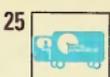


4 **Rajar riser**
Radio poll maps
out progress of
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10 **Brad rad**
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Wholesale and
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under spotlight



music week

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15 MAY 1993 £2.65

Public votes for CD

Figures showing CD sales are booming have emerged just days before the National Heritage Select Committee is expected to slam the industry's pricing of the format.

Latest trade delivery statistics appear to refute the view of those who argue the industry's current price structures are stunting the growth of CD.

CD album sales to retailers reached 18.7m units in the first quarter - 32.4% up on the same period last year. And CD single sales soared a dramatic



60.4% to 5m units during the same period, accounting for 40% of all singles sold.

The results have fuelled condemnation of the parliamentary inquiry which is due to



issue its report this Wednesday (May 12). The committee is expected to ask the Office of Fair Trading to refer the industry to the Monopolies and Mergers Commission.

Warner Music chairman Rob Dickins says, "Any government interference in business is disastrous. If the way they're running the country is any evidence of how they would run a business, I don't want them interfering in mine."

Meanwhile, angry independent labels are banding together to explain the damage an enforced price cut would inflict. Headed by classical specialist Conifer, the campaign includes Hyperion, Chandos, ASV, Kingdom and Pavilion, as

well as pop labels PWL, Beggars Banquet and FM Revolver.

The independents are holding a public meeting in London today (Monday), chaired by Swindon MP Simon Coombes. Letters of support have been sent by U2 manager Paul McGuinness, and Genesis manager Tony Smith.

"There are around 400 independent labels in this country, but our views were all but ignored," says Conifer managing director Alison Wenham.

Our Price revamp targets Woolies

Our Price is to undergo the most sweeping series of changes in its history in a bold initiative to reposition the chain.

The plan, which will affect all areas of the 310-store group beginning this week, includes:

- stronger focus on price, convenience and currency of stock;
- new in-store layout, colour-coded sections, racking and island ends;
- new logo and fascia;
- more central control of expanded games and video sections;
- development of a new common "vision" among all staff.

The changes, spearheaded by buying and marketing director John Laidlaw, will see the chain pushing its price message.

A renewed emphasis on chart and new product will bring it into direct competition with Woolworths.

"Whereas traditionally we have seen HMV as a major player we need to be aware of Woolworths," says Laidlaw, "especially because it has sharpened its price proposition." The plan, which has cost



Laidlaw: common 'vision'

"millions of pounds" and nine months to research and introduce, was unveiled in Birmingham last Friday.

"The positioning of Our Price has borrowed from its heritage. With 'Price' in our name, we should be pushing that harder," says Laidlaw. "We were always seen as the best value in town and that has slipped."

Admitting that the chain's promotional approach has traditionally been "fairly weak", Laidlaw says this has been strengthened with the appointment of ad agency WCRS.

The price and currency of product on sale will now be driven home by standardised window displays and in-store promotional slots, racking and product zones.

The repositioning will run in two phases. New racking, POS displays, zones and staff shirts will be introduced by the end of June. New fascia, lower counters, listening posts and games demonstrators will then appear from July. Epos systems will be installed in up to 40 stores by Christmas.

In a document given to staff, Our Price managing director Richard Handover said consumer research had produced as many negative responses to the company as positive ones, often related to store design.

"Words like dull, boring, drab and intimidating spring to mind. Equally, our service, while recognised as being the best in the industry, still left some real opportunity for improvement," he wrote.

Our Price will also launch a Vision And Values manifesto aimed at developing a shared approach to customer care by all the multiple's staff.

New Order lead London hits blitz

London Records was expected to score the best performance of any label so far this year in this week's chart with eight singles in the Top 50 and a new number one album.

New Order's Republic was set to storm into the albums chart at number one, according to Friday midweek statistics,

while Ace Of Base's Euro dance hit, All That She Wants, was expected to rise to the top three from last week's five.

The other hit acts for London and its associated labels are: Capella; The Bluebells; Utah Saints; Arsenal FC; New Order; East 17; and Hothouse Flowers.

WHAT'S WRONG WITH THIS PICTURE?
CHESNEY HAWKES

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OUT 17th MAY

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Barry Rosen

Sony pact strengthens indie links

Sony Music is strengthening its ties with the UK's independent sector through a partnership with sales and strikeforce company 3MV.

The move comes as speculation mounts that Sony is close to taking on UK distribution for one of its international licensors, Creation, and that it is striking further international deals with Network and One Little Indian.

Such moves would give it the closest ties of any of the UK majors directly with the independent sector.

3MV - whose client list includes Creation, Network and One Little Indian, as well as Big Life, China, Mute, A4D and Hut - says it will now be able to offer new labels a sales and marketing package coded with distribution by Sony.

It will also allow Sony's

Licensed Repertoire Division, which is responsible for striking international deals with labels like Creation, to offer increased support to its associated labels. Both parties last week emphasised that the link-up will not affect the creative freedom and independence of 3MV.

Jeremy Pearce, managing director of Sony Music's LRD, says that the link confirms his

company's aim of becoming the "indie-friendly major".

He adds that the deal will put Sony Music in touch with emerging independent A&R sources and could eventually lead to full-scale international licensing deals.

He denies that the deal is a prelude to licensing deals with Network and One Little Indian. "The deal makes sense on its own," he says.

Bradford gets first taste of digital radio

Digital broadcaster DMX will go live for the first time in the UK at the beginning of June through Bradford Cable, an operator owned by French conglomerate OGE.

DMX has still not reached agreement with UK rights holder PPL. Richard Cohen, European managing director of DMX's parent ICT, says: "We have received all the necessary permissions and are continuing negotiations with the appropriate bodies."

He refuses to be drawn on whether DMX will access to the Copyright Tribunal before broadcasting commences, if it fails to resolve the PPL issue.

Bradford Cable, which currently reaches 30,000 homes, will charge a subscription fee of £10 a month for access to DMX's 30 music channels.

Virgin quells 'oldie' fears

Virgin Radio 1215 has moved to allay fears that its output consists almost exclusively of oldies.

Though the first weekend's programming was dominated by 1,215 "classic tracks" played to celebrate the launch, a Virgin spokesman says the subsequent output has maintained the station's policy of making one-third of all tracks new releases.

Among the fresh tracks by new acts on the first Virgin playlist were *Gepetto* by Belly, *Owners* by Dodge, *Suede's* *Breakdown*, *Hang On To Your Eye* by Frank Black and *Be Still* by Peace Together.

Tracks from the playlist are programmed using Selector software. No track will be played more than once during peak daytime listening hours.

Meanwhile Virgin began its £1.5m post-launch advertising campaign over the weekend with a series of full-colour ads in national papers. The ads will run for six months.

Dickins plans A&R 'surgery'

Warner Music chairman Rob Dickins is restructuring his A&R departments in what he describes as the most dramatic series of changes in the department since he took over at the company 10 years ago.

"A&R is the beating heart of any record company which takes itself seriously and that heart has to beat strongly," he says. "Marginal changes are pointless and I have to go in for some deep surgery and heart surgery is a fairly major business."

Dickins admits that the changes are a response to the failure of the company's two divisions to sign and develop new acts. While Warner UK's more established acts like Enya (13m albums in two years) and Simply Red (15m) have been successful, he says, "What we have not had is something fresh and new."



Dickins: puts knife to A&R

The changes began in February at Warner's East West label when Marc Fox took over from Malcolm Dunbar - now at PolyGram-affiliated label Mother - as head of A&R. Dunbar's contemporary at WEA, Michael Rosenblatt, returned to his native US last week after two years at the label during which he signed the Poppies, Praise and Louis Louie.

His job is one of three Dickins is now trying to fill.

Dickins says he will not be poaching senior A&R staff from other companies. "What we are trying to do is build something new, rather than recycling," he says.

Instead he aims to develop people who are currently involved in other parts of the business.

He cites the appointment of former Happy Mondays manager Nathan McGough last month as East West A&R manager as an example of his new thinking.

The staff changes at East West Records continued last week with the appointment of Mark Deans as MD of Magnet Records in place of Sanji Tandan, who is returning to his homeland after two years at Magnet. To become deputy MD of Warner Music Sweden.

CD boosts trade figures

BPI figures show strong demand for CD singles and albums boosted shipments during the first quarter.

BPI director of marketing Peter Scapino says, "This not only reflects consumer acceptance of the format, but also the broadening range on offer." Sales of budget releases have improved but they only account for 13% of the CD market, he adds.

He cites the improved performance of cassettes - which have dropped sales at a rate of double figures in previous quarters - as another "indicator of better times".

The figures provide the first signs that the recession may finally be over for the music industry.

THOSE BPI FIGURES IN FULL

	ALBUMS		SINGLES	
	Value (£000)	%change	Value (£000)	%change
CD				
Units (000)	18,669	+32.4	5,035	+60.4
Value (£000)	91,749	+21.8	9,725	+57.4
Cassette				
Units (000)	10,390	-1.3	3,312	+26.1
Value (£000)	36,997	-5.6	10,370	+29.9
12" Vinyl				
Units (000)	1,164	-35.0	2,091	-25.7
Value (£000)	4,012	-39.6	3,342	-36.4
7" Vinyl	n/a	n/a	2,054	-41.1
	n/a	n/a	2,049	-46.8
Total				
Units (000)	30,223	+14.4	12,492	+3.5
Value (£000)	132,758	+9.6	18,886	+3.8
Trade deliveries January - March 1993				
Source: BPI %change = year on year				



By general agreement Our Price has not been performing for at least 18 months.

That has had short term benefits for its retail rivals. But it has to be bad for the entire business when the country's biggest specialist retailer is so weakened.

That's why the company's plans for a complete repositioning of its brand are both welcome and exciting.

The briefing document distributed at last weekend's presentation to store managers is one of the most comprehensive and impressive marketing statements I've ever seen.

It outlines a root and branch reappraisal of every aspect of the Our Price business.

It promises a renewed emphasis on new product, better looking stores and better trained staff. Above all it promises focus.

If Our Price has had a problem over the past couple of years it has been a lack of focus. And while it has been more innovative than its rivals in many areas, that lack of focus has meant the message has been diluted.

We wish them luck with their new look.

For the history of the past decade has shown that retail investment in music helps expand the whole market.

And with the recession hopefully now itself receding the emphasis must surely turn from battling over market share to battling for a bigger market overall.

Quote of the week came from Anne Robinson in *Today* on Kaufman's grilling of the PolyGram team: "One shouldn't spend too much time feeling sorry for chairmen and vice-presidents," she wrote.

"But no-one deserves to be put down by an odious little exhibitionist like the member for Manchester Gorton."

Heart! Heart!

Steve Richardson



Who'd be a band manager? These days you may end up in front of a Select Committee or enduring some tart of a columnist having a pop at you!

Joking apart, a friend I have noticed for some time is the lack of young managers coming through who have a grasp of the fundamentals of the industry. That is managers who don't just think it's a way to get rich quickly - because that's exactly what many believe and it couldn't be further from the truth.

Raking in the readies often comes much later in an artist's career than it would be wise.

It's a risk business for all concerned. Sure, the record company will often put up the initial, substantial sums but by then the act will have forged a career elsewhere. The manager at this point is either the drummer's brother or the guy who couldn't learn even two chords and ended up humping the gear. If he has any initiative the band may end up on the path to success.

At this point in the fairy story, the cigar toting mogul appears promising strand, limos and the universe - exit one disillusioned, naive, would-be manager.

But why do they do it in the first place? Love? Faith? Loyalty? It's probably a combination of all the above and every other human emotion, but you can bet that fame and riches are in there somewhere without the realisation that 95% of managers barely achieve either.

It's a thankless task. To the record company, publisher, pluggers agent etc and finally the band YOU are the reason that the act never made it.

A manager of a mega-successful act was once asked what his job was like - "like standing in a bank vault with a shovel" he replied.

For most managers it's just a dream.

Jon Webster's column is a personal view

BMG Music forges TV pact

BMG Music has extended its involvement in television with the completion of a worldwide publishing deal with independent broadcaster Central.

The agreement also covers catalogue, with possible spin-off record releases already under discussion.

BMG head of film and televi-

sion Simon Mortimer will act as music supervisor for Central, the Midlands company behind hit such TV series as Inspector Morse, Spitting Image and the Cook Report, and administer its publishing on a global basis.

The deal is BMG's third tie-up with a television company

this year. In January it linked up with independent producer Select TV, followed by a deal with Broadcast Communications in March.

"It is our philosophy to look further than just rock 'n' roll," says Mortimer. "The agreement" emphasises that BMG is a multi-media group."

The deal marks a continuation of Mortimer's relationship with Central, which began when he was head of TV and film at Virgin Music.

"I would be keen to repeat the success we had while I was at Virgin with the release of music from the Inspector Morse series," he says.

Raiar confirms Classic FM rise

Classic FM further consolidated its audience in the first quarter of 1993, increasing its weekly reach to almost 4.5m adults, according to latest Raiar figures.

The 5.5% rise on the last quarter of 1992 is further confirmation of the progress the commercial classical station has made since its launch last autumn. Two weeks ago it was named national station of the year at the Sony Radio Awards.

According to the figures for January to March, Classic FM increased its core audience of 35- to 54-year-olds by 5%, with 17% of its listeners under 25. Its share of ABC1 listeners rose 7.3% since the first Raiar survey covering the last quarter of 1992.

Chief executive John Spearman describes the figures as "very encouraging", adding that 55 new advertisers have used the station in the past four months.

Atlantic 252 saw its weekly reach slip by 8% to 3.9m, causing it to drop one place in the weekly reach table (above) behind Radio Five, which

FIRST QUARTER MUSIC RADIO FIGURES				
station	weekly (000)	% change	total (000)	% change
NATIONAL	16,067	-2.9	182,307	-7.0
Radio One FM	9,829	-3.5	112,135	-1.8
Radio Five	3,984	12.0	16,759	+2.4
Classic FM	4,487	5.5	24,122	-3.1
Atlantic 252	3,306	-8.1	23,682	-27.3
Radio Three	2,709	+8.4	11,906	+11.4
LONDON				
Capital FM and Gold	3,882	+72.6	51,247	-0.7
Radio One FM	2,356	-1.6	20,565	-16.0
Classic FM	1,028	+15.0	5,914	+0.4
Melody Radio	938	+2.2	9,153	+16.7
Kiss FM	625	+1.8	4,532	-16.4
Jazz FM	86	25.7	2,783	-0.3

boosted weekly listeners 12% to just under 4m. Atlantic's total listening hours also fell by more than a quarter to 23.7m.

BBC stations retained their combined weekly reach of 69% of the population, while the figure for all commercial radio slipped slightly to 55%.

Radio One FM and Radio Two each saw their totals slip while the figures for Radio

Three, Radio Four and BBC local radio rose.

In the battle for listeners in the London area, all the capital's commercial music stations gained listeners.

Capital Radio's weekly reach across its two services rose a huge 73% to 3.9m, followed by Jazz FM (26%), Melody Radio (2.2%) and Kiss FM (1.8%). Choice FM was not covered in the new sample.

Eurovision revives Sonia

Arista Records hopes to use the Eurovision Song Contest as a springboard to launch UK entrant Sonia across Europe as well as consolidating her at home.

Sonia's third album, *Better The Devil You Know*, named after her Eurovision entry, is released on May 17, two days after the competition in the Irish town of Millstreet.

The contest, broadcast live to 25 countries, will provide Sonia with a platform for her new more mature image.

The album - which features three other shortlisted Eurovision tracks - will be TV



Sonia: European springboard

advertised in conjunction with WH Smith from the day of its release and will also be backed

by in-store promotions with HMV, Menzies and Woolworths.

Arista has already conducted in-house presentations of the album for its European licences and Sonia will be conducting international press interviews in Ireland in the week leading up to the contest.

"The Eurovision event provides an ideal opportunity for a pan-European profile," says marketing manager Nick Adams.

Last year Polydor adopted a similar approach for UK Eurovision entrant Michael Ball.

TBD offers indies top CD discounts

Terry Blood Distribution and PolyGram are joining forces to offer independent retailers discounts on 20 top-selling catalogue music CDs.

Among the artists with albums included in the offer, which will run for four weeks from May 10, are Abba, Def Leppard, Rod Stewart and Dire Straits.

The album will be reduced by 12.5% with purchases of 10 or more units, leading to dealer prices of £7 or £7.53 depending on the album.

TBD group marketing manager Barbara Buckley says the promotion - the first of its kind run by the distributor - offers indie dealers the same sorts of deals as those struck recently between multiples and majors.

She adds that it is the first in a series of deals that will involve other record labels, as well as products in other areas such as videos and books.

Koch taps huge Soviet catalogue

Koch International is to distribute material from the vast archives of the former state-owned Soviet classical label Melodiya, writes Phil Sommerich.

Among the recordings set to appear are unreleased performances by Rostropovich, Mdivany and Richter. Koch will handle the titles in the US, Europe and most of South-east Asia under a deal with US-based company Russian Disc.

Russian Disc bought the recordings when it acquired the All Union Recording Studios, former producer for Melodiya, under the privatisation programme instigated by Russian president Boris Yeltsin.

"This is one of the most significant independent labels to spring up in recent years," says Koch UK managing director Clemens Kundratitz.

Koch will launch its first five titles on June 1. Jeff Jonekis, director of operations at Russian Disc and a former employee of Koch in the US, says the label is averaging five releases under a deal and hopes to increase output to 10 titles a month by the autumn.

Gabriel parts with manager after four years

Peter Gabriel has split with his manager Steve Hedges of Probrano after a four-year partnership.

In a joint statement issued last week Gabriel said he wanted to bring his publishing, tour production and CD-Rom affairs "in-house" with other matters handled by a number of outside agencies.

Much of his business will now be run from his Real World studio complex in the Wilshire village of Box.

Hedges and Probrano will continue in a consultancy role during the changeover period with Bruce Kirkland, of Second Vision, continuing to run affairs in North America.

Martin Hopewell, of Primary Talent, remains Gabriel's booking agent for the world outside North America with Dave Taraskevics, of World In The Park, handling touring matters.

All other matters will now be dealt with by Annie Parsons at Real World.

Our Price leads music sales poll

Our Price is confirmed as the UK's biggest music-based retailer with combined music and video sales estimated at £220m last year in a new market survey.

The Retail Rankings Report 1993 puts sales per sq ft in the WH Smith-owned multiple's music outlets at £467.90, a slight fall on 1991's £473.90 figure. In contrast Our Price Video increased sales per sq ft from £372.10 to £426.70.

The report, compiled by research company Corporate Intelligence, estimates the individual performances of UK retailers based on information drawn from Companies House and annual reports.

Its findings, which combine certified statistics with sales estimates where figures are

BRITAIN'S BIGGEST MUSIC SPECIALISTS			
	Total sales	Sales per outlet	Sales per sq ft
Our Price Music	£204m (+2.6%)	£8.66m (-1.8%)	£467.90 (-1.3%)
HMV	£190m (+27.0%)	£2.25m (+8.4%)	£531 (+5.0%)
Virgin	£86m (+11.5%)	n/a	£372.10 (+0.5%)

Estimated sales for music multiples 1991/92. (Brackets list % change on previous year)
Source: Corporate Intelligence Research

unavailable, has drawn a mixed response from retailers.

One senior HMV executive says the study's depiction of the company's performance is "broadly correct". But an Our Price spokesperson complains, "It has underestimated our performance in every respect."

The survey - which does not separate out the music activities of multiples such as Asda and Boots (listed as fourth and eighth-biggest UK-owned retailers respectively) - lists

HMV in second place among music-based retailers, with estimated sales of £190m in 1991/92, followed by Virgin, with an estimated £86m.

Up-to-date sales figures were unavailable for the remaining two companies in the music chart - Tower Records, whose total was estimated at £23.1m in 1990/91, and Midlands-based independent Andy's Records, with turnover estimated at £9m for the same year.

Conifer spends £500,000 on opera

Conifer is to invest at least £500,000 in new recordings made in conjunction with the Royal Opera House following the renewal of its partnership with ROH Records, writes Phil Sommerich.

Under the terms of the new contract, signed by Conifer managing director Alison Wenham and ROH general director Jeremy Isaacs, Conifer will invest the money in at least nine recordings over

the next three years, using the ROH orchestra and conductors closely associated with it.

Conifer is also planning to start releasing the ROH catalogue on MiniDisc later this year.

To mark the signing of the production and distribution contract ROH Records has issued a recording of Coppelius, a follow-up to three albums of its best-selling Tchaikovsky ballets.

Bard outlines European union

Bard has come a step nearer to forming an international organisation for retailers around the world following a successful meeting with its German counterpart, GDM.

The session, held in Cologne and attended by Bard general secretary Bob Lewis, explored many of the areas of common concern discussed at Bard's

meeting with US retail organisation Narm in January.

Among the items on the agenda were packaging, security tagging and release schedules.

GDM, which represents 400 stores, will now make contact with its sister organisations in Austria and the Netherlands.

A further meeting with Bard

is likely at the PopKomm convention in August.

Bard chairman Simon Burke says the organisation is considering forming a trade body with the largest retailers in France, where no such group currently exists.

Bard is not ready to launch a full-blown international retail organisation, he says.

But, "These exploratory meetings will pave the way."

He adds, "Germany, France, the UK and US [account for] well over half the world market. If you can get a consensus among retailers in those markets that's a pretty strong message to send out to suppliers, governments and even the EC."

EMI Records has bought Telecine's mailing list following the TV marketing company's collapse last month. Administrative receiver Coopers And Lybrand is still negotiating the sale of the rest of the parent company's assets.

Dutch electronics group Philips saw net profits fall 36% to £110.3m (£37m) in the first quarter of the year. The drop was largely caused by a decline in its communications systems business; operating losses in the group's consumer electronics business stabilised.

Swatch and management company CICS are co-sponsoring Jean Michel Jarre's first European tour, which starts in his native France on July 24 and will include UK dates in Manchester and London.

The Midland Cable Company and the home counties-based Cable Corporation are the latest cable operators to offer interactive music channel The Box. The service is currently received in around 300,000 UK homes, giving it a potential audience of 1m viewers.

Alex Alexander, formerly of Michael Peyton Promotions, has formed NeBul Promotions. Contact: 081-882 3677; fax 081-882 3688.

Manchester's Piccadilly Radio has promoted its 50th paid-for concert since the launch of its concert department headed by former Hammersmith Odeon marketing chief Chris Reed three months ago.

Empap Metro has appointed *Raw* editor Phil Alexander as editor of sister title *Kerrang!*. Select writer Miranda Sawyer has been named consumer writer of the year in the 1993 Periodical Publishers' Association Awards.



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AOR tops radio bids

Adult contemporary music dominates the applications submitted last week for the new independent regional radio licences for the North-East of England.

Four of the five submissions received by the Radio Authority by the May 4 closing date are for AOR-based services.

Easy FM, backed by Allied Radio, promises "soft adult contemporary" music; Heritage Radio offers an adult contemporary, easy-listening and specialist music service; Radio North proposes easy listening and country combined with speech; and The Mix

promises "adult quality" music.

The final application comes from prospective Christian broadcaster Sound FM.

The regional licence – the third of five to be awarded by the Radio Authority this year – will enable the successful applicant to broadcast to 1.9m adults in the Newcastle, Sunderland and Middlesbrough area.

The winner will have to come on air before September 1994.

