pol	Capitol 12CL 683 (E)
42	NEW	HANGOVER Bobby Boo	WEA YZ 719T (W)
43	NEW	UNLEASH YOUR LOVE Dodge City Productions	4th + B'way 12BRW 265 (F)
44	29	PLASTIC DREAMS Jay Dee	R&S RSG 101 (RE/APT)
45	45	OH CAROLINA Shaggy	Greensleeves GRE 361 (US/BMG)
46	32	IT WAS A GOOD DAY Ice Cube	4th + B'way 12BRW 270 (F)
47	25	PENTHOUSE & PAVEMENT (TOMMY D) Heaven 17	Virgin VST 1457 (F)
48	49	SHOT IN THE DARK DJ Hyde	Suburban Base SUBBASE 20 (SRD)
49	31	KOOCHIE RYDER Freaky Realistic	Freakish FREAK 2 (F)
50	NEW	TABOO Rimmo de Vida	Limbo LIMBO 10 (RTM/F)
51	4	QUOTH Polygraph Window	Warp WAP 33 (RTM/F)
52	7	THE BRITISH UNDERGROUND EP Various	XL Recordings XLT 42 (W)
53	34	LOVE DON'T LOVE En Vogue	East West America A8424 (W)
54	NEW	LIZARD KING Van Basten	Brute BRUTE 6 (GRAMO)
55	30	TOO YOUNG TO DIE Jimiiriqui	Sony S2 6590116 (SM)
56	17	I BELIEVE IN YOU Our Tribe	freedom TABX 117 (F)
57	NEW	SLOW IT DOWN East 17	London LONCD 339 (F)
58	3	TIME TO GET UP Liquid	XL Recordings XLT 40 (W)
59	3	DOWN WITH THE KING Run-DMC	Profile PROF 391 (RE/APT)
60	NEW	RAYNBOE Eurotop	Diva 12DIVA 6 (BMG)

TOP 10 ALBUMS

This Week	Last Week	Title	Label (L) (P) (Distributor)
1	7	14 SHOTS TO THE DOME LL Cool J	Columbia (USA) C2S3255 (Import)
2	NEW	PORTRAIT Portrait	Capitol EST 2193/TCES 2193 (E)
3	1	#1 Felix	Deconstruction/RCA 74321137001/743211370
4	NEW	DUB HOUSE DISCO 2000 Various	Guerrilla GRMC 71GRPL7 (RE/APT)
5	3	HOME INVASION Ice-T	Rhyme Syndicate/Virgin/RSNY 1RSYNYC 1 (F)
6	NEW	INTRO Intro	Atlantic (USA) 7567824632 (Import)
7	NEW	THE SOUND OF FUNK VOL 2 Various	Goldmine GSLP 010 (RE/APT)
8	2	HERE COME THE LORDS Lords Of The Underground	Pendulum (USA) 4723011 (Import)
9	5	SQUARE ONE Gary Taylor	Expansion/EXL 6/EXMCP 6 (F)
10	NEW	ENERGY RUSH PRESENTS...HITS 93 Various	Dino DINTV 59/DINMC 59 (F)



The Music Week Dance Chart is updated every Friday by Pete Tong on 1FM's Essential Selection between 7-7.30 pm.

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SALES SPRING TO LIFE

Easter marks the start of the second most important sales period for the video business and the major distributors have geared up their activities to capitalise on the opportunities

Most video companies argue that the best way to sell more product is to release less of it and market it more effectively. But judging by the sheer volume of titles that hit the shelves this Easter, many have still to take the argument on board.

Despite talk of building a year-round market, Easter is still the strongest sales hook before the inevitable summer drought. Gallup figures show more videos were sold last Easter than any other week until October. Children's product, in particular, experienced a dramatic hike in 1992 - sales were 53% up on the preceding week. And since sales so far this year show a healthy increase of around 15% over 1992, it's easy to see why there's a spirit of optimism in the air.

Once again Disney, via UK distributor Buena Vista, has set the pace with the release of its classic Peter Pan. "We had to fight to get Pan," says Disney Home Video sales and marketing manager James Thickett. "But we were spurred on by the knowledge that last year's UK autumn market had declined and so business needed a shot in the arm early on in '93."

Video distributors are quick to acknowledge that Disney's high profile marketing does much to build store traffic and boost sales, but not all its activities attract approval. The company has contributed to a grumbling price war on major titles which many retailers feel damages profits.

Near Retail video product manager Mark Oakley says: "In Reading High Street the customer can find price points for Peter Pan ranging from £11.99 to £14.99. This sort of disparity kills the perception of the value of video."

WH Smith product manager Tim Forrester says it makes more sense to slash prices on the back catalogue product: "Back catalogue campaigns with limited special price offers seem to be a sensible way of growing the market," he says. "But price cutting on premium product sends everyone into a downward spiral."

Looking at wider competitive issues, video cannot afford to be complacent about its share of home screen time. Distributors have to be imaginative when it comes to planning cross promotions and dealer incentives.

This year Buena Vista has been more pro-active in taking



Peter Pan: giving sales a shot in the arm early on in the year

ideas to retailers for Peter Pan. Individual chains have been presented with customised deals.

"We realise that our important accounts need to develop their own programmes," says Thickett. "With Peter Pan these range from Boots giving away a free disposable camera, Woolworths a clock video set, Our Price a free poster and so on."

Thoughtful tie-ups with individual multiples can provide much needed mileage for whole ranges of titles. PolyGram budget arm 4-Front is pushing aggressively into the children's market this spring via a tie-up with Tower, Capital Radio, and the Help A London Child charity.

Capital's primetime plugs during the first two weeks of April will tell their listeners to get down to their nearest Tower, pick up a Pocket Money video for just £4.99 and, in the process, make a contribution to Capital's Help A London Child appeal. For every Pocket Money tape purchased, 4-Front makes a 50p donation to this worthy cause.

Pocket Money's debut earlier this year was fuelled by 4-Front's belief that there is a gap in the market for good value, quality material. "At times when money is short, retailers are happy to stock the sort of product which ticks over for 12 months of the year," says 4-Front commercial director Steve Beecham.

Consumer recognition of branding is regarded as key to giving Pocket Money a long-term future and it is also an issue which concerns many other companies. CIC, responsible for the release of major feature films, Cape Fear and Wayne's World, hopes

that a £7.5m ad campaign will build the brand value of Hollywood studios Paramount and Universal.

CIC director of marketing and sales, Karl Oliver says the campaign will aim to capitalise on "the lasting emotional reward of owning a



Oliver: Hollywood connection

piece of the magic of Hollywood." Loyalty building consumer promotions will also form an important plank of the new approach.

At ITC, a company sitting on 5,000 hours worth of vintage TV programming, there has been a deliberate shift from product to branded marketing.

"Eighteen months on from our launch into retail, we have succeeded in building both retailer and consumer

recognition of the ITC logo," says home video marketing manager Claire Throupe. ITC is currently riding high on the Seventies revival - but video marketers cannot always rely on fashion swings and have to be resourceful to benefit from new trends. Awareness of the impact of computer games, for example, has prompted Video Collection International to bring out a 70-minute magazine-style tape entitled Gamebreaker.

