

music week

For Everyone in the Business of Music

19 MARCH 1994 £2.80

Band fees soar in festival jam

The live industry is facing a chaotic summer, with a record number of festivals forcing promoters into a bidding war.

Two of the industry's top promoters are convinced the market cannot accommodate six festival-size events in just three months.

Besides the annual Glastonbury and Reading events, Mean Fiddler chief Vince Power is staging a second Phoenix, the Donington Monsters Of Rock festival returns on June 5, while Promoters MCP and The Leading Edge are staging new events in Essex and on the Isle Of Wight.

MCP's Stuart Galbraith, who is planning his event for Chelmsford at the end of July, says, "It's silly season. I would lay money that not all the festivals planned will take place."

Glastonbury booker Martin Elbourne says the increased number of events is already taking its toll, forcing a scramble for bands and sending bands' fees soaring.

Vince Power, who also promotes August bank holiday weekends Reading Festival, believes prices have doubled since the Eighties, while Elbourne estimates a 20% rise this year alone. One rival promoter booked a leading indie band for £100,000, claims Elbourne - "That's for a band we wouldn't even pay £20,000 for."

Power believes his Phoenix event - set to clash head-on with the Fourke concert on the weekend of June 14 to 18 - may only "scrape even" for the next two years, but insists that the competition can be nothing but healthy. "The prices of bands has increased in the last

couple of years, but I will never pay more than a band is worth," he says.

Elbourne and Galbraith both counter that the money being offered cannot make festivals pay. Galbraith says, "We won't be drawn into any bidding war. I know what amount of income my site can produce, and I have a finite amount of money." He says he will simply pull his event if he cannot put together a viable bill.

The problem has been made worse by many US artists, including Red Hot Chili Peppers, Nirvana and Smashing Pumpkins, being unavailable, he says.

Only Glastonbury (which is set to feature The Spin Doctors and Elvis Costello) on the weekend of June 24 to 26, and Donington (with Aerosmith and Extreme) have begun announcing their bills.

Scottish judge jails £2m pirate

A Scottish cassette pirate boasting turnover of £2m a year was jailed for 12 months last week, in what the BPI's Anti-Piracy Unit describes as a landmark judgment.

Gerard Owens, of Motherwell, was sentenced at Airdrie Sheriff Court after admitting offences relating to a factory in Bargeddie with an output of 20,000 tapes a week. It is believed to be Scotland's heaviest piracy punishment.

The decision follows six years of frustration for anti-piracy campaigners north of the border. Owens faced similar charges last November, but was fined only £1,500 by a Glasgow court.

APU head Tim Dabin says, "This sends a message to other counterfeiters in Scotland - your days are numbered."

Lawyers acting for Robert Plant are seeking a court order to restrain Andrew Wilkinson trading as Lizard Records. A statement of claim issued by Plant earlier this year accuses Wilkinson of dealing in bootlegs taped at a performance by Plant at Bristol Academy last July. Now Plant's lawyers are seeking a ban on sales, an account of proceeds and damages.

THIS WEEK

3 ITC set to protect more live music



5 Primals are Easter contenders

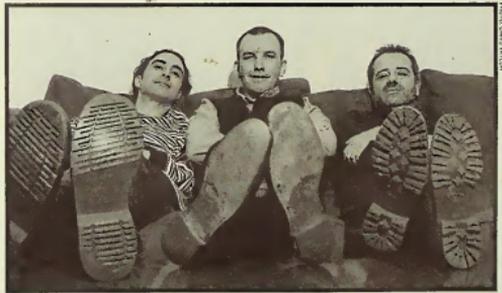
6 Managers: protect your acts' rights



23 in the land of the giant retailer



The appointment of John Chuter (centre), Fontana's director of marketing for the past two years, as general manager completes the line-up at Echo Records as it looks forward to its first summer in operation. Pictured with A&R manager Steve Ferrara (left) and parent company Chrysalis Music Division CEO Steve Lewis. Chuter's first releases will be a second EP by Zu next month, a single from Julian Cope in May and summer releases from US band Niyak and Orang, a band formed by Talk Talk founders Lee Harris and Paul Webb.



Virgin to sell own computers

Virgin Retail is launching its own home computers later this month to capitalise on an expected growth in PC sales.

The launch, part of last autumn following the sale of Virgin's Games offshoot, will see Megastores offering a range of Virgin 486 computers, priced upwards of £1,000.

A single high-specification machine will go into each store, from which customers can order a custom-made model.

Machines will be assembled in the UK by Virgin Euro Magnetic from components from across the world. Models can feature CD-Rom with speakers, sound card, microphone and headphones and are Photo CD compatible.

A Virgin Retail spokesman says it is not a move away from Virgin's core music business. "This is part of our strategy for getting involved in new technologies," he says.

Virgin Euro Magnetic sales and mar-

keting manager John Jenkins says, "The penetration of PCs in the market is only 20%. The projected growth is up to 50% over the next three to four years, and a lot of that is going to be home users."

Moving into the market as a logical progression from selling software, Virgin chairman Richard Branson predicts slow but steady growth for PC sales. "If we sell 30 to 40 a month I will be happy. If we sell 300 to 400 I will be ecstatic," he says.



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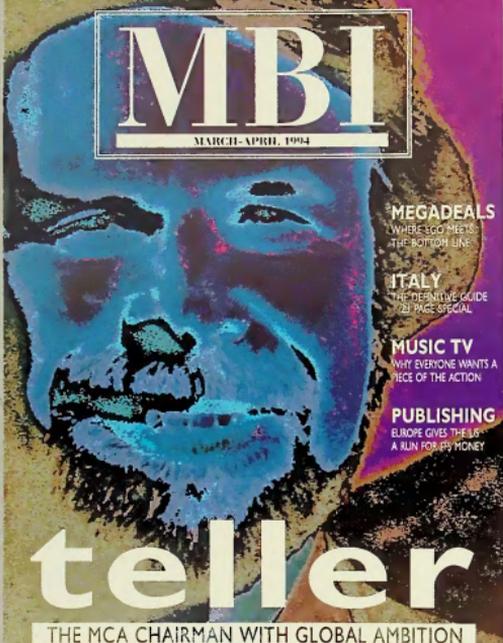


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COMMENT

Teenagers dispel the gloom

The thought of a music industry guided by database analysis, TGIs and psychographics would give any self-respecting A&R executive the shivers, and rightly so. A business which numbers such one-offs as Prince, Van Morrison and Björk among its biggest successes could never believe that market research is the way to find stars. That sort of raw, and initially disconcerting, talent will only emerge if A&R people are allowed to get on gut reaction – not the perceived demands of the market. Which explains why West Lothian College's Music 2000 survey, though well-intentioned, has triggered a certain amount of scepticism.

It's admirable that the young researchers want to do something about the prospects of the industry into the next century, even more so that they've got their fingers out to do something about it. But at first glance it is difficult to see how anything meaningful can come out of their grassroots survey.

Until, that is, you get to hear some of their findings. Last week business studies students at a north London sixth form centre were quizzed about their views of the record industry. Their enthusiasm flew in the face of the gloom merchants who say today's teenagers are more interested in film stars and computer games than pop music.

In one small group there were supporters of jungle techno, swingbeat, bhanga and hip hop. But all rated Michael Bolton because he sings "brilliant songs with lyrics worth listening to".

That surprising reaction was thrown up from just one session; West Lothian's Gordon Campbell has dozens similar planned, not to mention the street surveys currently being conducted across the UK. The information gleaned won't, and shouldn't, decide what gets signed, but it will certainly be food for thought.

Seina Webb

BATES

LPs that play for too long

Vinyl, the old way to listen to music. An A-side and a B-side you know – it had advantages due to its limitations. The Sex Pistols' 'Never Mind The Bollocks', Beatles' Sgt Pepper, The Clash's London Calling, Joy Division's Unknown Pleasures; Bruce Springsteen's Born To Run; Nirvana's Nevermind; Otis Redding's Otis Blue; and Marvin Gaye's What's Going On – all classic albums released on vinyl and all with something in common: a playing time under 40 minutes and fewer than 14 tracks.

When these albums were put together there was more than musical skill involved; some love and care also went into the running order. The idea was to take the listener on a trip, a bit of a sonic magical mystery tour. When you got home to play your hot new purchase, you slipped side one on to your deck and away you went. At the end of side one maybe you got into the trip and turned it over to continue with side two. Or maybe you would do your own thing and perhaps listen to that side again several times.

Now, with CD, the process is a little more problematic. There are no sides one and two, and the disc can comprise up to 78 minutes of music.

With many CD albums including 15 or even 20 tracks and running for up to an hour in length, some people seem determined to use as much space as possible. This could be perceived as value for money but, boy, do you have a harder job getting into an album.

Forgoing the extra cost involved in producing these tracks, do they really help anyone? Are these extra songs any good? Are artists giving people what they want, or are they giving artists what they want? Do they think about quality control?

Many of the marathon made-for-CD albums are very good. Perhaps they could have been even better, maybe all-time classics, with some thoughtful editing.

Dave Bates' column is a personal view

NEWS

Virgin Records faces a race against time after this Friday's Song For Europe. In a break with tradition, Frances Ruffelle's performance of eight songs has been pre-recorded prior to the show. But once the winner is decided by telephone vote, Ruffelle (pictured right) will rush to a west London studio to record the track over the weekend with producer Marty Ware. A DAT of the recording will be handed to Radio FM for broadcast on Monday morning, while Virgin will put together the pre-prepared artwork – which features a satirical take on the Union Jack – and press copies of the single for release on April 5. More than 10m viewers are expected to watch Friday's show, which will decide the UK's entry for the Eurovision Song Contest in Dublin in April.



Virgin bid 'unfair' says Capital chief

Virgin 1215 will have an unfair advantage over its competitors if it is allowed to bid for the 105-108 FM licence as a national station, claims Capital Radio's group commercial director David Mansfield.

Under current Radio Authority restrictions, any bidder must offer a service that is not currently provided, Mansfield told a debate staged by media owners and buyers' body The Media Circle on Tuesday.

"That fact that Virgin already has an AM licence precludes anyone from applying for a rock licence," he said. "So

are they going to give up their AM licence first to give everyone else the chance to bid for a rock channel?"

Calling for the national station and community radio options for 105-108FM to be rejected by the Radio Authority, he said it was illogical for the debate to be conducted at a time when the National Heritage department is examining media ownership restrictions. Such rules should be relaxed, he added, to allow experienced owners such as Capital to bid.

Virgin's sales director John Pearson said the station was looking at the legal

issues surrounding a possible FM bid, but would probably only hand back its AM licence if a bid proved successful. The decision to bid for FM is not a straight rejection of AM, he said. "We can make a viable business of AM. But in our application we openly admitted we would try to move to FM if we could. The audience would be bigger on the same overheads," he added.

Pearson argued that a national radio station was the only option for the Radio Authority. Such a move would take radio into "the premier league" as an advertising medium, he argued.

BBC2 snaps up rights to millennium concerts

BBC2 has bought the UK television rights to The Great Music Experience, a 56m event that launches a series of festivals celebrating the end of millennium.

Grammy winners The Chieftains and Ry Cooder are among the artists set to appear on May 20, 21 and 22 in Nara City, Japan, for the inaugural event, which has composer Michael Kamen as musical director and producer George Martin as a consultant.

Conservation agency Unesco is backing the project, which attempts to bring western musicians together with indigenous artists of various host countries. May's event will be staged at the eighth century buddhist Todaiji

Temple, the world's largest wooden building.

The project has been devised by Tribute Productions, the TV production team behind the Nelson Mandela concert at Wembley Stadium in 1988 and 1990, after consultation with both TV buyers and artists. "We found people were tired with the conveyor-belt concept of band after band," says Tribute founder Tony Hollingsworth. "This is something fresh, building up towards a show fit to launch the next century."

BBC2 will air one two-hour concert, two one-hour documentaries and a 30-minute preview show, he says, although no dates have been fixed for the broadcasts.

Classics on rise but share slides

The classical sector recorded increased sales but saw a reduction in its share of the overall music market according to BPI trade delivery figures for the fourth quarter of 1993, writes Phil Sommerich.

Year-on-year, classical sales rose by 1.7% in volume and 3.2% by value in the final quarter, with a shipment value of £16.4m bringing the 1993 total for classical to £53.7m. The increase in value was helped partly by a slowing of the budget and mid-price sectors' rapid growth over the past three years.

Budget titles comprised 39% in volume of 1993 classical deliveries, against 29% in 1992 and 25% in 1991, while mid-price's volume share slipped from 27% in 1992 to 26% last year.

Overall, classical failed to keep pace with the rest of the market, with its market share falling back to 7.2% in the final quarter compared with just over 9% for the previous nine months.

Theme prize to kick off NMD launch

The official National Music Day theme will be premiered at Wednesday's launch of the event at London's Hard Rock Cafe.

A little-known songwriter has won £5,000 in a competition funded by MCPS and PRS to find a theme for the annual celebration of music, which this

year takes place on June 25 and 26. The identity of the winner, who beat 900 other entrants, will be announced at the launch.

The number of events taking place for this year's third National Music Day is already close to overtaking last year's 1,100 total.

They include a Harvey Goldsmith-promoted pop show at Milton Keynes Bowl and a classical concert at London's Canary Wharf.

A rock event at Dortmund Prison may also feature the debut of the new-look In My Maiden – fronted by former Wolfbane frontman Blaze Bayley.

▶▶▶▶▶ MARKET PREVIEW HIGHLIGHTS THE TOP RELEASES ▶▶▶▶▶

Sony's QC rejects deal, equality fears



THE GEORGE MICHAEL CASE

Fears that George Michael's High Court battle with Sony could render all artist contracts void have been rejected by the major.

Michael's lawyers have failed to establish that the deal contravenes Article 85 of the Treaty of Rome — the EU law governing prevention, restriction or distortion of competition — Sony's counsel Gordon Pollock QC said in his closing speech in the High Court last week.