A similar licence for the Severn Estuary region was awarded to Galaxy Radio for a dance-based station earlier in

the year and bids for the North-West are currently being considered.

Other licences are also to be advertised for the West Midlands and Central Scotland.

Meanwhile the Radio Authority expects up to 40 applicants for the four FM and four AM licences available in London.

Among the newcomers expected to apply by the June 8 deadline are indie music station XFM Jazz, a consortium headed by Jazz FM founder David Maker, London Rock Radio and country music station Eagle Radio.

Pubs boost MTV viewing figures

MTV Europe is claiming a 55% increase in its UK viewing figures by including hours viewed in pubs, clubs and hotels.

According to a new survey commissioned by the music channel and carried out by television research company RSMB, "out of home" viewing has increased MTV's weekly reach among 16 to 34-year-olds by more than 50%.

In the wake of the survey, MTV is including the out of home element in its viewing figures, claiming an audience of 2m 16 to 34-year-olds a week.

"Current measurement will be outdated unless it takes



Roedy: 55% increase

into account this dramatic increase," says MTV Europe chief executive Bill Roedy.

The study based on interviews with 800 people at the end of last year, calculates that 8.2m adults watch television out of the home in an average week, with satellite channels benefiting most.

MTV's target audience of 16 to 34-year-olds is far more likely to watch a satellite channel outside the home. According to the research, 8% of this group watches satellite channels at home, compared with 40% out of the home.

RSMB says that 26% of young adults watch satellite channels in pubs, 11% in leisure centres and 39% in other venues.

Retailing veteran quits High Street

Veteran independent retailer Bob Barnes has sold his stake in Music Junction, ending a 15-year career running music shops.

Barnes has been bought out by Soundseekers, the company which owns nine Rival Records shops and which bought a share in Music Junction 18 months ago. Soundseekers now has a 90% stake in Music Junction.

Barnes launched Discovery Records – the forerunner to Music Junction – in Stratford-upon-Avon in 1978, subsequently launching seven more stores. He is now seeking

another permanent post or consultancy work.

Soundseekers, which launched the first Rival Records outlet 21 years ago, now controls 17 stores running from Plymouth to Manchester.

Soundseekers director Pat Pearce says that there are no plans to change any of the staff, names or identities at any of the stores in the chain.

Nicholas Stevens will oversee the group; Music Junction's Donna Fitz-Simmons will become operations manager for the Northern region while Steven Parker will do the same in the South.

Bower returns as consultant

Former MCA/Geffen head of marketing David Bower has formed his own consultancy to help US and European artists crack the UK market.

"Bower, who left MCA last July, says overseas acts must promote themselves differently here because of the lack of formatted radio stations and the way the charts are compiled.

"American managers in particular find it hard to understand the speed at which our charts operate," he says.

The Big Picture will offer managers independent advice on one-off promotional projects as well as co-ordinating marketing and retail support throughout the life of an album or tour.



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MAINSTREAM - SINGLES

VINNIE JONES: Woolly Bully (Cherry Red COVINNIE 1). Wimbledon FC's notorious midfielder aims to become only the second soccer star to have a solo hit (the first was Kevin Keegan) with a new version of the Sam The Sham song. Jones' high profile and the novelty value of this release are likely to push it into the bottom half of the chart, possibly higher. **3.5**



Jethro Tull: beefed-up

long overdue re-release. **3.5**

JETHRO TULL: Living In The Past (Chrysalis CDHS 3970). One of the best loved songs on Capital Gold, the 1972 track is out with a live version and a beefed up dance remix, though punters will have to buy both the CD and 12-inch to get them. **3.5**

UB40: I Can't Help Falling In Love With You (DEP International DEPDD 40). UB40 are the most successful reggae set in UK chart history and this predictable ramble through the Evita Presley/Andy Williams' Stylistic parental should return them to the Top 20. That it's featured in the film *Sliver* will help too. **3.5**

DELLETTA HOLLOWAY: Love Sensation (Salsoul/Mercurator). The original and brilliant source of the samples that drive *Ride On Time* (Black Box), *Take Me Away* (Cappella), *Naughty Girls Need Love Too* (Sam Fox) and *Good Vibrations* (Merky Mark) among others gets a

TINA TURNER: I Don't Wanna Fight (Shuffle CDR S346). A soulful shuffle co-penned by Lulu benefits from rich arrangements and one of Turner's more restrained, though distinctive, vocals. Watch it go. **4.5**

PICK OF THE WEEK

PEACE TOGETHER: Be Still (Island PCECD 1). Proceeding special concerts in Belfast, Dublin and London, this all-star plea for peace in Northern Ireland is tastefully and gracefully carried off, with vocal roles for Peter Gabriel, Sinéad O'Connor and Feargal Sharkey. Already getting plenty of airplay, and striking a chord. **4.5**

Alan Jones

MUSIC VIDEO

ARRESTED DEVELOPMENT: Eyes As Hard As A Million Tomstones (PMI MVP 4910993). The Grammy-winning video for Tennessee is included in this clip compilation which also boasts documentary snippets and the new US single *Natural*. Due out on May 24, it's backed by a music press and POS campaign. The band's burgeoning pop fan base will ensure it does better than most dance videos. **3.5**

WET WET WET: Live At The Royal Albert Hall (PolyGram Video 0873723). The Wets and The Wren Orchestra hooked up in November to record this concert video and its accompanying album, all proceeds from which are being donated to Nordoff Robbins Music Therapy. Backed by a largely free advertising campaign which includes posters nationwide, TV advertising in Scotland and in-store displays, it is due out on May 24. **3.5**

A-HA: Live In South America (Warner Music Video V59938356-3). Possibly past its sell-by date this one as it documents a 1991 tour by an act which had

its biggest success in the mid to late Eighties. That said, their fervent fans will now be suffering withdrawal symptoms and will doubtless snap up copies when it is released on May 24. **3**

HARRY CONNICK JR: The New York Big Band Concert (Sony Music Video SMV 491682). Recorded at New York's Paramount Theatre, this live video is being released on June 7 to tie in with Connick's 11-date UK tour, its accompanying round of TV and press exposure and a Greatest Hits album. Video-only advertising will include national press plus leafleting and posters at all his gigs and in-store displays. This opportunity to swoon at him can't fail. **3.5**

2 UNLIMITED: No Limits - The Videos (PWL Video VHF 27). Anita and Ray's good looks have done much to speed their pop rave tracks to chart success, and there's nothing to suggest this six-track (10 if you include the rap re-takes) promo compilation. David Betteridge's clips for the band have all been strong, the slightly surreal Magic Friend in particular standing head and shoulders above the average dance video. PWL is used to selling videos by the bucketload thanks to Kylie

and Jason and this should do similarly well. **3.5**

ROY ORBISON: In Concert (Start through Sony Music Operations SVM 812). Orbison's untimely death gave a sales boost to the last Big O video, a VCI live programme, in 1989. This won't get the same exposure but Orbison still has a big following and the inclusion of nine UK hits among the 13 tracks featured here won't harm his chances. Start has press ads lined up in magazines including *Q*, *Replay* and *Select*. **3**

PICK OF THE WEEK

OZZY OSBOURNE: Live And Loud (Sony Music Video SMV 491512). This first ever Ozzy live video was shot last year in the US, boasts 18 tracks (including an acoustic version of *Changes* which will be released as a single on May 24) and is being marketed in conjunction with a limited edition CD-only album. Sony is pushing the value for money angle, although the video has virtually the same soundtrack as the double album, it is expected to retail £7 cheaper at £12.99. Out on June 7, *Live And Loud* should be a chart-topper. **3.5**

Selina Webb

DANCE

BABY JUNE: I Will Be Free (Solid Pleasure SPLT101). Having come close to scoring a hit with *Fey Whis'ts Your Name* on Artists last year, Baby June reappear on Yello's label with this poppy, uplifting track produced by Pete Lorimer. His mix is starting to pick up day-time radio play, while the house mixes by Evolution and Floor Federation have been garnering a reasonable club reaction. **3.5**

VARIOUS ARTISTS: The Sub Plates Vol 1 (Suburban Base SUBBASE24). The idea of releasing four new tracks by four different artists as a 10-inch double-pack is certainly novel and has succeeded in generating a fair amount of attention. Q Bass, Sonz Of A Loop, Da Loop Era, DJ Hype and Run Tings contribute typically tough breakbeat rave tracks that will appeal to the label's following. **3.5**

VARIOUS: Esoteric Club Class UK-US-Europe (Esoteric ES0 LP1). From the people who brought you last year's *Bottom Line*, compilation comes this high quality selection of garage and soulful house tracks, sourced from London, New York, Miami, Milan and Toronto. It includes such club favourites as Romanthony's *Falling From Grace* and Yolanda Remold's *Children Of The World*. The CD and cassette boast an

extra track, while the LP comes as a DJ-friendly double-pack. **3.5**

U96: Love Sees No Colour (M&G). The German act that pummeled us into submission with *Das Boot* returns with another stomping commercial rave track, this time carrying an anti-fascist message. The single's dated sound is, however, unlikely to make an impact on the charts. **3**

THE DRUM CLUB: I Really Feel (Butterfly/Big Life BFLT7). Having generated interest with a couple of singles on Guerrilla, The Drum Club have switched labels. Their first for Big Life is another inventive and atmospheric house track that will continue to attract specialist support. **3.5**

VARIOUS: Over The Edge (Jumpin' And Pumpin' TOT9). This 13-track compilation brings together an eclectic range of house tracks, predominantly from the UK. The selection is fairly obscure and may only attract specialist sales. **3**

KID ANDY: Baby Stop Spinning Me Around (Boogie Beat BOGB25T). Another hard and fast rave track that will appeal to Boogie Beat's following. **3**

PICK OF THE WEEK

CONVERT: Rockin' To The Rhythm (A&M PM AMY253). The Belgian outfit, who scored a big hit with *Nightbird*, return with this pumping house track. It's been getting a good club reaction and may cross over. **3.5**

Andy Beavers

ROCK

ANTHRAX: Sound Of White Noise (Electra). Out on May 17, Anthrax's much-heralded return since the departure of singer Joey Belladonna will be promoted with a teaser advertising campaign in *Kerrang!* which starts today. Next week, full-page answer ads follow with further advertising in *NME*. The campaign - clearly aimed at exploiting the *New Yorkers* crossover potential - will also include street posters and in-store displays with Virgin and 200 independent retailers. The sum of these parts equates to a sizable hit. **3.5**

BRAD: Shame (Epic 47359862). Stone Gossard - one part of the multi-platinum Pearl Jam - confounds those who expected a rehash of Ten with his side project, Brad. Shame may not be what the punters expected - with its ethereal vibes and deft touches of funk - but it is one of the coolest and endearing rock releases of the year. The track 20th Century has been winning airplay and should fire up this slow burner. Play in-store and turn heads. **3.5**

KISS: Kiss Alive III (Mercury 51482724). Hoary old rockers Kiss may be but they are still the masters of the live album and *Alive III* is a laudable addition to the Kiss canon of concert cuts. It will be advertised in the rock press from next Monday and promoted through a nationwide street poster campaign. The band have a sizable UK following so expect serious sales on the back of heaps of editorial. **3.5**



2 Unlimited: putting gloire and a seller to boot



Brad: not very Pearl Jam at all

JELLYFISH: Spilt Milk (Virgin CUS 20). Pervayers of Seventies rock kitch par excellence, San Franciscans Jellyfish display a fine touch when it comes to producing the finest pop rock songs since Cheap Trick's. Their forthcoming UK tour will generate demand. **★★★**

PICK OF THE WEEK
ROBERT PLANT: Fate Of Nations (Fontana 5148672). Jimmy Page may be content to rehash Led Zeppelin's finest moments, but for the late, great band's singer there is clearly no going back. Fate Of Nations moves briskly on from the excellent and high scoring Now And Zen, and clocks the lemon squeezer in fine fettle. A Top 10 hit. **★★★**

Andy Martin

REISSUES: MID-PRICE
CHIC: The Very Best Of Chic Volume 2 (Rhino/Atlantic 9192710862). No bona fide hits, but that aspect of Chic's career is regularly covered by other compilations. Perhaps the chicest, slickest disco group of all time; sharp lyrics and melodic tunes abound. **★★★**

THE CHRISTIANS: The Christians (Island IMCX 162). Can it really be six years since this album was first released? Indeed it can and the debut offering from the band still holds up as the Liverpoolians' finest. It's likely to generate some useful new sales now as it includes the dub version of Forgotten Town and a couple of other bonus tracks. **★★★**

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

DARYL HALL/JOHN OATES: Luncheonette (Atlantic 7567815372). Blue-eyed soul rarely sounds so good as it does when performed by Hall & Oates, and this brief (36 minute) 1973 outing is arguably their best album. They reached a majestic peak with the pent-up *Sies' Gone*, butchered for radio but here in its full five-minute glory. **★★★**

GORDON LIGHTFOOT: If You Could Read My Mind (Reprise 7599274512). Easy-paced melodic folk from the Canadian troubadour who, sadly, never realised his full potential here, though he has enough of a cult following to justify a series of re-issues by BGO. If You Could Read My Mind was his first widely noticed album while Lightfoot's deep voice, quality material, some pleasing guitar picking and pretty string arrangements make this a relaxing delight. **★★★**

RANDY CRAWFORD: Raw Silk (Warner Brothers 7599273862). The recent success of Dino's Randy Crawford compilation should generate some repeat business from fans. Although not one of her more successful albums, Raw Silk has a justified reputation as one of her best. **★★★**

PICK OF THE WEEK
SONNY & CHER: The Beat Goes On (Rhino/A&O 7567917962). One of a slew of albums issued in the wake of Warners' deal with Rhino, this 21-track compilation tells the Sonny & Cher story in a nutshell. Two-thirds of the songs here were US hits due largely to Sonny's Spector-esque songs which suited the duo - and Cher's voice in particular. Songs like I Got You Babe and The Beat Goes On may sound dated but still retain their charm. **★★★**

Alan Jones

CLASSICAL

MOZART: Violin And Piano Sonatas Volume 4. Pinchas Zukerman, Marc Neikrug (RCA 09026 6074-2). The latest in the well-received cycle from these artists is also part of a Zukerman showcase that will be promoted for his UK visit in October - an album of Haydn violin concertos and the Symphony No. 2 (09026 6097-2), and playing the Beethoven Quintet with the Tokyo Quartet in a three-disc box rounding out their fine Beethoven 61284-2 cycle. **★★★**

VARIOUS: Mahler Plays Mahler (Pickwick GLRS 101). Piano rolls of the composer playing his own songs and the finale of the Fifth Symphony have been cleverly blended with the voice of soprano Yvonne Kenny and mezzo Claudine Carlson in an album sponsored by publisher and Mahler fanatic Gilbert Kaplan, launching Pickwick's historic series Golden Legacy, due for wide editorial coverage. **★★★**

BOCCHERINI: Cello Concertos And Orchestral Works. Bylsma,

MAINSTREAM - ALBUMS

VARIOUS: Indecent Proposal (MCA MCO 10863). Destined to become one of the summer's bigger movies, Indecent Proposal boasts a soundtrack which, though short on tracks, is high on quality, with exclusive tracks including Lisa Stansfield's new single *Not In Love*. Star names and the movie's high profile make this one of the year's top soundtracks. **★★★★**



Moore: blues revue

DOOBIE BROTHERS: Listen To The Music - The Very Best Of... (Warner Brothers 9548310942). Excellent compilation of songs from one of America's finest groups they were much more than mere sidemen for Michael McDonald. The single *Long Train Runnin'* is here in both its original and updated club mixes, while other attractions include *What A Fool Believes*, *Listen To The Music* and the US chart-topper *Black Water*. Promotion may be stepped up if album takes off. **★★★**

THE SHADOWS: Shadows In The Night (Roll Over/Polygram/Polygram TV 8437982). A succession of Shadows albums have paid dividends for Polygram TV, and this selection of covers spanning the years 1981-1990 may sound artistically bankrupt to these ears, but the group has a loyal fanbase which is likely to push near or into the Top 10. **★★★**

PICK OF THE WEEK
DIRE STRAITS: On The Night (Vertigo 5147682). This was recorded in Europe last year and includes material penned since 1984's *Achemy*. As a souvenir of the tour - as well as a live album in its own right - it works. *Achemy* reached number three and this will not be far off that figure. **★★★**

Alan Jones

Tafelmusik/Lamon (Sony SK 53121). Not much is happening to mark Beethoven's 250th anniversary, but these sparkling performances are self-recommending and headline the latest additions to Sony's fast-growing and first-rate early music series *Vivarte*. **★★★**

ELGAR: Cello Concerto, Enigma Variations, Froissart Overture, Cohen, Royal Philharmonic/Mackerras (Decca CD/MC 436 545-2/4). Marking the start of Robert Cohen's contract to record major British cello works for Argo,

this album is also notable for a stunning account of the ever-popular *Enigma*, and will feature in a Classic FM campaign in late May. **★★★**

PICK OF THE WEEK
VARIOUS: Take Two More (Sony CD/MC S2K2T 53953). Repeating Sony's formula of blending back catalogue instrumental and vocal pops that sold 60,000 units of *Take Two* last year, the sequel gets an extensive campaign including Classic FM, solus and co-op advertising, magazine competitions and national display. **★★★**

Phil Sommerich

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AD FOCUS

CAMPAIGN OF THE WEEK

Aztec Camera's Dream Land will be advertised in *Vox*, *Q*, *MS*, *Time Out* and *NME* by WEA which is releasing the album next Monday. It will be promoted in-store by 200 independent retailers and by HMV.

The Best Of Tony Christie, out next week through MCA, will be advertised in the music press from its release.

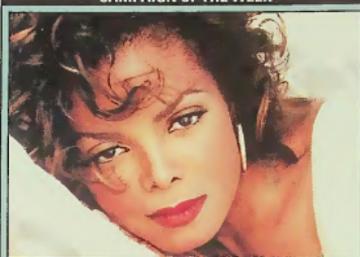
Energy Rush 4, Dino's compilation of current dance hits, will be TV advertised nationally for four weeks on its release next Monday. The album will also be supported with a nationwide street poster campaign, radio advertising in all regions, radio competitions and ads on the specialist dance radio stations. In-store, there will be displays with 250 independents.

His 93 Vol II, Telstar's compilation of current chart hits, will be TV advertised nationally from its release next week. It will also be promoted via radio advertising on Atlantic 252 and Capital FM, which is running a special His 93 weekend next Saturday and Sunday.

The Best Of John Lee Hooker will be advertised in the music press by MCA which releases the title next week.

Inner Circle's Bad To The Bone will be advertised in the national press by East West which is still finalising details of its campaign for the album, released next Monday. The company is providing POS material to independent retailers and is negotiating display packs with the multiples.

Jade's Jade To The Max, out next Monday through Giant/BMG, will be press advertised in *Sky* and *Time Out*. The album will be promoted in-store by HMV,



Janet Jackson's fan base is already so well-established in the UK that Virgin Records is planning a large but straightforward campaign for her new album. Simply entitled *Janet*, it is due out next Monday and is backed with a campaign that aims to be creative without being overbearing. Virgin wants to maintain an element of surprise by running teaser ads and by keeping the sleeve design secret until the album is released.

Record label: Virgin Records.

Media agency: MCS

Media executives: Simon Adams - TV, Monica Bliestin - press

Product manager: Steve Brown

TV: national TV advertising on Channel 4, in conjunction with HMV, which will run for one week from release.

Press: advertising across every sector of the press includes titles such as *Sky*, *Elite*, *Company*, *Time Out*, *Just 17* and national newspapers.

Posters: 33x48 sheet billboard posters in London from release, plus a national street poster campaign and a Spectatoracle video screen display in Piccadilly Circus which will run for two weeks from release.

In-store: window displays with HMV, Our Price, Woolworths and Foyles; in-store displays with Virgin, Macnes, Andy's and W.H. Smith, which has selected the release as one of the week from May 24.

Target audience: all Janet Jackson fans.

Our Price and Virgin, which is featuring it on its listening posts.

Kissmaker's *Sleepwalking*, out on May 17 through Chrisyals, will be advertised in *NME*, *Melody Maker* and *Select* in conjunction with HMV. A 12,000-shot mailout will be backed with a street poster campaign promoting the album and the band's tour scheduled for June. In-store displays will run with 150 independent retailers, HMV, Our Price and Virgin.

Over The Edge, a 13-track compilation of club hits due

out next Monday through Jumpin' & Pumpin' Records, will be press advertised in *Melody Maker*, *DJ* and *Echoes*.

There will also be extensive radio competitions in conjunction with specialist dance stations and radio advertising on Kiss FM.

The Posse, A&M's soundtrack from the film of the same name, will be promoted with a poster campaign which kicks off next Monday. The film is due to be released in the UK in September when the album will receive further promotion. **Sonia's Better The Devil**

will be the focus of an Arista campaign which gets underway next Monday with national TV advertising for one week in conjunction with WH Smith. The TV campaign will exploit any success Sonia's Eurovision song contest exposure through national press advertising and in-store displays with Menzies.

Stereo MC's new single *Creation* will be advertised in *NME* and *Melody Maker* as part of Island's marketing campaign for the title which is released next Monday. Island is issuing a special collectors Digipack CD and is promoting it through the club circuit with a 12-inch featuring mixes by Justin Robertson and Slam.

Strictly Ragga, Vital Records's compilation of ragga hits, will be radio advertised on all urban regional stations from its release next Monday.

Rage's Saviour will be promoted through press advertising in *The Sun*, *Select*, *Smash Hits* and *Music Week* as part of Pulse 8 Records campaign for the title, out on May 17. There will be a street poster campaign in London, Manchester and Glasgow which starts next Monday, plus a mailout to independent retailers and club venues and in-store displays with HMV and Woolworths.

Wet Wet Wet Live At The Royal Albert Hall - a charity record out next week through Phonogram which aims to raise money for Nordf-Robbins - will be TV advertised in Scotland and through the national and music press. All of the multiples have donated window display space for the release.

Winger's Pull, out next Monday through East West, will be advertised in the specialist music press. *Compiled by Sue Sillito: 071-278 9747*

EXPOSURE



PICK OF THE WEEK

MTV Euro-Video Song Contest, Saturday May 15, MTV: 7.00pm, 1-4pm and 8-11pm. Eurovision goes hip in this MTV alternative to the annual extravaganza. Hosted by resident VJs Paul King and Rebecca De Ruvo (pictured), videos from each participating country are judged by a jury of industry figures and viewers.