VCI sales and marketing director Colin Lomax says "We're shipping out something in the region of 40,000-50,000 pieces. Gamebreaker can be displayed in both video and games sections and, for us, it has opened up new distribution opportunities."

The flow of bright ideas video companies have brought to the market so far this year is a testament to their ingenuity, but with only 28% of the UK's video-equipped households buying three or more videotapes a year, there's room for plenty more.

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TV marketing.
Sky TV "Live At Five", "London Tonight", "Big Breakfast".
Various regional radio interviews and competitions.

VIDEO

FEATURE FILMS

CAPE FEAR (CIC Video VHR 1557) Dealer price: £9.52 This box office smash thriller from last autumn starring Robert De Niro and Jessica Lange is sure to score with such a prompt retail release. Its attractions are boosted by a brochure providing star interviews and biogs, plus tokens towards towards merchandise items, backed by a national press ad campaign. Prospects look just as good for CIC's other spring blockbuster, the cult comedy **Wayne's World** (VHR 2628). This also benefits from a short theatrical to retail period and is buoyed by substantial press advertising.

SCUM: (4-Front Video 886 8903) Out: April 19. Dealer price: £4.08. Since it was made by the BBC in 1979, subsequently banned for television and then given a successful theatrical run, *Scum* should make a big impact. Current public concern over juvenile crime should help 4-Front's PR campaign get tabloid mileage. Other features worth considering in its April batch are **The Loneliness Of The Long Distance Runner**, **Tom Jones** and **Ghoulies**.

BUGSY: (Columbia Tristar Home Video CVR 23645) Dealer price: £8.84. Warren Beatty plays American gangster Ben 'Bugsy' Siegel in this slickly directed film that took £1.3m at the UK box office last year. Classy packaging promises to transfer well to POS material while press ads will run in *Time* and *Empire*. The Nicholas Cage feature **Vampire's Kiss** and **About Last Night**, starring Demi Moore, could also be worth taking on board.

CARRY ON CLEO AND CARRY ON SERGEANT double pack (Warner Home Video PES 38327) Dealer price: £6.80. Chances are that anyone who purchases a Carry On film will want to dip into one of the other five affordable double packs released this month. Sleeve designs reflect the Carry Ons' brand of basic humour and are guaranteed to look good as a collection on the shelf. Which should help WHV's series steam ahead of other sell through Carry On titles.

THE STUFF (Cinema Club label Video Collection International CCT100) Dealer price: £4.08. This 1985 comedy horror involving a monstrous yoghurt is one of the stronger contenders from VCI's mixed bag of budget features. Others, including the Elliott Gould vehicle **Dead Men Don't Die**, and the pilot

THE ESSENTIAL VIDEO



Bugsy should clinch sizeable sales; De Niro (top centre) fans will head for *167*

of teen TV hit **Baywatch**, should tick over nicely.

THE RETAIL VERDICT...ON

FILMS: "We expect to do well with *Wayne's World* and *Cape Fear* and will be mounting special window displays to maximise business. As with all major releases, pricing remains a central issue and we are worried there will be widespread price-cutting on the retail prices of these titles," Ian Ashridge, HMV.

TV RELATED

SPACE 1999 — Volumes 11 and 12 (ITC Video 8170 and 8171). Dealer Price: £7.48. Interest in these latest two volumes will be stoked up by a *Radio Times* ad campaign, interviews with guest stars in the tabloids and on national radio, while Gerry Anderson will be talking on ITV's *The Little Picture Show* and BBC 1's *Entertainment Express*. Previous volumes have been steady chart performers.

JASON KING — Chapter One: *The Company I Keep* and Chapter Two: *Flingoes Only Fly On Tuesdays* (ITC Home Video 8201/8202) Dealer price: £7.48. This is the Seventies series that lifted Peter Wyngarde's character to cult status. Fashion spreads featuring the sartorially-cultured Jason King character are lined up in the national press, and there's a promotion with Tie-Rack.

MAN FROM UNCLE VOLUMES 5&6 (MGM/UA Home Video PES 52395 and 52396) Dealer price: £7.99. Just because three million people are tuning in weekly to the BBC 2 repeats of this

classic Sixties series doesn't mean that they will be homesteading instead of buying — a fact proved by the solid sales already achieved by MGM's Uncle tapes in the wake of previous TV exposure. Tipped to do strong business.

THE VAMPIRE: (BBC Video BBCV 4901) Dealer price: £8.84. This was the only real gem to come out of last year's lacklustre Christmas TV schedule — an original, contemporary opera written by Charles Hart. BBC Video's £50,000 spring marketing campaign, including ads in the national press and consumer monthlies, will push this and its other bankable April releases: **Harry Enfield's Television Programme** — **The Very Best Of Series 2**, **The Complete Only Fools And Horses** — **Series 1**, and **The Complete Last Of The Summer Wine** — **Series 1**.

AN INCONVENIENT WOMAN: (Odyssey Video ODY 749) Dealer price: £7.48. Rebecca de Mornay stars in this American mini-series broadcast six months ago. *Odyssey's* tried and tested approach of running competitions in the nationals and women's mags should create significant interest in this and its other US TV releases including **Switched At Birth** and **Who Will Love My Children**.

THE RETAIL VERDICT...ON TV PRODUCT: "We have a special TV section in which we try to maintain a breadth of titles. Out of the spring batch we expect the *Only Fools And Horses* tape to perform well. Classic TV comedy releases are proven steady sellers throughout the year," Wayne Allen, Ainley's, Leicester

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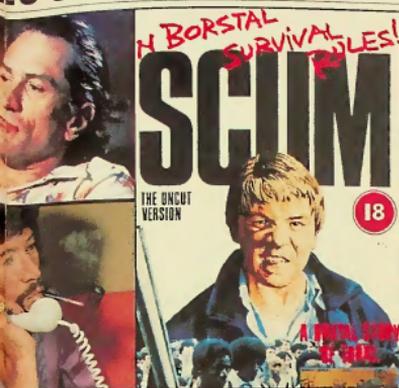


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VIDEO STOCKING GUIDE



(Cape Fear, Jason King (below) has cult appeal; Scum could sink or swim

SPECIAL INTEREST

GAMEBREAKER: (Video Collection International VCG305) Dealer price: £4.76. Given that high quality visuals are key to computer games, the idea of introducing a video magazine to preview Nintendo and Sega's output seems pretty astute. An ad campaign will run in the teen and computer games press.

THE STARS' GREATEST GOLF JOKES (Video Collection International VCG260) Dealer price: £7.48. Produced in association with The Stage Golfing Society and featuring Ronnie Corbett, Eric Sykes and James Bolam, previews in the nationals have already trumpeted its arrival. Pre-sales are reported to be healthy and an ad campaign will target golfing monthlies.

THE RETAIL VERDICT...ON SPECIAL INTEREST: "We see Gamebreaker as an interesting new concept that we are prepared to support. The important thing is that its previews are sufficiently up front to be of interest to games consumers." Mark Oakley, Virgin Retail.