"Exclusivity per se is not enough to attract the operation of Article 85," said Pollock. "If competition is altered, it does not necessarily give rise to an effect on community trade. You can

alter competition, but still have trade flowing."

Michael's call for single album deals would be a disincentive to the exploitation of back catalogues," Pollock added. "If one purchases rights, one is entitled to decide on what to do with them," he said. "It is only anti-competitive if one is buying up a considerable portion and locking them away. People like George Michael have their material exploited vigorously."

The extent of Michael's attack on standard industry practices was later laid bare by his counsel Mark Cran.

The QC described Michael's deal as an "exclusive supply agreement," weighted in the record company's favour on a number of counts:

- Michael cannot re-record his songs until five years after the end of the contract;

- Michael cannot terminate the contract, but Sony can — by not exercising its options after the release of album number three;

- Sony is not bound to release Michael's work in "substantial" territories outside of the UK and US, and
- Sony is not obliged to release material produced outside the minimum delivery agreement of eight albums, set in live albums, boxed sets, extra singles and EPs.

Cran's closing argument will finish this week, and Pollock is expected to respond. Mr Justice Parker is set to announce his judgment next month.

New titles point to Easter sales rise

A raft of big name albums are promising to boost the busy Easter sales period after a quiet first quarter.

The Monday before the Easter weekend sees the release of new titles by Marcella Detroit, Primal Scream (see right) and Credit To The Nation as well as the Now! 27 and Deep Beats compilations.

London Records says a press campaign will back Jewel, the solo debut from Detroit, and One Little Indian is launching the debut albums by Credit To The Nation and Compulsion with press ads. Credit's Take Dis LP, packaged in a hemp sleeve printed with cannabis resin ink, will also be promoted in HMV and 200 independents.

To coincide with the rental release of Sleepless In Seattle by Columbia Tri-Star, Epic Soundtrax is releasing a follow-up "companion" to the soundtrack, More Songs For Sleepless Nights.

Castle Communications has delayed the release of its five mid-price Deep Beats compilations — two of which were put together by Mastercuts guru Ian Dewhirst — until March 28. The albums are being promoted via London radio stations Kiss and Choice FM and ads across the specialist dance press.

According to CIN figures, the pre-Easter week last year saw an albums sales rise of 16% on the previous week, while video sales were up by 57%.



Primal Scream's Give Out But Don't Give Up, the follow-up to 1991's 200,000-selling Mercury Award winner Screamedefica, is due out in time for Easter. Creation is promoting its release on March 28 with ads in the music and style press and co-ops with HMV, Tower, Virgin and EMI. It is also offering a special deal to Pinnacle's 200 Network stores.

Pickwick arm wins award

Direct Home Entertainment, the direct marketing arm of Pickwick, has been presented with a supplier of the year award by Littlewoods Home Shopping, DHE, which has supplied audio, video and computer games for Littlewoods' catalogue business for five years, helped lift its software sales by 19% in 1992.

Hyperion capitalises on TV tie-in

Classical label Hyperion is re-promoting its top-selling album of the past 11 years — A Feather On The Breath Of God — on the back of a BBC1 Omnibus special about the 12th century mystic Hildegard of Bingen on March 29. The album has been the label's bestseller since its release in 1983 when it won a *Gramophone Award*. Hyperion is advertising the TV tie-in in *BBC Music Magazine* and is discounting the album price by 10% for dealers' orders during March.

R2 country DJ wins acclaim

Radio Two's Neil Coppelade has been honoured with the special services prize at this year's British Country Music Radio Awards for his work on Radio Two's British Country show, the satellite radio station Country Music Radio and UK Country Line, his own television information system.

NMS seeks showcase acts

The New Music Seminar, now in its 15th year, is seeking applications from new artists wishing to appear at this year's event which takes place in New York between July 19 and 23. Submissions should include a sample of music, support material and contact information. Contact: New Music Nights Festival A&R Committee, c/o The New Music Seminar, 632 Broadway, New York, NY 10012 before April 15.

Virgin celebrates with exhibition

Virgin Records celebrates its 21st anniversary with an exhibition of 80 original prints of artists signed to the label by photographers such as Anton Corbijn, Gered Mankowitz and Sheila Rock at The Special Photographers Company, in London's Netting Hill, from May 20 to June 18. The photos will also feature in a book, *Virgin Days: In The Air Tonight*.

Kam forms new label

Bass player Mick Kam has formed his own record label with fellow former Japan members Steve Jansen and Richard Barbieri. Medium Productions will be distributed by Revolver APT and can be contacted on 0708 228016.

Metal marques on the move

Musica For Nations is moving to 333 Llaner Road, London W10 6RA. Tel: 01 864 9544. Roadrunner Records has also moved, to Suites W&T, Tech West Centre 10, Warple Way, Acton, London W3 0UL. Tel: 01 749 2984.

▶▶▶▶▶ FRONTLINE OUTLINES ALL THAT'S HOT AT RETAIL - p6 ▶▶▶▶▶

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The following information collected by ERA on Wednesday, is based on contributions from Tower (Whiteleys), Our Price (Grangerston), HMV (Sheffeld), Virgin (Balfast), Andy's Records (Sheffeld), Avalanches (Edinburgh), SelectDiscs (London), Revolver (Bristol), Soul Source (Oxford). If you would like to contribute to Frontline call Lu Gallagher on 071-520-3636.

New releases

Doop, Ace Of Base, Credit To The Nation, Shagging In The Street (EP) and Suede are providing Mariah Carey with stiff competition even though she has been selling consistently on single and album for the last few weeks. Of the new single releases Björk, Tori Amos, Charlatans, These Animals Men, Pantera, Degrees Of Motion, Blur and Bruce Springsteen are all performing well. Aphex Twin is by far the biggest new album release on CD and vinyl with the limited coloured vinyl selling particularly well. Soundgarden, Elvis Costello, and Nine Inch Nails are all showing healthy sales in their first week, while Enigma, Björk, the Cranberries, Celine Dion and Sting are look likely to be around for some time yet.

Pre-release enquiries

Albums: Morrissey, Pink Floyd, Stone Roses, Nick Cave, Primal Scream, Carter USM, Capella, Motley Crew, Alison Moyet, Suede, Ace of Base (re-release). Singles: Nick Cave, Soul Asylum, Worlds Apart, Prince, Madonna, Sounds Of Blackness.

Additional Formats

Aphex Twin limited coloured vinyl, Nine Inch Nails limited Digipak CD, Tori Amos second CD, Charlatans limited CD box set, Pop Will Eat Itself seven-inch picture disc, Credit To The Nation 12-inch picture disc, Pavement limited vinyl with free seven-inch, Banco De Gaia limited vinyl with free live 12-inch, The Beautiful South second CD.

In-store

Window displays: Elvis Costello, David Lee Roth, Bambi video, Anthrax, Primal Scream, Average White Band, All Woman 3, Celine Dion. On The Wall: Elvis Costello, Primal Scream, Inspiral Carpets, Smashing Pumpkins, Suede, St Etienne, Morrissey, Capella, Urban Cookie Collective.

Multiple Campaigns

ANDY'S RECORDS: Average White Band, All Woman 3, Celine Dion window displays and co-op TV campaigns. BOOTYS: Window display for Bambi video; in-store promotions for Sneakers and Indecent Proposal videos, the Proclaimers; selected CDs and cassettes under £10. HMV: album of the week Morrissey; he will perform two in-store PAs in London and Manchester; single - Sounds Of Blackness, video - The Crying Game; window display for Morrissey; in-store promotions for Urban Cookie Collective and Level 42; co-op TV campaign for Ace Of Base; selected CD and videos three for £20.

JOHN MENZIES: album of the week - The Proclaimers; singles - Dr Alban, D-Ream, Worlds Apart and New Kids On The Block; TV album - All Woman 3; window display for Bambi; in-store promotions for Morrissey, Capella, Urban Cookie Collective; soundtrack CDs from £8.99.

OUR PRICE: Window displays for Elvis Costello, the Proclaimers and Bambi; in-store promotions for the Cranberries, Rap To The Max, Bambi video and Sonic 3; selected chart CDs and videos from £9.99.

TOWER: Window displays for Anthrax, Primal Scream, Mute promotion; co-promotion with WEA for mid-price catalogue - three CDs for £20 - plus co-op TV ads. VIRGIN: Window display for Morrissey; in-store promotions for level 42, Capella, Lydian classical label, Sonic 3 - single - Sonser.

WH SMITH: Album of the week - Level 42; Virgin 1215 featured artist The Pogues; window displays for Rap Attack, The Crying Game video; mid-price multi-buy on selected titles - three for £20.00.

Managers urged to safeguard revenue

Managers have been urged to set up an independent body to work alongside PPL to safeguard their artists' rights.

Speaking at an International Managers' Forum meeting before the International Live Music Conference last week, Basco general secretary Amanda Harcourt said managers' action is vital to deal with the new European "rentals directive" on copyright due to take effect by July. One of its main purposes concerns performance income distribution.

The EU proposal, expected to become UK law by the end of the year, will give performers the right to receive an "equitable" share of the money collected by record company-owned PPL from performances of records on radio and TV. Although record companies have

ILMC PREPARES TO GET BUSY

The ILMC is to become a more active and campaigning body after the success of the sixth annual forum.

Over 400 delegates attended London's Regent Hotel on March 5 and 6 for sessions ranging from ticketing at UK college venues to tour accountability. Organiser Martin

argued that "equitable" should only be read as a "fair" share, Harcourt claimed that it should be fixed as a 50-50 split.

"This is an opportunity for record companies and performers to work hand-in-hand. Income will be split by law between performer and record company. There has to be a mechanism for that to work," said Harcourt.

Hopewell, international director of Primary Talent, says: "This year was a big experiment. I think we've found a format able to yield more conclusions."

Hopewell says a regular ILMC newsletter and smaller satellite conferences are among the plans for the rest of this year.

A debate over U2's challenge of PRS's collection system saw IMF opinion divided. Simply Red manager Elliot Rashman said: "Bands who take accountants on the road are perfectly equipped to collect live income directly from promoters." But Billy Bragg manager Pete Jenner countered that such a system would not suit all artists.

Music 2000 debate calls for freebie ban

Record companies have been urged to abandon free product deals by leading industry executives.

At the Music 2000 "massive brainstorm" in London last week, Radio 1FM managing editor Paul Robinson and Blueprint Management managing director John Glover were prominent among those who condemned so-called freebies.

"We can't use the chart as a programming tool as long as free product is given to shops," said Robinson.

Glover, who manages Go West and Beverly Hills, claimed: "One of my acts got in the top 10 but only came from a fifth of sales, because four out of five singles were given away. This has to stop now - acts never get a chance to develop."

The issue was raised during a wide-ranging debate to be used in the Music 2000 survey on the future of UK music. The panel also included A&R directors Steve Long (Pulse 8), Nick Angel (Island) and Mike McCormack (RCA) as well as publishers Stuart Newton (Warner Chappell) and Bob Grace (Windswept Pacific).



Students from Islington Sixth Form Centre in north London were among those who filled in Music 2000 questionnaires last week. The grassroots survey of opinion from consumers, retailers, record company staff and musicians is being conducted in six UK cities by West Lothian College in association with chartered accountants Casson Beckman. Designed to help the music industry establish informed plans for development in the next century, the results of the survey are due to be published in May.

Classics awards ear promo push

Classical CD magazine has launched a nationwide promotional campaign for the winners of its first awards on Friday writes Phil Soumerai.

The winners, which include Rossini's La Cenerentola, featuring Cecilia Bartoli, and two pieces by conductor Nikolaus Harnoncourt, are being promoted to retailers with 500 posters and album sleeve stickers.

Classical CD publisher Allan Duller says the awards, which attracted more than 6,000 votes from readers, fill a gap. "Our readers have been ignored for years by other awards," he says.

Hill Holland, general manager of Warner Classics, is organising window displays for Harnoncourt's recordings of Beethoven's Missa Solemnis, which took the choral prize, and the Schubert cycle, which won the symphonic award.

"There is a good possibility that these awards will help promote labels through non-traditional outlets," he says.

Paul Moseley, head of marketing at Decca, whose La Cenerentola was judged best overall album and best opera, says he is still gauging public reaction to the awards.

The Classics CD winners were: chamber music - Haydn, Quartets (Naxos); solo instrumental and concerto - Berg, Violin Concerto (Deutsche Grammophon); rare repertoire - Busoni, Turandot (Virgin Classics); large scale project - Rachmaninov, Complete Piano Music (Hyperion); historic recording - Tchaikovsky, Violin Concerto (RCA); creative programming - Works By Women (Koch); music by a living composer - MacMillan, Veni, Veni Emmanuel (RCA/Catalytic); bargain of the year - Chopin, Piano Works (Naxos).

Radio keynote for Sound City

One FM controller Matthew Bannister will deliver the keynote speech at next month's Sound City '94 in Glasgow.

Bannister's speech is the highlight of a series of music industry seminars, sessions and workshops at the One FM, BPT, Musicians' Union and HMV-sponsored event which runs from April 4-9.

The extensive list of industry speakers will also include One FM managing editor Paul Robinson, Simply Red managers Elliot Rashman and Andy Dodd, BMG chairman John Preston, Virgin Records deputy managing director Ray Cooper, Factory founder Tony Wilson and Island A&R director Nick Angel.

MTV's director of production and programming Brent Hanson, One FM DJ Steve Lamacq, Sony Soho Square managing director Muff Wood and Soul II Soul mainman Jazzie B are also lined up for a series of Guardian talks.

For more details call the Sound City information line on 041-227 5582.

A·D·F·O·C·U·S

Beethoven's 2nd - a soundtrack album which features the forthcoming Dolly Parton and James Ingram duet *The Day I Fell In Love* - is released next Monday through Columbia, and will be advertised in cinemas alongside the film which opens on March 28. The single is out on April 5.