MONDAY MAY 10

Hits Of The Sixties featuring Keith Richards' thoughts on the Stones' classic *Street Fighting Man*, Radio Three: 10.10.10am

The Best featuring Verve, The Auteurs, Gary Clail and Robert Plant, ITV: 12.30.1.30am

TUESDAY MAY 11

Mark Goodier's Evening Session featuring Even As We Speak and Hole, One FM: 7.00pm

WEDNESDAY MAY 12

Hit The North featuring Various Vegetables, Radio Five: 10.10-midnight

Viva Cabaret! featuring Pop Staples and Larry McCray, CB: 10.30-11.20pm

THURSDAY MAY 13

Pebble Mill featuring Maria McKee, BBC1: 12.15-12.55pm

Raw Show featuring Radiohead and US rap outfit *The Goats*, TV (London only): 11.40pm-12.40am

FRIDAY MAY 14

Later With Jools Holland featuring Leonard Cohen, BBC2: 11.15pm-12.05am

SATURDAY MAY 15

In Concert Blues Special featuring Pop Staples, Terry Evans and Jumpin' The Gun, Radio One: 7.30-8.30pm

MTV's Euro-Video Contest, MTV: (see Pick of the Week)

RFM featuring Spiral Tribe and Freestyle Fellowship, ITV: 2.30-3.30am (regions vary)

SUNDAY MAY 16

The O Zone featuring Chesney Hawkes, Roland Orzabal and Luther Vandross, BBC2: 11.45-12.00pm

Friday And Music featuring Ozzy Osbourne, ITV: midnight-12.30am (regions vary)

TXF featuring Ugly Eskimos In Egypt, Gary Clail and Nicky Holland, LWT: 1.25-2.25am

PROMOS IN PRODUCTION

ARTIST	TRACK	COMMISSIONER	DIRECTOR	PRODUCER	RELEASE DATE	CONCEPT
An Emotional Fish	Rain	Maggie Maloney for East West	Matthew Amos	Chris Symes for Propaganda	May 24	The band are shot in a white room billowing with smoke.
Beggars ITA	Stress	Daily Gent for Parlophone	Dwight Clarke	Claire Scott-Lister for Quick On The Draw	June 1	Shot in and around London, action packed with fire bombing scenes.
Jamiroqui	Blow Your Mind	Steve Hodges for Sony S	Vaughan and Anthea for Lazen And Watson	Adam Seaward for Propaganda	May 24	Conveys a "hanging out vibe"
Stereo MCs	Creation	Pinko for Island	Matthew Amos	Chris Symes for Propaganda	May 17	A lush video with saturated colour and time lapse photography.
Sling	Fields Of Gold	Richard Frankel for A&M	Kevin Godley	Iain Brown for Mediastab	June 7	Shot over one week on motion control.
Teenage Fan Club	Radio	Tim Abbott for Creation	Jesse Peretz	Jesse Peretz	June 21	Filmed in an old Robert's Radio factory.
Terrorvision	American TV	Fiona Stylianou for EMI	Richard Stanley	Angie Daniels for Momentum	early June	Horror director Stanley shows the band being eaten by their audience.
Wendy James	Do You Know What I'm Saying?	Catherine Griffin for MCA	Marcus Adams	Frank Hilton for Gravity Films	June 1	Derived from the opening shot of <i>Alta Cabaret</i> .

Promos in production week ending May 8



music week

datafile

The Information Source for the Music Industry

15 MAY 1993

CHART FOCUS

George Michael and Queen continue at the top of the singles chart, but are more or less certain to be overtaken next week by Swedish pop Ace Of Base, whose All That She Wants records a massive increase in sales, as it surges to number two. All of which is bad news for Janet Jackson, whose That's The Way Love Goes hit is pushed back to number three, when it had seemed likely it would become her first number one. In America, it moves into pole position this week, to become her sixth chart-topper.



To counter-balance the comparative calm of the singles chart, the album chart is showing some healthy action this week, with three newcomers among the top five: Clannad equal their previous best, by debuting at number five with Bamra; Terence Trent D'Arby stages a career recovery with Symphony Or Damn debuting at number four after the disastrous Neither Fish Nor Flesh, which debuted at number 12 but spiralled out of sight in little more than a month; and New Order enter the chart at number one with Republic, their first album

since 1989's Technique, also a number one.

At a time when the record industry is under pressure for its pricing, it's interesting to note that the Dogs D'Amour album ...More Uncharted Heights Of Diagraze, which debuts at number 30, is selling largely (58%) in an edition which includes both a CD and a video. It's the first time, a CD and video package has been allowed under chart regulations. Its dealer price is a mere 50p higher than the CD only edition of the album, and its success is sure to spawn a series of imitators, forcing record companies to spend more money on breaking albums.

When record and video packages were briefly allowed to contribute towards chart positions a decade ago, the only notable success at that time, when videos were a great deal more expensive than they are now was Anabel Lamb's Riders On The Storm, which reached number 27 in the singles chart. **Alan Jones**

UPDATE

SALES



Source: Gallup © CIN

LATEST SALES AWARD

- Platinum**
Ethnicmatics: Greatest Hits (x5)
Belinda Carlisle: Heaven On Earth (x3)
Various: Now! 24
- Gold**
Bluebells: Young At Heart (single)
Cliff Richard: The Album
Various: Country Love
- Silver**
World Party: Bang
Vangelis: 1432 Conquest Of Paradise

NEXT WEEK'S HITS

- Singles**
GARY CLALL: These Things Are Worth Fighting For (Perfect)
DIRE STRAITS: Your Latest Trick (Vertigo)
FREESTYLE FELLOWSHIP: Hot Potato (4th & 8 Way)
JETHRO TULL: Living In The Past (Chrysalis)
ELTON JOHN: Simple Life (Rocket)
LENNY KRAVITZ: Believe (Virgin America)
- Albums**
2 UNLIMITED: No Limits (PWL International)
GARY MOORE: Blues Alive (Pointblank)
- LOUCHE LOU & MICHIE ONE:** Shout (Pfr)
MILITOWN BROTHERS: Tam On (J&M)
UB40: (Can't Help) Falling In Love (DEP International)
LUTHER VANDROSS: Little Miracles (Epic)
- Predictions compiled by Era. Last week's score: 10 out of 13.**

CHART NEWCOMERS

33 SPIN DOCTORS: Two Princes (Epic) US debut.

Producer: Peter Densenberg/Spin Doctors/Frankie La Rocka

Publisher: Sony

Writer: Spin Doctors

Line-up: Chris Barron (V), Eric Schemmman (G), Aaron Comess (D), Mark White (B).

Notes: Formed at New York's New School Of Jazz, the band's debut album has sold more than 2m copies in the US. Their next album will be produced by Jim Dickinson (Replacements, Big Star).

They are due to start a major American tour supported by The Screaming Trees.

Album: Pocket Full Of Kryptonite.



Cola Cup Final victory over Sheffield Wednesday, Arsenal slip into the pop charts with the help of reggae stars Tippa Irie and Peter Dinklage. **Album:** none planned. **Press:** Poole Edwards 071-436 3633.

2 BREAKER

POSITIVE K: I Got A Man (4th & B'Way) US debut.

Producer: Shawn Thomas
Publisher: Copyright Control
Writer: Johnson/Miller/Bautista/Positive K.

Notes: 24-year-old New York-

born Positive K (Daryl Gibson) borrowed \$500 from his mother to record a demo, then hooked up with Big Daddy Kane to record Nightshift, which sold 40,000 copies in the US, and subsequently signed to Island. With his advance he built his own studio to record his first LP **Album:** The Skills Dat Pay Da Bills (May 24).

10 BREAKER

MAD COBRA featuring **RICHIE STEPHENS:** Legacy (Columbia) US debut.

Producer: Clifton Dillon
Publisher: Zomba
Writer: Brown/Stephenson

Notes: Born in Kingston, Jamaica, in 1968, his real name is Ewart Everton Brown. Has had five number one reggae hits in the UK and one in Jamaica.

Album: Hard To Wet, Easy To Dry (June 7)
Press: Hardzone 071-737 1344.

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HIGHLIGHTS

ARTIST	TITLE	CAT NO.	DEALER PRICE	(DISTRIBUTORS)
ACER, CAROLINA DREAMLAND & CO	"AC" #20948922 "MC" #69934834 "LP" #50993483			
MOTEL JOHN LEWIS THE BEST OF...	"110574 NMC" "CD" "MCAD" #93185 "MCAG" #105931 (BMG)			
KISS ALIVE! HVERTUD	"CD" #548922 "MC" #548274 (2.55) 25 (F)			
SONIA BETER THE DEVIL YOU KNOW ARISTA	"CD" #34114883 "MC" #43114883 (A&M)			
THE BEST OF THE BEST OF ACCO JAZZ VOLUME 2 ACCO JAZZ	"CD" #JAZD06 066 "LP" #JAZD1P 066 (3.95) 4.95 (WE-A&P)			

ARTIST	LAST 5 CHART PLACEMENTS	COMMENT
	MOST RECENT	
Pop	14 10 22	Rocky theme returns with more attractive recordings
Blues	43 13 18	Sound enough collection of mid-price recordings
Pop	17 19 13	Midl version has live kicking
Rock	16 17 13	Evolution since the bubble meeting the bounce
Dance	16 16	The next installment in a solid series

ARTIST	TITLE	CAT NO.	DEALER PRICE	DISTRIBUTOR	CATEGORY	ARTIST	TITLE	CAT NO.	DEALER PRICE	DISTRIBUTOR	CATEGORY
100 MCCO: THE BEST OF THE EARLY YEARS MUSIC CLUB CD	MCCD 100 MC	MCTC 107	£5.52 43	MC/STP	Pop/Rock	GOLDSMITH, Jimmy SUPERLIGIO	ORIGINAL SOUNDTRACK BLISS SCREEN CD	FLMCD 137 30		CON/VS	Film
ACB! DUBBO LAST INDICATIONS OF GENES COMMON CAUSE CD	00102 CD	00102 CD	£6.95 10	MC/STP	Pop	GOLDSON, Brent	QUENTIN CONROD DREVIS JAZZ LINE CD	191932 17 59		CON	Jazz
ADAMS SINGERS, CHRIS SINGERS SOMETHING SIMPLE FROM THE SHOWKS PRODUCTIONS CD	PWMS 4143	£0.50 36		PK	MC/STP	Stage	GREENE, Steve	THE NEW YORK PHILHARMONIC CD	191922 17 59	CON	Class
ALLEN, BARRY STRUCKING THE TAIL OF THE BIRD AMP CD	AMPCD 911 07 29			WMC	Am/Blues	GROSSMAN, Steve	IN NEW YORK DREVIS JAZZ LINE CD	191902 17 59		Jazz	Jazz
ALLEN, Steve PLAYS JAZZ TONIGHT CONCORD CD	CCD 411 19 29			WMC	Am/Blues	GUY, JAZZ	JAZZ TONIGHT CONCORD CD	CCD 411 19 29		CON	Jazz
ALUMINUM CACTUS... GODDESS OF THE EARH AMP CD	AMPCD 911 07 29			WMC	Am/Blues	HACKETT, Steve	CLAUDETTE PERMANENT CD	PERM 137 17 59	CON	IC/BMG	Rock
ALVIN CLAYTON AND THE BROTHERS JUBILEE BROTHERS CD	82006 CD	£2.27 27		WMC	Am/Blues	HALL, Billy	AMITAYI ARABESQUE CD	AV 216 6 39		Jazz	Jazz
ALTIMED IMAGES HAPPY BIRTHDAY SONS COLLECTORS' CHOICE CD	382944 MC	382944 MC	£6.95 10	PK	Pop	HALLIDAY, Steven	WITH BARRY COOKFOOT HANNAH'S NORTH COUNTRY RANDOM HOUSE CD			CON	Disc
ANDRA & MARCIA GIBERTINI REALTY TOGETHER LANCA CD	60102			JS	Reggae	HEART BITE	IT'S STRANGE SONS COLLECTORS' CHOICE CD	382972 MC	382974 15.57 28	PK	MCTC
ANTHONY SOUND OF WHITE NOISE ELECTRA CD	7556400 CD	7556400 CD	£5.95 10	WMC	Pop	HICKAN, John	JANET VERNER CD	CDV 2720 MC	CDV 2720 11 29	F	Pop/Dance
ARCADE FIRE MORE PPOPPY CD	191932 17 59			WMC	Pop	HOLLANDER, BILLY	QUANTUM CORTINA CONCORD CD	CCD 409 8 28		F	Pop
ARISTO THE HEART BEYOND MUSIC MUSIC CLUB CD	38388 05			DS	World	HOLLIS, The	HUNGLES A&M 85 1301 1971 AMP CD	CDMP 390 8	CDMP 390 8	F	Pop
ARISTA, Andrew NY CONSON PLAY FOR ME PLAME TREE CD	191932 17 59			DS	World	HOLLIS, The	HUNGLES A&M 85 1301 1971 AMP CD	CDMP 390 8	CDMP 390 8	F	Pop
ASACI CAMERA DREAMLAND & CO	"AC" #20948922 "MC" #69934834 "LP" #50993483			W	Pop	HOLLIS, The	HUNGLES A&M 85 1301 1971 AMP CD	CDMP 390 8	CDMP 390 8	F	Pop
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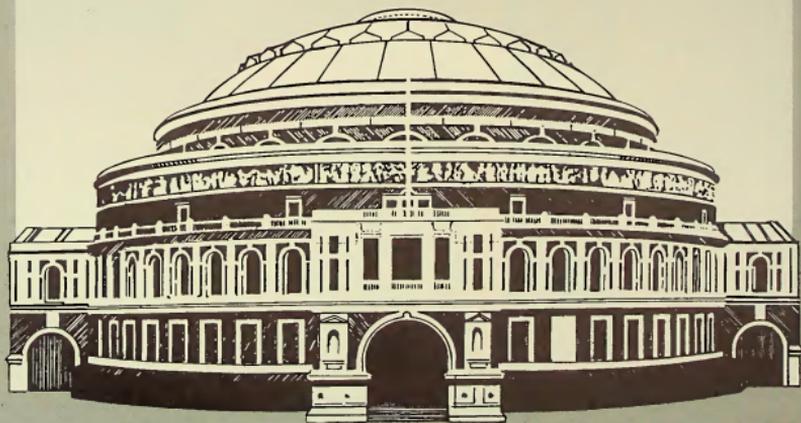
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TOP 75 SINGLES

THE OFFICIAL **Billboard** musicweek CHART

This Week		Last Week		Title Artist (Producer/Publisher)		Label/CDC/Case (Distributor) <small>7/12</small>			
1	3	1	1	FIVE LIVE (EP) George Michael/Queen/Liza Stansfield (Michael/Queen)	Parlophone CDRS 6340/TCR 6340R/6340V (E) 1001178/1001178	38	3	FOR TOMORROW Barry Manilow (MCA)	Font CDFO006 407/CDFO0 410 (E) 7347002/43
2	2	2	2	ALL THAT SHE WANTS Ace of Base (Polygram)	Motown 681202/812021/7374 (E) 881272/881272/1271	39	5	REGRET New Order (Ragga/Nonesuch/Warner)	Capitol CDCA004 340/CDCA0 340 (E) NU001 1
3	2	3	2	THAT'S THE WAY LOVE GOES Janet Jackson (A&M/J&W/Atlantic)	Virgin VSDG 148V/US 148 (E) 148190 1	40	NEW	SHOOTING FOR THE GUNNERS Arson/Fat Lip Squad 30/Chris Harrington/Gale (Baldwin)	London LOND4 341/US 342 (E) LON 342
4	4	4	4	TRIBAL DANCE 2 Unlimited (WideOrDe Coster) MCA	PWL Continental PWK 253/AMC 253 (E) PW111 262	41	NEW	HOUSE OF THE RISING SUN Rage (Lava)	Pulse-8 CDL04 64/CDL04 64 (E) 1121 1004 3
5	10	5	5	SWEAT (LA LA LA LA LONG) Heat Circle (London/Atlantic) MoshHouse/WC	Magnet 3001783/301783/1783 (E) 3001783/1783/3001783	42	2	PACKET OF PEACE Lionrock (Robertson) GC	Decomunation/DCA 7421/14072/7421/14474 (BMG) 112 1019 289
6	3	6	3	I HAVE NOTHING Whitney Houston (Fastel) RCA	Atena 7421148/148/148/148 (BMG) 7421148/148/148/148	43	NEW	I GOT A MAN Patti LaBelle (Thomson) GC	4th-E/Way 8012/812/8012A (E) 112 1019 289
7	5	7	5	EVERYBODY WANTS TO FUR Warner Bros W0165/UM 0165 (E) W0165 1	Warner Bros W0165/UM 0165 (E) W0165 1	44	25	POWER OF AMERICAN NATIVES Dance 2 Trance (Dance 2 Trance) BMG	Logic/Inks 13993/13994 (BMG) 742113358/1742113358 (E)
8	12	8	12	BELIEVE IN ME Lionel Richie (A&M) (Atlantic)	Int'l MC 238/US 238 (E) MC 238 229	45	2	ONE TONGUE Hothouse Flowers (Linn) WC	London LOND4 340/US 341 (E) LON 342
9	7	9	7	AIN'T NO LOVE (AIN'T NO USE) Sub Sub featuring Fabrice Williams	IRCA CD09 238/US 238 (E) 71018 812 9108 9	46	18	MR LOVERMAN Rubba Snake/Dan Bennett/Dub Platez/Grooveswerve	Epic 65602/65602/64 (E) 65602 1
10	10	10	10	INFORMER '00 Snowy White/Sumi Franchito/Leamy PolyGram/GC	East West America A 8430/CA 8430 (E) A 8430 11	47	NEW	HOT HOT HOT Pat and Mick (Stock/Watermark) International	P&M/P&M International PARKCD 104/AMC 11 (E) PARK17 1
11	15	11	15	HOUSECALL (REMIX) Shedda Rankin/Max Price/Bennet/Dillon Various	Capitol 65079/62069/6104 (E) 65079 6	48	2	BLUE FOR YOU/THIS TIME (LIVE) Vince Gill (Meridian) Polygram	Precedia 08807/08807/08807 (E) JEWEL 1
12	11	12	11	I GOT 2 KICKS Cappella (Bortoloni) MCA	Int'l MC 238/US 238 (E) IRCA 71018 812 9108 9	49	5	DO YOU LOVE ME LIKE YOU SAY? The Only Living Boy in Paris	Capitol 65079/62069/6104 (E) 65079 6
13	8	13	8	YOUNG AT HEART The Brand New Heavies/Don Banks/Alvin/Ala Bunch/WC	London LOND 341/US 342 (E) LON 342	50	4	THE ONLY LIVING BOY... (EP) Everything But The Girl (Eurythmics) Various	Blanco Y Negro NEG 623/NEG 62 (E) NEG 62 1
14	12	14	12	WALKING IN MY SHOES Dispecto Moke (Dispecto Moke/Flood) EM	Mercury 626/260 (E) 626 1	51	NEW	LEMMINGS Sick (Richardson) WC/Zoo	Parlophone CD04 203/US 203 (E) CD04 203 1
15	20	15	20	10 YEARS ASLEEP Kopmakar (Dolomite) WC	Scotty/Chrysalis CDSC2R48/47C/SC2R48 (E) SC2R48 8	52	2	SHIPS (WHERE WERE YOU?) Puls 6 (Big Country) EM	CompuScan CDPLA 5/US 5 (E) PLU 6 1
16	3	16	3	WHEN I'M GOOD AND READY Maurice Chevalier (A&M) As Discs	PWL Continental PWK 260/AMC 260 (E) PW111 260	53	4	KISS OF LIFE Sade (Sasha) Angel	Epic 691118/118 (E) 691118 1
17	17	17	17	I'M SO INTO YOU SWA (Morgan) Interscope/WC	IRCA 7421144/7421144/7421144 (BMG) 7421144/7421144/7421144	54	6	SLOW TIE DOWN Fast 11 (Rialto) PolyGram	London LOND 339/US 339 (E) LON 339 1
18	24	18	24	SWIM HALLUJAH! Lego/Legacy (Capitol) MCA	IRCA 7421144/7421144/7421144 (BMG) 7421144/7421144/7421144	55	4	FREAK ME Sik (Sweat) WC	Epic 691118/118 (E) 691118 1
19	4	19	4	I R THE BEST THING Dremin (Fog) WC	Logic/Atena 742113802/742113802 (BMG) 742113802/742113802	56	NEW	HERO David Crosby featuring Phil Collins (Collins) Warner	Atlantic A23002/CD 2302 (E) A2302 1
20	NEW	20	NEW	EXPRESS Gina Carroll (Flood) Polygram/RCA	Magnet 1041100/104 (E) 104 1	57	4	IN YOUR EYES Danel O'Donnell (Byron) SDRM	Rite Rite 25702/25702 (E) RIT 2570 1
21	37	21	37	ZOU MALIS Robert Farris (Hush) EM	Orion 6802/5802 (E) 6802 1	58	3	TONIGHT Duff Leppard (Shipley/Del Leppard) Budget/Royal/Zomba	Budget/Royal/LEPCD 104/US 10 (E) LEPCD 10 1
22	29	22	29	SHOW ME LOVE Robin S (George/McFarlane/Stonebridge) Chrysalis	Capitol 65079/62069/6104 (E) 65079 6	59	NEW	PROMISES Patsy Cline (Columbia)	Columbia 69092/4 (E) 69092 4
23	NEW	23	NEW	STAND ABOVE ME Orchestra/McIntosh in the Dark (McCluskey/Coskey) EM	Virgin VSDG 148V/US 148 (E) 148190 1	60	4	NO LIMIT 2 Unlimited (WideOrDe Coster) MCA	PWL Continental PWK 253/AMC 253 (E) PW111 256
24	NEW	24	NEW	IN THESE ARMS Sax (Sax) Polygram/EMI/GC	Janica JWC4 1310/US 131 (E) JATE 1	61	NEW	I THINK OF YOU Bryan Powell (Epic) BMG	Taken Loud TLKCD 38/US 38 (E) TLK13 1
25	3	25	3	BETTER THE DEVIL YOU KNOW Sona (Wright) AM	Atena 7421148/148/148/148 (BMG) 7421148/148/148/148	62	NEW	I CAN FEEL IT Sung (The Roots/Dan/Dan/O'Neill) BMG	IRCA 14071/14071/14071 (BMG) 14071 1
26	16	26	16	OH CAROLINA Shaggy (Sony) WC	Greenveers GREG 631/GREG 631 (E) GREG 103	63	4	SEVEN DAYS Sung (Fadgham/Sing) Magnet	ASB 80202/25 80202 (E) 80202 1
27	31	27	31	THE JUNGLE BOO GROOVE Jungle Book (Harcin/Carnool) Campbell/Connelly	Halfworld HYWCD 126/US 126 (E) HY 126 1	64	NEW	LEGACY Mad Cobra featuring Ritchie Stephens (Dillon) Zomba	Columbia 65882/3 (E) 65882 3
28	6	28	6	BULLET IN THE HEAD Rage Against the Machine (Fane Against the Machine) Sony	IRCA 69125/2 (E) 69125 2	65	2	LOVEBIBBS Dodgy (Island) BMG	ASB 80202/25 80202 (E) 80202 1
29	NEW	29	NEW	THE RETURN OF PAN Aloisio (Scott/Phon) Metastorm/EMI	GF 611 (E) GF 611 1	66	2	I AIN'T NEW TA THIS Lice-T/LJ/Audrey/Da/Jice-T/WC	Rhyme Syndicate/Virgin 5200 1 (E) 5200 1 1
30	23	30	23	WIND IT UP (REWORK) The Prodigy (Hush) EM	XL Recordings XL 307/US 307 (E) XL 307 1	67	3	SUMMERLANDS The Streets (Walslow) Konkor	MCA/MCA 520 1 (E) MCA 520 1
31	NEW	31	NEW	GLORIA John Mellencamp & John Lee Hooker (Morrison) Cash	EastWest/Warner 11/US 11 (E) WANS 1 1	68	NEW	GIRLS LIFE Gilliland (MacDonald) WC	Atena 742113362/742113364 (BMG) 742113362/742113364
32	33	32	33	PARISIENNE WALKWAYS '93 Sax (Morgan) Taylor/Mannock	Virgin VSDG 148V/US 148 (E) 148190 1	69	4	GIMME SHELTER (EP) Various (Various) Westminster	Food Records VTCDOR 1 (E) VTCDOR 1 1
33	NEW	33	NEW	TWO PRINCES Spin Doctors (Clemens/Spin Doctors/La Rocca) Sony	IRCA 69109/3 (E) 69109 3	70	NEW	SOAPBOX (Remix) Lita Ford (Polygram)	Polygram ULTD 141/US 141 (E) ULT 141 1
34	7	34	7	MI GOING ALL THE WAY Sound by Three (Linn/Linn/Linn) EM	Perspectives/Atena 518/253/253 (E) 518 1	71	6	IS IT LIKE TODAY? World Party (Waller/Sing/Lythe) Polygram	Enigma 6567/US 6567 (E) ENY 656 1
35	6	35	6	COME UNDO Duran Duran (Duran) Duran GC	Parlophone CD05 157/US 157 (E) CD 157 1	72	30	THE GHOST AT NUMBER ONE The Ghosts (Purg/Sur/Manning) EM	Chrysalis CD05 157/US 157 (E) CD 157 1
36	4	36	4	ONLY Debrah (Linn) Atlantic/Zomba	Epic 69116/16 (E) 69116 1	73	4	GLAD ALL OVER The Dave Clark Five (Clark) Spurny/WC	EMI CDMET 674/US 674 (E) CMC 67 1
37	NEW	37	NEW	THE GREATEST FLAME Runtz (Philly) Chrysalis	Chrysalis CD05 397/US 397 (E) CMC 397 1	74	4	ONLY YOUNDER LOU Deacon Blue (Osborne/Oakenfold) Poor	Columbia 65918/65918/64 (E) 65918 4

As used by Top Of The Pops and Radio One

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TOP

THE OFFICIAL ^{MM}music week CHART

MAY

15

1993

40 SINGLES



1 FIVE LIVE (EP)

1 GEORGE MICHAEL AND QUEEN

PARLOPHONE

02 ALL THAT SHE WANTS

ACE OF BASE

LONDON

03 THAT'S THE WAY LOVE GOES

JANET JACKSON

VIRGIN

04 TRIBAL DANCE

2 UNLIMITED

PWL CONTINENTAL

05 SWEAT (A LA LA LA LA LONG)

INNER CIRCLE

MAGNET/EAST WEST

06 I HAVE NOTHING

WHITNEY HOUSTON

ARISTA

07 EVERYBODY HURTS

R.E.M.