CHILDREN'S

PETER PAN (Disney Home Video D202452) Dealer price: £10.21. Although this has been out for almost a month, sales prospects will extend well beyond Easter with more TV advertising due in the summer. Don't forget Disney's usual limited release period applies, so it's worth keeping a careful gauge on stocks. Expect Winnie The Pooh Tales to fly out too.

THE TALE OF TOM KITTEN AND JEMIMA PUDDLEDUCK (Pickwick PV 2194) Dealer price: £6.80. The only title that will come anywhere near to giving Peter Pan a run for its money this Easter. The r.r.p. of £9.99 for 30 minutes viewing may seem a bit steep, but added extras including a free nursery wall frieze, and a cuddly toy offer push up the value factor.

THE VERY BEST OF WATCH WITH MOTHER (BBC Video BBCV4966) Dealer price: £6.12. A BBC 2 programme investigating the history of children's television plus a book entitled From The Box Of Delights should help this and companion title **The Very Best Of The Clangers** to do brisk business. Posters and A4 leaflets are available to encourage impulse buyers.

TELL ME A STORY - Tom Thump & Rapunzel (Pickwick PV 3093) Dealer price: £6.12. Since this two story tape runs only 52 minutes, it could have a tough time competing with the rest of the budget children's product this Easter. But solid brand awareness and eye-catching packaging could help to swing spending on this and stable mates, **Thumbelina & The Princess and the Pea** and **Little Red Riding Hood & Goldilocks and the Three Bears.**

THUMPKIN AND THE EASTER BUNNIES: (Castle Vision CV1 1587) Dealer price: £6.12. This is one of Castle's own commissioned seasonal specials and is aimed at keeping under-fives entertained. Marketing is low-key but competitors in preschool magazines are designed

to emphasise the tape's appeal to parents who value traditional story-telling.

THE RETAIL VERDICT...ON KIDS' PRODUCT: "We have a very healthy share of the children's market as mothers tend to shop with us rather in the more specialist music shops. Undoubtedly Peter Pan and Jemima Puddleduck will be our biggest sellers and we expect them to sustain healthy sales beyond Easter." Tim Forrester, WH Smith.

MUSIC

JOSE CARRERAS & FRIENDS: (Video Collection International MC2109) Dealer price: £4.76. VCI's previous full-price tenors on video have sold more than 250,000 units and this package should do equally well. Recorded at London's Theatre Royal, Drury Lane, it features a mix of operatic favourites including Carmen and West Side Story that should garner consumer press exposure. Prospects are also good for **Kylie Minogue Live** and **Queen Live In Rio**.

THE TANK, THE SWAN AND THE BALLOON - Erasure Live (BMG Video 74321 122503). Dealer price: £8.84. Erasure fans will want to wallow in this marathon 135-minute tape of the band's Manchester Apollo extravaganza last year. BMG is supplying dealers with a pack of wide-ranging POS and an ad campaign rolls is scheduled for the consumer music press.

THE WAY WE WALK - Genesis Live In Concert (PolyGram Video 0868 4963). Dealer price: £10.21. The band's thirtysomething plus fanbase should ensure this tape has a long shelf life. Taken from last year's London Earls Court gigs, all the new hits are here and it's boosted by coverage in the nationals and consumer press.

RAVE ENERGY - Rhythms From The Darkside (Prism Leisure PLATV954). Dealer price: £7.48. After the success of last year's **Cyberdelia**, Prism is launching the first in a new series of videos that marry hardcore soundtracks - in this case created by DJ partnership **The Darkside** - with treated footage of live rave action. There's will be a free CD single shrink-wrapped to the video, radio advertising on Kiss FM, and a promo blitz on clubs.

THE RETAIL VERDICT...ON MUSIC: "Erasure will be our lead title and I've placed an initial order for 100 copies. Genesis has a loyal following which means it will go well - but not in the same league as Erasure." Tara Gordon, Tower.

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The budget big guns battle for big bucks

Bullish budget reissue labels are battling for a bigger share of the market as a recession-hit public clamours for value for money. Paul Gorman finds out who are the front runners

The normally uneventful world of the budget reissue labels has been rocked by a series of major developments in the past few months. Each has come as a direct response to the rising demand for budget audio releases among retailers and public alike.

In March, Telstar revived the old Ronco label. Then there was the much-heralded launch of PolyGram's new Karussell division, whose budget label Spectrum is expected to grab a significant share of this sector before the end of the year.

Meanwhile BMG is believed to be considering a series of budget releases on its mid-price Ariola Express label and Pickwick, which already supplies WH Smith with its own brand classical label, is exploring a further joint venture deal with a retail chain, says head of audio Melvin Simpson.

According to BPI figures, budget accounted for 10% of the UK album market by volume and 5% by value in 1992. The sector's importance inevitably varies by format, with it accounting for 2% of LP units (value: 1%) in 1992, 11% of cassette shipments (value: 8%) and 10% of CDs (value: 5%).

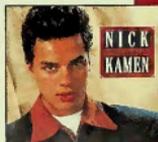
Gallup estimates nearly half the budget market is dominated by two companies: EMI with a 26.3% share through its Music For Pleasure division, and the Pickwick Group with 21.4%.

Pickwick's Melvin Simpson takes issue, "If you take supermarkets and convenience stores into account," he says, "Pickwick's share of the market must be nearer 30%."

Ada is arguably the country's biggest budget music retailer, and we supply 50% of its budget audio sales." But whatever the arguments about share, PolyGram commercial director Tony Pye, who is overseeing the May launch of the group's new budget division Karussell UK, says the market is bigger than previously believed.



Pye: 30% share target



Sound Value: giving Pickwick access to top-flight material from Warner Music

"It's notoriously difficult to pin down. It depends on whether you take account of factors such as market sales and product under £1.99," he says.

Pye believes a trade value of £55m to be nearer the mark, and predicts that it will grow about 6%-8% in the next three years.

PolyGram's new budget label Spectrum is the group's way of expanding its share of growing budget sales. Repertoire will be drawn largely from music already available within PolyGram. But there is every intention of licensing product from third parties, where appropriate, in the near future.

The blueprint for Spectrum was provided by the success of PolyGram's German budget label Karussell, which claims second place in overall domestic music sales.

In addition, the company will use sales and marketing techniques developed at its three-year-old UK budget video division 4Front, which now claims 40% of the UK market and is racked in such non-traditional outlets as the 1300-store Circle K convenience chain.

4Front release strategies are



being applied to Spectrum product, which will sell CDs to retail at £5.99 (pop) and £4.99 (classical), with cassettes at £3.99 (pop).

"We will not be afraid to delegate a title, and resurrect it at a later date," says Pye. "The original business plan called for a catalogue limit of 200, so the roster will be subject to continuous appraisal."

But Peter Smith, the managing director of Polygram Video currently heading Karussell UK, believes the combination of a dedicated sales force and a ground-breaking national advertising campaign for the Spectrum label will see Polygram emerge as a budget front runner too.