Cannibal Corpse's *The Bleeding*, released next week through Music For Nations, will be advertised in the specialist rock press.

Energy Rush Seventh Heaven, Dio's new dance compilation, released on Monday, will be TV advertised nationally for three weeks on Channel 4 and ITV. There will be a two-week campaign on BSkyB, radio ads on Kiss, Atlantic 252 and Piccadilly and in-store displays with 250 independent retailers.

Hammer's The Funky Headhunter, out next week through RCA, will be advertised in *The Voice* and *Blues & Soul* with HMV and Virgin, where the album features on its listening posts. There will be in-store displays with 200 independent retailers, plus a nationwide street poster campaign.

Inside Volume 3, Inside Records' compilation of new UK soul tracks, will be advertised in *Touch*, *There* will be in-store displays with *Magazine*, *Echoes and Blues & Soul*, with radio ads on Kiss, Jazz and Choice FM.

The Julie Dolphins' Lat, released next Monday through Timbaktu Records, will be advertised in *Melody Maker* and *NME* as part of a two-week co-op campaign. Displays are being placed with selected independent retailers and the album will feature on Virgin listening posts. A poster campaign will run in

CAMPAIGN OF THE WEEK

**THE BEST OF
THE AVERAGE WHITE BAND**

Let's Go Round Again



Pick Up The Pieces Let's Go Round Again Cut The Cake
Queen Of My Soul and many more

The Hit Label's TV ad campaign to promote its **Average White Band** best of, *Let's Go Round Again*, is targeted at older fans who will remember the band's Seventies hits as well as the younger dance crowd who are being made aware of the band through a remix of *Let's Go Round Again*, currently in the Club Chart. The album is out next Monday.

Record label: The Hit Label.

Media agency: London Media.

Media executive: Peter Robinson.

Product manager: John Cokell.

TV: from release, a two-week campaign runs in the ITV Anglia region with Andy's alongside a two-week solus campaign in Scotland. On March 28, two weeks of TV promotion begin in Granada, followed by two weeks in Central on April 4 and two weeks in Yorkshire and Time Tees on April 11.

Radio: A one-week campaign on Jazz FM starts on March 30.

Press: Co-ops in the music monthlies with various multiples.

In-store: Displays with Menzies and Andy's.

Target audience: Mass market, with emphasis on the 30-plus buyers.

London and there is a mailout to fans and retailers. The band are currently touring, with regional radio promotions coinciding with the dates.

Yngwie Malmsteen's *The Seventh Sign* will be advertised in the rock press by Music For Nations which releases the album today.

Pulp's single *Do You Remember The First Time*, released by Island next Monday, will be advertised in *NME* and *Melody Maker*. A 20-minute promo film is being shown in selected colleges. A fan-base mailout and in-store displays with HMV and Virgin add weight.

Quality Producer, a Cooltempo compilation, is released next Monday through Chrysalis and advertised in the specialist dance press. A co-op ad in *Vox* with HMV highlights the multiple's recommended release. A London-wide street poster campaign and in-store posters bolster the campaign.

Juliet Roberts' Natural Thing, released next week through Chrysalis, will be advertised in *The Face* with Virgin which is featuring the album on its listening posts. The release is also of the week with HMV, while in-store displays will also run with *Our Price* and 2000 Indies. **Smash's** self-titled five-track EP, out next week through Hi-Rise, will be advertised in the music press. There will be a nationwide poster campaign and in-store displays.

Urban Cookie Collective's *High On A Happy Vibe*, out today through Pulse 8, will be TV advertised on MTV. **The Big Breakfast** and on ITV. There will be radio ads on Capital FM, Atlantic 252 and Radio Clyde and press ads in *Smash Hits*, *Just Seventeen*, *Sky* and *The Sun*. In-store and window displays will run with HMV while Woolworths and Menzies have in-store video promotions. Posters will be available for in-store display and there will also be a poster campaign in the London region. Compiled by Sue Sillitoe: 071-228 8547

EXPOSURE

AIRING THIS WEEK



PICK OF THE WEEK

The Goldring Audit, Sunday March 20, Channel Four: 8-9pm. Mary Goldring turns her attention to the music industry, interviewing Pete Waterman, Miles Copeland, Seal and M People. "It's an industry paved with heartbreak," she says, "17 of 20 groups that get signed fail."

MONDAY MARCH 14

- The Big Breakfast** featuring Holly Johnson, Channel Four: 7-9am
- Pebble Mill** featuring **The Commodores**, BBC1: 12.10-12.55pm

TUESDAY MARCH 15

- The Story Of Pop: Escape From Tin Pan Alley**, Radio 1FM: 9-10pm
- The Beat with Brand New Heavies**, and **The Sandals**, ITV: 12.30-1.30am
- Piano Legends** featuring **Count Basie**, **Fats Waller** and **Keith Jarrett**, Channel Four: 1.45-2.45am

WEDNESDAY MARCH 16

- The Big Breakfast** featuring **Tori Amos**, Channel Four: 7-9am
- The Rock 'N' Roll Years** - 1983, with music from U2, Michael Jackson and Prince, BBC1: 7-7.30pm
- The Album Show** featuring **Mariah Carey**, and **Temple Of The Dog**, ITV: 2.30-3.30am (regions vary)

THURSDAY MARCH 17

- Nicky Campbell** interviews **Holly Johnson**, Radio 1FM: 4-7pm

FRIDAY MARCH 18

- A Song For Europe** hosted by Terry Wogan, BBC1: 8.8.45pm and 10.20-10.40pm
- The Word** featuring **Soul Asylum**, **The Kalifs** and **Oasis**, 4: 11.05pm-12.05am
- FX1** featuring **Chaka Demus & Pliers**, **Roachford**, **PWEI** and **Vibe Tribe**, LWT: 3.15-4am

SATURDAY MARCH 19

- Live And Kicking** featuring **DReam** and **Worlds Apart**, BBC1: 9am-12.12pm
- Unplugged** featuring **Elton John**, BBC2: 8.25-9.10pm

SUNDAY MARCH 20

- The O Zone** featuring **K7** and **Yazz**, BBC2: 11.45-12am

STUDIO UPDATE

ARTIST	PROJECT	COMPANY	A&R EXECUTIVE	STUDIO	PRODUCER
CRANES	album	DEDICATED	Doug D'Arcy	PROTOCOL (London)	artist
COMPULSION	mixing	ONE LITTLE INDIAN	Rick Lennox	PROTOCOL (London)	Nigel Gilroy
MARCELLA DETROIT	mixes	LONDON	Pete Tong	SARM WEST (London)	Jon Marsh
ESPIRITU	mixes	SONY MUSIC	Mick Clarke	BATTERY (London)	Paul Waller
FUTURE SOUND OF LONDON	album	VIRGIN	Rob Marley	EARTHBEAT (London)	artist
GABRIELLE	album	GO DISCS	Ferdy	OLYMPIC (London)	Mark Stent
DANIELLE GAHA	tracks	SONY MUSIC	Rob Stringer	BATTERY (London)	Mike Podan
THE GRID	album	DECONSTRUCTION	Keith Blackhurst	BATTERY (London)	artist
GUN	album	A&M	David Rose	RIDGE WEST (Surrey)	Chris Sheldon
GRACE JONES	mixes	ZTT	Liam Teeling	SARM WEST (London)	Danny D
MARTYN JOSEPH	tracks	SONY MUSIC	Rob Stringer	MASTER ROCK (London)	Mick Glossop
LINUSHEART	album	MUSIC FOR NATIONS	Martin Hooker	JACOBS (Surrey)	Steve Harris
LUSH	mixes	4AD	Ivo Watts-Russell	METROPOLIS (London)	Scott Litt/artist
SHANE MCGOWAN	album	ZTT	Liam Teeling	SARM EAST (London)	artist/Dave Johnston
MONUMENTAL	album	PROFILE	Richard Ford	GREENHOUSE (London)	Nick Muir
POWER CIRCLE	single	PROFILE	Richard Ford	ROLLER (London)	artist
QUEEN	album	QUEEN PRODUCTIONS	artist	METROPOLIS (London)	artist
TOM ROBINSON	album mix	COOKING VINYL	Marin Goldschmidt	SWANYARD (London)	Al Scott
SENSELESS THINGS	tracks	SONY MUSIC	Gordon Charton	GREENHOUSE (London)	artist
RONNI SIMON	album	NETWORX	Nell Rushton	FRESH (London)	Morgan/Aspinall
SLEEPER	album	RCA	Ben Wardle	PARI STEET (London)	Ian Brodie
SPIRITUALIZED	album mix	DEDICATED	Doug D'Arcy	MATRIX (London)	Barry Clempson
STEREO MCs	album	4TH & B'WAY	Julian Palmer	WESSEX (London)	artist
DAVID A. STEWART	tracks	ANXIOUS	Simon Hicks	THE CHURCH (London)	artist
RUBY TURNER	mixes	M&G	Tony Newlands	THE SPIKE (London)	Scope
VELVET JUNGLE	tracks	SONY MUSIC	Diane Young	SWANYARD (London)	Phil Bodger
ZU	mixes	ECHO	Steve Ferrara	SWANYARD (London)	Alan Moulder

Confirmed bookings end week March 12. Source: Era

network/6x6



Let The Music (Lift You Up) Darlene Lewis

The Original Production By Mad Mike For Submerge. Re-Production
By Kevin 'Reese' Saunderson. "If It's Not From Detroit It Can't Lift You Up".

Rush Released All Formats, on KMS UK.

Distributed by Sony Music Operations. Tel: 0296 395151. Sales Force 3MV. Tel: 081 675 9947.

Loleatta Holloway STAND UP!

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SALSOUL ON THE SOUND FACTORY TIP

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six6



...The North of Watford anthem

Smooth Touch HOUSE OF LOVE [IN MY HOUSE]

ORIGINALS PLUS 'RAISE YOUR HOUSE' MIX. STRICTLY RHYTHM GETS BUSY.
12"-SIXT112, CD-SIXCD112 & MC-SIXC112 - OUT NEXT WEEK

MARKETED BY NETWORK. TEL 021 766 7311. FAX 021 773 9751

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ROCK

GLENN HUGHES: From Now On (Roadrunner CD BR 9072). Hughes' Blues Authority out of last year marked the return of that angelic growl of a voice and his soulful, Stevie Wonder-ish phrasing are brilliantly realised on *From Now On*, which at times recalls the first Hughes/Thrall album, the maverick Midlander's finest hour post-Deep Purple. **3.5**

ELECTRIC BOYS:

Freewheelin' (Polydor 521722-2). Having haemorrhaged half the band and shorn themselves of the funkier licks that were their hallmark, the Electric Boys' third album is a testosterone-pumped mauler of a rock record. It positively gurgles with ferocious tones that should at least shake the Swedes from the mainstream circuit. **3.5**

SAMMY HAGAR: Unboxed (Geffen GEDCD 24702).

Before replacing David Lee Roth as the voice of Van Halen, Sammy Hagar enjoyed a prosperous solo career. This best of travels the four solo albums Hagar delivered for Geffen, which are not among his best. Still, *Unboxed* includes two new songs and will shift in modest measures. **3.5**

HEADSWIM: Moment Of Union (Crush Records HEAD CD 2).

This four-piece East London band are slowly but surely building a following, and their tour alongside Paw this month is a coupling made in rock heaven. This four-track EP is musical ambrosia, too, and confirms the band as among Britain's brightest young rock acts. **3.5**

PAW: Jessie (A&M 56071/2).

The Kansas rockers have their debut single re-released on the back of their current tour. It should have been a hit the first time out, and the inclusion of three Radio 1FM session tracks on all formats enhances its prospects considerably. **3.5**

VARIOUS: The Crow [OST] (East West 7567825192).

Containing 14 previously unreleased tracks from The Cure, Stone Temple Pilots, Nine Inch Nails, Rage Against The Machine, Rollins Band and The Jesus And Mary Chain among others, this is a soundtrack album worth getting in a flap about. **3.5**

PICK OF THE WEEK

PANTERA: Far Beyond Driven (Atco/East West 7567823021). The Texan thrash band's third album for the major is a quality product

with a campaign to match. Ads in *Kerrang!*, *Raw*, *Ultra Kill*, *Terrorizer*, *Select* and *Vox* highlight the limited-edition packaging on both the CD and vinyl formats. Promotions will be staged in rock clubs and there is a leaflet campaign through clubs, retailers and the Clawfinger, Therapy? and Wildhearts tours. There will be an Our Price recommended release and there will be in-store displays with Virgin. **3.5**

Andy Martin

CLASSICAL

RACH: St Matthew Passion (Highlights). (United/Complete Record Company 88030). BBC2 will broadcast Jonathan Miller's controversial production of Bach's work on Good Friday and trail this excerpts disc plus the full three CD box (89001). The releases also get a two-week Classic FM campaign and full-page ads in the classical press. **3.5**

IVALDI: Four Seasons, Concertos For Two Violins. (Sony KX 57243).

Sony reaches a new dealer price low - £1.70 - with the launch of its 25-title Digital Focus range, which is brightly packaged with long playing times and some string performers among the mainly Russian artists. Not surprisingly, some multiples have agreed to separate racking of the range. **3.5**

CHOPIN: Various Works. EGYEN Kissin (RCA 09026 60445-2).

This Carnegie Hall recital is being used as a



Pantera: the Texans' Far Beyond Driven in pole position

showcase for the young pianist who has drawn excellent reviews. The album gets national displays, full-page classical magazine ads and an introductory special price, but it may be buried in the Easter rush for religious music. **3.5**

ANON: Tranquillity. Choer Gregorion/Chancellor (Erato/Warner CD/MC 4509 95771-2/4).