WARNER BROS

08 BELIEVE IN ME

UTAH SAINTS

LONDON

09 AIN'T NO LOVE (AIN'T NO USE)

SUE SUE FEAT MELANIE WILLIAMS

ROBS

10 INFORMER

SNOW

EAST WEST AMERICA

THE KING OF SOUL IS BACK!

His new single

LITTLE MIRACLES

(Happen Every Day)

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7. Cassette CD*

Includes

Floor of a Hero*

Hero

the motion picture

"Accidental Hero"

29 PALMS

ROBERT PLUM*

ES PARANZANO/FONKAM

37 21

SHOW ME LOVE

ROBIN S

CHAMPION

14 22

STAND ABOVE ME

OMD

VIRGIN

new 23

IN THESE ARMS

BON JOVI

JAMBORO/MERCURY

new 24

BETTER THE DEVIL YOU KNOW

SONIA

ARISTA

18 25

OH CAROLINA

SHAGGY

GREENSLERBES

19 26

THE JUNGLE BOOK GROOVE

DISNEY CAST

HOLLYWOOD

31 27

BULLET IN THE HEAD

RAGE AGAINST THE MACHINE

Epic 16 28

THE RETURN OF PAN

WATERBOYS

GEFFEN

new 29

Wind It Up (Remound)

PRODIGY

X. Recordings

23 30

GLORIA

VAN MORRISON & JOHN LEE HOOKER EXILE/PALYDOR

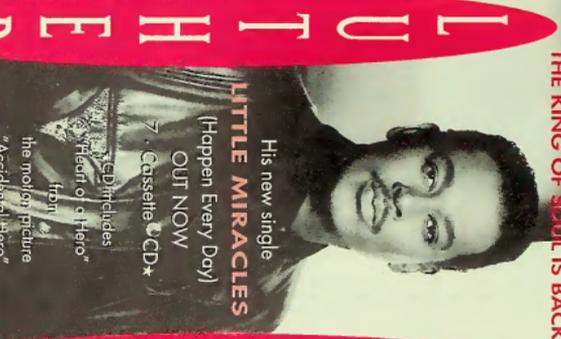
new 31

PARISIENNE WALKWAYS '93

GARY MOORE

VIRGIN

33 32



LITTLE MIRACLES

WANDROS

TOP 50 AIRPLAY CHART

THE OFFICIAL **music week** CHART

15 MAY 1993

Rank	Title	Artist	Label	Station with Most Plays
1	EVERYBODY HURTS REM	A	Warner Brothers	Capital FM
2	AINT NO LOVE (AIN'T NO USE)	Sub Sub featuring Malena Williams	R	Red Rose Rock FM
3	SEVEN DAYS	Sing	A	ASAM
4	I HAVE NOTHING	Whitney Houston	A	Arista
5	REGRET	New Order	A	London
6	COME UNDONE	Duran Duran	A	Parlophone
7	IS IT LIKE TODAY	Wendy Power	A	Ensign
8	I WHEN I'M GOOD AND READY	Sylk	A	PWL International
9	THAT'S THE WAY LOVE GOES	Jonest Jackson	A	Virgin
10	SOMEBODY TO LOVE	George Michael/Queen	A	Parlophone
11	DO YOU LOVE ME LIKE YOU SAY	Tenence Trani / D'Arby	A	Columbia
12	GIMME SHELTER EP	Various	A	Food
13	YOUNG AT HEART	The Bluebelles	A	London
14	ONLY TENDER LOVE	Deacon Blue	B	Columbia
15	UR THE BEST THING	D'Arby	B	Magnet
16	INFORMER	Snow	A	Atlantic
17	GO AWAY	Diego Estefan	B	Epic
18	TRIBAL DANCE 2	United	A	PWL Continental
19	FOR TOMORROW	Blur	A	Food
20	IN THESE ARMS	Bas Joly	B	Jimco
21	SLOW IT DOWN	Est 17	A	London
22	EXPRESS	Sine Carroll	A	ASAM
23	TENNESSEE	Aerosol Development	A	Crofttempo
24	29 PALMS	Robert Plant	A	Fonema
25	WALKING IN MY SHOES	Deborah Metzke	A	Mure

Rank	Title	Artist	Label	Station with Most Plays
26	ALL THAT SHE WANTS	Ace Of Base	B	London
27	THE RETURN OF PAU	The Waterboys	B	Geffen
28	SING HALLELUJAH	Di'Anon	B	Lagis
29	I NEVER FELT LIKE THIS BEFORE	Mica Paris	B	EMI voy
30	FEVER	Madonna	B	Maverick
31	GLORIA	Van Morrison And John Lee Hooker	B	Foydar
32	STAND ABOVE ME OMD	OMD	B	Virgin
33	OH CAROLINA	Shayna	B	Greenstreet
34	I.G.Y. (WHAT A BEAUTIFUL WORLD)	Howard Jones	B	East West
35	TONIGHT	Def Leopard	B	Bludgeon Records
36	CHILD OF LOVE	Lemonheads	B	Oxygen
37	CRAZY FOR YOU	Lat Lou	B	Vertigo
38	HERO	David Crosby featuring Phil Collins	B	Atlantic
39	ONE TONGUE	Hothouse Flowers	B	Capitol FM
40	NEVER AGAIN	JC 101	B	Antigua
41	DON'T WALK AWAY	Jade	B	Giant
42	LOVEBIRDS	Dodgy	B	ASAM
43	THE ONLY LIVING BOY IN NEW YORK EP	Everything But The Girl	B	Honeycreeper
44	WE GOT THE LOVE ('93 REMIXES)	Lady Lagoon	B	PWL International
45	HOUSECALL	Shabazz Raynes featuring Maxi Priest	A	Epic
46	BELIEVE	Lenny Kravitz	A	Virgin America
47	MIND OF LOVE	Id Jaz	A	Sire
48	KILLER PAPA WAS A ROLLING STONE	George Michael	A	Parlophone
49	SIMPLE LIFE	Teen Star	B	Rocket
50	TEN TIMES ASLEEP	Kingsmaker	B	Scorch

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TOP 10 BREAKERS

Rank	Title	Artist	Label
1	SHOUT	Louise Loo & Mische One	Ittr
2	TWO PRINCES	Spa Doctors	Epic
3	WHO DO YOU THINK YOU ARE	Howard Jones	Saint Elmer
4	I DON'T WANNA FIGHT	Tina Turner	Parlophone
5	WORLD	New Order	London
6	LONG TRAIN RUNNING	Doobie Brothers	WFA
7	I'M GONNA SOOTHE YOU	Mary McCormack	Geffen
8	TURN OFF	The Milltown Brothers	ASAM
9	LINE UP	Edwyn Collins	Geffen
10	IMPROVISATION	Ed Heyne-Johnson	Equation

Records are include the Airplay Chart but not on last week's CRW Top 30 singles chart.

REGIONAL CHOICE

Rank	Title	Artist	Station
1	WHERE DOES MY HEART BEAT NOW	Celine Dion	MMF 1034 & 971
2	SHADES OF SUMMER	Rede Jones	MMF 1034 & 971
3	LONG LIVE LOVE	Nick Berry	MMF 1034 & 971
4	CELEBRATION	Oceania	MMF 1034 & 971
5	LOVE CAN'T TURN AROUND	Seals	MMF 1034 & 971
6	QUIET JOYS	Aon	Downtown
7	YOU CAN'T HURRY LOVE	Sixties	MMF 1034 & 971
8	LYSANDER'S TENSE (LOVERS AFTER ALL)	Ricky Toner And Junior	Downtown
9	STONES IN THE ROAD	Jan-Baz	Downtown
10	THE BELL	Mika Gilfield	Downtown

Top 10 sites showing most regional hits.

AIRPLAY PROFILE

SELECTED TITLE: SIMPLE LIFE
Eton John (Vertigo)

1	Children Network	6	Red Rose Rock FM
2	Essex	7	BRMB FM
3	Downtown	8	Aire FM
4	Inverica FM	9	Hereward
5	Capital FM	10	Tay

Stations showing most play for selected title.

THIS WEEK'S CONTRIBUTORS:

203 FM, Airy FM, BBC Radio 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100, 101, 102, 103, 104, 105, 106, 107, 108, 109, 110, 111, 112, 113, 114, 115, 116, 117, 118, 119, 120, 121, 122, 123, 124, 125, 126, 127, 128, 129, 130, 131, 132, 133, 134, 135, 136, 137, 138, 139, 140, 141, 142, 143, 144, 145, 146, 147, 148, 149, 150, 151, 152, 153, 154, 155, 156, 157, 158, 159, 160, 161, 162, 163, 164, 165, 166, 167, 168, 169, 170, 171, 172, 173, 174, 175, 176, 177, 178, 179, 180, 181, 182, 183, 184, 185, 186, 187, 188, 189, 190, 191, 192, 193, 194, 195, 196, 197, 198, 199, 200, 201, 202, 203, 204, 205, 206, 207, 208, 209, 210, 211, 212, 213, 214, 215, 216, 217, 218, 219, 220, 221, 222, 223, 224, 225, 226, 227, 228, 229, 230, 231, 232, 233, 234, 235, 236, 237, 238, 239, 240, 241, 242, 243, 244, 245, 246, 247, 248, 249, 250, 251, 252, 253, 254, 255, 256, 257, 258, 259, 260, 261, 262, 263, 264, 265, 266, 267, 268, 269, 270, 271, 272, 273, 274, 275, 276, 277, 278, 279, 280, 281, 282, 283, 284, 285, 286, 287, 288, 289, 290, 291, 292, 293, 294, 295, 296, 297, 298, 299, 300, 301, 302, 303, 304, 305, 306, 307, 308, 309, 310, 311, 312, 313, 314, 315, 316, 317, 318, 319, 320, 321, 322, 323, 324, 325, 326, 327, 328, 329, 330, 331, 332, 333, 334, 335, 336, 337, 338, 339, 340, 341, 342, 343, 344, 345, 346, 347, 348, 349, 350, 351, 352, 353, 354, 355, 356, 357, 358, 359, 360, 361, 362, 363, 364, 365, 366, 367, 368, 369, 370, 371, 372, 373, 374, 375, 376, 377, 378, 379, 380, 381, 382, 383, 384, 385, 386, 387, 388, 389, 390, 391, 392, 393, 394, 395, 396, 397, 398, 399, 400, 401, 402, 403, 404, 405, 406, 407, 408, 409, 410, 411, 412, 413, 414, 415, 416, 417, 418, 419, 420, 421, 422, 423, 424, 425, 426, 427, 428, 429, 430, 431, 432, 433, 434, 435, 436, 437, 438, 439, 440, 441, 442, 443, 444, 445, 446, 447, 448, 449, 450, 451, 452, 453, 454, 455, 456, 457, 458, 459, 460, 461, 462, 463, 464, 465, 466, 467, 468, 469, 470, 471, 472, 473, 474, 475, 476, 477, 478, 479, 480, 481, 482, 483, 484, 485, 486, 487, 488, 489, 490, 491, 492, 493, 494, 495, 496, 497, 498, 499, 500, 501, 502, 503, 504, 505, 506, 507, 508, 509, 510, 511, 512, 513, 514, 515, 516, 517, 518, 519, 520, 521, 522, 523, 524, 525, 526, 527, 528, 529, 530, 531, 532, 533, 534, 535, 536, 537, 538, 539, 540, 541, 542, 543, 544, 545, 546, 547, 548, 549, 550, 551, 552, 553, 554, 555, 556, 557, 558, 559, 560, 561, 562, 563, 564, 565, 566, 567, 568, 569, 570, 571, 572, 573, 574, 575, 576, 577, 578, 579, 580, 581, 582, 583, 584, 585, 586, 587, 588, 589, 590, 591, 592, 593, 594, 595, 596, 597, 598, 599, 600, 601, 602, 603, 604, 605, 606, 607, 608, 609, 610, 611, 612, 613, 614, 615, 616, 617, 618, 619, 620, 621, 622, 623, 624, 625, 626, 627, 628, 629, 630, 631, 632, 633, 634, 635, 636, 637, 638, 639, 640, 641, 642, 643, 644, 645, 646, 647, 648, 649, 650, 651, 652, 653, 654, 655, 656, 657, 658, 659, 660, 661, 662, 663, 664, 665, 666, 667, 668, 669, 670, 671, 672, 673, 674, 675, 676, 677, 678, 679, 680, 681, 682, 683, 684, 685, 686, 687, 688, 689, 690, 691, 692, 693, 694, 695, 696, 697, 698, 699, 700, 701, 702, 703, 704, 705, 706, 707, 708, 709, 710, 711, 712, 713, 714, 715, 716, 717, 718, 719, 720, 721, 722, 723, 724, 725, 726, 727, 728, 729, 730, 731, 732, 733, 734, 735, 736, 737, 738, 739, 740, 741, 742, 743, 744, 745, 746, 747, 748, 749, 750, 751, 752, 753, 754, 755, 756, 757, 758, 759, 760, 761, 762, 763, 764, 765, 766, 767, 768, 769, 770, 771, 772, 773, 774, 775, 776, 777, 778, 779, 780, 781, 782, 783, 784, 785, 786, 787, 788, 789, 790, 791, 792, 793, 794, 795, 796, 797, 798, 799, 800, 801, 802, 803, 804, 805, 806, 807, 808, 809, 810, 811, 812, 813, 814, 815, 816, 817, 818, 819, 820, 821, 822, 823, 824, 825, 826, 827, 828, 829, 830, 831, 832, 833, 834, 835, 836, 837, 838, 839, 840, 841, 842, 843, 844, 845, 846, 847, 848, 849, 850, 851, 852, 853, 854, 855, 856, 857, 858, 859, 860, 861, 862, 863, 864, 865, 866, 867, 868, 869, 870, 871, 872, 873, 874, 875, 876, 877, 878, 879, 880, 881, 882, 883, 884, 885, 886, 887, 888, 889, 890, 891, 892, 893, 894, 895, 896, 897, 898, 899, 900, 901, 902, 903, 904, 905, 906, 907, 908, 909, 910, 911, 912, 913, 914, 915, 916, 917, 918, 919, 920, 921, 922, 923, 924, 925, 926, 927, 928, 929, 930, 931, 932, 933, 934, 935, 936, 937, 938, 939, 940, 941, 942, 943, 944, 945, 946, 947, 948, 949, 950, 951, 952, 953, 954, 955, 956, 957, 958, 959, 960, 961, 962, 963, 964, 965, 966, 967, 968, 969, 970, 971, 972, 973, 974, 975, 976, 977, 978, 979, 980, 981, 982, 983, 984, 985, 986, 987, 988, 989, 990, 991, 992, 993, 994, 995, 996, 997, 998, 999, 1000.

US TOP 50 SINGLES

Rank	Title	Artist	Label
1	THAT'S THE WAY LOVE GOES	Jonest Jackson	Virgin
2	FREAK ME	Kia	A&M
3	LOVES	Vanessa Williams	Giant
4	INFORMER	Snow	East West
5	I HAVE NOTHING	Whitney Houston	Arista
6	KNUCKIN' DA BOOT	G. Thorne	Deitch/Rou
7	KNONNO	Black Boyz	Hi-Tone
8	I'M SO INTO YOU	SWV	RCA
9	LOOKING THROUGH	PM Dawn	Cosmo
10	DON'T WALK AWAY	Jade	Giant
11	DITTY	Paulosky	New Pacific
12	WEAK	SWV	RCA
13	TWO PRINCES	Spa Doctors	Epic/Asotone
14	WHO IS IT	Michael Jackson	Epic
15	THE CRYING GAME	Boy George	SBK
16	COMFORTER	Snow	Atlantic
17	HPHOPRO	Naughty By Nature	Tommy Boy
18	IT WAS A GOOD DAY	Ice Cube	Priority
19	NOTHING MIGHTY	MC Lyte	Profile
20	ANGEL	Janet Jackson	SBK
21	CANCEL IN THE CRAWL	Ugly Kid Joe	Geffen
22	SHINY	Herbie Hancock	Starline
23	LOVE ME LOVE ME	Robert G	Big Beat
24	COME UNDONE	Duran Duran	Capitol
25	CONNECTED	Styrene/MC's	Geffen
26	THREE LITTLE PIGS	Green Jello	Zoo
27	IF I EVER LOVE YOU	Sing	ASAM
28	DOWN WITH THE KING	Ru MC	Profile
29	HAVE YOU GOT A DREAM	Red Stewart	Warner Bros
30	DAZZLE YOURS	Dance	ASAM
31	THAT'S WHAT LOVE CAN DO	Boy Kravitz	Next Plateau
32	BAD BOYS	Inner Circle	Big Beat
33	I'M EVERY WOMAN	Whitney Houston	Arista
34	ORDINARY WORLD	Duran Duran	Capitol
35	DEDICATED	Kelly Price	Announcement
36	MR. WENDAL	Aerosol Development	Chrysalis
37	I'LL NEVER GET OVER YOU	Exposé	East West
38	LOVE DON'T LOVE YOU	En Vogue	East West
39	BED OF ROSES	Boyz II Men	Jambro
40	SIMPLE LIFE	Eton John	MCA
41	THE RIGHT KIND OF LOVE	Jerome Jordan	Giant
42	SO ALONE	Mexx/Lunge	East West
43	TELL ME WHAT YOU DREAM	Russell Moran	RCA
44	THE MORNING PAPERS	Prince/PG	Paisley Park
45	MORE AND MORE	Capitol/Phillywood	Intergo
46	BUDDY X	Herbie Hancock	Virgin
47	AWOLE NEW WORLD	Prince/Ras/Bryan Mills	Capitol
48	FOREVER LOVE	Kenny G	Arista
49	SOMEBODY TO LOVE	George Michael	Hollywood
50	I GOT A MAN	PosiBlack	Island

Charts courtesy Billboard, 15, May 1993. A-G are awarded to those products demonstrating the greatest airplay and sales gain.

US TOP 50 ALBUMS

Rank	Title	Artist	Label
1	THE BODYGUARD (OST)	Various	Arista
2	GET A GRIP	Aerosmith	Geffen
3	PORNOGRAPHS	Pantera For Pynce	Warner Bros
4	BREATHLESS	Kenny G	Arista
5	POCKET FULL OF KRYPTONITE	Spa Doctors	Epic
6	UNPLUGGED	Eric Clapton	Duck
7	THE CHRONIC	Dr. Dre	Death Row
8	12 INCHES OF SNOW	Snow	East West
9	IT'S ABOUT TIME	SWV	RCA
10	LOSE CONTROL	Silk	Kia
11	LOVE LUXE	Sade	Epic
12	TEN SUMMERS TALES	Sing	ASAM

RECORD MIRROR

DANCE UPDATE

15 MAY 1993
FREE WITH MUSIC WEEK

DEO

RAVE ON - BUT NOT FOR LONG

Government plans to give the police more powers to deal with illegal outdoor festivals and raves look unlikely to be put into action before the summer.

At the House of Commons last week, Prime Minister John Major was asked whether Gloucestershire police would soon be given more powers to deal with new age travellers.

Major replied: "We are examining what further

legislative measures can be taken to give the police more powers, but I cannot promise that they will necessarily be introduced before the summer."

Although the Prime Minister's reply referred to the problems at Stonehenge and its surrounding area, any new legislation is likely to affect illegal raves throughout the country.

RUSH RELEASE IN CASTLE REMIX DEAL

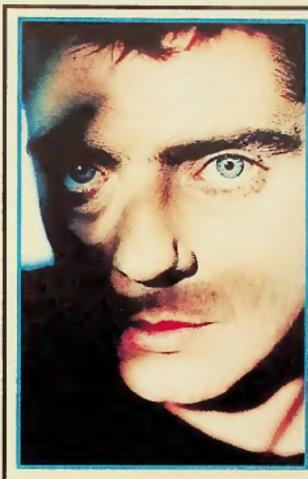
Pluggers Rush Release is launching its own label of back catalogue remixes. But the label's first release - a remix of Motorhead's 'Ace Of Spades' - is already in jeopardy following singer Lemmy's refusal to give permission.

WGAF (Who Gives A Fuck) is being run by Rush director Nick Titchener and its release schedule revolves around a deal he has struck with Castle Communications.

The 'Ace Of Spades' track now looks unlikely to be released but remixers CCN (Colin Peter and Carl Ward) are working on the next track, a version of Real Thing's 'Can You Feel The Force'.

Titchener says: "We have done a deal with Castle whereby we will be remixing tracks from their huge back catalogue. But they will be a lot more than just throwing a 'Funky Drummer' beat in."

Distribution for WGAF is through Total/BMG.