Rival major Sony chooses to maximise budget potential by operating two deals with Pickwick.

Straightforward licensing agreements apart, Sony re-releases of Epic and Columbia titles on the low price Collector's Choice label are all marketed and distributed by Pickwick.

With a £5.99 retail tag, Collector's Choice was launched in 1989 and now has a catalogue of 80 titles.

"Collector's Choice provides

us with a number of advantages," says Mick Carpenter, Sony Music Europe special projects manager. "It gives us access to Pickwick's expertise in marketing budget product through non-traditional outlets. It also complements our own mid-price activities with the Nice Price label."

The label also provides Sony artists with prolonged "shelf-life" - LPs move from full price, through Nice Price to Collector's Choice before being licensed directly to companies such as Pickwick.

Carpenter remains unconvinced by predictions of a boom in budget sales. "It's more likely that the market has taken on a new shape as more product has become available," he says.

The majors now place greater value on catalogue and are increasingly reluctant to consider exclusive licensing agreements.

So Pickwick is concentrating its efforts on restricted licenses for the Collectors Choice label with Sony and, since March of this year, the Sound Value label featuring premium Warner Music repertoire.

"These are, effectively, trade-

offs with both companies in that we only get limited access to product," admits Pickwick's Melvin Simpson, "but at

least it means we get top-flight material. Gone are the days of cover version-only LPs. The Warner's Sound Value catalogue includes The Pretenders, Tim Buckley and Echo & the Bunnymen."

Simpson projects growth of as much as 20% over the next year, directly as a result of the increasing quality of the budget repertoire.

Klaus Heymann, the Hong Kong-based owner of budget label Naxos, is even more bullish. He expects

last year's UK sales of 600,000 to increase by 30% in 1993, and that the label's worldwide sales will top 6m this year, giving it a 10% share of the global budget market.

Heymann is a constant critic of the major labels' full-price CD policies and believes budget to be the way forward for the industry. "Since our prices are 30%-40% of full price CDs, people are willing to experiment with something new. By promoting understanding and appreciation, you can actually expand the market," he says.

Having improved the quality and the variety of product available, it is clear the industry has shaken out the budget sector and is committed to developing it as far as it will go.

Karussell's Pye confidently claims Polygram's share of the market will approach 30% within the next 12 to 18 months.

What he doesn't know is whether this will be achieved simply at the expense of his competitors, or whether there's a lost world of record buyers out there just waiting to be rediscovered.

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BUDGET BOOMERS

Valerie Potter provides the essential stocking guide to hot product in the budget market

BMG

ELVIS PRESLEY: Love Songs (Ariola Express MC 4321120684, CD 4321120682).

Dealer price: £1.78, £2.96

Selling point: Presley is always a strong seller at any price bracket.

Product strengths: Contains classic Presley love songs like Love Me Tender, It's Now Or Never and Crying In The Chapel.

Target market: From the committed Elvis fan to young initiates.

Marketing backup: Media coverage, POS, sales campaign.

DOLLY PARTON: Jolene (Ariola Express MC 4321120704 CD 4321120702).

Dealer price: £1.78, £2.97

Selling points: Since Whitney Houston had her massive hit with the Parton-penned I Will Always Love You, BMG has detected a resurgence of interest in Dolly as a performer.

Product strengths: Contains hits like Jolene, D.I.V.O.R.C.E. and her version of I Will Always Love You.

Target market: Fans and those whose interest has been aroused by her writing ability.

JIM REEVES: The Hits Of Jim Reeves (Ariola Express MC 4321120754, CD 4321120752)

Dealer price: MC£1.78 CD £2.97

Selling points: Following on from the successful TV campaign of Jim Reeves product, this budget album should prove a strong seller.

Product strengths: Contains hits like Distant Drums, Welcome To My World and I Can't Stop Loving You.

Target market: New and old Jim Reeves fans.

CASTLE COMMUNICATIONS

SLADE: The Collection 81/87 Castle Communications (CCSMC/CSCSD 372)

Dealer price: MC £3.64, CD £4.86

Selling points: Slade had 19 singles in the top 75 between 1981 and 1987 and this collection contains some of the best known, including We'll Bring The House Down, My Oh My and All Join Hands.

Product strengths: As well as Slade's Eighties' hits, this compilation contains live versions of some of their Seventies' standards, like Everyday and Gudbye T.Jane.

Target market: 30 plus age group

10CC: The Early Years (Castle Communications EARL CD 12)

Dealer price: £3.57. Available on CD only.

Selling points: Compiled from early A & B sides.

Product strengths: Contains early hits like Donna, Rubber Bullets and The Dean And I.

Target market: 30 plus age group

CHARLY RECORDS

VARIOUS: The Blues Legends (Castle Communications tbc).

Dealer price: £6.43

Selling points: Four CD boxed set, containing 72 tracks by renowned blues and crossover artists including names such as John Lee Hooker, Albert Collins and Jimi Hendrix.

Product strengths: A definitive collection, which offers value for money at a suggested retail price of £10.99.

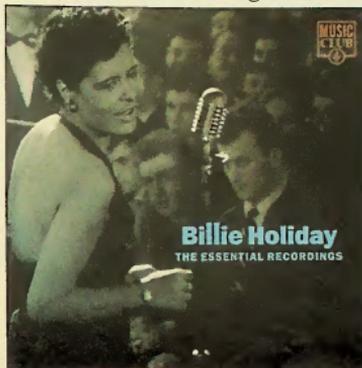
VARIOUS: Charly Blues Masterworks Series, including - Bessie Smith: Empress Of The Blues (TC/CD BM 31); **John Lee Hooker: Blues For Big Town** (TC/CD BM 38); **Muddy Waters: Funky Butt** (TC/CD BM 39); **Bo Diddley: Signifying Blues** (TC/CD BM 43); **Howlin' Wolf: London Revisited** (TC/CD BM 46)

Dealer price: MC £2.49, CD £3.65

Selling points: An introduction to the blues aimed essentially at the younger record buyer and blues newcomers.

Product strengths: Strong packaging, combined with strong musical and sound quality.

Target market: 18-45 year olds



Billie Holiday
THE ESSENTIAL RECORDINGS

Billie Holiday-Essential Recordings at an attractive price

CONNOISSEUR

ROY AYRES: Vibrant (Connoisseur VSOPMC/CD 179)

Dealer price: MC £3.65, CD £4.85

Selling points: Roy Ayres has had a large following in the jazz/funk market since the Seventies and has recently played sell-out shows in London and Birmingham.

Product strengths: Compilation of Ayres' best-known tracks.

Target market: 25 plus age group attracted by live shows.

ABC: The Remix

Collection (Connoisseur VSOPMC/CD 182).

Dealer price: MC £3.65, CD £4.85

Selling points: This is the first time that remixes of hits like Poisoned Arrow, Tears Are Not Enough and When Smokey Sings have been compiled on one album.

Product strengths: All tracks featured were chart entries. Contains 75 minutes of music.