Another rush release to exploit the success of EMI's Gregorian chant album, this is being targeted at the youth rather than the core classical market, with ads in *Q*, *Vox* and *Hello*. Posters on 300 sites near universities and national

window and in-store displays emphasise this is relaxation music. **3.5**

PICK OF THE WEEK

VARIOUS: Classic Stressbusters. (Erato/Warner CD/MC 4509 94358-2/4). Sex and tears have driven previous Warner compilations to big sales; this time the motor is health. The soothing effects of Chopin, Yardi et al is emphasised through ads in women's magazines such as *Top Sante*, and the national press and in a two-week, 60-spot Classic FM campaign. It will also gain spin-off from the Gregorian chant craze. **3.5**

Phil Sommerich

GAMES

BARKLAY: Shut Up And Jam! Mega Drive (Accolade 54217 £39.99). This game won't suffer from any lack of consumer awareness, but it does arrive in the wake of Accolade's high-profile, TV-advertised NBA Jam. However, this does have some elements working in its favour - notably a variety of game styles and the fact that US Dream Team basketballer Barklay himself was involved in the design. A nice outside bet, which would have been so much better without the competition of NBA Jam. **3.5**

SKYBLAZER: Super Nintendo (Sony Imagesoft ref. no. the 514-99). A curious but somehow successful blend of serenity, exploration and best 'em up action, Skyblazer borrows heavily from the fashionable Manga video style. It may, however, lack the necessary hook to rise above the current crop of product, but it should perform reasonably well. **3.5**

MICRO MACHINES: Game Gear (Codemasters ref. no. the 229.99). By virtue of some clever game design, the technical team behind this conversion has managed to make it a multi-player affair. What's more, because the original game never relied that heavily on flash graphics or sounds, this new version remains almost totally faithful to the plaud-winning original. It should come close to matching the success of its 16-bit predecessor. **3.5**

MAINSTREAM - SINGLES

HONKY: Love Thy Neighbour (ZTT ZANG 45CD). Less distinctive than *The Whistler*, which somehow failed to light up the chart, this is nevertheless another more than competent outing. Honky clearly demonstrate their radio-friendly style, more pop than dance, though with a smart enough rap to keep clubland happy too. It could be the one to break them. **3.5**

CULTURE BEAT: World In Your Hands (Epic 6602292). After a trio of big hits, it is becoming obvious that Culture Beat aren't going to disappear overnight. And this is actually a more stylish and better-written song than some of their tunes, but it will probably meet with more resistance too as it is less obviously 'in your face'.

Basically, it is a sweet ballad, but one which has been submerged beneath heavy percussion and bass elements and, like all the

group's songs, it comes with a leaden rap. **3.5**

HADDAWAY: Rock My Heart (Logic 4321194122). Ringing the changes again after the ballad *I Miss You*, Haddaway returns to a more uptempo style. This busy bouncer is more akin to the happy house style of *What Is Love and Life*, though with some Cappella-like synth phrases. As with all Haddaway songs, it's more contagious than the common cold. **3.5**

ICE CUBE: You Know How We Do It (4th & B Way BRCD 303). Sampling Evelyn King, Ice Cube's latest is another mellow musical experience, his assured and rhythmic rap being infused over a relaxing backwash enlivened by a squirting synth. Some dubious lyrics, but a nice summery track which deserves to score. **3.5**



Yazz: smoothly commercial

JAMES: Jam-J/Something (Fontana JIMCD 152). Say something is a sweet love song from the band's current album, *Laid*. Jam-J, on the other hand, is a complete departure for the group, a stripped down/dubbed up dance track. The 12-inch version is even more radical; remixed by Sabres Of Paradise it is transformed into an

epic 30-minute journey in sound, an ambient landscape for the Nineties, complete with techno tendencies. **3.5**

DARYL HALL: I'm In A Philly Mood (Epic 6599555). First released before his hit *Stop Loving Me*, *Stop Loving You*, this punning-titled song betrays its influences and is indeed a nice piece of blue-eyed soul. That said, it may struggle to become a big hit. **3.5**

PICK OF THE WEEK

YAZZ: Have Mercy (Polydor PZCD 308). Already a top five club smash, this is the introductory single from Yazz's forthcoming album, *One On One*. Stripped of its dance beat, as it is on seven-inch, *Have Mercy* is a gentle and inaudible delight, on which Yazz sings beautifully. Smoothly commercial and as such will certainly be a big hit. **3.5**

Alan Jones

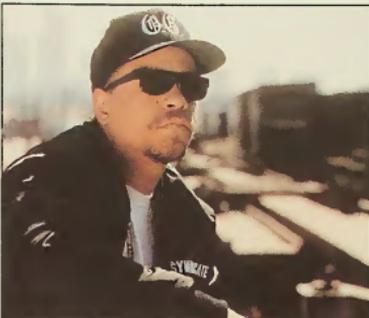
KIRBY'S PINBALL LAND: *Game Boy* (Nintendo 73031 \$19.99). Nintendo's B-list game star – a small, fat, but cute bird called Kirby – may never achieve the household name status which has come Mario's way, but he has made something of a name for himself with the die-hard Game Boy user. Favourable press reaction to this handheld incarnation (including a score of 92% in *Total!* magazine) should also add fuel. **★★★**

PICK OF THE WEEK

NHL HOCKEY '94: *Mega CD* (Electronic Arts E254SCX \$39.99). This latest realisation of NHL Hockey '94 is a CD-specific version for the Mega CD player, and once again it looks likely to score a hit – not because it is much better than the standard cartridge version (although there is a good deal of full-motion video in the introduction and an unbelievable amount of digitised speech built in), but because Electronic Arts has been one of the few companies to take advantage of the fact that CDs are cheaper to produce than game cartridges and have lowered the price accordingly (this is £5 cheaper than its chip-based parent). **★★★★**

Ciaran Brennan

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



Ice T: *Gotta Lotta Love* proves even tough guys have a heart

DANCE

VARIOUS: *Quality Produce* (Cooltempo CTCD40). This compilation, which features 24 tracks culled from Cooltempo's catalogue, certainly lives up to its title. However, while the selection demonstrates the extent of the label's treasures, it is hard to see who it is aimed at. It covers a wide range of styles (soul, rap, garage, house and jazz funk) and includes both old and new tracks, as well as running mainstream hits alongside underground favourites. **★★**

VARIOUS: *New Electronica Vol. 3 Unreleased* (Beechwood ELEC4). This series of compilations of "intelligent techno" has rapidly built a

strong reputation. This time the emphasis is on previously unreleased tracks, with the likes of Underground Resistance, Juan Atkins and Sandoz submitting their latest DATs. Bound to big with readers of the inks. **★★**

THE DELORME: *Spanish Fly EP* (Zoom ZOOM019). From the same London-based team which produced last year's well-received Beatniks comes this powerful driving house track. It has an uplifting feel and is already picking up a positive club reaction. Expect strong specialist sales. **★★**

EMPERORS NEW CLOTHES: *Unsettled Life* (Aldrich Jazz JAZD97T). The title track from the ENCo's debut album gets the Underdog

remix treatment for this excellent single. His three wide-ranging mixes bring together varying combinations of funk, jazz, hip hop and dub elements. **★★**

FLOOR JAM: *Stoneage* (Deep Distraxion OILY26). This instantly appealing funky house track is the work of Nick Muir, who was responsible for last year's popular Monumental single. With its high-momentum disco guitar riffs, this is destined to be another floorfiller. **★★**

TRANSGLOBAL UNDERGROUND: *Earth Tribe* (Nation NRZ0T). This single features remixes of two tracks plucked from the critically acclaimed *Dream Of 100 Nations* album, which reached 33 in the chart. Earth Tribe gets a hard trance treatment from the Drum Club, while Slow Finger receives a panoramic experimental makeover from Kirk Needs/Delta Lady. Another one that will be big with the inks' readership. **★★**

PICK OF THE WEEK

ICE-T: *Gotta Lotta Love* (Rhythm Syndicate/Virgin SYNDT3). Hot on the heels of his That's How I'm Living hit comes this rap about the trace between the LA gangs. Once again London's Ronin handle the remixing duties, rather improbably incorporating elements of Mike Oldfield's Tubular Bells. Worth watching. **★★★★**

Andy Beavers

REISSUES: MID-PRICE

VARIOUS: *Drivin' Rock Volume 1* (Kenwest KNEWCD 729). The UK arm of Dutch budget operator Disky launches a new series with a fine compilation, which includes Jefferson Starship's US chart-topper *Miracles*, their former vocalist Grace Slick's Dreams, Marilyn Martin's fab version of Stevie Nicks' Sorcerer and P!nk's Seventies smash *Baby Come Back*. **★★**

VARIOUS: *Feels So Good* (Connoisseur RNBD106). This well-chosen selection includes a dozen jazz funk classics spanning 1972-1981. Specialist choices include Charles Earland's Intergalactic Love Song and Ronnie Laws' Young Child, while even mainstream pop fans will recall John Handy's *Hard Work* and Gilberto Gil's *Toda Minha Biana*. **★★**

CROWN HEIGHTS AFFAIR: *Essential Dancefloor Artists Volume 1* (Deep Beats DGPCD 665). Most will be familiar with their wonderfully waxy *youme Hit You Gave Me Love* and even the slightly camp *Galaxy Of Love*, but there was a lot more good stuff issued under the CHA name, and much of it is here, including two of their biggest club hits, *Galangang A Dream* and *Foxy Lady*, as remixed for the Nineties by Jody Negro. **★★**

VARIOUS: *Drivin' Rock Volume Two* (Kenwest KNEWCD 730). Jefferson Starship rock out with Jane, Hall & Oates prove to be Out Of Touch, Black Sabbath are Paranoid, J Geils Band enjoy a Centerfold and Gary US Bonds enthuses about This Little Girl on his hit version of a lesser-known Springsteen composition – all these and 11 other tracks add up to a motorin' album for enjoyment behind the wheel, or even at home. Superior AOR. **★★**

PICK OF THE WEEK

VARIOUS: *Essential Dancefloor Classics Volume 1* (Deep Beats DGPCD 668). Castle's new series, exploiting the many catalogues it has tucked under its corporate belt, gets off to a fine start with this compilation of 'Eighties' floorfillers. The timeless popularity of tracks such as *Somebody Else's Guy* by Jocelyn Brown and *Hamilton Bohannon's Let's Start The Dance*, here in their original 12-in. mixes, and *Sharon Redd's Can You Handle It*, in an exclusive new edit, should ensure more than healthy sales. **★★★★**

Alan Jones

MAINSTREAM - ALBUMS

AVERAGE WHITE BAND: *The Best Of...Let's Go Round Again* (The Hit Label AHLCD 15). Perhaps the smoothest and most stylish of all British soul bands, The Average White Band had a mere four Top 40 hits but deserved more. The lack of hits that will count against them here, though the release of a remixed version of *Let's Go Round Again* will help to counteract that, as will a TV campaign centred on the band's native Scotland (see Monitor, p8). **★★**

VARIOUS: *Positiva Phase One* (Positiva CDVITA 1002). Establishing a credible dance imprint at EMI where others have failed, Nick Halkes and Dave Lambert's Positiva label is currently represented in the chart by its biggest hit to date, *Real 2 Real's* fierce ragga house anthem *I Like To Move It*. A good time, then, to review the label's output to date

– and that's just what this album does. The aforementioned *I Like To Move It* is the album's strongest cut, however, and turns up here in an exclusive pumping trance mix by Gypsy, all of which will no doubt help this album to sell in some numbers. **★★**

BECK: *Mellow Gold* (Geffen GED 24634). Beck's debut album is even more disparate in its influences than his distinctive single. His head is clearly full of ideas – that's probably why he's set to release no fewer than three albums this year – and many of them work well. Beck is successful at integrating outrageous lyrics and juxtaposing musical styles in both fresh and commercial ways, so it is possible that *Loser* is the first of several hits from his pen. **★★**

VARIOUS: *WOMAN 2 WOMAN TWO* (PolyGram TV 516302). The



Beck: from Loser to winner
first *Woman To Woman* album has sold more than 225,000 copies since it was released last May. The second installment – a further collection of soul searching songs from female singer-songwriters – is heading in the same direction. Suzanne Vega, Tanita Tikaram, Kate Bush, Tashin Archer, Jody Trunk, Julia Fordham and Judy King are all on hand. Nationwide

advertising on Channel 40, GMTV and other selected regions, plus radio support will send this soaring to the upper reaches of the compilations chart. **★★★**

PICK OF THE WEEK

THE BEAUTIFUL SOUTH: *Miaow* (Go! Discs 8285072). A dozen perky pop nuggets, with sensitive instrumentation underscoring equally sensitive lyrics feature on this consistently strong album, the Beautiful South's best yet. Playing the role of losers, the band wax lyrical and intelligently on 11 originals and a cover of *Fred Neil's Everybody's Talkin'*, as originally recorded by Harry Nilsson. The standout tracks are the current single *Good As Gold* and *Hold On To What*, a delicate and witty song that builds and builds for six and a half minutes, with strings swooping in at the finale. **★★★★**