Hot on the heels of Gary Clall's new single comes the LP 'Dreamstealers' and a host of producers' mixers. Backed by the usual On-U Sound posse of musicians, the album - out on June 7 - has mixes by Paul Oakenfold and Steve Osborne, Style Scott and Adrian Sherwood. The single, 'These Things Are Worth Fighting For' (out this week), features mixes by Oakenfold, Sherwood, Justin Robertson and Young Gods.

BIG REGGAE NAMES LINE UP

General Levy and Chaka Demus & Pliers are among the acts confirmed for the Twelfth Annual Reggae Awards.

Following last month's trouble at Hammersmith Palais, the event has moved to another London venue - Brixton's Academy - for the June 11 show.

Other artists confirmed to appear include: Tippa Irie, Peter Dinklage, Sweetie Irie, Janet Lee Davis, U-Roy and Bounty Killer. Snow has yet to confirm his appearance. Tony Williams, Ezekiel and Patrick Walker are among the hosts.

Tickets are £15. Ring 081-673 3328 for more details.

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BOOGIE BOYZ React 2 Rhythm's Ernie and Bert are setting up their own label. Electric Boogie is based at their Maidenhead offices and a distribution deal is currently being finalised. The first release is their own 'I Want You/You're the One' but the duo are keen to hear demos of all styles of dance.

PERFECTO CROSSES INTO EURO SECTOR

Perfecto is launching a new offshoot label for mainstream Euro house singles. Other releases – including album artists such as Gary Clail – will continue to go through Perfecto/RC/A.

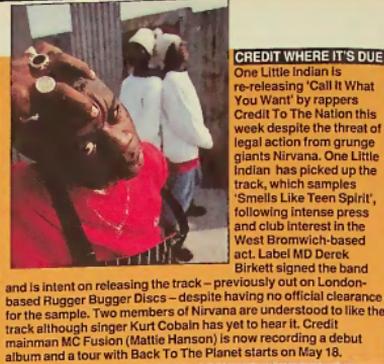
Perfecto London is being set up by DJ and A&R director Paul Oakenfold to differentiate between the different styles of Perfecto's artists.

"It's very Euro with good songs and the potential to cross over into pop.

"It's the sort of music that we

play in our London clubs – happy and uplifting," says Oakenfold, who has just begun guest DJing for U2 on their Zoo-roopa European tour.

The first release is 'It's Not Easy' by State Of Grace which is out on June 28, followed by 'Can't Take Your Love' by B-Real and 'Run To Me' by New Direction. Distribution is yet to be decided.



CREDIT WHERE IT'S DUE

One Little Indian is re-releasing 'Call It What You Want' by rappers Credit To The Nation this week despite the threat of legal action from grunge giants Nirvana. One Little Indian has picked up the track, which samples 'Smells Like Teen Spirit', following intense press and club interest in the West Bromwich-based act. Label MD Derek Birkett signed the band

and is intent on releasing the track – previously out on London-based Rugger Bugger Discs – despite having no official clearance for the sample. Two members of Nirvana are understood to like the track although singer Kurt Cobain has yet to hear it. Credit mainman MC Fusion (Mattie Hanson) is now recording a debut album and a tour with Back To The Planet starts on May 18.

NEW FACES

Eight new artists are lined up for the final of the Sony Dance Music Search '93 on May 20. They are: UXL (from Bradford), Room To Move (Liverpool), EQ (Harrowdon), Karen Farnalze (Battersea), Bonnie Null featuring Soila Abdul (Glasgow), Snijj (Totterham), Bones (Exeter) and DAE 12 (Willeshall). The final takes place at Camden Palace in London and Derek B is MC for the night. The winner will get a two-single deal with Rush Associated Labels, through Sony.

MIXING THE OLD WITH THE NEW

The influence of jazz on today's dance music is evident in the rosters of Talkin' Loud, Acid Jazz and in the music of chart acts such as Jamiroquai. But a new movement is under way to bring the original players into the spotlight with live recordings and gigs – mixing the old and the new.

Guru, of Gang Starr, has brought the two together on his new Jazzmatazz Volume 1 album – which features Donald Byrd and Roy Ayers among others – while UCCS and Greg Osby on the Blue Note label have also been turning the two genres.

EMI's European sector product manager Felix Cromey says the move is a logical progression. There is a limit to how much you can use samples live. If you are going to use jazz in its truest sense then you have to allow those jazz musicians to improvise with the music," he says.

Guru also sees the union as a way of paying respect. "I wanted to get the older cats that people are always sampling and just let them play."

He adds that both Byrd and Ayers were totally into the idea. "Donald used to teach jazz to a lot



● 'JAZZMATAZZ' (ABOVE) & GREG OSBY



of hip hop kids and Roy's 18-year-old kid is into rap so they knew where it was at," says Guru. US's classic cut 'Giantstep' and their upcoming album feature jazz musicians while Roney Jordan recently worked with rapper IG Culture and sax player Greg Osby has been working with rappers and Street Element.

Guru believes the new meeting of minds will appeal to a wide audience too. "I now have something that I can play to my father that I don't have to explain. At the same time, the young boys think it's cool," he says.

Meanwhile, the live scene is also embracing the new partnership. Not only is Guru bringing his Jazzmatazz project to the stage but the first London Jazz Danco takes place this Friday (May 14). Rappers Urban Species will appear alongside The Jazz Warriors and Brazilian musicians Fourth World at the event, which also features a live workshop the next day.

The result of all these collaborations, says Cromey, is not only greater harmony in the music but also "the possibility that it might just turn people on to the originals too."

Record Mirror news edited by Nick Robinson. Tel:071-620 3636.

- 11 **IT'S** EVERYBODY HURT
2 **1** **AIN'T NO LOVE (A&M)**
3 **4** **SEVEN DAYS** *Sing*
4 **7** **I HAVE NOTHING**
5 **1** **REGRET** *New Order*
6 **2** **COME UNDONE** *DJ*
7 **4** **IS IT LIKE TODAY**
8 **4** **WHEN I'M GOOD**
9 **2** **THAT'S THE WAY**
10 **14** **SOMEBODY TO LO**
11 **10** **DO YOU LOVE ME**
12 **10** **GIMME SHELTER**
13 **7** **YOUNG AT HEART**
14 **20** **ONLY TENDER** *LOI*
15 **17** **U R THE BEST TH**
16 **15** **INFORMER** *Shove*
17 **18** **GO AWAY** *Shove*
18 **10** **TRIAL DANCE** *2 L*
19 **20** **FOR TOMORROW**
20 **10** **IN THESE ARMS**
21 **13** **SLOW IT DOWN** *E*
22 **4** **EXPRESS** *Dina Cori*
23 **20** **TENNESSEE** *Arrest*
24 **20** **29** **PALMS** *Robert P*
25 **18** **WALKING IN MY**
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TOP 10 BF

- 1 **1** **SHOUT**
2 **2** **TWO PRINCES**
3 **3** **WHO DO YOU THINK**
4 **1** **I DON'T WANNA BE**
5 **5** **WORLD**
6 **10** **LONG TRUN RAIN**
7 **1** **I'M GONNA SOOTHE**
8 **8** **TURN OFF**
9 **5** **LINE UP**
10 **10** **IMPROVISATION**
Records are outside the Apple Cha

US TO

- 1 **1** **THAT'S THE WAY**
2 **1** **FREAK ME, S&K**
3 **4** **LOVE IS, Vanessa**
4 **1** **INFORMER, Shove**
5 **1** **HAVE NOTHING**
6 **1** **NUTHIN' BUT A G**
7 **1** **KINGKIN' DA BO**
8 **1** **I'M SO INTO YOU**
9 **1** **LOOKING TH**
10 **1** **DON'T WALK AW**
11 **1** **DITTY, Pajonby**
12 **1** **WEAK, Shov**
13 **1** **TWO PRINCES, S**
14 **1** **WHO IS IT, Mic**
15 **1** **THE CRYING C**
16 **1** **COMFORTER, Sha**
17 **1** **PHOPHORAY, H**
18 **1** **IT WAS A GOOD C**
19 **1** **NOTHIN' MY LOVE CAN TR**
20 **1** **ANGEL, Jon Secad**
21 **1** **CAT-SIN THE CRADLE, Ugly Kid J**
22 **1** **LIVIN' ON THE EDGE, Aerosmith**
23 **1** **SHOW ME LOVE, Robin S**
24 **1** **COME UNDONE, Duran Duran**
25 **1** **CONNECTED, Stereo MC's**

JAZZ

releas on Logic Records on May 10th available through BMG distribution

"Italian house stomper"

2 RM DANCE UPDATE

- | | | |
|--|--|---|
| 26 1 THE MORNING PAPERS, Prince/MPG <i>Pacheco/Park</i> | 29 1 JON SEASDA, Jon Seesda <i>SBK</i> | 44 1 AMERICA'S LEAST WANTED, Ugly Kid J <i>Jon Seesda</i> |
| 45 1 MORE AND MORE, Captain Hollywood <i>Imago</i> | 30 1 IT'S YOUR CALL, Roba McFeire <i>MCA</i> | 45 1 SLOW DANCING WITH THE MOND, Dolly Parton <i>Columbia</i> |
| 46 1 BLUDDY X, Nazzari/Cherry <i>Vagab</i> | 31 1 HARD WORKIN' MAN, Brooks & Dunn <i>Arista</i> | 46 1 THE PREDATOR, Ice Cube <i>Priority</i> |
| 47 1 A WOLE NEW WORLD, Public Enemy & Nona Brito <i>Columbia</i> | 32 1 19 NAUGHTY '93, Naughty By Nature <i>Tommy Boy</i> | 47 1 FIVE LIVE, George Michael/Queen <i>Hollywood</i> |
| 48 1 FOREVER IN LOVE, Kenney D <i>Arista</i> | 33 1 DURAN DURAN, Duran-Duran <i>Capitol</i> | 48 1 THE CHASE, G4th Bros <i>Liberty</i> |
| 49 1 SOMEBODY TO LOVE, Greg & Michael <i>Wolwood</i> | 24 1 SONGS OF FAITH & DEVOTION, Osprey/Mira <i>Sir</i> | 49 1 KEEP THE FAITH, Bob Jones <i>Jamco</i> |
| 50 1 I GOT A MAN, Positive E <i>Island</i> | 25 1 CEREAL KILLER (OST), Green-Jello <i>Zoo</i> | 50 1 IN MY TIME, Yanni <i>Private Music</i> |

Charts courtesy Billboard, 10 May 1992. ▲ Arrows are awarded to those products demonstrating the greatest weekly sales gain. □ UK acts. □ US signed acts.

Cool focus

DEO

cuts



THE DRUM CLUB

- | | | | |
|----|------|---|--------------------------|
| 1 | (3) | HARMONY TC 1933 | Italian Paradise Project |
| 2 | (2) | CREATION Stereo MCs | 4th & B'way |
| 3 | NEW | THINKING OF YOU Sister Sledge
Latest revival from the Sisters With Ramp and Joey Negro mixes | Atlantic |
| 4 | NEW | ELECTRIC GUITAR Fuke
Strong driving chunky groove | Circa |
| 5 | NEW | SUGAR DADDY (no artist credit)
Hot trancey cut from Sabres Of Paradise | Sabres Of Paradise |
| 6 | NEW | RUSHING Lori Clark
Uplifting garage track with CJ Mackintosh mixes | A&M |
| 7 | (6) | STARS Felix | deConstruction |
| 8 | (1) | TOP O' THE MORNING TO YA House Of Pain | Ruffness |
| 9 | NEW | LONDON X-PRESS X-Press 2
Chugging groove with a mad siren breakdown | Junior Boy's Own |
| 10 | (6) | THESE THINGS ARE WORTH FIGHTING FOR
Gary Chai On-U Sound System | Perfecto |
| 11 | NEW | JAMAMA Helicopter
Excellent fusion of disco, funk and house | Helicopter |
| 12 | (3) | CAN YOU FORGIVE HER Pat Shop Boys | Parlophone |
| 13 | NEW | SOMEDAY IN ALL THE RIGHT PLACES Lisa Stansfield
Out again with new Del mixes | MCA |
| 14 | (11) | RETURN TO THE VALLEY OF THE YEKE YEKE
Mighty Dubcats | Southern Fried |
| 15 | (17) | I'M NOT GONNA DO IT S1000 | Deep Distraction |
| 16 | NEW | RAPTURE Soul Odyssey
Big on impact and now out here with a new Shi-take mix | Rumour |
| 17 | NEW | ZUAZUA Marco Polo
Bright Italian house with vocal samples | Pigeon Pie |
| 18 | NEW | A LITTLE BIT OF MONEY Cardiac Swing
With deep and dubby Disc-Cuss mixes | Arista |
| 19 | NEW | HOLD ME NOW Solace
Deep and moody trance groove | Vivatonal |
| 20 | (14) | I REALLY FEEL The Drum Club | Butterfly |



Shop: Ruby Red Records, Cleveland Street, Wolverhampton (two floors; 35ft x 14ft).

Specialist areas: Dance across the spectrum; newly-opened downstairs department specialises in imports. Big sellers are soul, swingbeat and acid jazz. Garage and house rave are popular and hardcore is still selling reasonably well. Occasional club promoter and runs own labels Cleveland City and Funky Child.

Owner's view: "We've been here for 20 years and feel we've been at the forefront of many musical trends. We don't close our minds to any fad. Rap is fairly strong here and UK house is popular – it has a bit more life than American house. We like house and garage with a bit of life!" – Mike Evans.

Distributor's view: "First class. It's been going since 1972 – I bought an Urban Soul record there in 1972 and it cost 45p! Whatever leading trends are going, he's always there first. People come from miles around to get their records. I'd give it a nine out of 10." – Paul Tolley, Mo's Music Machine.

DJ's view: "Since they've opened the downstairs section it's been simpler to find what I want. They'll always try to get records for you." – DJ Scott (Pimp).



GODENOUGH 2

club

Club: Good Enough 2 at The Gardening Club, 4 The Piazza, Covent Garden, London. Thursdays 10.30pm-3am.

Capacity/PA/Special features: 450/10K/ Renowned for innovative mixing; popular with the fashion/media crowd.

Door policy: "Anyone we think is really cool. No Oxford Street people!" –

Richard Breslaw, promoter.

Music policy: "Everything except house – funk, rock, reggae, soul and rap." – Richard Breslaw.

DJs: Regulars – Michael K, Jane G, Johnny Lipsey. Guests include Jeremy Healey (every other week); Howie Bernstein, Maura Millia. PAs include: McKay and River.

Spinning: James Brown 'Papa Don't Take No Mess (Full Version From Hell)'; Sugar Cubes 'Birthday'; Super Cat 'Donny My Baby'; Beatnuts 'Beatnuts' album; DJs Kudo Hiroshi and Milo 'The Original Artform'.

DJ's view: "There are lots of nice girls who are open minded about the wide range of music – from really new to really old stuff. I start bpm's in the 90s, build it up to 120bpm and back down to the 90s." – Michael K.

Promotions view: "Wicked club, we all love it here. Other clubs play all these styles of music but rarely do you hear them mixed so well. Dead friendly crowd too." – Gavin Wright, 4th & B'way.

Average ticket price: £5; £3 concessions.

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

A guide to the most essential new club tunes as featured on 'FM'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 Blvd Undergrooves (Manchester), 23rd Precinct (Glasgow), 3 Beat (Liverpool), Warp (Sheffield), Trax (Newcastle).

RM DANCE UPDATE 3

I enclose a cheque for £.....for.....copies made payable to Music Week Directory
To pay by credit card enter details below:
My card number is Access/Mastercard Visa American Express Diners Club
Date card expires Signature.....

- 1 **EVERYBODY HURT** **4** **SEVEN DAYS** **5** **I HAVE NOTHING** **6** **COME UNDONE** **7** **IS IT LIKE TODAY** **8** **WHEN I'M GOOD** **9** **THAT'S THE WAY** **10** **SOMEBODY TO LG** **11** **DO YOU LOVE ME** **12** **GIMME SHELTER** **13** **YOUNG AT HEART** **14** **ONLY TENDER LO** **15** **U B THE BEST TH** **16** **INFORMER** **17** **GO AWAY** **18** **TRIBAL DANCE** **19** **FOR TOMORROW** **20** **IN THESE ARMS** **21** **SLOW IT DOWN** **22** **EXPRESS** **23** **TENNESSEE** **24** **29 PALMS** **25** **WALKING IN MY**

MAY 17
BIRTHDAY SURPRISE! WE'RE ALL

Club chart

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

TW LW

- Chrysalis promo**
Logic promo
Lovesecond promo
Italian Paradise Project
KTD A
Warner Bros
Pig's promo
Cleveland's promo
The Breaker
4th & B*way LP
Epic
4th & B*way City
Cleveland label
Columbia
A&M doublepack promo
4th & B*way promo
Cleveland City
Union promo
Skunk promo
Logic promo
Dark promo
deConstruction promo
PWL
Columbia
Liston Like
Steppin' Out
Talkin' Loud
React promo
Reprise promo
US Sexy
5 US promo
Phase 2
Limbo
MOONDAY
PWL
Columbia
Liston Like
Steppin' Out
Talkin' Loud
React promo
Reprise promo
US Sexy
5 US promo
Phase 2
Limbo
MOONDAY

- TOP 10 BF**
1 **SHOUT** **2** **TWO PRINCES** **3** **WHO DO YOU THINK** **4** **DON'T WANNA RIE** **5** **WORLD** **6** **LONG TRAIN RUNN** **7** **FM GONNA SOOTHE** **8** **TURN OFF** **9** **LINE UP** **10** **IMPROVISATION**

Records are inside the Anipal Disc

- US TO**
1 **THAT'S THE WAY LO** **2** **FREAK ME, SIK** **3** **LOVE IS, VITNESS** **4** **INFORMER, SHOW** **5** **I HAVE NOTHING** **6** **NUTHIN' BUT A G** **7** **KNOCKIN' DA BO** **8** **FM SO INTO YOU** **9** **LOOKING TH** **10** **DON'T WALK AW** **11** **DITTY, FRODO** **12** **WEAK, DIVY** **13** **TWO PRINCES, S** **14** **WHO IS IT, MICHA** **15** **THE CRYING C** **16** **COMFORTER, S** **17** **HIPHOPHOARY** **18** **IT WAS A GOOD** **19** **NOTHIN' MY LOVE CAN'T R** **20** **ANGEL, JIN SICA** **21** **CAT'S IN THE CRADLE, U** **22** **LIVIN' ON THE EDGE, AM** **23** **SHOW ME LOVE, R** **24** **COME UNDONE, D** **25** **CONNECTED, S** **26** **THE MORNING PAPERS, P** **27** **MORE AND MORE, C** **28** **BUDDY X, N** **29** **WHOEVER NEXT, P** **30** **FOREVER IN LOVE, K** **31** **SOMEBODY TO LOVE, G** **32** **I GOT A MAN, P** **33** **JON SEGODA, J** **34** **IT'S YOUR CALL, R** **35** **HARD WORKIN' MAN, B** **36** **DURAN DURAN, D** **37** **SONGS OF FAITH & DEVOT** **38** **CERREAL KILLER (OST), G** **39** **AMERICA'S LEAST WANTED, U** **40** **SLOWDANCING WITH THE MOON, L** **41** **THE PREDATOR, I** **42** **FIVE LIVE, G** **43** **SHOW ME LOVE, R** **44** **THE CHASE, G** **45** **KEEP THE FAITH, B** **46** **IN MY TIME, Y**

RECORD MIRROR

TW LW

- Ten LP**
1 **HAPPINESS** **2** **THAT'S THE WAY LO** **3** **EVERYTHING** **4** **EXPRESS** **5** **MOVE UP** **6** **I'M GOING AL** **7** **LET THE RHYTHM** **8** **THE POWER** **9** **SECRET LOVE** **10** **GONNA BE ALRIGH** **11** **NOMADS** **12** **PACKET OF PEACE** **13** **GLAM (MIXES)** **14** **NEEDRO** **15** **THE DANCE** **16** **THE MORNING TO YAJUMP** **17** **2 THE RHYTHM** **18** **BLOW YOUR MIND** **19** **IT'S A LOVE THING** **20** **DE NIRO** **21** **LIFE ON A LOOP** **22** **STARS (MIXES)** **23** **LIGHT THE UP** **24** **CREATION (MIXES)** **25** **ISAT ALLTIME PRAYER** **26** **NOT GONNA DO IT**

Charts courtesy Billboard, 15, May 1993. ▲ Artists are awarded to those products: re-releases of the greatest artists and sales. UK acts. UK signed acts.

TOP 10 vinyl

buzzing

on promo & import

- 1 **EVERYBODY RISE!**
- 2 **AIN'T NO LOVE (JAM)**
- 3 **SEVEN DAYS** *Sting*
- 4 **I HAVE NOTHING**
- 5 **REGRET** *New Order*
- 6 **COME UNDONE D**
- 7 **IS IT LIKE TODAY**
- 8 **WHEN I'M GOOD**
- 9 **THAT'S THE WAY**
- 10 **SOMEBODY TO LE**
- 11 **DO YOU LOVE ME**
- 12 **GIMME SHELTER**
- 13 **YOUNG AT HEART**
- 14 **ONLY TENDER LO**
- 15 **U R THE BEST TH**
- 16 **INFORMER** *Stevie*
- 17 **GO AWAY** *Gianna E*
- 18 **TRIAL DANCE 2**
- 19 **FOR TOMORROW**
- 20 **IN THESE ARMS**
- 21 **SLOW IT DOWN**
- 22 **EXPRESS** *Slim Carr*
- 23 **TENNESSEE** *Arrest*
- 24 **29 PALMS** *Robert F*
- 25 **WALKING IN MY**

SLY & LOVECHILD 'The World According To... (Remix)' (City Beat). Yep, it's yet another 'old tune given a new lease of life'. However, Eamon Downes' Aqueous Dub is effectively a new Liquid track, and a very fine one at that. It has a wonderfully deep and moody sound, with a resonant, slightly acidic bassline, spacey keyboard sounds and ethereal vocal snippets, all nicely driven along by a pounding bass drum..... **AB**

STEREO MCs 'Creation' (4th & B'way). A doubleback promo that covers all angles. The Stereos own mixes are funky with bursts of brass and flutes; their Ultimatum mixes are only slightly different but add more punch, while house DJs will head straight for the excellent S&B mixes that put the vocal over a driving wobbly bassline and fierce rhythm. Another superb release from the UK's hottest rap act..... **TJ**

DIGGER BARNES 'Soweto' (Slip 'n' Slide). The sub-techno beat and acid fills belie the fact that this African chant-sampled thumper is progressive house of the highest order. Digger Barnes is from Kent and likes Level 42, apparently..... **BB**

FOUR SURE 'Innocent Girl' (US Ruff House). With Robert Brookes on the mix, four more guys get it together on a slamming new tune in five mixes. The Something 4 mix is the less cluttered, club-friendly mix with rolling bassline holding together the new jack rhythms. Father

MC, meanwhile, helps out with a rap break..... **RT**

WELL CHARGED LATINOS 'Latin Prayer' (Black Sunshine). The latest from Ashley Beadle's promising new label: this comes hot on the heels of the EMI-licensed Disco Evangelists. A stirring blend of pumping atmospheric British house with a catchy girl vocal hook..... **MA**

SNAP 'Do You See The Light' (Logic). Intro'd by a very pop vocal and launching into a throbbing Hi-NRG groove, this is more commercial than their



normal material. The production is a little lightweight, with the emphasis more on the melody than the bass and rhythm. Sure to be a chart hit, but not so big in the clubs as 'Rhythm Is A Dancer'..... **TJ**

SINE 'Round And Around' (Time). The Nottingham duo return with a well-crafted cool organ-driven groove that has a strong NY feel but also incorporates much more besides. You can tell that they're actually thinking carefully about what they're doing rather than simply 'bashing out another tune'. The luxurious result is dance music to wallow in.... **AB**

BASSCULT 'Paradise Place' (Deep Distraction). Arriving from Italy via Belgium, this is a seriously banging tune from the people behind Transformer 2. The trance mix is built around a mammoth organ riff, strident synths and the occasional doo-laden wave of noise, while the acid mix is an equally



PET SHOP BOYS essential throbbing techno workout..... **AB**

ANTONINA 'Deep In Me' (Dazed & Confused). Cute spoken female vocals and spiky sax fills make this one hard to programme. But it's weird and wonderful and with three dubby mixes it might not be as awkward as it initially sounds..... **BB**

HELICOPTER 'Jamama' (Helicopter). Like their debut single 'On Ya Way', this is an interesting and original fusion of disco/funk and house which is full of neat twists and turns. A deep winding bassline holds the track together as sounds and effects burst out from every angle. Uplifting and exciting from start to finish..... **TJ**

MAHOGANY BLUE 'Affair' (US MCA). From the same school as Jade, SWV, En Vogue etc, these three young ladies get to grips with an urban contemporary r&b/swing groove, helped out in places by MC Smooth. With some sweet soul harmonies, a fat bassline and a

TOP 10 BI

- 1 **SHOUT**
- 2 **TWO PRINCES**
- 3 **WHO DO YOU THINK**
- 4 **DON'T WANNA F**
- 5 **WORLD**
- 6 **LONG TRAIN RUNN**
- 7 **FM GONNA SMOOTH**
- 8 **TURN OFF**
- 9 **LINE UP**
- 10 **IMPROVISATION**

US TO

- 1 **THAT'S THE WAY U**
- 2 **FREAK ME**, Silk
- 3 **LOVE IS**, Vanessa
- 4 **INFORMER**, Steve
- 5 **I HAVE NOTHING**
- 6 **NUTHIN' BUT A I**
- 7 **KNOCKIN' DAB**
- 8 **I'M SO INTO YOU**
- 9 **LOOKING T**
- 10 **DON'T WALK AW**
- 11 **DITTY**, Patsyby
- 12 **WEAK**, Silvi
- 13 **TWO PRINCES**, S
- 14 **WHO IS IT**, Michael
- 15 **THE CRYING**
- 16 **COMFORTER**, Si
- 17 **REPHOPHORA**, A
- 18 **IT WAS A GOOD**



6 RM DANCE UPDATE

Felix Stars, the new single. Totally remixed by CJ Bolland, Diss-cuss and Red Jerry from the album Felix #1. Out 10.5.93 on CD, vinyl and tape.