Target market: Dance, collectors and ABC fans

VARIOUS: The Motown Songbook (Connoisseur VSOPMC/CD 180).

Dealer price: MC £3.65, CD £4.85

Selling points: Contains Motown covers by name artists including Standing In The Shadows Of Love by Barry White, Heard It Through The Grapevine by Joe Cocker.

Product strengths: The latest title in the popular Songbook series.

Target market: Collectors

MUSIC COLLECTION INTERNATIONAL

BILLIE HOLIDAY: The Essential Recordings (Music Club MCTC 098, MCCD 095).

Dealer price: MC £2.43, CD £3.65

Selling points: Includes What Is This Thing Called Love, Porgy, That Old Devil Called Love and God Bless The Child (recently used in a TV advertisement for Volkswagen). Contains comprehensive bio.

KARUSSELL



Evergreens: attractive packaging places Jackson 5, David Bowie, The Four Tops and Diana Ross back in the public eye

MARVIN GAYE: Night Life (5500722/4); **FOUR TOPS: Look Of Love** (5500724/4); **JACKSON 5: Child Of The Light** (5500782/4); **MICHAEL JACKSON: Music And Me** (5500782/4); **GLADYS KNIGHT AND THE PIPS: You've Lost That Lovin' Feeling** (5500742/4); **SMOKEY ROBINSON AND THE MIRACLES: Tears Of A Clown** (5500734/4); **DIANA ROSS AND THE SUPREMES: Stop! In The Name Of Love** (5500724/4); **THE**

TEMPTATIONS AND THE SUPREMES: I'm Gonna Make You Love Me (5500752/4). **Label:** Karussell/Spectrum **Dealer price:** MC £2.38, CD £3.57

Selling points: Evergreen hits, packaged attractively.

Product strengths: Motown product has not been widely available at budget price in the past.

Target market: All of Karussell's repertoire has been purposely

picked to appeal right across the board to all age groups.

Marketing backup: Part of Karussell's major launch in May, to include national press advertising, posters, POS material and co-op advertising with retailers.

DAVID BOWIE: The Gospel According To David Bowie (Karussell/Spectrum 5500212/4). **Dealer price:** MC £2.38, CD £3.57

Selling points: Contains material from his early career with Decca.

Product strengths: Current album, Black Tie/White Noise has received interest in Bowie's back catalogue.

THE BEATLES: First (Karussell/Spectrum 5500372/4). **Dealer price:** MC £2.38, CD £3.57

Selling points: Early recordings, produced by Tony Sheridan for PolyGram Germany.

► Product strengths: Excellent package, with informative eight page booklet, illustrated with high quality photographs.

Target market: Those who are aware of Billie Holiday, but have never bought her records, and collectors of Holiday product.

Marketing Back up: Consumer ads, including specialist jazz magazines.

VARIOUS: Opera's Greatest Arias (Music Club MCTC 099, MCCD 099).
Dealer price: MC £2.43, CD £3.65

Selling points: Best known arias sung by 14 leading tenors at a concert in Italy's Arena di Verona.

Product strengths: Contains well-known operatic material plus well-detailed sleeve notes.

Target market: Those who like opera without being experts or regular buyers.

Marketing back up: Ad campaign in mainstream consumer and TV listings mags.

THE DRIFTERS: Kissin' In The Back Row - The '70s Classics (Music Club MCTC 100, MCCD 100).
Dealer price: £3.65, £2.43

Selling points: Contains The Drifters' greatest hits of the Seventies, including Kissin' In The Back Row Of The Movies, There Goes My First Love and You're More Than A Number In My Little Red Book.

Product strengths: Packaged with an informative biography of the band.

Target market: All fans of The Drifters.

Marketing back up: Ad

campaign in up-market consumer mags.

MUSIC FOR PLEASURE

DR HOOK: Making Love And Music, The 1976-1979 Recordings (TCMFP/CDMPF 5979); THE HOLLES: Singles A's & B's 1970-1979 (TCMFP/CDMPF5980);

VARIOUS: 20 Number One's Of The 70's (TCMFP/CDMPF 5981); **VARIOUS: A Little Bit More: 20 Number Two's Of The 70's (TCMFP/CDMPF 5982);** **VARIOUS: 20 Songs Of Love From The 70's (TCMFP/CDMPF 5983).**
Label: Music For Pleasure
Dealer price: MC £2.38, CD £3.57

Selling points: Series features hits taken from original master tapes.

Product strengths: Each album contains 20 original hits, representing good value for money at a suggested retail price of £3.99 for cassette and £5.99 for CD format.

Target market: Across the board. Seventies music and fashions are currently back in vogue.

Marketing back up: All five titles will be included in a Seventies music promotion, which will also cover MFP's Seventies back catalogue and is likely to include leaflets and inserts in trade magazines.

PICKWICK

The Pickwick Shows Collection: The Shows Collection (PWMC/PWKS 4142); Carousell (PWMC/PWKS 4144); Me

And My Girl (PWMC/PWKS); The Sound Of Music (PWMC/PWKS 4145).
Dealer price: MC £2.38, CD £3.57

Selling points: New recordings, featuring vocalists like Paul Jones, Gemma Craven, Denis Quilley, Dave Willetts and Liz Robertson.

Series has a strong collectability factor. **Product strengths:** Quality recordings, featuring songs with mass market appeal, sung by name artists.

Target market: Consumers who don't often visit West End shows, but know the songs.

Marketing backup: Releases will tie in with a Big Shows summer campaign, to include the May release of an album by Stephanie Lawrence and a new Andrew Lloyd-Webber Songbook recording.

Campaign is scheduled to include point of sale material plus leaflets, press advertising and other promotions which are currently under discussion.

SONY

PATTI LABELLE: (Sony Collectors' Choice 982949 2/4).
Dealer price: MC £2.38 CD £3.57

Selling points: Labelle was a major contributor to the hit Beverly Hills Cop soundtrack and recorded the hugely successful duet with Michael McDonald, On My Own.

Product strengths: An introduction to Labelle's early work

Target market: New fans interested in Labelle's past work.

TRING INTERNATIONAL

VARIOUS: Miss Saigon (Tring International GRF224).

Dealer price: £3.99 srp (NB Tring works on a base price basis.)

Selling points: This is the only non-full price version of this repertoire available.

Product strengths: Specially commissioned by Tring, all the best-known songs from the musical are performed by reputable artists from the London stage and session musicians.

Target market: 30-50 age group

VARIOUS: Best Of Northern Soul (Double Play JHD 088).

Dealer price: MCE2.99 srp CD £3.99srp

Selling points: Features tracks by artists like Evelyn Thomas, Betty Lavette, James Wells, Barber Pennington and LJ Johnson.

Product strength: This is the first compilation of Northern Soul to be released at budget price.

Target market: Baby boomers

Marketing backup: Usual Tring marketing support, including posters.

VARIOUS: Sentimental 70's (Double Play GRF 223).