Alan Jones

THE OFFICIAL CHARTS - 19 MAR

100% **music** week
 AS USED BY V



SINGLES

	DOOP	CHART
1	02 WITHOUT YOU Mavis Chey	COLUMBIA
2	03 THE SIGN Ace Of Base	Meridian/Interscope
3	04 STREETS OF PHILADELPHIA Balt. Symphony	COLUMBIA
4	05 GIRLS AND BOYS Blur	Foxtel
5	06 RENAISSANCE M. Pinder	Decca/Interscope/RCA
6	07 PRETTY GOOD YEAR Tom Amiel	East West
7	08 RETURN TO INNOCENCE Enigma	Virgin
8	09 I LIKE TO MOVE IT Real 2 Real/Interscope/The MCA Showman	Parade
9	10 BREATHE AGAIN Tommy Davidson	ARISTA
10	11 SHINE ON Darius Rucker/Interscope/EMI	EMI
11	12 I BELIEVE Marcia Hirtzel	London
12	13 VIOLENTLY HAPPY Book	De-La-Funk/Interscope
13	14 LET THE BEAT CONTROL YOUR BODY 2 The Roots	PIG/Contemporary
14	15 WHATTAM MAN Sade/N. Parris/Interscope	EMI
15	16 THE WAY YOU WORK IT EVC	MCA
16	17 ROCKS/FUNKY JAM Prime's Ström	DeGuston
17	18 LINGER The Coolest Ones	Island
18	19 I'M BROKEN Pantera	East West/Arista
19	20 THINGS CAN ONLY GET BETTER Duran Duran	EMI/Atlantic
20	21 DON'T GO BREAKING MY HEART Eurythmics/Interscope	ROCKET
21	22 LOSER Book	BMG
22	23 GOOD AS GOLD The Notorious B.I.G.	Go/Disc
23	24

ALBUMS

	MUSIC BOX	COLUMBIA
1	02 BRIDAL YOUTH Eurythmics	Warner Bros
2	03 THE CROSS OF CHANGES Enigma	Virgin
3	04 SUPERDOWN Scarface	ASAP
4	05 ELEGANT SLUMMING M. Pinder	RCA
5	06 THE HEART OF CHICAGO Chicago	Renner
6	07 ENEMY OF MY ENEMY, SO WHY DON'T YOU The Outcasts	Island
7	08 HIT THE HIGHWAY The Proclaimers	Decca/Interscope
8	09 THE DOWNWARD SPIRAL New York Nuts	Island
9	10 DEVIL HOPPING Insane Clowns	Decca/Interscope
10	11 SELECTED AMBIENT WORKS VOLUME II The Deep Well	Wipe
11	12 TEN SUMMER'S TALES Simp	ASAP
12	13 MARIO LANZA - THE ULTIMATE COLLECTION Mario Lanza	RCA Victor
13	14 DEBUT Book	De-La-Funk/Interscope
14	15 BAT OUT OF HELL II - BACK TO HELL Van Halen	Virgin
15	16 SO COUSE Dina Carroll	ASAP
16	17 SORRY WITH THESE SINGS - THE BEST OF Flowers Black	Atlantic
17	18 MAJOR VOICES OF CANTO GREGORIANO Mozart/Cherubini/Sus	EMI Classics
18	19 ONE WOMAN - THE ULTIMATE COLLECTION Diana Ross	EMI
19	20 THE ONE THING Mamadou Bourdon	Columbia
20	21 TEASE ME Coxs, Doves & Pigeons	Mercury
21	22 UNDER THE PINK Tom Amiel	East West
22	23 EVERYTHING CHANGES Tina Turner	RCA
23	24

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19 3 94

leeds clubs unite for dance festival

Leeds clubs are planning a 15,000-capacity summer dance festival with top gig promoter MCP. Scheduled for August 28, the one-day event will be held in the grounds of Temple Newsam stately home in Leeds and is being organised by the United Club Federation, which incorporates such well-known clubs as Back 2 Basics, Vogue and The Mile High Club. The event was initiated by Leeds City Council, which wanted a dance event to feature as part of a wider-ranging annual Leeds music festival. Vogue's Nick Raphael was one of the clubbrainers approached. "The council invited a group of club runners to a meeting, put the idea to us and offered us the venue for nothing. Between us, we've definitely got the pulling power, so we thought why not try it?" he says. Names confirmed so far include DJs Sasha, Groome Park, Paul Oakenfold, Andy Weatherall, Justin Robertson and Giles Peterson. Live acts are still to be confirmed but will probably include two recent Brit Award winners.

network blocks loveland release

A publishing wrangle has hit Eastern Bloc's release of Loveland's number one *RM Club Chart* record 'Lift The Music (Lift You Up)' just as it was set for national chart success. Network, which owns copyright of the song, is objecting to changes made by Loveland, including the addition of an extra verse. Eastern Bloc has agreed to pull the single's release. The disagreement comes five months after Network cashed with PWL, which owns the Eastern Bloc label, over the sale of the Eastern Bloc record shop in Manchester. Network claimed PWL had "gazumped" its bid for the shop.

But Network's owner Neil Rushton says the companies' previous disagreements were not a consideration. "We've got no problem with the label Loveland is on, it's the record we object to. As publishers of the song, we are exercising our rights and those of the writers who were not consulted about the changes to the song." The track first appeared as an acappella by Darlene Lewis on 'Fat Acappella', an album released by Detroit's Submerge Records. The song was published by Basement Music, owned by Network. Meanwhile, Network is set to capitalise on the record's club success by rereleasing a new

version of the original this week. Paul Taylor, the song's producer and Eastern Bloc's head of A&R, says, "I was wrong to put the track out without getting permission for the changes but these things happen. I hope Network will see that it's a good track and we can find some way of releasing it." ● Phonogram has blocked the release of the new Future Sound Of London single 'Lifelands' featuring the Cocoboa Twins 'Liz Frosser'. Despite the consent of the singer and her manager, the company has refused permission for the singer's guest appearance. Plans for an FSOL single before the next album have now been scrapped.

inside

- 2 chino lures at boss for dance offshoot
- 2 does dance music need festivals?
- 6 ie funk mob rule

club chart: LET THE MUSIC (LIFT YOU UP)
Loveland

cool cuts: FOREVER AND A DAY
Brothers In Rhythm



Living proof that long-term artist development does exist, Bristol duo Smith & Mighty release their debut album next month four years after signing to London/HR. The album, 'Boss Is Maternal', is released on April 29 and will be preceded by a single 'Remember Me', a cover of the 1971 Diana Ross classic, out on April 4. Both single and album feature new Bristol-based singer Marilyn McFarlane, as well as male singer Felix. In addition to the duo's trademark drum and bass workouts, it incorporates hardcore/jungle production styles that may surprise fans.

FREE LOVE: NEW CF (FAR OUT/FLYBOY)
WORLDS APART: COULD IT BE I'M FALLING IN LOVE (ARISTA)
10 HOT HITS TIPPED TO CHART NEXT WEEK

sultana : te amo
john digweed mixes,
plus
original italian mixes
12.cd 14th march 1994



love's gonna bring you home
massive club play
double a sided single out 21 march

19 24 So Far So Good
19 24 GLASSBORO
19 24 GUNN ROOST COYS
19 24 GUNN ROOST COYS
19 24 GUNN ROOST COYS

12	25	MOVE O
13	26	I CAN S
14	27	WHISPE
15	28	ALL FO
16	29	BEGAN
17	30	LET'S F
18	31	TIE ME
19	32	THE PO
20	33	AGONY
21	34	GROOV
22	35	COME I
23	36	LOVE C
24	37	MURDER
25	38	IT'S A
26	39	SWITCH
27	40	STAY T

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011720 / C11720 / 111720 Distributed by Total (see page 10)

GENERAL SAINT featuring DON CAMPBELL
Released 21st March 1994
Compatic Records 7" (COP00069) 32" (COP00029)
Taken from the forthcoming LP "Time on the Move"

THE OFFICIAL CHARTS - 19 MAR

www.musicweek



Shindig!



Club: Shindig of the Bliss Nightclub, Market Street, Newcastle. Mondays. 10pm-2am. **Capacity/PA/special features:**

6507/k/beer £1 a con; colts; third room for hire. **Door policy:** Tight, to keep out lager louts. Mainly student crowd so no dress code. **Music policy:** "Nice garage and house - nothing too mentalf Room Two plays jazz and hip hop." - Scott Bradford.

DJs: Residents: Scott & Scooby. Guests include Jon Pleased Wimmin, Gordon Koye, Alistair Whitehead.

Spinning: Degrees of Motion 'Shine On'; Foxy 'Get Off'; Sounds of Blackness 'I Believe'; Ce Ce Peniston 'Keep Givin' Me Your Love'; Junior Vasquez 'Get Your Hands Off My Man'.

DJ's view: "Absolutely brilliant! They even got me dancing! I don't usually do mid-week gigs but I can't wait to go back." - Graeme Park.

Promotions **review:** "Tremendous. Crowds up north really respond to good DJs. Scott really knows how to fill the club." - Simon Gray, Virgin. **Ticket price:** £2.50.

news china lures ct boss

China Records has appointed former CT Records boss Chris Checkley to head its new dance subsidiary, **IndoChina**.

China has had dance hits in the past, but the launch of a specific dance label with a new departure for the company, Best known for acts like The Levellers and Art Of Noise, it has recently signed a global distribution deal with Warners. In the UK it is distributed by Pinnacle.

"China saw the article about me deciding to close CT Distribution in RM and approached me off the back of it," says Checkley. "I was attracted because it's an indie style operation but with massive acts. They have a musical policy that stretches right across the board and there are people there I can learn from, so I thought why not?"

Checkley feels his distribution experience will be invaluable in his new role. "We'll be putting

out a large amount of differing product, maybe a record a week. Having done distribution, I know you can break even on \$50 records, that'll allow us to do records, then get into the behind records that have a buzz on them," he says.

The label's first releases will be As One's 'Take Me To The Casino', Monica De Luxe's 'Never Let This Feeling Stop' and Diana Brown's 'You Shouldn't Have Lied', all due out this month.

win a win

This week's RM competition is definitely "talking loud and saying something" with five copies each of Talkin Loud's two latest jazz compilations to give away. To win both 'Talkin' Jazz' and the 'Brownwood Workshop', just answer the following. Who is the famous DJ behind Talkin Loud? (a) Mickey Finn (b) Jumpin' Jack Frost (c) Gilles Peterson? Entries by March 24, to Talkin Loud, Camp, RM, 245 Stationers Road, London SE1 9UR.



hacienda hits the road in '94

Hacienda is celebrating its twelfth anniversary with a Cream Of Manchester tour. Running all through 1994, the tour has already visited Liverpool and Birmingham, providing Liverpool's Cream with its busiest ever night. "We always get requests to do clubs outside Manchester, so this seemed like the perfect opportunity. In the past, we have always had other clubs visit us," says Hacienda founder John Tony Wilson. The tour's next date will be Glasgow's Tunnal Club on March 27, with DJs Graeme Park, Tom Wainwright and Alistair Whitehead. This will be followed by the Middlebrough Arena on April 4 with DJs Tony Humphries, Tom Wainwright and Herbie Saccin.



champion, lass

Champion, the UK's viciest indie dance label, scooped four awards at last week's Miami Winter Dance Conference.

The north London-based label won prizes for best vocalist, best dance record, best song and best house 12-inch - all for the Robin S (left) single 'Show Me Love'. But the best label award went to Big Beat, which licensed 'Show Me Love' for the US.

Champion's head of A&R Johnnie Walker says, "We saw the initial

nominations and thought we might pick up one or two awards, but this completely shocked us. It turned into a Champion seminar."

This awards complete an excellent year for Champion, which has had three US dance number ones over the past 12 months with Robin S's 'Show Me Love' and 'Love For Love' and Stax's 'Joy'.

Champion is now in talks with a number of American majors about starting a US subsidiary.

say what?

does dance music need festivals?

Justin Robertson - DJ
"The year before last, Glasnostbury was virtually a dance festival anyway. It's a nice idea celebrating different sorts of music - provided it's done at the right price and has proper facilities. I can't see the drier and end of the dance scene showing up though."

Alan Green - Promotions manager, The Tunnel Club
"I think dance definitely needs

its own festival to help show off the talent that's out there. Rock has a monopoly on festivals and I think a dance festival would be far more interesting. As long as it was billed and organised properly, I think there would be a lot of interest."

Darcus Beese - A&R 4th & Broadway
"I think it could work if there were decent enough dance acts that could both perform live and entertain. All the same, we have so many dance events on all the time, and

dance overseas so so much now, that a separate festival seems a bit pointless."

Tony - Sub Club, Glasgow
"I don't think so. Dance gets enough play and has become too much for the masses". Dance is becoming too much of a fad and having festivals would make matters worse.

Steve Woolfe - head of A&R, MCA
"I don't see why dance music isn't taken on board as the mainstream music it is. Why do we need a separate festival

in the first place? It's all just part of the ghetto-ising of dance music. It's part of the mainstream - look at the charts."

Graeme Park - DJ
"I think it does need a festival - but then it's getting one in Leeds in August. I think a festival is quite a good idea for people who play more in garage or soul styles. South-park weekenders are like mini-dance festivals and they work. Besides, you can't have a festival that covers every kind of dance music."



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2

rm namecheck: editor-in-chief: steve redmond @ managing editor: selina webb @ associate editor: nick robinson @ designer/sub-editor: fiona robertson

1	02	Wings	17	12	BEHAV
2	03	The Sea	18	13	VIZINT
3	04	STREETS	19	14	LT THE
4	05	GIRLS A	20	15	WHATTA
5	06	REMISS	21	16	THE WA
6	07	PRETTY	22	17	ROCKS/F
7	08	RETURN	23	18	LINGER
8	09	I LIKE T	24	19	I'M BRO
9	10	BREATH	25	20	THINGS I
10	11	SHINE O	26	21	DON'T G
11	12	I BELIEV	27	22	USER
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18	19	I'M BRO			
19	20	THINGS I			
20	21	DON'T G			
21	22	USER			
22	23	GOOD A			
23	24	CLAWB			

Shop:
Ambient Soho, 5 Berwick Street (at the rear of Soho Soho), London W1 (20th x 10th).



Specialist areas:
Mostly CD albums, some vinyl albums. Ambient and left-field experimental music only, including lots of CD one-offs. Popular labels are Hollow, A13, Beyond, Apollo and lots of German experimental labels such as DRAX. Sells holographic T-shirts from San Francisco. Ticket agent for ambient/experimental events. Own label Warm Interface releasing first album, Astral Engineering, at the end of March.