19 NOTHING TO LOVE CAN'T RU , Jacy Lawrence, Impact	44 THE MORNING PAPERS , Prince & New Power Generation	59 JON SECADA , Jon Secada, Sire	44 AMERICA'S LEAST WANTED , Ugly Kid Joe, Starline
20 ANGEL , Jan Secada, Sire	45 MORE AND MORE , Captain Holtwood, Stage	20 IT'S YOUR CALL , Reba McEntire, MCA	45 SLOW DANCING WITH THE MOON , Daily Pulse, Columbia
21 CAT IN THE CRADLE , Ugly Kid Joe, Starline	46 BUDDY X , Nene, Casablanca	21 HARD WORKIN' MAN , Brooks & Dunn, Arista	46 THE PREDATOR , Ice Cube, Priority
22 LIVIN' ON THE EDGE , Aerosmith, Geffen	47 A BRICK NEW WORLD , Peabo Bryson & Regal Belle, Columbia	22 1980UGHTY '88 , Naughty by Nature, Tommy Boy	47 IF I FEEL GOOD , George Michael & Queen, Hollywood
23 SHOW ME LOVE , Robin S, BBE	48 FOREVER IN LOVE , Kenny G, Arista	23 DURAN DURAN , Duran Duran, Capitol	48 THE CHASE , Garth Brooks, Liberty
24 COME UNDONE , Duane Duane, Capitol	49 SOMEBODY TO LOVE , George Michael, Hollywood	24 SONGS OF FAITH & DEVOTION , Deshaune, Sire	49 KEEP THE FAITH , Bon Jovi, Jamco
25 CONNECTED , Stereo MC's, Geffen/Sire	50 I GOT A MAN , Peabo Bryson, Island	25 CEREAL KILLER (OST) , Green Jello, Zmo	50 IN MY TIME , Yanni, Priority Music

Charts courtesy of Billboard, 15 May, 1993. ▲ Arrows are awarded to those products dominating the greatest airplay and sales. UK acts. □ US signed acts.



—wobbling acid sounds, bouncy beat, funky percussion and a great breakdown will have every punter rushing up to the DJ to find out what this is..... **3B**

CHROME SEDUCTION

'Light The Way' (Mother Alpha Delta). Featuring the unique vocals of ex-Propaganda vocalists Claudia and Suzanne, this first release on MAD is colourful breezy house. It's catchy enough to have crossover potential as well. It's also four mixes to the good..... **BB**

CRIP TO THE NATION

'Call It What You Want' (One Little Indian). Originally on Rugger Bugger Discs, this Nirvana and Public Enemy-sampled hardcore rap gets a homegrown remix that cleans it up a little and adds a keyboard line. It'll be massive..... **BB**

PET SHOP BOYS

'Can You Forgive Her' (EM). Rollo has been enlisted to put The Pet Shop Boys on the dancefloor. He does it in his typical style of big bold synth noises in simple two- and three-note melodies. The track builds gradually as the percussion becomes more complex. Not as exciting as previous Pet Shop releases but sure to work on the floor..... **TJ**

full-bodied production, these ladies could go places..... **RT**

L'N'S 'Good For Me No Good For Me' (Inac). A hypnotic rhythm pulses on as the female vocals moan the track's title. This one-sided promo is cruising, compulsive trance dance at its finest..... **BB**

FLIPPED OUT 'Everybody Is Somebody' (Ark). A bright and cheerful house tune with a simple female vocal and catchy melody that's instantly appealing. The PP Orange mix on the B-side is a little more interesting with a deep trancey disco feel and some harsh synth parts..... **TJ**

DIRECT 2 DISC 'Don't Stop' (Cleveland City). Great house track from this 'new trendy label'

● TEDDY RILEY



o.j. directory
by james hamilton

with Stylz going no start! Dub... MANO... ANY BLUE 'Afria' (US MCA MCA 12-54648), En Vogue/Jade/SW say stinky... 102.68pm getting jiggy away... BLACKSTREET featuring Teddy Riley 'Baby Be Mine' (US MCA 12-54634), Gory/Zapp-like mumbling and whining (US 8pm) Funk roller... THE SILENT... 'Good Vibrations (Havin' Fun)' (First Choice/Network KOMI KS), Basement Boys 'git talk and Dells 'Stay In My Corner' started then Instant Funk-ish-gys produced, skittery striding 120.88pm Classic Club, sluttery Remix/Deep Dub, 120.88pm Dub/Droke Down/Rhythm Dub, spiky synth lurches Paradiso Moses '7pm faster on loader intro... GARY CLARK 'These Things Are Worth Fighting For' Perfecto 74321 1472121, ponderous reggae-rock nudging slow 79.88pm Perfecto Mixes, far preferable fast instrumental tagging, rolling and chining Holy 127.9-88pm Lion Rock, indie bippy cantoring 124.88pm Pringle/ster Miles... ORCHESTRAL MANOEUVRES IN THE DARK 'Lash Above Me' (Virgin VST 1444), bittersy reggae monotonous 0-126.88pm progressive instrumental heebler-bee as scammed by 'Liberator' on Union promo, with a better bright bippily looping 121.78pm A 10 Minute History Session into howlife by Wizard 127.88pm pro vocal was no included... RHYTHM INVENTION 'Ad Infinitum' (WARP WAP 34), monotonous 124.78pm progressive chugger's fiercer effects punctuated Al Cooke Remix (RIP)... ALTER E 'Everybody' Network NWK713, exultant/infect link-ferryer's 146-88pm Easy Chill Mix and 149.78pm B 'Back Me Up'... REMIX LETTERS and 147.78pm 'Domin-8', bippily chugging 119.88pm 'Dub Pi-8', last/After 8 product before they revert to Neus 21... JAGGA Na-Na-Na (On The Up UPTX 001), DELIRIAL, progressive boulder's tlingling synth naggad 126.78pm Acid/Latino, ciliary chords stabbed/cantored 124.88pm Dub and stonim' Normin' Mixes... DIRECT 'Two Fat Queens' (P.F. G. UFG 003), MOYRAL, progressive 126.88pm throbbler's stragulated synth produced Babatosis, more exciting 'Le Freak' guitar and ragga produced Shankin Mixes... BLACKWOOD 'I Feel You' (Olympic OLYMPIC 006, RE/AP/T), 1991 hits platter's dance new groove... 1991... original 128.78pm New York, new jiggy jumping staccato 128.88pm Full-on, unrhymed surging 121.78pm Matthew and bumper sluttery Bottom Dollar Mixes... FRONT 242 'Religion (The Prodigy Remake)' (IRE/PIRE/IT Again Bam RRR 16R, RE/AP/T), (Re)gion/hydroxy processed/demolitionally hardcore 147.78pm Bass Under Siege and blippery fluttery surging 138.88pm Trance U Down Remixes... MOTHER EARTH 'Mr Freedom EP' (Acid Jazz JAZZ 62T, RE/AP/T/P), early Seventies hippy, funk and jazz-rock styles combining... 129.3-127.8-124.4-122.0-119.8-178.8-88pm 'Mr Freedom', gentler than violently sporting 160/130-122-66.2-08pm 'Have The Time', stinky meandering 62.2-85-08pm 'Time Of The Future', jiggy churning 83.1-93.88pm 'Help Me' Mix...

DEO

- Label
Cat No.
th PolyGram Video
0865143
Party BMG Video
7432120863
All Areas
PML
MVA 4911123
Swan ... bmg video
74321122503
les PML
MVP 491113
Yak PolyGram Video
0864963
.is ... SMV
491592
Music Club/PML
MC 2116
gPatsy Prism Leisure
PLATV 313
ow Your Dream RIT
RIT28V 701
Music... Wierenwood
WNR 2035
ion Geffen
GEFV 30520
orks 73-93 SMV
491592
ur Illusion! Geffen
GEFV 39521
Jve... Prism Leisure
PLATV 305



RM DANCE UPDATE 7

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beats & pieces

- 1 **EVERYBODY HUR**
 2 **AIN'T NO LOVE (AI**
 3 **SEVEN DAYS** *Stang*
 4 **I HAVE NOTHING**
 5 **REGRET** *New Deden*
 6 **COME UNDONE D**
 7 **IS IT LIKE TODAY**
 8 **WHEN I'M GOOD**
 9 **THAT'S THE WAY**
 10 **SOMEBODY TO L**
 11 **DO YOU LOVE ME**
 12 **GIMME SHELTER**
 13 **YOUNG AT HEAR**
 14 **ONLY TENDER LO**
 15 **U & THE BEST TH**
 16 **INFORMER** *Shew*
 17 **GO AWAY** *Glora E*
 18 **TRIBAL DANCE 2**
 19 **FOR TOMORROW**
 20 **IN THESE ARMS**
 21 **SLOW IT DOWN I**
 22 **EXPRESS** *Sina Car*
 23 **TENNESSEE** *Amar*
 24 **PALMS** *Robert I*
 25 **WALKING IN MY**

IT WAS ONLY when rumours went round that their latest white label – 1 Want You/I Feel You – might be a PWL effort that indignant duo **Ernie and Bert** of React 2 Rhythm surfaced to claim it as their work!...**Future Sound Of London** return to Kiss FM on May 19 with another three-hour mix and, contrary to last week's report, their Amorphous Androgenous project will be available on record through Virgin...Universe was the success that many had hoped for – forgetting the traffic queues of course – but it almost wasn't for the Suburban Base crew after label boss **Don Donnelly's** new BMW broke down. Luckily, they were near enough to the site to lug **DJ Hype's** record boxes to the decks so that he could go on...Any DJs who want to be included on Station II Station's **Goin' Underground** new reaction system should call 071-284 4268...Saddest news of the week – US3's brilliant 'Cantaloup' looks unlikely to get a UK release. The new single is 'Tukka Yoots Riddim'...**Wagamama** in London must be the world's first noodle bar to launch a record label – the first release from **Raw Energy Records** will be 'Positive Wagamama' by **Department Of Energy**...Well Hung Spencer Williams (Mr



● FUTURE SOUND OF LONDON

S-1000) will be Djing down Naomi's Knickers in Biscley on June 12 – a must for all bedroom DJs!...**Derek B** returns this month with a new track 'U Got 2 Look Up' – featuring **Jhelisa Anderson** – on the Bi-Virtue label...Don't take **Prince's** vow that he won't be recording again too seriously. All signs suggest it could be a temporary retirement...**Coldcut** provide the soundtrack to a new futuristic computer graphics-based video, **Global Chaos**, which is being released on May 28...**Hammersmith's Le Palais** in London – scene of last month's ragga gig trouble – has thankfully decided that rap gigs can continue at the venue and **Nagieby Nature** and **Apache** play there on June 6...**Spiral Tribe** and **Freestyle Fellowship** are the guests on **Dave Dorrell's** BPM programme this week (May 15)...**The 49ers** have switched from Island to their original label **Media Records** for their new single 'Everything'...**Kiss FM's Graham Gold** is now presenting a show on Fox 102.6 FM that is transmitted live from the **Promised Land** night at Park End Club, Oxford on Fridays 10pm-midnight. Gold has also just been appointed A&R consultant for **Sanctuary Records**...AND THE BEAT GOES ON!

TOP 10 BI

- 1 **SHOUT**
 2 **TWO PRINCES**
 3 **WHO DO YOU THIN**
 4 **I DON'T WANNA F**
 5 **WORLD**
 6 **LONG TRAIN ROUN**
 7 **FM GONNA SOOTH**
 8 **TURN OFF**
 9 **LINE UP**
 10 **IMPROVISATION**

Records are outside the A&P/D&C

US TO

- 1 **THAT'S THE WAY I**
 2 **FREAK ME**, *Six*
 3 **LOVEIS**, *Venessa*
 4 **INFORMER**, *Shew*
 5 **I HAVE NOTHING**
 6 **NUTHIN' BUT A**
 7 **KNOCKIN' DA BI**
 8 **I'M SO INTO YOU**
 9 **LOOKING TI**
 10 **DON'T WALK AW**
 11 **DITTY**, *Propriety*
 12 **WEAK SIVV**
 13 **TWO PRINCES**, *I*
 14 **WHO IS IT**, *Micha*
 15 **THE CRYING**
 16 **COMFORTER**, *Sh*
 17 **HPHOPHOOTAY**
 18 **IT WAS A GOOD**
 19 **MOTHY MY LOVE CAN**, *Jory Lawrence Impact*
 20 **ANGEL**, *Jon Secada* *SBK*
 21 **CAT IN THE CRADLE**, *Ugly Kid Joe* *Standig*
 22 **LIVIN' ON THE EDGE**, *Arcapornith* *Giffen*
 23 **SHOW ME LOVE**, *Robie S* *Big Butt*
 24 **COME UNDONE**, *Darun Duran* *Capitol*
 25 **CONNECTED**, *Stereo MC's* *Gas Green*

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- | | | | |
|---|---|---|--|
| 26 WHEN I'M GOOD , <i>Ernie & Bert</i> <i>React 2 Rhythm</i> | 44 THE MORNING PAPERS , <i>Prince & NG</i> <i>Paisley Park</i> | 19 JON SECADA , <i>Jon Secada</i> <i>SBK</i> | 44 AMERICA'S LEAST WANTED , <i>Ugly Kid Joe</i> <i>Standig</i> |
| 27 WALKING IN MY , <i>Raw Energy</i> | 45 MORE AND MORE , <i>Captain Hollywood</i> <i>Intargo</i> | 20 IT'S YOUR CALL , <i>Robie McEntee</i> <i>MCA</i> | 45 SLOW DANCING WITH THE MOON , <i>Dusty Patton</i> <i>Columbia</i> |
| 28 WALKING IN MY , <i>Raw Energy</i> | 46 BUDDY X , <i>Neneh Cherry</i> <i>Virgin</i> | 21 HARD WORKIN' MAN , <i>Brooks & Dunn</i> <i>Arista</i> | 46 THE PREDATOR , <i>Ice Cube</i> <i>Priority</i> |
| 29 WALKING IN MY , <i>Raw Energy</i> | 47 A WHOLE NEW WORLD , <i>Robin Beck & Regis Belle</i> <i>Columbia</i> | 22 19 NAUGHTY III , <i>Nighty By Nature</i> <i>Torrey Boy</i> | 47 FIVE LIVE , <i>George Michael Queen</i> <i>Hollywood</i> |
| 30 WALKING IN MY , <i>Raw Energy</i> | 48 FOREVER IN LOVE , <i>Kenny G</i> <i>Arista</i> | 23 DURAN DURAN , <i>Duran Duran</i> <i>Capitol</i> | 48 THE CHASE , <i>Gamb Brooks</i> <i>Liberty</i> |
| 31 WALKING IN MY , <i>Raw Energy</i> | 49 SOMEBODY TO LOVE , <i>George Michael</i> <i>Hollywood</i> | 24 SONGS OF FAITH & DEVOTION , <i>Dopeph Hone</i> <i>Sir</i> | 49 KEEP THE FAITH , <i>Bon Jovi</i> <i>Jamco</i> |
| 32 WALKING IN MY , <i>Raw Energy</i> | 50 I GOT A MAN , <i>PositivK</i> <i>Island</i> | 25 CEREAL KILLER (LST) , <i>Green Jello</i> <i>Zoo</i> | 50 IN MY TIME , <i>Yanni</i> <i>Private Music</i> |

Charts courtesy Billboard, 10, May, 1993. ▲ Artists are awarded to those products demonstrating the greatest overall sales gain. ● UK acts. □ UK signed acts.

TOP 30 VIDEO

THE OFFICIAL musicweek CHART

Pos	Artist Title	Category/running time	Label	Cat no.
1	PETER PAN	Children's/1 hr 14 min	Walt Disney	D 202452
2	STAR TREK: The Next Generation 65	Sci-Fi/1 hr 28 min	CIC	VHR 2704
3	STAR TREK: The Next Generation 64	Sci-Fi/1 hr 28 min	CIC	VHR 2688
4	WAYNE'S WORLD	Music/1 hr 30 min	CIC	VHR 2628
5	BON JOVI: Keep The Faith	Live/1 hr 25 min	PolyGram Video	0865143
6	SHERIFFNESS: Body Confidence	Special Interest/1 hr 30 min	FoxVideo	2577
7	LETHAL WEAPON 3	Action/1 hr 33 min	Warner Home Video	PES 12475
8	TAKETHAT: Take That And Party	Music/1 hr 12 min	BMG Video	74321120863
9	THE LAST BOYSCOUT	Action/1 hr 44 min	Warner Home Video	PES 12417
10	CHER: Cheriffness: A New Attitude	Special Interest/1 hr 29 min	FoxVideo	2576
11	KICKBOXER	Action/1 hr 38 min	4 Front	0868943
12	CLIFF RICHARD: Access All Areas	Music/2 hr 14 min	PMI	MVP 4911123
13	CAPE FEAR	Comedy/2 hr 2 min	CIC	VHR 1957
14	POLDARK: Part 3	Drama/2 hr 58 min	BBC	8BCV 4948
15	THE LOVERS' GUIDE 3	Special Interest/1 hr 30 min	Pickwick	LTV 007
16	ROY CHUBBY BROWN: Helmet's...	Comedy/1 hr	PolyGram Video	0864163
17	CHIDERELLA	Children's/1 hr 30 min	Walt Disney	D 204102
18	THE SHAPE CHALLENGE	Special Interest/1 hr 15 min	Video Collection	VC 8266
19	ERASURE: The Tank, The Swan...	Music	BMG Video	74321122503
20	MORRISSEY: Live In Dallas	Live/1 hr	PMI	MVP 4911193
21	POINT BREAK	Action/1 hr 57 min	FoxVideo	1870
22	HARRY ENFIELD'S TV PROGRAMME	Comedy/1 hr 8 min	BBC	8BCV 4685
23	MY GIRL	Drama/1 hr 38 min	Columbia Tristar	CVR 23667
24	POLDARK: Part 2	Drama/2 hr 58 min	BBC	8BCV 4694
25	GENESIS: Live - The Way We Walk	Music/1 hr 30 min	PolyGram Video	0864963
26	POLDARK: Part 1	Drama/2 hr 1 min	BBC	8BCV 4693
27	TOM KITTEN & JEMIMA PUDDLE-DUCK	Children's/30 min	Pickwick	PV 2194
28	DIANA - HER TRUE STORY	Drama/1 hr 28 min	Starvision	EUKY 7001
29	BILL & TED'S BOGUS JOURNEY	Comedy/1 hr 29 min	Columbia Tristar	CVR 23651
30	NODDY AND THE KITE	Children's/40 min	BBC	8BCV 4909

© BMV compiled by Galaxia

TOP 15 MUSIC VIDEO

Pos	Artist Title	Category/running time	Label	Cat no.
1	BON JOVI: Keep The Faith	Live/1 hr 25 min	PolyGram Video	0865143
2	TAKE THAT: Take That & Party	Compilation/1 hr 12 min	BMG Video	74321120863
3	CLIFF RICHARD: Access All Areas	Live/2 hr 14 min	PMI	MVB 4911123
4	ERASURE: The Tank, The Swan...	Live/1 hr	bmj vIDEO	74321122503
5	MORRISSEY: Live In Dallas	Live/1 hr	PMI	MVP 4911193
6	GENESIS: Live - The Way We Walk	Live/1 hr 30 min	PolyGram Video	0864963
7	MICHAEL BOLTON: This Is ...	Compilation/1 hr 8 min	SMV	491595
8	QUEEN: Live In Rio	Live/1 hr	Music Club/PMI	MC 2115
9	PATSY CLINE: Remembering Patsy	Compilation/46 min	Prism Leisure	PLATV 313
10	DANIEL O'DONNELL: Follow Your Dream	Compilation/1 hr 30 min	RITZ	RITZB 701
11	CLIFF RICHARD: When The Music...	Documentary/57 min	Wienersworld	WNR 2035
12	CHER: The Video Collection	Compilation/57 min	Geffen	GEFV 39520
13	JUDAS PRIEST: Metal Works 73-93	Live/1 hr 30 min	SMV	491592
14	GUNS N' ROSES: Use Your Illusion I	Live/1 hr 30 min	Geffen	GEFV 39521
15	CONNIE FRANCIS: Legend Live ...	Live/1 hr 5 min	Prism Leisure	PLATV 305