Dealer price: MC £2.99 srp, CD £3.99 srp

Selling points: Features a number of Seventies easy listening pop hits, including Harold Melvin's If You Don't Know Me By Now, Eddie Holman's Hey There Lonely Girl and Marie Muldaur's

Midnight At The Oasis. **Product strengths:** Recent resurgence of interest in the Seventies.
Target market: 25 to 40 year old females

VARIOUS: Songs From The Valleys & More Songs From The Valleys (Twins TMMC 091, TMMC 092).

Dealer price: £2.99 srp. Available on double cassette only

Selling points: Features some of the greatest names in Welsh singing, including The Treorchy Male Voice Choir and the Morriston Orpheus Choir.

Product strengths: Titles include a cross section of traditional and light opera, including the duet from The Pearl Fishers, Amazing Grace and You'll Never Walk Alone.

Target market: 40 plus age group

Marketing backup: Regional press campaign, in conjunction with local retailers.

VIRGIN

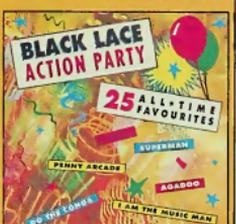
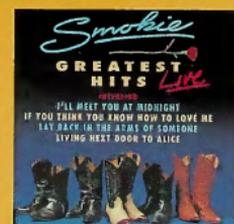
VARIOUS: The Punk Collection: Fun, Filth & Fury (VIP VVIPC 125).
Dealer price: MC £2.38, CD £3.57

Selling points: Contains some of the punk's best known and classic tracks, including such singles as X-Ray Spex Oh Bondage Ur Parents!, The Ruts' In A Rut and The Skids Into The Valley.

Product strengths: Contains the best of Virgin's punk roster.

Target Market: Those new to or those old enough to remember punk.

PRISM LEISURE



Campaigns back Prism Leisure's mid-price spectrum including One Love 2, Sean Wilson, Smokie and Black Lace

VARIOUS: One Love 2 (Prism Leisure PLAC 3920, PLACD 3920).

Dealer price: £2.43, £4.75

Selling points: A general reggae compilation, which contains classic reggae tracks by artists like Johnny Nash, Arrow and Bob Marley.

Product strengths: Follows up Prism's highly successful One Love 1 and its release coincides with the recent revival in the popularity of reggae music.

Target market: Casual pop

consumers who don't often frequent record stores.

Marketing backup: In-store posters and magazine reviews.

SEAN WILSON: Turn Back The Years (Prism Leisure PLAC 311, PLACD 311).
Dealer price: £2.95, £4.75

Selling points: Wilson's following on the Irish/country scene is comparable to that of Foster And Allan.

Product strengths: Since it was first released in November 1992,

backed by TV ads, the title has sold more than 40,000 units.

Target market: Fans of Irish/country music.

Marketing backup: Ads in specialist magazines. Prism will also give it a big push through street markets.

SMOKIE: Greatest Hits Live! (Prism Leisure PLAC 3916, PLACD 3916).

Dealer price: £2.43, £3.65

Selling points: Contains live versions of many of their biggest

Chinnichap hits, including Living Next Door To Alice, I'll Meet You At Midnight and Oh Carol.

Product strengths: Smokie still retain a strong following, and this album captures the atmosphere of their live shows.

Target market: Seventies rock generation, who will be as interested in the songs as they are in the performance.

BLACK LACE: Action Party (Prism Leisure PLAC 3915, PLACD 3915).

Dealer price: £2.43, £3.65

Selling points: Features all the band's hits, including Agadoo and Superman.

Product strengths: Its 25 tracks, including two previously unreleased, provide a "complete and definitive compilation", claims Prism.

Target market: MOR and children's market. Black Lace product has proved very popular at children's discos.

Marketing backup: Poster campaign featuring album.

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Retail's bargain bazaars bring out the bulk buyers

Recession-hit retailers are happy to embrace budget releases as the attractive prices tempt bargain-hunting customers to make multiple purchases, reports Robert Ashton

Reggs clothing boxes full of Hank Williams cassettes priced at £1.99 were once as welcome as Salman Rushdie in a Brick Lane mosque. But the recession has changed all that. Estimates vary but the budget market could be worth as much as £250m a year – an irresistible sweetener for retailers who are being squeezed by diminishing sales.

Multiples, independents, petrol stations, supermarkets, newsgazettes, corner shops, the local Chinese takeaway and anywhere else with a till and rack space are turning store space into bargain bazaars.

Adrian Rondeau of East Anglian and Essex chain, Adrian's Records, is one dealer who has increased the size of budget sections in response to customer demand. They now represent about one-third of store space compared to less than 20% a few years ago.

Similarly Andy Lowin, senior manager, London, at Tower Records, reports a boom in budget business over the past 10 months.

Philip Ames, managing director of 4-Play – the 43-store music, video and games chain – believes the public is increasingly concerned about value for money, and that's where budget scores. "You don't need to work hard to sell things for under 25," he says.

The chain sells five budget CDs – very full or medium-price CD splits, amounting to around 40% of its turnover.

Retailers say the budget boom has been helped by the continuing controversy surrounding CD pricing.

The adverse reaction to expensive CDs has had an important effect," says Rondeau. But he says the improving quality, packaging and sleeve design of budget product has helped sales, too.

Lower priced releases keep interest alive in artists who are past their full-price sell-by dates. But the trick is knowing how to price them.

"People will always want a bargain, but retailers don't want to devalue acts who have still got sales in them," says Bob Barnes at Music Junction in Leamington Spa.

John Taylor, product and



Rondeau: budget boom



John Lee Hooker: blues are the new growth area for budget labels



The Clash and Rolling Stones: lower prices prompt bulk sales



marketing director at Virgin, recognises the success of companies such as Sony at shifting back catalogue by switching full-price titles – from bands like The Clash and Rolling Stones – into the mid-price CD range. "When customers see the price difference they buy four or five at a time," he says.

Taylor believes many of these purchases are made by people wanting to replace their vinyl collections, but acknowledges just as many are first-time buyers and that an accurate budget buyer profile is hard to pin down. Barnes suggests it is mostly the "Marks and Spencer headscarf brigade" who buy budget stuff, but HMV audio and video product manager Ian Ashbridge says it has broader appeal. "Everybody is interested in the cheap and cheerful range," he says.

In truth it probably depends where the product is sold. Mary Reid, retail executive at motorway services company Welcome Breaks, says businessmen represent a strong market during the

week, but at weekends families are its biggest customer group. Both helped budget-priced releases account for 8% of Welcome Break's volume sales last year.

Last summer's report on music retailing by market research consultants Verdicut estimated that non-traditional music retailers now account for 26% of all sales. The report suggests the budget music purchaser is likely to be over 20 and unlikely to be a cutting edge rock fan.

This is reflected in the repertoire of artists who feature among the budget best-sellers. Classical records by well known composers are particularly popular, as are big band sounds from Glenn Miller and Artie Shaw, and MOR music from the Sixties and Seventies. Ames identifies the blues, especially records from John Lee Hooker as being a new growth area.

Older, less fashion-conscious consumers are not embarrassed about muddling around in dump bins, which is how much budget product is sold. Ames says budget

customers actually like to rummage because they feel they are finding a bargain.