Owner's view:
"We get lots of custom from Italian DJs when they come to London - they buy vast quantities. We also sell lots to DJs from Canada and San Francisco. There's a big changeover in music - rock's crumbling and electronic music is going live. Club Dog, and now innervation, are pushing live performances. Now technologically minded bands are playing well live and getting noticed." - **Rockit.**

Distributor's view:

"Rockit takes a lot of specialist techno from us. Only Fat Cat is doing anything similar." - **Carol Poulton, Delta.**

DJ's view:
"It's quite cheap. For example, the Saeffel record was selling of gigs for £6.50 and I got it for £5 at Ambient Soho. For the sort of music I buy, there's nowhere else that has so much - it's good to be able to buy it all in one place. They have records you can't get elsewhere." - **Tony Morley, Quiky.**

club & shop focus compiled by sarah davis. tel: 081-948 2320.

COOL cuts

- | | | | |
|-----------|------|--|----------------------|
| 1 | NEW | FOREVER AND A DAY
Brothers In Rhythm
And forever and a day is how long it seems we've been waiting for this anthem to be released. | Stress |
| 2 | NEW | REACH Judy Cheeks
Brothers In Rhythm again with a classic mix | Positiva |
| 3 | NEW | SHE HOLDS THE KEY Secret Life
Long-awaited follow-up to 'Love So Strong' | Pulse 8/Cowboy |
| 4 | (4) | KEEP GIVIN' ME YOUR LOVE Ce Ce Peniston | A&M |
| 5 | NEW | BUBBLE Fluke
Thunderous new single with a big bassline | Circa |
| 6 | (9) | MONTANA (LET YOURSELF GO) Way Out West | Terra Firma |
| 7 | (6) | GOD SAVE THE QUEER Klatsch | Dutch Fresh Fruit |
| 8 | (10) | STONEAGE Floor Jam | Deep Distraction |
| 9 | NEW | GARRY ME HOME Gloworm
Excellent return to form from the act that brought you 'I Lift My Cup' | Go! Beat |
| 10 | NEW | REMINISCENCE Mary J Blige
Re-released with new house mixes | MCA |
| 11 | NEW | MORE TO LOVE Volcano
Cathy and commercial UK garage | Olympic |
| 12 | NEW | PRESSURE Drizabone
With mixes from Roger Sanchez | 4th & B'way |
| 13 | NEW | CHRONOLOGIE PART 6 Jean Michel Jarre
With excellent trancey dubz from Gat Decons | Polydor |
| 14 | (12) | COME AND TAKE A TRIP Smooth Touch | Six8/Strictly Rhythm |
| 15 | NEW | SOMETHING ABOUT YOU Mr Roy
New mixes for this piano-led house groove | Fresh |
| 16 | NEW | CANDYMAN Acorn Arts
Well produced trance work-out | Hard Hands |
| 17 | NEW | ROCKIN' FOR MYSELF Motiv 8
New mixes for this club hit from two years ago | WEA |
| 18 | (16) | U GIRLS Nush | Blunted Vinyl |
| 19 | NEW | PHASES OF AN OUT OF BODY EXPERIENCE Rabbit In The Moon
Trippy grooves from San Francisco | US Hardkiss |
| 20 | NEW | EXPRESS '94 BT Express
With a chunky remix from Mather | PWL |

a guide to the most essential new club tunes as featured on 11m's "essential selection", with party long, broadcast every Friday between 6.30 and 10pm. Compiled by dj feedback and data collected from leading DJs and the following sites: city sounds/nyg/zoom/black market (London), eastern blow/underground (Manchester), 32nd (London), 3 beat (Liverpool), worm (Cheshire), trax (Newcastle).



GENERAL SAINT featuring **DON CAMPBELL**
Released 21st March 1994
Copies Records 7" (0260009) - 12" (0260009)
Taken from the forthcoming LP "Time on the Move"

OUT LOVE: NEW ET (PART OUT/FRUIT/DAV)
WORLDS APART: COULD IT BE I'M (ARISTA)
FALLING IN LOVE
10 HOT HITS TIPPED TO CHART NEXT WEEK

love & gamma bring you home massive club play
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011250 / C111250 / 111250 Distributed by Y&M (see back)

rm ads namecheck: ad manager: rudi blackett @ deputy ad manager: judith rivers @ ad executives: steve masters, heddi greenwood & ben cherrill

12	25	MOVE IT
16	26	1 CAV SE
31	27	WHISPER
18	28	AU FORI
19	29	BECAUSE
8	31	LET'S F&K THE M&S
21	32	THE POOL
33	33	ACQUA!
34	34	GRADIE
25	35	COME IN
36	36	LOVE COO
37	37	MUMBER
38	38	HEAT W&R
39	39	SWITCH
20	40	STRAY TO

© CIN. PRODUCE BASED ON A S

ROCK

namecheck: ralph tee @ braad beatnik @ tim jeffery @ andy beavers @ paul ablett

tune of the week

le funk mob: 'tribulations extra senjorielles' (no wax)

MC Solaar's producers and guests on Jimmy Jay's 'Le Cool Sessions' album do their thing over four sides of tripped-out jazzy funk vinyl. Awe-inspiring stuff it is too, with everything from deep phat hip hop on 'La Doctoresse' to the ambient jazz doodlings of 'Rovers...'. Highly innovative and highly intoxicating, this is an EP that begs to be heard. Funk, acid jazz, hip hop, trippy fusion — whatever your bag, it's all here. **bb**



incorporating countless synth themes and the repeated title line along the way. The harder and more eclectic the mix is also worth checking. **ab**

ACTIVE X 'Trax II' (Cross Section)

SMOOTH & SIMMONDS 'Hooked/Tek 2' (Wax Factory)

Listening to the 'Trax II' EP, you could be forgiven for thinking that Chris Simmonds was, a New Yorker, such is the strong US flavour of the two skipping funk/house tracks and their dub. But listen to his work with Jack Smooth (Ron Wells) and you'll find he's very much from the British techno mould. What isn't in doubt is the quality across the four sides of vinyl. Effortlessly handling both styles with originality, colour and cool production, Simmonds proves he's a young talent worth investing in. **bb**

TEDDY PENDERGRASS 'Believe In Love' (Remixes) (US Elektra)

With a few subtle changes, Def Jet has transformed an average album cut into something of a masterpiece. It's written by the Galloway Brothers, who were responsible for Teddy's last big tune 'Joy'. Where the album version was rather insignificant, the remix slips into a subtle jazzy mode courtesy of some breezy guitar and keyboards. Seventies-style synth effects add to the floating atmosphere of this excellent soulful mid-paced hand clapper and Teddy's sounding good too. **tt**

SWAG BAG 'The Money EP' (Higher State)

Another interesting EP from this emerging label featuring five tracks that are all useful in their own right. 'Dance Of The Redm' starts off initially with its deep rolling bassline, whining synth noises and chanting that builds to a frenzy of whistling noises. 'US Dollar' and 'Deutschmark' are good transatlantic style work-outs, while 'Russian Roulette' is a faster bass-driven track. **tt**

Fat Family 'Believe In Herbs' (Fat Records)

The Fat Family definitely like to mix their musical metaphors.

'Herbs' is a street soul groove that slides effortlessly into dub reggae and back again while 'Believe' if on a crackling hip hop/soul vibe. With releases like this, the house-led musical recession looks to be over. **pa**

JHOVAN 'For The Record' (Crosses)

Joint Harmonies Of Various Alternative Nations — Jhovan for short — were winners of Choice FM's talent contest in 1992. Originally a quartet, they've slimmed down to an duo for one of the best tunes the domestic swingbeat scene has offered to date. Sounding like Jodeci, the group are already simulating a great deal of like with this track, which boasts super vocal harmonies and a sparse yet potent bassline. Add a cross-section of style arrangement, the most infectious of chorus hooks and you have a group with a future and a tune that should not be missed. **tt**

TENSION 'Love Me Hold Me' (Azuli)

This follow-up to the rather large A Place Called Heaven is another classy slice of timeless NY garage music. Fontana and Patemostis's production is a bit crisper than last time, while Anthony Malloy's soulful crooning is neatly offset by the uplifting female chorus. Track B1 is the best of the dubs. **ab**

UNIT 46 '46 Disco EP' (Inter State)

Londoners Noel Watson and Richard Oatne combine on this very strong four-track collection of UK Nineties disco house. 'Good Inside' has deeply hummed backing vocals that inspire a beautifully chromatic winking hook topped with great female vocals. The rest is more instrumental but just as infectious. **Rog'Veous** stuff. **bb**

BT Express 'Express' (PWL)

Funk fans will probably wince at the originals they are. To be fair

transglobal underground



SCREEN II 'Let The Record Spin/Hey Mr DJ' (Cleveland City)

'Let The Record Spin' is a new cut that is well up to Cleveland City's usual high standards. With its galloping beats, deep pumping bassline, light acidic touches, swirling synths and a strong vocal hook, it manages to be both cool and fun. It's a track which was first released last August. The excellent 'Dishwall' McCreedy mix is a very inventive affair, effortlessly switching pace from funky breaks to big house beats to

regga rhythms and incorporating everything from pumping organ lines to old school electro touches. **ab**

Mysterio 'Unsold Mysterio' (Gee Street)

New York Hispanic rapper Ulyesses Puchó Quinarino takes the Gee Street catalogue back into streetwise territory with a bese rap over James Brown's 'Make It Funky' beat. This will keep up behind you and stay in your train, noggng you to play it again and again. **pa**

Chanelle 'Work That Body' (US Great Jones)

A fabulously bouncy New York

garage track from one of the scene's great voices. A catchy buzzy synth hook rides throughout, topped off by Chanelle's vocals, strings and some brassy stabs. Straightforward but excellently produced, with an excellent dub on the flip this looks to be a big selling import. **tt**

BUMP 'House Stamp' (Good Boy)

The Bump Boys have finally found a slot in their busy remixing schedules to record a follow-up to their massive 'Ym Rushin'. 'House Stampin' gradually builds from its acappella intro into another monster of a house groove

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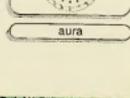
whitehouse



sweat records



dark records



aura

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beats

& pieces

Celebrations abound in Leeds after clubs in the city were granted longer opening hours, but the festivities were tempered last week when **Back 2 Basics** found itself the victim of a police drug raid. Thankfully, the raid resulted in just one caution for possession of cannabis... Best of luck to former Virgin press officer **Dave Watts**, who has left to join **Fun Da Mental** full-time and appears at their London gig at The Grand, Clapham on Friday (25)... As night follows day, so **Hammer's** conversion to hardcore is followed by a similar switch for **Vanilla Ice**, who releases a new album this month...



...Ipswich Community Radio 100.6FM has another temporary broadcast licence and will be featuring a schedule full of dance shows between March 14 and April 10. The station hopes to get a full licence next year... **The Grid** have announced later dates at Norwich Waterfront (March 23), Leicester University (24), Liverpool Cream (25), Sheffield Leadmill (26) and London's Ministry of Sound (April 1)... **Froot Promotions** celebrate their first anniversary with an **Off Your Easter Bonnet Ball**, at The Boo Bar, Liverpool. A "Froot cocktail" of entertainment is promised from **Choccolat** and **Girls On Top**... And much-loved souse label **Sperm** releases **Boomerang's** new track 'Catch It' this week with a remix by **Scope**... New Brummie label **Gash Records** will concentrate on music

produced in bedroom studios and can be contacted at 65 New Street, Birmingham B23 6TU... **Bocchanella** is a "celebratory festival in honour of Bacchus, the Greek god of inspiration and ecstasy," to be held at Manchester's Mineshaft on Wednesday (16). Aside from four rooms of ambient and trance, other features of this all-night "creative orgy" include a doorman called Delicious Des... **Checkpoint Charlie**, of the After Dark Club, Reading, launches its second year with the first visit from **Darren Emerson** on Thursday (17)... London club **Heaven** is to be honoured with the release of 'Saturday Night At Heaven', a Rumour compilation of the club's biggest songs in the past year... Following the success of dance video 'X-Max-1', Germany's **Studio K7** is to release a second volume. The computer graphics will this time be accompanied by a mix from **Laurent Garnier**... This week sees **Brazen Radio**, a women-only radio station, begin broadcasting to London. Awarded a temporary licence, the station will be including dance-oriented shows and live sessions from **Des'ree** and **Carleen Anderson**. **Brazen** can be found on 87.7FM... Well done to **Gerry Rafferty** of Oxy, **Mark Alexander**, Wallace, and **John Shaw**, Strahlyche, for winning our Club Class competition. **AND**



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CD II ALL DUBBED OUT! — 5TH APRIL
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...latest

Almost total music ban imposed on London's WRN Radio by High Court following alleged non-payment of PRS fees...

Kenny Grogan of Manchester's Underground Records has been appointed as a northern talent scout by MCA...

Substantial reward offered for unofficial copies of Durkan's 'Tabba Dubba Do'. Tel: 071-432-3224...