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111	15 PROSELYTICAL (NEW) Shaheen Faaris Feat Maxi Priest	Epic
112	11 U GOT 2 KNOW Cappella	INTERNAL DANCE
113	8 YOUNG AT HEART Bluebells	LONDON
114	22 WALKING IN MY SHOES Depeche Mode	MUTE
115	20 TEN YEARS ASLEEP Kingmaker	SCORCH/CHRYSALIS
116	13 WHEN I'M GOOD AND READY Svirl	PWL INTERNATIONAL
117	17 I'M SO INTO YOU SWV	RCA
118	24 SING HALLELUJAH! Dr. Alban	Logic/Arista
119	21 U R THE BEST THING D-REAM	MAGNET/EAST WEST
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TOP 20 Breakers

HOUSE OF THE RISING SUN

1	1 RISE 1. GOT A MAN	PULSE 8
02	2 ONE TONGUE 2. HOT HOR HOR	4th 4 EMI
03	3 LEMMINGS 3. HERO	LONDON
04	4 PROMISES 4. THINK OF YOU	4th 4 EMI
05	5 LEGACY 5. I CAN FEEL IT	4th 4 EMI
06	6 GIRL'S LIFE 6. G.I.V. (WHAT A BEAUTIFUL WORLD)	4th 4 EMI
07	7 LOCK STOCK & DOUBLEBARREL (EP) 7. SHOW OF INVADER	4th 4 EMI
08	8 ELIOR 8. PERSIAN BUDES	4th 4 EMI
09	9 LONG LIVE LOVE 9. SUPERDOL - SUPERGAL	4th 4 EMI
10	10 AD HIRUNTUM 10. FROM CAREER TO HERE	4th 4 EMI
11	11 FROM CAREER TO HERE 11. FROM CAREER TO HERE	4th 4 EMI
12	12 FROM CAREER TO HERE 12. FROM CAREER TO HERE	4th 4 EMI
13	13 FROM CAREER TO HERE 13. FROM CAREER TO HERE	4th 4 EMI
14	14 FROM CAREER TO HERE 14. FROM CAREER TO HERE	4th 4 EMI
15	15 FROM CAREER TO HERE 15. FROM CAREER TO HERE	4th 4 EMI
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18	18 FROM CAREER TO HERE 18. FROM CAREER TO HERE	4th 4 EMI
19	19 FROM CAREER TO HERE 19. FROM CAREER TO HERE	4th 4 EMI
20	20 FROM CAREER TO HERE 20. FROM CAREER TO HERE	4th 4 EMI

11	15 PROSELYTICAL (NEW) Shaheen Faaris Feat Maxi Priest	Epic
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This Last			
1	1	DESERT STRIKE	AG Electronic Arts
2	14	STRIKE COMMANDER	PC Electronic Arts
3	5	SENSIBLE SOCCER 92/93	ST AG Renegade/Mindscape
4	6	THE CHAOS ENGINE	AG Renegade/Mindscape
5	2	PREMIER MANAGER	ST AG Gremlin Graphics
6	4	LEMMINGS 2	AG PC Pygnosis
7	3	BODY BLOWS	AG Team 17
8	10	X-WING	PC US Gold
9	7	B17 FLYING FORTRESS	AG PC Microprose
10	8	STREETFIGHTER 11	ST AG US Gold

11	12	FORMULA ONE GRAND PRIX	ST AG PC Microprose
12	11	CIVILIZATION	AG PC Microprose
13	NE	REACH FOR THE SKY	AG PC Virgin
14	15	ZOOL	AG PC Gemlin Graphics
15	9	SUPERFRQ	AG Team 17
16	30	WING COMMANDER	AG PC Origin/Mindscape
17	13	SLEEPWALKER-COMIC RELIEF	ST AG PC Ocean
18	17	STRIKE COMMANDER: SPEECH	PC Electronic Arts
19	22	MONKEY ISLAND 2	AG PC US Gold
20	35	DUNE 2	PC Virgin

Source: ELSPA Compiled by Gallup

COUNTRY

This Last			
1	1	OTHER VOICES/OTHER ROOMS	Nanci Griffith MCA MCD 10796 (BMG)
2	2	FOLLOW YOUR DREAM	Daniel O'Donnell Ritz RITZCD 701 (P)
3	3	COME ON COME ON	Mary-Chapin Carpenter Columbia 4718982 (SM)
4	4	SHADOWLAND	KD Lang Warner Bros 9257242 (W)
5	5	SLOW DANCING WITH THE MOON	Dolly Parton Columbia 4729442 (SM)
6	6	THIS TIME	Dwight Yoakam Reprise 9362452412 (W)
7	7	ABSOLUTE TORCH AND TWANG	KD Lang and The Redclines KC Lang and The Redclines (W)
8	9	SOME GAVE ALL	Billy Ray Cyrus Mercury 5106352 (P)
9	13	I NEED YOU	Daniel O'Donnell Ritz RITZCD 104 (P)
10	11	THE CHASE	Garth Brooks Liberty CDESTU 2184 (E)

11	12	NO FENCES	Garth Brooks Capitol CDEST 2136 (E)
12	8	BIG IRON HORSES	Restless Heart RCA 74321138932 (BMG)
13	10	ROPIN' THE WIND	Garth Brooks Capitol CDESTU 2184 (E)
14	15	NECK AND NECK	Chester Atkins/Mark Knopfler Columbia 4674352 (SM)
15	18	THE LAST WALTZ	Daniel O'Donnell Ritz RITZCD 0058 (P)
16	19	DON'T FORGET TO REMEMBER	Daniel O'Donnell Ritz RITZCD 105 (P)
17	RE	SOMEbody LIKE THAT	Glen Campbell Liberty CDP 7579522 (E)
18	16	SHOOTING STRAIGHT IN THE DARK	Mary-Chapin Carpenter Columbia 4674682 (SM)
19	14	ANOTHER COUNTRY	The Chieftains RCA Victor 69026609332 (BMG)
20	18	PURE COUNTRY	George Strait MCA MCD 10651 (BMG)

Source: © CIN. Compiled by Gallup

JAZZ/BLUES

This Last			
1	1	NEW WAKE UP CALL	John Mayall Pointtone ORECD 527 (P)
2	2	BOOM BOOM	John Lee Hooker Pointblank VPBCD12 (F)
3	1	FEELS LIKE RAIN	Buddy Guy Silvertone ORECD 525 (P)
4	3	THE BEST OF JOHN LEE HOOKER	John Lee Hooker Music Club MCD 020 (TB)
5	6	MONTAGE	Kenny G Arista 210622 (BMG)
6	5	25	Harry Connick Jr Columbia 4728092 (SM)
7	NEW	BREATHLESS	Kenny G Arista 07822186462 (BMG)
8	4	FEEL THIS	Jeff Healey Band Arista 74321120872 (BMG)
9	NEW	BOGGIE CHILLUM	John Lee Hooker Double Play GRF 23 (J)
10	10	THE HEALER	John Lee Hooker & Friends Silvertone ORECD 508 (P)

Source: © CIN. Compiled by Gallup

T SHIRTS

This Last	Subject	Description	
1	5	Metallica	Sad But True and Unforgotten
2	2	Suede	Album cover and Animal Nitrate
3	1	Depeche Mode	Songs Of Faith And Devotion and I Feel You
4	-	Rage Against The Machine	Molotov
5	-	Jimmi Hendrix	Glasses
6	10	Red Dwarf	Twat It
7	-	The Levellers	Tidy design
8	-	AC/DC	Killing At You
9	-	Therapy	Short Sharp Shock
10	-	Sugar	Copper Blue and Beaster

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INDEPENDENT SINGLES

This Last				
1	1	5	AINT NO LOVE (AINT NO USE)	Sub Sub/Melanie Williams Robs 7R08 812R08 9 (P)
2	6	2	U GOT 2 KNOW	Capella Interval 105 1204 (P)
3	1	1	WALKING IN MY SHOES	Depeche Mode Mute CD: CDROM 22 (RTM/P)
4	NEW	1	LOVE CAN TURN YOU AROUND	Solo Steatin' STGAT 001 (RTM/P)
5	3	2	RELIGION	RRE -RRE 0167 (RE/APT)
6	NEW	1	LUMBERLAND	Soltara Gee Warp -WAP 32 (RTM/P)
7	4	2	IRON SKY	Mega City Four Big Life MEGAT15 (RE/APT)
8	NEW	1	BARBARILLA	Barbarilla Harthouse UK -HARTUK 4 (RTM/P)
9	NEW	1	USE ME	Raw Stylus Acid Jazz -JAZD 69 (RE/APT)
10	NEW	1	RETURN OF NODDIE	Noddie Reinforced -RIEY 1229 (SRD)
11	5	2	STRUS 22	Spirit Tribe Sound System Big Life -BILT 4 (RE/APT)
12	NEW	1	CHILDREN OF A DYING BREED	Gurthel Vinyl Solution -VSOR 61 (RTM/P)
13	NEW	1	STEALTH SONIC SOUL	Stealth Sonic Soul Limbo -LIMB0 111 (RTM/P)
14	8	5	PEPETO (REMIX)	Belly 4AD -4AD 2018 (RTM/P)
15	10	2	SOMETHING IN MY EYE	Cardony Acid Jazz -JAZD 68 (RE/APT)
16	NEW	1	POLITICS AND POVERTY (EP)	Power Of Dreams Linn LM 0079 (RE/APT)
17	4	4	BEAUTIFUL SON	Hob City Slang EFA 0491645EA 049162 (RTM/P)
18	6	2	PRO DEUX (EP)	Relic Interval -ILRAX 4 (RTM/P)
19	10	1	ANIMAL NITRATE	Suede Nude NU0 45/NU0 41 (RTM/P)
20	15	11	I FEEL YOU	Depeche Mode Mute 80NG 211 (RTM/P)

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

INDEPENDENT: ALBUMS

This Last	Wks			
1	2	5	SUEDE	Suede Nade NUDE1P (RTM/P)
2	2	2	JURASSIC SHIRT	Orice Tactacles Donnal DODVLP (P)
3	6	3	SONGS OF FAITH AND DEVOTION	Depeche Mode Mute STUMM 106 (RTM/P)
4	NEW	1	FOREVER	The Cranes Dedicated DEDLP 009 (RTM/P)
5	4	4	BEASTER	Sugar Creation CRELP 153 (P)
6	NEW	1	BIBBLE & SCRAPE	Siberdoh Domino WIGLP 4 (P)
7	8	8	FRANK BLACK	4AD CAD 3004 (RTM/P)
8	7	13	STAR	Belly 4AD CAD 3002 (RTM/P)
9	3	2	BOSS DRUM	The Shamen One Little Indian TLP 42 (P)
10	6	5	PURPLE ELECTRIC VIOLIN ...	Ed Alleyne-Johnson Equation CD EGC0 001 (RTM/P)
11	NEW	1	CREEP DIETS	Fudge Tunnel Etrache MO5H 94 (RE/APT)
12	5	4	WAKE UP CALL	John Mayall Silvertone ORECD 527 (P)
13	11	10	SO TOUGH	Saint Etienne Heavenly HWNL 6 (P)
14	12	21	LEVELLING THE LAND	The Levellers China WOL 1022 (P)
15	NEW	1	CALLING FROM A COUNTRY PHONE	Robert Forster Beggar's Banquet BGMN 133 (RTM/P)
16	10	2	ELECTRO-SOMA	B12 Warp WAPLP 9 (RTM/P)
17	NEW	1	COLD WATER FLAT	Revolver Hut HUTLP 8 (RTM/P)
18	14	4	FIREPROOF	That Petrol Emotion Koozai GATTI 10 (RTM/P)
19	15	23	POPI - THE FIRST 20 HITS	Erasure Mute MUTE1 2 (RTM/P)
20	13	33	COPPER BLUE	Sugar Mute MUTE2 129 (RTM/P)

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

STREETS AHEAD PRESENTS

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TOP 60 DANCE SINGLES

THE OFFICIAL **musicweek** CHART

This Week	Last Week	Title Artist	Label (12") (Distributor)	This Week	Last Week	Title Artist	Label (12") (Distributor)	This Week	Last Week	Title Artist	Label (12") (Distributor)				
1		THAT'S THE WAY LOVE GOES Janet Jackson	Virgin VST 1460 (F)	25	20	SHOW ME LOVE Robin S	Champion CHAMP 12300 (BMG)	36	18	RETURN OF NOOKIE Nookie	Reinforced RIVET 1239 (SRO)				
2	2	PACKET OF PEACE Lionrock	Deconstruction/RCA 74231144371 (BMG)	26	NEW	LEMMINGS SFX	Parlophone 12R 6343 (E)	37	23	U GOT 2 KNOW Cappella	Intarna! IXX 1 (RTM/MP)				
3	NEW	EXPRESS Dina Carroll	A&M 580251 (F)	27	3	NEVER DO YOU WRONG Stephanie Mills	MCA MCST 1767 (BMG)	38	21	USE ME New Style	Acid Jazz JAZZ 69T (RE/AP/TP)				
4	2	I'M GOING ALL THE WAY Sounds Of Blackness	A&M 5874251 (F)	28	19	ANYTHING U WANT Gwen McCrae	KTDA KTDA 3T (BMG)	39	NEW	MUSIC IN SEARCH OF THE LIGHT Rhythm For Reasons	Formation FORM 12022 (TRC/BMG)				
5	12	HOUSECALL (REMIX) Shaaba Rinks feat. Max Priest	Epic 6552946 (SM)	29	NEW	AD INFINITUM Rhythm Invention	Warp WAP 34 (RTM/MP)	40	NEW	READY FOR DEAD Ready For Dead	Limbo LIMBO 14T (RTM/MP)				
6	9	SWEAT (A LA LA LA LONG) Inner Circle	WEA 9031767390 (W)	30	NEW	PERSIAN BLUES Fornas S	Mute 12MUTE 157 (RTM/MP)	41	27	DO YOU LOVE ME LIKE YOU SAY? Terence Trent D'Arby	Columbia 6590736 (SM)				
7	7	TRIBAL DANCE 2 Unlimited	PWL Continental PWLT 282 (W)	31	25	DON'T STOP Direct 2 Disc	Cleveland City CLE 1309 (GA)	42	31	ON YA WAY/CAN'T GET NO DEEPER Helicaptor	Tic Tac Toe TIG 001 (MVD/DEL)				
8	5	BELIEVE IN ME Blah Blahs	Mer 709 209 (F)	32	12	LOVE CAN'T TURN AROUND Solo	Stoner STOAT 001T (RTM/MP)	43	28	RELIGION Front 242	RRE RRE 016T (RE/APT)				
9	3	I'M SO INTO YOU SWW	RCA 74231144971 (BMG)	33	21	TESTAMENT ONE-THREE Dubbey Chunks Vol 1	Cleveland City CLE 13005 (ERNA)	44	29	SWEET FREEDOM Sweet Freedom	PWL Continental PWLT 281 (W)				
10	NEW	I THINK OF YOU Bryan Powell	Talkin Loud TLUX 38 (F)	34	25	RITUAL OF LIFE (RITUAL MIX) Sven Vath	Eye E 4503921009 (W)	45	22	I AIN'T NEW TA THIS Rhyme Syndicate	Virgin SYNDR 1 (F)				
11	2	DE NIRO Disco Evangelists	Positiva 12 TIV2 (E)	35	14	BARBARELLA Barbarella	Harthouse UK HARTUK 4 (RTM/MP)	46	34	SING HALLELUJAH! Or Albon	Logic/Arista 74231136201 (BMG)				
12	NEW	PROMISES Paris Red	Columbia 6592246 (SM)	<h2 style="text-align: center;">TOP 10 ALBUMS</h2>								47	20	CHILDREN OF A DYING BREED Gumshit	Wing Solution STORM 61 (RTM/MP)
13	NEW	I GOT A MAN Positive K	4th+R way 12BRW 280 (F)									1	NEW	TESTAMENT 93 Inner City	Ten DVED 438/0VEDC 438 (F)
14	10	U R THE BEST THING Dreamp	Magnet MAG 1011T (W)	2	NEW	THE REBIRTH OF COOL III Various	4th+R Way BRLPO 390/BRCA 590 (F)	49	NEW	HYPNOSIS Whiz	Zest MTTNSN1 (RTM/MP)				
15	17	AIN'T NO LOVE (AIN'T NO USE) Sub Sub/Melvin Williams	Robo 12R08 9 (P)	3	NEW	DOWN WITH THE KING Run-DMC	Profile FLER 44/RIELECT 44 (RE/APT)	50	3	LONG TRAIN RUNNIN' (REMIXES) Double Brothers	Warner Bros W 91722 (W)				
16	NEW	HOUSE OF THE RISING SUN Rage	Pulse 8 12LOE 43 (P)	4	NEW	UNIVERSE Various	Universe VERSCLP 1P/VERSEM 1 (SRG)	51	22	WE GOT THE LOVE Linda Layton	PWL International PWLT 250 (W)				
17	30	NA NA NA Juggo	On The Up UPTX 001 (DEL)	5	NEW	WHICH DUBI U BE Funt Dubson	Epic (USA) 7484532121 (Import)	52	NEW	GIRL'S LIFE Gilliland	Arista 74231138451 (BMG)				
18	11	HELL'S PARTY Blah	Six By 6 SIXT 001 (RIQ/F)	6	NEW	ABDUCTION Ear Stone	Ultimate BARK LP/BARK MC1 (RTM/MP)	53	NEW	HIT & RUN/LOVE SENSATION Loretta Holloway	Salsoul 12SALSA 1 (TRC/BMG)				
19	NEW	LEGACY Mad Cobra/Riche Stephens	Columbia 6592856 (SM)	7	NEW	MOVIN' ON 3 Kruzz	Rumour RULP 302/RUMC 302 (F)	54	26	MAKES ME FEEL Lavel III	Junior Boys Own JBO 13 (GA/MC)				
20	1	SLUMBERLAND Solitare Gee	Warp WAP 27 (RTM/MP)	8	NEW	TRESOR II Various	Nova Mine NOMU 14 (RTM/MP)	55	2	WIND IT UP (REWORK) The Prodigy	XL Recordings XLT 39 (W)				
21	14	FREAK ME Silk	Elektra EKR 165T (W)	9	1	COWBOY COMPILATION Cowboy RODEOLP VRODEOMC 1 (BMG)		56	RE	ANYTHING V.2.1 A Guy Called Gerald	Juice Box JBOX 9 (DEL)				
22	NEW	HOT HOT HOT Pat & Mick	F&M/PWL International PARTK 1 (W)	10	2	CLASSIC RARE GROOVE VOL 1 Various	Mastercut CUTSLP 11/CUTSMC 11 (BMG)	57	RE	THE VIBE (THAT'S FLOWING) Mount Rushmore	One Rag 1 (W)				
23	40	BABY BE MINE Black Street feat. Teddy Riley/MCA (USA)	MCA 1254634 (Imp.)									58	46	DON'T WALK AWAY Jade	Giant W 0160T (W)
24	15	POWER OF A MERICAN A.TIVES Dance 2 Trance	Logic/Arista 74231135581 (BMG)									59	41	VOID Eonixis	Positiva 12TV 1 (E)
								<p>60 NEW GOT TO KNOW YOUR NAME Mirakia A&M (USA) 581251 (Import)</p>							

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

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THE INDIE SECTOR BREAKS VOLUMES

Market share figures for the first quarter of 1993 painted a picture of health for independent distributors in general and Pinnacle in particular. Pete Lawrence brought together key distributors to investigate the current state of independence in the UK

John Best: "There has been a profound shift in the role of the distributor over the last four or five years. It used to be that all we did was target retailers. But now we play a crucial role in our labels' media and marketing gameplans. When the idea is to make the maximum impact with a release, you have to doveltail your pre-sell campaigns into gig schedules, press reviews and radio play."

Henry Semmence: "Market share may be up but you have to remember that when sales are as soft and the charts are as volatile as they are nowadays, a couple of good releases can make all the difference. Pinnacle has done well, but I'm not sure how 'indie' it is these days. It's much more of a machine like BMG, Polygram, Sony and all the rest."

"Now that it's so successful it must inevitably have lost some of the things that independent distribution is really all about. Which is a gut feeling for the music and a flexibility which allows them to move quickly and turn things round with a speed which would make the majors blow a fuse."

Graham Haysom: "I would agree with that as a broad definition of what it means to be an independent distributor. Both as companies and individuals, we have to be more streetwise than the majors and capable of picking up on nuances in the business more readily. Retailing patterns are constantly developing and evolving. We have to be able to detect the changes more quickly and take advantage of them. Otherwise we're dead."

JB: "Especially as sales and distribution is probably the key element in breaking new music and new acts nowadays. Few of the labels we work with have got the money to spend on marketing, there's next to no radio left for brand new bands and certainly no TV. So almost all that's left is the relationship the sales force



THE INDIE THINK TANK (from left to right) **GRAHAM HAYSON** became MD of classical distributor *Select*, after four years heading the *Harmonia Mundi* label. He has also worked for *Book Club Associates*, *PolyGram Germany*, *RCA*, and ran his own record shop. **HENRY SEMMENCE** comes from a retailing background and worked at *PhonoGram* and *Bullet Promotions* before setting up the *Total Record Company* in 1983, as a 'bolt-on' sales, marketing and distribution operation for labels like *Tug* (*Right Said Fred*), *Cowboy* (*Secret Life*) and *Permanent* (*The Fall*). **JOHN BEST** heads *RTM*, a sales and marketing company which grew from the ruins of *Rough Trade* two years ago and is now distributed by *Pinnacle*. The company recently celebrated national chart number ones with albums by *Suede* and *Depeche Mode*. **GARETH RYAN** has been in independent distribution for the nearly 10 years working at *Rough Trade* and *Making Waves*. He is currently distribution manager at *SRD*.

has with the retailer."

Gareth Ryan: "The relationship between distributor and label is absolutely vital too. The political issue which was all important in the *Rough Trade* days has largely disappeared. If there is a political stance taken by distributors now, then it's an anti-corporate one. We trust that the relationships built up with our labels is not governed purely by contract. And that's the way distributors like *RTM*, *APT* / *Revolver* and *SRD* expect to make progress. You look towards major label funded things to subsidise other projects. The main difference from the original *Rough Trade* in the Eighties is that nowadays you want people to do some work as well

as take ethics on board."

HS: "The retail trade certainly has far more respect for independent product and the way independent distribution is organised now than it did five years ago."
GR: "SRD have certainly had a good ride. We sorted out our discount deals with all the multiples early on and since then our volume has increased fourfold. Returns are now the crucial issue. Currently *Our Price* are stocking a lot of dance CD singles, but we're warning labels that we may get 60% of them back."
HS: "That is a worry. At *Total* we've found we must insert lines in our contracts specifically to cover returns. But if you're talking about *CD* singles then you can't avoid the formats issue either. I

think the industry has done a *Gerald Ratner* on itself by saying that vinyl's erup when 90% of the public have still got record players. Vinyl hasn't died, it's been killed. It's a cunning ploy by the majors to reduce overheads in their pressing plants. I'm sure they'll be talking about two formats soon. People will still release 12-inch dance records, but they won't count towards the chart."
GR: "It must be said that dance, indie and grunge have all helped to keep vinyl buoyant."
JB: "And despite the recession we've noticed a number of new retailers setting up in defunct shops on trestle tables and stuff for whom vinyl represents less of a risk."
GR: "The trouble is that a lot

of them seem to close just as quickly. And getting your money out of them is difficult too. But specialist dance or indie rock shops are meccas for youth culture and you've just got to be there. As for the grunge thing, it's starting to wane and one factor in that is that we're getting carried away on what turn out to be sub-standard releases. When a band gets into the *Sunday* supplements, we rush off and do expensive to-op ad campaigns and so on, only to find that the record's a dud and doesn't sell."