"People don't go into budget stores with a pre-conceived idea of what they want," says Ames. "The idea is that they see things they wouldn't have thought of buying otherwise."

Barnes says a large tray containing every conceivable artist is popular with his bargain hunters. He believes budget product sells better when it is stacked in a dedicated area.

The multiples appear to follow this approach. Virgin, HMV and Tower all rack special budget promotions – usually based on label or musical genre – in one area of the store. The result for HMV, for instance, is that it normally expects about 5% of its stock to be budget records.

The stores argue that product should not be categorised by artist when the idea is simply to turn people on to an impulse purchase.

The split between CD and cassette sales at mid- and low-price reflects the decline of the cassette in the mainstream

market. The split is probably wider here than on higher price points because the price gap in the budget sector isn't enough to give cassettes a marked advantage.

Typically, Tower sells about 80 CDs to every 20 tapes while Adrian's Records, one of the few retailers to stock budget vinyl, sells at the level of 70% CD, 25% tapes and 5% vinyl.

The industry may have found a new area for expansion, but some retailers are already sounding warning notes. Quality of sound and packaging (particularly in the classical arena) is definitely improving, but Rondeau suggests budget labels could enhance their output if they consulted dealers on track listings. "Sometimes 20 tracks of rubbish are piled on to a CD when what is really wanted is the 10 top hits," he says.

And Rondeau isn't pleased by the argument that "you pay your money, you take your choice". He warns that if budget labels don't take care to keep quality at a satisfactory level, consumers could become dissatisfied and begin to ignore the sector.

"People don't buy music as a quantitative thing. When they play the CD they don't take into consideration the price. Price is only what is really wanted at the time of purchase," he says.

But will the popularity of budget records drag down prices of new releases from major artists?

Opinion is split. Philip Ames is convinced the way forward for major labels is to restructure their pricing policy in relation to breaking acts. But Ian Ashbridge believes the status quo will prevail and people will always expect to pay more for the new *Dirty Strains* album.

The danger is customers may perceive a couple of budget price titles as a better option than one full-price new release. And there could really be a problem if consumers started to regard new albums as carrying a triple price premium. As record companies begin to adopt a portfolio approach to pricing, they realise it is of prime importance to consumers the value of products well as cutting the price of the old.

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19 **LISA STANSFIELD** - **Love Day**

20 **THE GREATS** - **Now & Luv**

KISS 100 FM DANCE 20

TOP 20 SINGLES

Rank	Title	Artist	Label	Format
1	I WILL ALWAYS LOVE YOU	NEWTOWN	Arista	1 2 1 1
2	NEAL THE WIND	456487	Epic	2 4 2 2
3	MORNING LIFE TO YOU			

TOP 20 ARTIST ALBUMS

Rank	Title	Artist	Label
1	GREATEST HITS 86-92	GIPS	Cap

CHART FACTS

Michael Bolton (Dixie Flyer) (Columbia)
Greg Lake (Balance In Father Christmas) (Arista)
Barnaby Raimi (Maze Love Me The Day) (Cap)

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DOOLEY'S DIARY

Remember where you heard it: Hundreds of Suede fans were shocked at the last-minute cancellation of the chart-topping band's prestige London show at the **Kilburn National** last Thursday. **Work** reaches us that **Camden Council** refused to let the gig go ahead because of a licensing technicality. Devastated promoter **Bob Angus** said he had never experienced "anything like it" in a decade of putting on concerts in the capital... **Radio One FM** scored an interesting first last week when it put an album track on its "B" playlist for the first time. For the record, the track in question was **Miracle Goodnight** off **David Bowie's Black Tie White Noise** album. "We're now making our judgements on the music alone," says **One FM** mainstream programme editor **Paul Robinson**. Watch for other tracks to follow... Meanwhile **John Peel** sent his own message to **Robinson** on the final day of his daytime stint standing in for **Jakki Brambles**. Which record did he choose to dedicate to the playlist chief? The uncompromising industrial techno of **GTO's Red Alert**... **BMG** chairman **John Preston** was humbled last week on the train up to Sheffield for the **Sound City** launch. Sitting comfortably in the first class compartment, it was only when he was asked for his ticket that he discovered that the trip's organisers had only booked him into second



These old Status Quo poses were dusted off in Sheffield last week when Lord Mayor Bill Jordan and his wife Jane joined Bruno Brookes to launch the Sound City event. To judge from the Lady Mayor's finger positions, she may be more used to ribbon-cutting scissors than inflatable guitars, though her husband rocked out happily. Earlier HM had benefited from a hefty plug in his speech which was broadcast live on-air: listeners may have been slightly bemused by his reference to BBC Radio 'F1', however.

class along with lesser hacks, press officers and BPI, One FM and Musicians' Union bods... Once in Sheffield, visitors were spoilt for choice about what to do and where to go. Those who attended the mayor's lunch were slightly disappointed by the cocktail party nature of the food provided, however. As one BPI wag noted, "How can you have a Cutler's Hall without any cutlery in it?"... Meanwhile one **One FM** ambassador was slightly put out when, incognito, he tested an **HMV** assistant's knowledge of the week's events. "I dunno, go and ask **Simon**," said the youth in reference to **Simon Bates**, who had just finished his live show downstairs...

As if to prove right last week's **Music Week** report on its miraculous revival, **PWL** has notched up its first platinum single award since 1989 by selling 600,000 copies of 2 **Unlimited's No Limit**... Congratulations to **Damont Audio** sales and marketing director **Kim Hurd** and husband **Nick**, who are celebrating the birth of son **Gus**... Meanwhile **Damont MD Chris Clark** is running his first **London Marathon** on April 18 at the tender age of 48. Any sponsors interested in helping his local boy scout and girl

group group should give him a call on 081-573 5122... Talking of sponsorship, **Pete Madison** and **Allan Trill** are doing a sponsored bike ride from **John O'Groats** to **London** between August 28 and September 12 in aid of the **Dance Aid Trust**. Any potential private or corporate sponsors should ring them on 0204 395504... **Oddest National Music Day** event confirmed so far: **The Stranglers, Paul Jones** and **The Blues Band** and others are set to play **HM Prison Dartmoor**... Former **BMG** sales director **Dave Harmer** clearly isn't cut out for life as an independent consultant. Expect news of a new post next week... Former **Woolwich Trams** general manager **Steve Forster** awaits calls on 081-854 7937 following the closure of the venue... Not satisfied with appearing



It was smiles all round when veteran rockers Coverdale (centre left) and Page joined EMI president and ceo Rupert Perry (left) and EMI UK label division managing director Jean Francois Caillion (right) for a toast to celebrate their album's debut at number five in the US and number four in the UK. Let's hope Perry is still smiling after his appearance at the CD prize inquiry.

at London's renamed **Forum** venue, the **Velvet Underground** have also announced dates at **Wembley Arena** and **Edinburgh's Playhouse** at the start of June... There's nothing like a ban to stir up a bit of publicity. But is it really very surprising that **London Transport** turned down the **Geffen/HMV** hoarding for **Aerosmith's Get A Grip** album on the grounds that pierced cow udders, superimposed or not, might cause offence?... Congratulations to **East West** press officer **Shane O'Neill** and **Warner** video coordinator **Maxine Cotton**, who tied the knot on **Easter Monday**.....