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1 Do

- 1 **02** Without
- 2 **03** The Sic
- 3 **04** STREETS
- 4 **05** Girls A
- 5 **06** REMAINS
- 6 **07** PRETTY
- 7 **08** RETURN
- 8 **09** I Like To
- 9 **10** BREATHE
- 10 **11** SHINE O
- 11 **12** I BELIEVE
- 12 **13** VIOLENT
- 13 **14** LET THE
- 14 **15** WHATTA
- 15 **16** THE WA
- 16 **17** ROCKS/F
- 17 **18** LINGER
- 18 **19** I'm Bro
- 19 **20** THINGS
- 20 **21** DON'T G
- 21 **22** LOSER
- 22 **23** GOOD A
- 23 **24** GUAN R
- 24 **25** Mice On Pa

12	25	MOVE ON BABY	DAVEENA	INTRAVEL
13	26	I CAN SEE CLEARLY NOW	JAY-Z/Chic	COLUMBIA
14	27	WHISPERING YOUR NAME	AQUIN MARY	COLUMBIA
15	28	ALL FOR LOVE	BREVE AMAR/Rob Stewart/Stone	A&M
16	29	BECAUSE OF LOVE	JANE JACKSON	VERA
17	30	LET'S FACE THE MUSIC AND DANCE	New York City	EMI
18	31	THE MORE YOU LOUSE ME, THE CLOSER I GET	Mossy	PARADE
19	32	THE POWER OF LOVE	QUEEN DION	ERIC
20	33	AGAIN! WANT YOU	JUAN ROBERTS	COCA-COLA
21	34	GROOVE THANG	ZANE	MOGAMI
22	35	COME IN OUT OF THE RAIN	Wesley MARY	EMI USA
23	36	LOVE DOME DOWN	AQUIN LYNCK	ARISTA
24	37	MURDER SHE WROTE	Chico DAVIS & FUBA	MARCO
25	38	When We're Alone We're In Love	The Coolest Duo	BRUNNEN BANGOR
26	39	SWITCH	SUSA	ULTIMATE
27	40	STAY TOGETHER	SUSA	NUCLE

© CIN. PRODUCED IN CO-OPERATION WITH THE BPI AND BARD, BASED ON A SAMPLE OF OVER 1,000 RECORD OUTLETS.

HOT TIPS

20 LEADS
Town & Country
21 MANCHESTER
Academy
22 WOLVERHAMPTON
Circus High
23 LONDON
Biscotti Academy

COLUMBIA
680224 2 7 4 5

●	A-HA:	SHAPES THAT GO TOGETHER (WARNER BROTHERS)
●	BON JOVI:	DRY COUNTY (MERCURY)
●	THE BRAND NEW HEAVIES:	DREAM ON DREAMER (FRFR)
●	D'REAM:	U R THE BEST THING (FX/J/MAGNET)
●	ICE CUBE:	YOU KNOW HOW WE DO IT (4TH & B'WAY)
●	THE MISSION:	AFTERGLOW (MERCURY)
●	ROXETTE:	SLEEPING IN MY CAR (EMI)
●	SOUNDS OF BLACKNESS:	I BELIEVE (A&M)
●	WONDERSTUFF:	HOT LOVE NOW EP (FAR OUT/POLYDOR)
●	WORLDS APART:	COULD IT BE I'M FALLING IN LOVE (ARISTA)
●	10 HOT HITS TIPPED TO CHART NEXT WEEK	

13	25	TOMI SWAYTON	TIME SWAYTON	ARISTA/ARCA
14	26	THE COLOUR OF MY LOVE	QUEEN DION	ERIC
15	27	GREATEST HITS 80-94	ARISTA ESSEX	ARISTA
16	28	YOUR FILTHY LITTLE MOUTH	DAVID LEE ROTH	BUNNIE
17	29	CONNECTED	STUDIO 54'S	4th & W'WAY
18	30	DEEP FOREST	DEEP FOREST	COCA-COLA
19	31	TIGER BAY	SAINT ERIN	COCA-COLA
20	32	PEEL SESSIONS	ORIGINAL	INTRAVEL
21	33	AUGUST AND EVERYTHING AFTER	COCA-COLA	GREEN
22	34	BUCK SUNDAY	CRAZY HILL	BUNNIE/COCA-COLA
23	35	TOGETHER ALONE	COCA-COLA	CAPELL
24	36	BOTH SIDES	PHIL COLLINS	VERA
25	37	DUETS	ETRY LEE/MARQUEE	ROCKY
26	38	THE BEST OF VAN MORRISON	VAN MORRISON	PARADE
27	39	FIND YOUR WAY	GUARUL	GO-BAR
28	40	IN PIECES	GENE BLOOM	LIBRARY

© CIN. PRODUCED IN CO-OPERATION WITH THE BPI AND BARD, BASED ON A SAMPLE OF OVER 1,000 RECORD OUTLETS.

ROCKMELONS



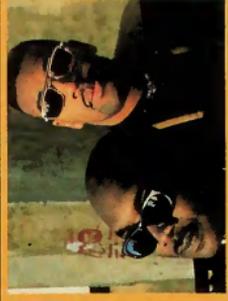
ain't no sunshine
massive radio play

love's gonna bring you home
massive club play

double a sided single out 21 march

011720 / 011720 / 711720 Distributed by Total (see B&O)

OH CAROL!



★★★★★
GENERAL SAINT featuring DON CAMPBELL
Released 21st March 1994
Cassette Release (CSPAC0000) CD (CSPAC0000)
Taken from the forthcoming LP - "Time on the Move"

COMPUTER GAMES

This	Last	Title	Formats	Label	11	31	STARLORD	PC	Microprose
1	1	SIM CITY 2000	PC AP	Maxis/Mindscape	12	11	SENSIBLE SOCCER 92/93	ST AG	Renegade/Mindscape
2	2	FRONTIER: ELITE 2	ST AG PC	Gametek	13	12	JURASSIC PARK	AG PC AA OT	Ocean
3	3	CANNON FODDER	AG	Virgin	14	24	AWARD WINNERS GOLD EDITION	AG PC	Empire
4	4	PREMIER MANAGER 2	AG	Gremlin Graphics	15	18	MICROSOFT FLIGHT SIM... V5	PC	Microsoft
5	6	MORTAL KOMBAT	AG	Virgin	16	20	SIMON THE SORCERER	AG PC AA	Adventure Soft
6	9	THE SETTLERS	AG	Blue Byte	17	28	CHAMP MANAGER ITALIA	AG PC	Domark
7	5	WINTER OLYMPICS	AG PC DT	US Gold	18	14	ZOOL	ST AG PC AA	Gremlin Graphics
8	7	SKIDMARKS	AG DT	Acid Software	19	19	CIVILIZATION	ST AG PC AA AP	Microprose
9	10	CHAMPIONSHIP MANAGER 93	ST AG PC	Domark	20	37	SIM LIFE	AG PC AA AP	Mindscape
10	8	LIBERATION	AG OT	Mindscape	Source: <i>ELSPA</i>				

COUNTRY

This	Last	Title	Artist	Label	11	10	VERY BEST OF	Daniel O'Donnell	Ritz RITZBCD 700 (P)
1	1	IN PIECES	Garth Brooks	Liberty CDEST 2212 (E)	12	2	LOVE SONGS	Patsy Cline	MFP CDMPF 5957 (E)
2	16	WALKAWAY JOE	Trisha Yearwood	MCA MCD 31519 (BMG)	13	4	SHADOWLAND	kd lang	Warner Bros 9257242 (W)
3	5	EVEN COWGIRLS GET THE BLUES	kd lang	Sire 93264332 (W)	14	8	WYNNONA	Wynonna	Carb 4716712 (SM)
4	3	BEST OF NANCY GRIFFITH	Nancy Griffith	MCA MCD 10966 (BMG)	15	11	LITTLE LOVE AFFAIRS	Nanci Griffith	MCA MCFCD 3413 (BMG)
5	-	THE DEFINITIVE PATSY CLINE	Patsy Cline	Arcade ARC 94992 (SM)	16	13	OTHER VOICES/OTHER ROOMS	Nanci Griffith	MCA MCD 10796 (BMG)
6	-	BEST OF PATSY CLINE	Patsy Cline	Pickwick PWKS 524 (PWK)	17	12	THE SONG REMEMBERS WHEN	Trisha Yearwood	MCA MCD 10911 (BMG)
7	17	ROBIN' THE WIND	Garth Brooks	Capitol CDESTU 2162 (E)	18	18	ABSOLUTE TORCH AND TWANG	kd lang and The Reclines	Sire 9258702 (P)
8	7	COME ON COME ON	Mary-Chapin Carpenter	Columbia 471982 (SM)	19	15	ITCHY FEET - 20 FOOT-TAPPIN...	Johnny Cash	Columbia 4681162 (SM)
9	9	A DATE WITH DANIEL O'DONNELL	Daniel O'Donnell	Ritz RITZBCD 702 (P)	20	14	THE CHASE	Garth Brooks	Liberty CDESTU 2184 (E)
10	6	NO FENCES	Garth Brooks	Capitol CDEST 2136 (E)	© CIN				

JAZZ AND BLUES

This	Last	Title	Artist	Label
1	2	JAZZMATAZZ	Guru	Cooltempo CTCD 34 (E)
2	1	MUDDY WATER BLUES	Paul Rodgers	Victory 8284242 (F)
3	4	NECK AND NECK	C. Atkins/M. Knopfler	Columbia 4674352 (SM)
4	RE	IN STEP	Stevie Ray Vaughan	Epic 4633952 (SM)
5	RE	I WAS WARNED	Robert Cray	Mercury 5127212 (F)
6	RE	NIGHT STROLL	Robert Cray	Mercury 8466522 (F)
7	RE	COULDN'T STAND THE WEATHER	Stevie Ray Vaughan	Epic 4655712 (SM)
8	8	TEXAS FLOOD	Stevie Ray Vaughan	Epic 4659512 (SM)
9	10	BLUES ALIVE	Gary Moore	Pointblank DVD 2716 (F)
10	RE	DAMN RIGHT I'VE GOT THE BLUES	Buddy Guy	Sivertone OREC5 515 (P)

© CIN

TSHIRTS

This	Last	Subject	Description
1	3	Cypress Hill	Various
2	2	Bjork	Debut
3	1	Stoop Doggy Dog	Various
4	-	Therapy?	Various
5	5	Doctor Dre	Various
6	-	Body Count	Body Count
7	-	Gnxx	Ghetto
8	-	The Orb	Sheep
9	-	Pearl Jam	Various
10	-	Sepultura	Chaos AD

© Music Week Compiled data collected from HMV (Bristol), Our Price (Peterborough), Savanna, Tower (Glasgow, London) Virgin (Sheffield)

INDEPENDENT SINGLES

This	Last	Title	Artist	Label
1	NEW	1	ROCKS/FUNKY JAM	Primal Scream
2	NEW	1	THERE BUT FOR THE GRACE OF GOD	Fire Island
3	NEW	1	ICH BIN EIN AUSLANDER	Junior Boys Own 180 182 (RTM/P)
4	NEW	1	TEENAGE SENSATION	Pop Will Eat Itself
5	3	4	MOVE ON BABY	Infecteds INFECT 4CD (RTM/P)
6	1	3	STAY TOGETHER	Cappella
7	2	2	I WANT YOU	One Little Indian 124 TP7CDL (P)
8	NEW	1	JYVONNI FAVOURITE	Nada NUB 3CD (RTM/P)
9	NEW	1	COMPULSION	Inspiral Carpets
10	7	4	PALE MOVIE	Mate DUNG 2CDOR (RTM/P)
11	NEW	1	SNOOK ME	Warp WAP 42CD (RTM/P)
12	15	5	LINE UP	One Little Indian 85 TP7CD (P)
13	16	5	BARNEY (L & ME)	Saint Etienne
14	6	3	I SPECIALIZE IN LOVE	Heavenly HVM 37CD (P)
15	NEW	1	TOY	Red House Painters
16	8	2	LUST IN TIME EP	ADD BAD 400CD (RTM/P)
17	4	2	FEET	Elastica
18	NEW	1	KINGS OF JUNGLE 1	Deceptive BLUFF 04CD (RE/AF)
19	NEW	1	DO YOU WANNA PARTY	Creation CRESCD 178 (P)
20	NEW	1	COME CLEAN	Sharon Brown

© CIN

INDEPENDENT ALBUMS

This	Last	Title	Artist	Label
1	NEW	1	TIGER BAY	Saint Etienne
2	NEW	1	MAYA	Banco De Gaia
3	2	34	DEBUT	Bjork
4	3	3	CROOKED RAIN CROOKED RAIN	Pavement
5	5	6	HIPS AND MAKERS	Kristin Hersh
6	NEW	1	LIFE MODEL	Blue Aeroplanes
7	1	2	PATASHNIK	Beggars Banquet BB0CD 14 (RTM/P)
8	3	2	THE PEOPLE TREE	Siobhira
9	4	6	DUBNOBASSWITHMYHEADMAN	Mother Earth
10	NEW	1	AZMUTH	Underworld
11	6	18	SURE	Kenny Larkin
12	NEW	1	HOT BOXING	Suede
13	RE	1	SCREAMAEDUCA	Magnapop
14	17	20	CHAOS AD	Play It Again Sam PIAS 28CD (RE/AF)
15	NEW	1	SECRET WEAPONS VOL 1	Primal Scream
16	9	26	LAST SPLASH	Creation CRELP 076 (P)
17	11	38	LEVELING THE LAND	Sepultura
18	3	3	DEFINITIVE AMBIENT	Roger S
19	NEW	1	VOLUME 2	One ORCD 014 (RE/AF)
20	8	2	STRENGTH IN NUMBERS	The Breeders

© CIN

Out Next Week
From The
Creators
Of Felix



U X

Son Of A Gun



internal
DANCE

Mixes:

Hooj Edit
Red Jerry/JX Mix
Alex Party Mix
C.Y.B. Run Mix
A Deeper Cut
Original Mix

ATTENTION

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product managers**

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A..R.P.L.A.Y

THE OFFICIAL
music week
CHARTS
19 MARCH 1994

THIS AIRPLAY CHART IS THE MOST UP-TO-DATE AVAILABLE

It combines Radio One and IR play in a weighting system derived from latest audited listening figures. IR stations contributing data include:

102.6 FM Signal One; 2CR FM; 96.4 FM BRMB; 96.7 BCR, Aire FM; Atlantic 252; BBC Radio 1; Beacon; Borders; Broadland; CNFM; Capital FM; Central FM; Chiltern Network; City; Clyde One FM; Cool FM; County Sound Network; Downtown; Essex; Forth RFM; Fox FM; GWR FM; Hallam FM; Hereward; Invetta FM; Leicester Sound FM; Lincs FM; MFM 1034 & 971; Mercia-FM; Mercury; Metro FM; Moray Firth; NorthSound; Orchard FM; Piccadilly Key 103 FM; Pirate FM; Power FM; Red Dragon; Red Rose Rock FM; SGR FM; Swansea Sound; TFM; Tay; The Pulse; Trent; Viking FM; West Sound; Wyvern.