GH: "But it's imperative that you go for volume. The music industry as a whole needs it. It needs the jolt you get when such and such a new band is hailed as the next *Beatles* or the new *Elvis* or whoever. Classical music certainly benefited when the popular press adopted artists like *Favarotti* and *Nigel Kennedy*. If you don't keep developing those stars then you lose the media attention - and *Nintendo* and *Sega* get it instead."

HS: "It doesn't help that there's less impulse buying than there was. I put it down to shop layouts where the racks are arranged into long passages leading to the counter. I can't see how they encourage browsing. And when I worked in an independent shop, we had window displays of the latest band rather than the new *Bowie* album. That's how you develop awareness of new artists and start to build them."

GH: "The collectability aspect is disappearing too. Records are no longer such a central part of people's lives. And I don't think the pop market has benefited from becoming so fragmented stylistically. Mind you, the classical music market is not without its problems. *Classical FM* has been important to us. But I suspect that most of its listeners are mainly over 35 and have to get back into the habit of buying music. They also feel intimidated by

RTM

RTM Sales and Marketing

M/W 3 APRIL 1993 - TOP 75 ARTIST ALBUMS

HIGHEST ENTRY	This Last Weeks	Title Artist (Producer)	Label/CD (Distributor) Cass/Vinyl
1	NEW	SONGS OF FAITH AND DEVOTION Depeche Mode (Depeche Mode/Flood)	Mute CDSTUMM 106 (RTM/P) CSTUMM 106/STUMM 106

M/W 10 APRIL 1993 - TOP 75 ARTIST ALBUMS

HIGHEST ENTRY	This Last Weeks	Title Artist (Producer)	Label/CD (Distributor) Cass/Vinyl
1	NEW	SUEDE Suede (Bulleit)	Nude NUDE 1CD (RTM/P) NUDE 1MC/NUDE 1LP
2	1 2	SONGS OF FAITH AND DEVOTION Depeche Mode (Depeche Mode/Flood)	Mute CDSTUMM 106 (RTM/P) CSTUMM 106/STUMM 106

M/W 10 APRIL 1993

INDEPENDENT: SINGLES

This Last Weeks	Title Artist
1 NEW	U GOT 2 KNOW
2 NEW	QUOTH
3 1	ANIMAL NITRATE

This Last Weeks	Title Artist	Label/CD (Distributor) Cass/Vinyl
1	U GOT 2 KNOW	Cappella Internal IDS 1DX1 (RTM/P)
2	QUOTH	Warp WAP 33 (RTM/P)
3	ANIMAL NITRATE	Nude NUDE 45/NUDE 4T (RTM/P)

INDEPENDENT: ALBUMS

This Last Weeks	Title Artist	Label/CD (Distributor) Cass/Vinyl
1 NEW	SONGS OF FAITH AND DEVOTION	Depeche Mode Mute STUMM 106 (RTM/P)
2 NEW	WESTING (BY MUSKET AND...)	Big Cat ABB 40 (RTM/P)
3 1	FRANK BLACK	443 CAS/364 (RTM/P)

This Last Weeks	Title Artist	Label/CD (Distributor) Cass/Vinyl
1	SONGS OF FAITH AND DEVOTION	Depeche Mode Mute STUMM 106 (RTM/P)
2	WESTING (BY MUSKET AND...)	Big Cat ABB 40 (RTM/P)
3	FRANK BLACK	443 CAS/364 (RTM/P)

M/W 3 APRIL 1993 - TOP 60 DANCE SINGLES



HIGHEST ENTRY	This Last Weeks	Title Artist	Label (Distributor)
1	NEW	U GOT 2 KNOW Cappella	Internal 1DX 1 (RTM/P)
3	NEW	QUOTH Polygon Window	Warp WAP 33 (RTM/P)



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MASON: WHY BIG IS BEAUTIFUL

Steve Mason, chairman of Pinnacle, was unable to attend MW's independents forum. Here he gives his views to Pete Lawrence.

"Since we did so well in the last market share figures, the suggestion is that Pinnacle has become a major distributor.

If people want to believe that then it's fine by me. Except that what I think we're really doing is help the growth of the independent sector as a whole and given them the means to reap the full benefit of their music. Basically, we're good at what we do and that's why we're big.

Some say that we're no longer part of the independent sector but if you speak to our labels, you'll know that's not true. They feel comfortable with us in a way that they don't with a Sony or an EMI.

Those are companies who want everything. They want to license and own the records, whereas I see our job essentially as being a sales and distribution company - a kind of annex on - a labels.

But those market share figures are misleading. So we've increased our share and obviously as a result of that we've increased our turnover. But although we're handling more releases, we're actually selling less of each.

That being said, I don't think we've suffered unduly because the pop scene has become so fragmented. We've always tried to be all things to all men as a distributor.

One of the reasons why companies like Rough Trade and other Cartel members went down was because they chose to specialise too much on one certain kind of music.

But from the beginning we geared the company up to be able to deal with all types of things. And the new van service has helped us to be more aware of what's happening on the street level with the dance stuff.

We are going through quite a lot of reorganisation at the moment. We've put merchandisers on the road and we're working on the idea of a separate sales team to cover reissue labels. That



Mason: reorganisation

should enable our reps to spend more time on breaking new acts. We are often accused of selling too much, and this is a way of resolving that problem.

Obviously we've made great in-roads into the multiples and chains that

used not to take independent distribution too seriously. But at the same time I think the multiples' buying and marketing policies have grown a lot blander and unadventurous over the last three or four years. But ironically that has left a lot more room for the specialist retailer.

Take the West End for instance. There you've got the biggest proliferation of Megastores, HMVs and Our Prices anywhere. Yet within a couple of square miles of Oxford Street you'll find eight or ten specialist dance shops. They all happily co-exist because they each serve different but identifiable demands.

I'm reasonably optimistic about the future. I think the industry as we know it is safe for another five years. But change is happening at such a pace it's very difficult to see beyond the end of the decade. Whatever happens as a result of the Select Committee hearings, I think the industry created an insane precedent very early on, when it showed

itself prepared to give away its top selling product and discount so heavily.

If you want to discount something, discount your back catalogue to encourage that. If you're a book publisher, you put out a new release in hardback and you reap the maximum possible from it. It's only later that you reduce it to the equivalent of a mid-price on paperback. You don't knock lots of money off the price on day one.

I think it's inevitable that labels, distributors and retailers will work even more closely in the future. Sharing common formats in information interchange technology is just the start. I think it's great that I can send all the Our Price and WH Smith stores invoices on one floppy disc instead of reams of paper. But on the musical front, all these new digital developments in fibre optics and whatever may well mean we'll have to fight to protect rights. Or at least be able to put off the day when you can dial up music at home long enough to secure our role in any new system."



Sennence: doing it his way

"many specialist classical shops which all adopt an attitude which is too pompous by half. Multiples like WH Smith have scored most from the new interest in the classics because they're comfortable, family shops." JB: "I'm cautiously optimistic. Nothing's recession proof, but we do have a market. If it shrinks further, it might be that the independents' market share goes up, but I'm reasonably confident that we can go on selling records." HS: "The independent sector's still a very different beast to the majors. We've taken on the best parts of their systems and the rest is our own way of doing things." GH: "In terms of technology, the development of digital sound carriers into the home is going to have a profound effect on everybody. But I



Hayson: the indie alternative

believe people will always want to own something. Distribution will inevitably become more computerised. There may even be direct interfacing with dealers. And on a pro rata basis Indies will have to make as much investment in new technology as the majors. But ultimately it comes down to personalities. "If you're working within a major structure, you can put a lot of yourself into it but be constrained by politics and policies and God knows what. But Indies can reach those parts the majors can't and react to them. We'll be quicker coming out of the recession too. The majors will still have the brakes on. "We can say 'Let's take a flyer here' and go for it where they'll have some accountant saying 'Not yet sunshine!'"

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WHOLESALE AND DISTRIBUTION

Indies hitch

The benefits of selling records from the

Van sales are moving into the industry fast lane as record companies realise the benefits of putting product on the road.

More shops are getting a weekly visit, the choice of specialist vans is growing by the month and larger independent distributors are either expanding or starting new fleets. As a result the rate at which records are being sold off the back of a van is moving into top gear.

Of course this direct sales technique is almost as old as vinyl itself, but the power of the vans to reach parts other distributors can't reach has been enhanced by the dance boom. For specialist indies and majors alike it's more vital than ever to hit influential dance shops hard and to let the product sell itself where it matters most: at the shop counter.

Pinnacle's response has been to team up with northern dance distributor Wax Works to form its own van service, Sub Level Distribution. Promotions manager Dave

Howell identifies the need to plug the gap between one-man van and national telesales-based operations.

"It doesn't really seem to be viable any more to promote records simply with club promotion," he says. "This is a more direct way of getting an accurate response; if you can sell it to the shops and they can sell it on, then you know you are on to a winner."

But dance labels are not the only ones to find that van distribution pays dividends. Caroline Exports, now celebrating its 21st year in the business, responded to rising demand for its indie label, overstocks and deletions catalogues by putting a van on the road in the north of England in March 1992.

"The last time Caroline was on the road was 18 years ago when Jonathan Gilbride - now our MD - used to take a truck of stock out to Scandinavia every couple of weeks," says general manager Steve Sparks. "This time we took a calculated risk and it paid off. Now we've got three more

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a ride on booming van trade

The back of a Transit are becoming clear to independents big and small, says Martin Pearson



Pick-up track: SRD van salesman selects latest batch of 12-inchers

vans out there which are all making money."

But how can one man, a van and a pile of vinyl shift product better than team of computerised telesales professionals?

Russell Garrham, field sales manager at SRD, which shifts labels like Suburban Base, Reinforced, Amphetamine Reptile and On U Sound, is in no doubt that the three SRD vans currently

on the road in the South-east have proved successful. In fact the company is now planning to expand van services into the North and Midlands.

"Now that we have the vans we find we're building up good personal relationships with all the right shops," says Garrham. "It gives us the opportunity to test reactions and use the information gained in our presentations to the High Street shops."

Distributors agree that there is a world of difference between a salesman cold calling potential clients and a working relationship built up on a one-to-one basis; van sales give a personal touch to the sales pitch which just isn't possible down a phone line.

"The demand was there so we had to get out on the road. We offer a service which the shops really appreciate," says Dionne Maynes, UK manager of Mo's Music Machine, the east London-based firm which started out as a telesales-only operation but now has six vans working labels such as Junior Boys Own, R&S and Black Dog.

But according to Deltra director Jerry Hempstead, van sales companies represent more than just a service to retailers. They are an effective means of shifting vinyl for the labels.

"On balance, I would expect a van to sell in twice the amount you would on telesales," he says. But, he admits, once a record charts, telesales come into their own.

There are limits to the vans' capabilities. Venturing outside the major cities, where shops are more spread out, can be time-consuming with hours spent motorway driving, parking and picking up new product, so many distributors have thus far been unwilling to start van services themselves. Jerry Hempstead understands their reluctance.

"There may be 700 stores which aren't being covered but they don't warrant the time it takes for a van salesman to sell to them," he says.

Nevertheless the past few months has seen the rise of a new generation of dance-dedicated operations - like Jack In The Box, Direct Force, Great Asset and Rugged Vinyl - which offer custom packages and advantageous terms to labels specialising in limited pressings.

"If a label goes to a bigger independent," says Ben Carmedy, the ex-SRD van man who now runs Rugged Promotion And Distribution, "they'll be offered about £1.63 per copy. If they come to me

they'll get between £1.80 and £2.00 per copy. And they will be paid within 30 days as opposed to 90 days."

The ultimate in instant reaction and prompt payment comes from self distribution and Carmedy also uses his one-man operation to distribute his own label, Rugged Vinyl. But few take it to the lengths of Production House - the London outfit responsible for dance hits like Baby D's Let Me Be Your Fantasy and Acen's Trip to the Moon. It sells all its product in the South-east exclusively through its own vans.

"There are serious cashflow benefits for the small operation," says Production House partner Laurie Jago. "You are dealing directly with the shops and so you get your money back almost immediately."

Covering the South-east is one thing, covering the whole country is quite another, but clearly getting in your van, as opposed to on your bike, reaps benefits for labels and retailers alike.

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Battling to shift attitudes

Today's independent distributor now routinely offers a whole range of back up services, but are they mere window dressing or essential ingredients? Paul Gorman reports

Independent distribution in the 1990s has become more than just the business of moving records around the country. Distributors now offer packages which include marketing, accounting and international deal-making acumen too.

But some label bosses dismiss back-up services as pure window dressing. "They are a waste of time," says Keith Cullen, whose Setanta scored early successes for The Frank & Walters and A House, both of whom have subsequently signed to major record companies.

"Distributors should stick to shifting boxes to shops, and leave it to the artists and labels to pay attention to detail. Bands such as The Frank & Walters are very imaginative. They come up with better marketing ideas than me, the label or the distributor."

But this view is countered by Nude head Saul Galpern, whose RTM/Pinnacle-



Gold: Top 40 track record

distributed label hit the top of the charts in April with Suede's eponymous debut album and has so far sold more than 100,000 copies in the UK. "The back-up we've had from RTM has been invaluable," he says.

Bristol-based Revolver, which handles about 200 labels, has responded to new client demands by widening the scope of its services. It now boasts five label managers (including dance specialist Paul Glancey), eight reps, six teleshops staff and an exports manager. But label manager Derek Turnbull, who has

special responsibility for Setanta, Hot, Trojan and Goldmine, believes street level nous is still a key factor.

"It is important retailers believe our reps not only know the market but have a feel for the music too," he says.

Revolver also offers a variety of special dance services ranging from a carefully targeted white-label mail-out to a selection of tailor-made pre-release marketing campaigns aimed at either specialist or mainstream retailers.

The company also employs a dedicated dance teleshops person to concentrate on the specialist shops.

Dedicated to dance

Other distributors with specialist dance staff include SRD and RTM whose six-strong label management team includes two staff who cater purely for dance labels.

But although it handles a fair share of dance product,



Best: 'give bands time to develop'

RTM grew out of the ashes of premier Eighties indie distributor Rough Trade and is still firmly committed to developing long-term cutting edge rock artists.

"There are a lot of dance labels who can achieve sales of 3,000 in a very short time and then just as rapidly disappear. Indie rock bands, on the other hand, can take months and maybe a series of releases to reach those kind of figures.

"So you have to allow the individual band the time and space to develop its own profile in the media and then the marketplace," says RTM

managing director John Best.

Wiiija's rise to indie pre-eminence has been slow but sure. The label, run from the Rough Trade shop in London's Notting Hill, currently boasts a roster including Huguey Bear and Cornershop, and has featured indie luminaries Therapy? and Silverfish in the past.

When Wiiija manager Gary Walker moved the label from SRD to APT last year, APT paid half the cost of a trade announcement about the distribution switch and more recently funded a run of 5,000 Jacob's Mouse/Cornershop promo singles strapped to the April issue of fanzine *Ableze*.

Walker also points to a plan to combine key tracks from the Wiiija, Too Pure and Clawfish labels on a three-way promotional cassette aimed at increasing their combined chart action.

"The best way is to pool resources and work with the distributor to ensure elements such as sales

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► targets are realistic," says Walker.

The level agreed for Cornershop's *Lock Stock & Barrel*, scheduled for early May release, was 3,000 units. This figure was exceeded by mid-April after Our Price ordered 1,000 on two formats.

Walker likes to use sales meetings to keep reps in touch with developments, and intends to shake them up in the near future with some Riot Grrrr! action. "As Huggy Bear are so controversial, the sales force is constantly asking questions about them, and I see no reason why we shouldn't get the band in to put their point across."

Co-operation

Given the current climate of closer co-operation between independent labels and their distributors, it is entirely possible that bands will set the agenda at sales meetings. There will always be labels who feel the larger distributors lack grassroots expertise. It has led over time to the emergence of self-distributed labels such as Production House and the German-owned ZYX.

Following its Top 40 success last November with LA Style's *Liberation*, general manager Alex Gold now claims ZYX is the biggest self-distributed independent label in the UK,



Suede: 'invaluable back up'

with a depth of catalogue which includes a budget classical label as well as jazz imprint ESP. Having proved themselves with their own releases, ZYX now press and distribute a series of other dance labels such as Bay, Aardvark and Generator.

Production House - winner of this year's *Music Week* award for top dance single with Ace's *Close Your Eyes* - is another label with in-house distribution skills, and claims to have increased sales by 200% in the 18 months since it decided to operate its own strike force and van service.

Production House boss Raj Malkani admits to being very cynical about distributors. "Until now the big distributors have been inappropriate for the dance market and haven't really worked it effectively," he says. "But things are changing so I expect it won't be too long

before we'll hook up with somebody who can offer the right kind of structure."

This was the thinking behind the formation of The Total Record Company, the south-London distributor whose "bolt-on" relationship with BMG allows small labels access to a full-sized strike force, plugging, telephone sales and accounting facilities.

"The idea is we'll be ready to step in and help labels move a record up to the next level the moment it looks like it's going to cross over," says director Henry Semmence, pointing to Total's track record of chart success with acts such as Rozalla and Right Said Fred.

Total's BMG links has made it ineligible for the Independent Chart. But this has not deterred recent signatories like The Fall and new Manchester band The Joy. "They're more interested in what we can do for them in terms of sales rather than worrying about their indie credibility," says Semmence.

Total restricts itself to handling no more than three or four singles a week. "This allows us to give each release the attention it deserves," says Semmence.

Selling to the world

Exports play an increasingly important part in day-to-day distribution too.



Ace: Production House winner

Revolver estimates half of its business stems from international deals/exports.

"We have really strong links with UK exporters and solid relationships in many territories," says Turnbull. "If a band has a strong fan base but no deal in a particular country, we can put them in touch with the right people."

Long established Lago Exports, part of the Chrysalis group, is a wholesaler with the whole world as its market, according to sales manager Charlie Paulinski. Lago set a lower limit for purchases at 50 units and takes a keen interest in the dance market. Lago's handling of Acid Jazz exports last year is reckoned to have helped stir continental interest in Jamiroquai.

"Exports provide labels with cash-flow without damaging sales in the UK," says Paulinski. "This is

particularly important for indie rock acts which need to be nurtured.

"We've had a few instances where exports have been re-imported into the UK as a result of a sudden upsurge of interest in the record here." But while the trend among the market leaders has been to chase chart positions, there are still those distributors who see themselves fundamentally as suppliers of minority interest music to small but identifiable customer bases.

Rootsy approach

Veteran wholesale and distribution company Taylor's floats its roster of specialist non-pop labels like ballroom dancing devotees Tema or obscure artist classical imprint Capriccio on a healthy turnover of mid-price MOR and jazz reissue product.

"It's rare to sell more than 200 copies of those kind of releases," says product manager Neil Kellas. "But it's full-price product and there is a steady demand, so it's not to be sniffed at."

"It's also essential for the health of the industry that product on small labels should be readily available, whatever kind of music it is."

Independent distribution may be growing towards the stars. But its roots are still showing.

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DOOLEY'S DIARY

Remember where you heard it: Shock late news from PRS, where head of international relations **David Safir** was asked to give up his position on Friday just a year after arriving. It certainly means another challenge for new chief executive **Ted McLean**, who arrives today (Monday)...Don't expect to see lots of interviews with **Chesney Hawkes** as he launches his new single, out on May 17 and already breakfast show single of the week. After the **slagging** poor Chesney got last time out, Chrystalis head of press **Berni Kilmartin** is mounting a unique PR campaign: **no PR**...Best wishes to renowned session keyboard player **Nicky Hopkins**, currently in intensive care in LA after a serious operation...No wonder Sony's **Jeremy Pearce**, sounded **croaky** on Thursday – the man tipped to do a deal with just about every indie label in Britain had been up until 6am enjoying a **bar-room sing-song** with **Suede** in Vienna. But he soon



When brothers Andy and Pete Lee entered a competition advertised in *Music Week* to produce jingles for Japanese radio station J-Wave, little did they realise what they were letting themselves in for. The ad invited them to 'let their imagination run riot' – it didn't mention anything about letting the tape spooler in their studio do the same. No doubt the £500 prize money will help compensate them, although having worked on Sub Sub's Ain't No Love (Ain't No Use), they can't be too strapped for ready.

tour...Despite his own name being one of the front-runners for the job, having read the Select Committee transcript Warner boss '**Dr Rob Dickens**, the A&R surgeon, says, "I think the guy who runs the **Scottish folk label** should be the BPI chairman." Step forward, **Robin Morton** of Temple Records. Incidentally 'Dr Dickens' says contrary to all rumour he has **not** resigned...**Virgin Radio's** launch party boasted a stunning line-up of talent from **World Party** to the **three Pauls** (**Carrack**, **Brady** and **Young**). But whose idea was it to ask **McDonalds** to do the catering?...**Jonathan King's** tip sheet (sorry, *Tip Sheet*) appeared on Thursday with an **alarming** number of correspondents refusing to list any records except **their own**. Among the prime offenders: **Virgin's Paul Conroy** and three **PolyGram** staffers **David Munns**, **John Waller** and **Colin Bell**...Our Price marketing chief **John Laidlaw** was feeling **fragile** as he unveiled nine months' worth of work to store managers last Friday. "It's like giving birth," he explained...Talking of births, congrats to Warner Classics sales and marketing director **Richard Dinnage** and wife **Lisa** on the birth of Eleanor. Label

boss **Bill Holland** notes that the baby was conceived while Dinnage was researching the successful **Sensual Classics** album...Further congratulations to: **Simply Red** co-manager **Elliot Rishman** and partner **Bracken Harper** who produced **Maisie** last week; to MCA head of press **Ted Cummins** and wife **Claire** on the birth of second son **Edward**; and our own special projects editor **Karen Faux** and hubby **Ian** on the birth of Jack... Promoter **Bryan Mason**'s plan for London's **Astoria** to include a 300-capacity club for the music business is bound to lead to **trouble**. His plan to offer **gold**, **silver** and **bronze membership** depending on one's importance will doubtless lead to all kinds of **backbiting**...MCA commercial director **John Pearson** says Dooley's **PolyGram** sources were peddling misinformation about his **Aerosmith** bet. He bet on 30,000 sales, he says, missing it by only 1,500. And the "substantial" wage was only £35. "That may be 'substantial' for **PolyGram** – but we at MCA call it minimal," he says.....

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It's not every day that Dooley gets to grips with royalty. So HR Princess Anne's trip down to Wootton Bassett to open Dolby Laboratories' new European HQ was something of a red letter day. Here the Princess Royal cross examines Dolby international marketing director Eimar Stetter on the intricacies of signal processing technology, watched by Ray Dooley, the American physicist who first set up Dolby Laboratories in London in 1965.

turned silver-tongued when the conversation turned to **One Little Indian**. "They are the most important independent label in the UK and I would love to work with them," he gushed...This week's "there's life in the old dog yet" award goes to the 67-year-old **Tony Bennett**, who turned in a stunning performance at London's Jazz Cafe as **Harvey Goldsmith** announced the OAP crooner's summer



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