Charlie Dick (second left), Patsy Cline's widower, flew in to London to accept a posthumous disc on her behalf for more than 150,000 sales of **Prism Leisure's Dreaming** compilation, licensed from **MCA** two decades

after Cline's death. Country music consultant **Tony Byworth** and **Stars In Your Eyes** winner **Amanda Normansell**, a confirmed Cline fan, took happy enough that the release has now sold 250,000 units in the UK. But can someone please break the good news to a strangled **Steve Brink**, **Prism's** sales and marketing director?

music week

Incorporating Record Mirror

©Spotlight Publications, Lodgepole House, 24 Blackfriars Road, London SE1 9UR.
Telephone: 071-420 3838. Fax: 071-401 8038. A United Newspapers publication

Editor: Steve Redmond. Deputy editor: Susan Walsh. News editor: Aja Scott. Senior projects editor: Chai de Whalley. Contributing editor: Matthew Cole. Production editor: Duncan Hilland. Special sub-editor: Andrew Martin. Advertisement manager: Jonathan Roberts. Deputy ad manager: Judith Rivers. Ad executives: Steve Masters, Heidi Greenwood, Suzi Lewis. Publisher: Tony Evans. Secretary: Britta Summers. Post Spotlight Publications - Group special projects editor: Karen Faux. Group ad production manager: Robert Clarke. Executive Publisher: Andrew Berlin. Registered at the Post Office as a newspaper. Member of the Periodical Publishers Association. Printed by Penfold Press, UK. Subscriptions, including free Home-Work Directory every January: 2400 from Computer Publications, 120-124 Lavender Avenue, Mitcham, Surrey, CR8 3NF. Tel: 081-640 8142. Fax: 081-648 8578. UK £105. Europe £200/£215. The Americas, Middle East, Africa and Indian Sub Continent £205/£2349. Australasia and Far East £200/£262. Difficulties with newsgate orders or late delivery by newsgate? Tel: United Magazine Distribution 071-700 4600.

ISSN 0265-1548

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Mid price & budget sales consolidated in North London

Prism Leisure have put Enfield on the music industry map as the prime mover in the mid-price and budget stakes. Prism, the stock market quoted distributors revealed a turnover of over 12

million in the last year, based it success in releasing a diverse range of leisure products including music licensed from both major labels and original sources.

"We are fully committed at Prism

to extending our mid-price and budget labels and becoming the best distributors in Europe" said chairman Geoff Young.

The North London company has now further strengthened its role

in the market-place by carrying over 1000 titles in its mid-price/budget range as well as its range of specialist Irish music. Also Prism stock videos and computer software.

Sean rivals Daniel in Country/ MOR sales

It's the battle of the Irishmen these days as SEAN WILSON is building himself up as the biggest threat to Daniel O'Donnell in the country/active listening marketplace.

Sean made the U.K. Country Music Charts a few months back with his Platinum album 'TURN BACK THE YEARS', and continues to hold down a Top 10 placing as active record sales compliment highly popular concert appearances.

This is just the beginning of the SEAN WILSON phenomenon. The N. Ireland born singer has another 10 albums in the Prism Catalogue that are all at Mid Price, as well as three equally strong selling videos. You had better watch out Daniel!!!!!!

Prism Top 10 Mid Price

- | | | | | | | | | | |
|---|---|---|---|---|--|--|---|--|--|
| 1. SEAN WILSON
Turn Back The Years
CD PLAC 291
MC PLAC 292 | 2. PATSY CLINE
Diamond - 88 Original Greats
CD PLAC 303 | 3. DANIEL O'DONNELL
The Boy From Denzell
CD PLAC 305
MC PLAC 306 | 4. BLACK LACE
Action Party
CD PLAC 307
MC PLAC 308 | 5. VARIOUS
Old Line - 200 Caribbean Classics
CD PLAC 309
MC PLAC 310 | 6. SMOKE
Greatest Hits - Live
CD PLAC 311
MC PLAC 312 | 7. R. CLAYDONMAN & J. LAST
Golden Hours
CD PLAC 313
MC PLAC 314 | 8. ROY ORBISON
18 All Time Greatest Hits
CD PLAC 315
MC PLAC 316 | 9. VARIOUS
Dances To You - All Love Songs
CD PLAC 317
MC PLAC 318 | 10. DON WILLIAMS
Some Broken Hearts
CD PLAC 319
MC PLAC 320 |
|---|---|---|---|---|--|--|---|--|--|

Raving we're raving!

Prism's Rave Energy video has just hit the streets and is already causing a stir. A free CD single comes with each video and a 12"

single is currently tearing up the dance floors! In-store promotional material is available from Prism direct.

Prepare yourself for the future

June sees the release of FUTURE SHOCK the biggest and best Cyberdelic video to hit your shelves. With a soundtrack from

The Orb, Aphex Twin, Future Sound Of London and other big names this promises to be a guaranteed hit.

Patsy & Willy continue the success story

Country music videos add up to another success story for Prism, as well as further revealing the company's faith in the music. With best selling items by top American artists Merle Haggard, Waylon Jennings, George Jones,

Loretta Lynn and Tammy Wynette, the releases continue with brand new music biographies from Patsy Cline and Willie Nelson.

Both of these new releases feature a generous amount of music

performances. The Patsy video was launched in the UK by the late legendary singer's husband Charlie Dick. Charlie was in London to look for talent for a forthcoming theatrical production. No further details were revealed.

Karaoke challenge

After top sales success with Irish, Country, Crooning, Scottish, Rock n Roll and Party Karaoke, Prism is set to redefine the boundaries of good taste with the release of its Ruddy Songs Karaoke video. A collection of the most randy and raucous songs ever associated with pubs, shower rooms and coach trips, this is one Karaoke that is not for family participation.

And between shipping out daily orders, the good folks at Prism Leisure have been practising for the new season. They now feel confident enough to take on the industry in the first ever music business Karaoke challenge. All interested parties should contact Karaoke king, Steve Brink.



Bobby's back

After an absence of eight years, piano wizard Bobby Crush has returned to the recording studios resulting in a new album set for release by Prism Leisure. The former winner of "Opportunity Knock" - budget album "Hollywood and Broadway" is released on the Platinum Music label. It includes several famous stage show titles including Beauty & The Beast, Any Dream Will Go and Bohemian Rhapsody.

PICK OF THE WEEK

Remembering George Formby

Revel in entertainment from an other age as George Formby tells his own story in this new video. The programme, introduced by Alan Randall contains many of his imitable songs, including When I'm Cleaning Windows, Chinese Laundry Blues and Down The Old Coal Hole.

The video finely compliments Prism's already released 20 track budget album Best of George Formby (PLATCD 28, PLAC 28). As George undoubtedly would have said about these items "Turned out nice again".