THIS REPRESENTS
AROUND 85.46% OF
POP RADIO LISTENING
IN THE UK

This Week	Title Artist (Label)	Last weeks IRM Playlist	Station with most plays	This Week	Title Artist (Label)	Last weeks IRM Playlist	Station with most plays
1	WITHOUT YOU Menah Creevy (Columbia)	A	Mercia-FM	21	THE MORE YOU IGNORE ME, THE CLOSER I GET Heron (Polygram)	A	103.6M Signal One
2	THE SIGN Ace Of Base (Mercury)	A	Mercia-FM	22	ALL FOR LOVE Bryan Adams/Red Stearns/Sing (A&M)	B	Red Rose Rock FM
3	BREATHE AGAIN Tom Bratten (LaFace)	A	Red Rose Rock FM	23	STREETS OF PHILADELPHIA Bruce Springsteen (Columbia)	B	City
4	THINGS CAN ONLY GET BETTER Dream (J&R)	A	Red Rose Rock FM	24	ONLY TO BE WITH YOU Respected (Columbia)	B	102.6 FM Signal One
5	RENAISSANCE Of People (Deconstruction)	A	Red Rose Rock FM	25	STAY TOGETHER Sade (Poly)	A	CrM
6	COME IN OUT OF THE RAIN Wendy Moten (EMI)	A	Piccadilly Key 103 FM	26	I CAN SEE CLEARLY NOW Jimmy Cliff (Columbia)	B	MFM 1034 & 971
7	RETURN TO INNOCENCE Enigma (Virgin International)	A	Red Rose Rock FM	27	SOUL OF MY SOUL Michael Bolton (Columbia)	B	Clyde One FM
8	NOTHING 'BOUT ME Sting (A&M)	B	MFM 1034 & 971	28	GIRLS AND BOYS Blur (Flood)	A	BBC Radio 1
9	I BELIEVE Marcella Dennis (London)	A	Power FM	29	SLEEPING IN MY CAR Power (EMI)	B	102.6 FM Signal One
10	DON'T GO BREAKING MY HEART (feat. Job & Rufus) (Rusko)	A	Red Rose Rock FM	30	LOSER Beck (Geffen)	A	BBC Radio 1
11	FOREVER NOW Level 42 (J&R)	A	Chiltern Network	31	BECAUSE OF YOU Gabrielle (Go Beat)	B	Chiltern Network
12	LINGER The Chameleons (Island)	A	Red Rose Rock FM	32	WHATTA MAN Sade/N-Pegs with Enriquez (Epic)	A	West Sound
13	ROCKS Primal Scream (Gordian)	A	West Sound	33	DOOP Hoop (Citybeat)	B	West Sound
14	ROCK AND ROLL DREAMS COME THROUGH Mael/Fife/Viggo	B	Power FM	34	SULKY GIRL Eva Casanova (Warner Bros)	B	102.6 FM Signal One
15	A DEEPER LOVE Anocha Franklin (Arista)	B	Arista 252	35	WHISPER YOUR NAME Alison Moyet (Columbia)	B	Capital FM
16	GOOD AS GOLD The Beautiful South (Island)	A	Power FM	36	THE WAY YOU WORK IT E.Y.E. (NCA)	B	Orchard FM
17	MOVE ON BABY Cappella (Emmental Dance)	A	West Sound	37	LOCKED OUT Crowded House (Capitol)	B	Cool FM
18	TEENAGE SENSATION Candi Ta The Nation (Go-Lite/Indian)	A	Arista 252	38	GLAM ROCK COPS Curve (The Unluggable Sex Machine) (Dorsal)	B	BBC Radio 1
19	BECAUSE OF LOVE Janet Jackson (J&R)	B	Red Rose Rock FM	39	TRIGGER INSIDE Therapy? (A&M)	B	BBC Radio 1
20	THE MOST BEAUTIFUL GIRL IN THE WORLD Prince (P&G)	B	Capital FM	40	I BELIEVE Sounds Of Blackness (A&M)	B	BBC Radio 1

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BREAKERS

This Week	Title Artist (Label)	This Week	Title Artist (Label)
1	VIOLENTLY HAPPY Björk (One Little Indian)	11	PROCESS OF ELIMINATION Eric Gable (Epic)
2	LOOK INTO YOUR HEART Whitney Houston (Arista)	12	SAY SOMETHING James (Fontana)
3	A FAIR AFFAIR Mury (Island)	13	IT'S ALL GOOD Hammer (Island)
4	DO YOU REMEMBER THE FIRST TIME? Pulp (Island)	14	MURDER SHE WROTE Chaka Demus & Pliers (BMG)
5	HOT LOVE Now! The Wonder Stuff (Farr Out)	15	PRETTY GOOD YEAR Tom Aris (East West)
6	MMM MMM MMM MMM Crush Tea Dummies (J&R)	16	CAN'T STOP KILLING YOU Kirsty MacColl (ZTT)
7	ANIMAL Pearl Jam (Epic)	17	INSOMNIAK Echobelly (Pantecordis)
8	DRY COUNTRY Ben Jovi (J&R)	18	MONEY The Backstreet Band (Virgin)
9	HI DE HO 27 & The Swing Kids (Big Life)	19	RAIN KING Counting Crows (Geffen)
10	U R THE BEST THING Dream (J&R)	20	I FEEL NO PAIN Biya featuring Mead Sings (MultiZone)

Records are outside the Airplay Chart but not on last week's CH Top 200 singles chart.

US SINGLES US ALBUMS

#	Title Artist (Label)	#	Title Artist (Label)
1	THE SIGN Ace Of Base (Arista)	26	PLEASE FORGIVE ME Boyz II Men (J&R)
2	POWER OF LOVE Corina Daei (BMG)	27	AMAZING Grace Slick (J&R)
3	WITHOUT YOU NEVER FORGET You (Capitol)	28	INDIAN OUTLAW Eric Burdon (J&R)
4	WHATTA MAN Sade N-Pegs with Enriquez (Epic)	29	UNDER THE CHAIRS The Roots (J&R)
5	BUMP N' GRIND Enley (Mercury)	30	88 BABY LOVE YOUR WAY Big Brother & The Holding Company (J&R)
6	SO MUCH IN LOVE 4-4-4 (J&R)	31	FOUND OUT ABOUT YOU Jay & The Americans (J&R)
7	NOW AND FOREVER Not A Stranger (Capitol)	32	SHOGUN 24-7 (Real Gone)
8	BREATHE AGAIN Tom Bratten (LaFace)	33	CAN WE TALK Tom Coughlin (J&R)
9	CIN AND JUICE Sound By Design (Street Soul)	34	I'M IN THE MOOD 4-4-4 (J&R)
10	REMEMBER ME Janet Jackson (A&M)	35	CHOOSE Your Choice (Mercury)
11	CANTALOUPE FOP FANTASIA (Epic)	36	SEND ME SWIMMIN' Miss Sadistic (Parelo)
12	ALL FOR LOVE Bryan Adams/Red Stearns/Sing (A&M)	37	AGAIN Janet Jackson (J&R)
13	ROCK AND ROLL DREAMS COME THROUGH Mael/Fife/Viggo (J&R)	38	WHOMP!!! (There It Is) Tag Team (J&R)
14	MARY JANE L'ARTISTE In-My & The Fresh Beats (J&R)	39	4 DREAMS Capella (Epic)
15	STREET OF PHILADELPHIA Bruce Springsteen (Columbia)	40	SAY LOVED YOU BUT LIED Michael Bolton (Columbia)
16	HERO Mariah Carey (Columbia)	41	GETTO JAM Dennis (Epic)
17	GROOVE THANG Zhane (Mercury)	42	SLAY YOUR HEAD ON MY PILLOW Tracy Taylor (J&R)
18	UNDERSTANDING Kacey (Go Set)	43	NEVER KISSING STRANGERS Backbeat (Epic)
19	STAY Level (J&R)	44	I'M READY Tracy Campbell (J&R)
20	THE MOST BEAUTIFUL GIRL IN THE WORLD Prince (P&G)	45	I CAN SEE CLEARLY NOW Jimmy Cliff (Columbia)
21	BECAUSE OF LOVE Janet Jackson (J&R)	46	SUNKIE HIT PLEASE PLEASE PLEASE Doreen Cherry (J&R)
22	BECAUSE OF THE NIGHT Melissa (Arista)	47	I'M OUTSTANDING Douglas D'Neal (J&R)
23	CRY FOR YOU Jody (Island)	48	LOSER Jack (BMG)
24	EVERYDAY Phil Collins (Arista)	49	HEY Q! Lighter Shade Of Brown (Mercury)
25	ALL THAT SHE WANTS Ace Of Base (Arista)	50	IT'S ALL GOOD Hammer (Island)

#	Title Artist (Label)	#	Title Artist (Label)
1	TONI BRAXTON Tom Bratten (Arista)	27	VS Pearl Jam (Epic)
2	THE SIGN Ace Of Base (Arista)	28	RIVER OF DREAMS Boyz II Men (J&R)
3	12 PLAY J&R (J&R)	29	I'M READY Tom Coughlin (J&R)
4	THE COLOUR OF LOVE George Dale (J&R)	30	PHILADELPHIA (Epic)
5	MUSIC BOX Martin Gray (Capitol)	31	COMMON THREAD: THE SONGS Various (Epic)
6	THE BODY'S BUILT THIS WAY Ice Cube (Geffen)	32	UNDER THE PINK Ice Cube (Geffen)
7	AGAINY & EVERYTHING AFTER Counting Crows (J&R)	33	BREATHELESS Kanye West (J&R)
8	DOGGY STYLE Snoop Doggy Dogg (Epic)	34	8 SECONDS (OST) Various (J&R)
9	VERY NECESSARY 4 In A Room (Poco)	35	TEN SUMMERS TALES Sade (A&M)
10	CROSS OF CHANGES Loggins (Mercury)	36	ORE Sade Tamara Pina (Mercury)
11	GREATEST HITS Tom Petty & The Heartbreakers (J&R)	37	LETHAL INJECTION Ice Cube (Priority)
12	THE PUNK HEADSTU (Various) (Epic)	38	GREATEST HITS VOL 2 Sade McGee (J&R)
13	REALITY BITS (Various) (J&R)	39	PRONOUNCED JAH-NAY Zhane (J&R)
14	KICKIN' IT UP John Michael Montgomery (Mercury)	40	HAND ON THE TORCH Ice (J&R)
15	MELLOW GOLD Back (BMG)	41	DUETS Frank Sinatra/Various (Capitol)
16	DIARY OF A MAD BAND Jodeci (Geffen)	42	EVERYBODY ELSE IS DOING IT... The Clubbers (Island)
17	DIARY OF A MAD BAND Jodeci (Geffen)	43	MTV UNPLUGGED 1993: Various (Island)
18	RAY OUT OF HELL II - BACK TO HELL Mael/Fife (J&R)	44	UNPLUGGED... AND SEATED... Various (Mercury)
19	SHAMELESS Dreaming Snoopkins (Mercury)	45	PAID VACATION Various (Capitol)
20	JANET Janet Jackson (Mercury)	46	ANTENNA Z2 Top (J&R)
21	RHYTHM, COUNTRY & BLUES Various (Mercury)	47	NEW MISERABLE EXPERIENCE Go-Browsns (Arista)
22	GOD SHUFFLED HIS FEET Cash T. Brown (Arista)	48	MUMMIN' COMIN' AT CHA Various (Go Set)
23	SO FAR SO GOOD Boyz II Men (A&M)	49	ALOT ABOUT LINN (AND...) Janet Jackson (J&R)
24	THE ONE THING Michael Bolton (Columbia)	50	16 PRICES Sade (J&R)
25	GET A GRIP Various (Epic)		CANOLEXO Candice (Mercury)

Charts courtesy Billboard 19 March 1994. A covers are awarded to those products demonstrating the greatest airplay and sales gain. **NEW** acts in **K**-boxed acts.

N.E.T.W.O.R.K C.H.A.R.T

19 MARCH 1994

This Week 1	Last Week 2	Title Artist	Label CD Number	This Week 13	Last Week 14	Title Artist	Label CD Number	This Week 27	Last Week 28	Title Artist	Label CD Number
1	3	DOOP Doop	Citybeat CBE 774CD	13	13	COME IN OUT OF THE RAIN Wendy Moten	EMI CDMT 105	27	9	LET THE BEAT CONTROL YOUR BODY 2 Unlimited	PWL, Conquest PWCD 280
2	1	WITHOUT YOU Mariah Carey	Columbia 659819Z	14	22	BECAUSE OF LOVE Janet Jackson	Virgin VCGD 1488	28	1	THE POWER OF LOVE Celine Dion	Epic 658785Z
3	2	THE SIGN Ace Of Base	London 850272Z	15	15	NOTHING 'BOUT ME Sling	A&M 580529Z	29	NEW	SHINE ON Duggie Flatt	str FX 192CD
4	28	STREETS OF PHILADELPHIA Brice Springsteen	Epic Soundtrax 660065Z	16	15	LINGER The Cranberries	Intand CID 556	30	25	SOUL OF MY SOUL Michael Bolton	Columbia 860177Z
5	NEW	GIRLS AND BOYS Blur	Food CDF00D 47	17	17	ALL FOR LOVE Bryan Adams/Rod Stewart/Sling	A&M 580476Z	31	NEW	SLEEPING IN MY CAR Roxette	EMI CDQM 314
6	5	RENAISSANCE M People	Decoconstruction 42219413Z	18	23	A DEEPER LOVE Aretha Franklin	Arista 743211876Z	32	7	ROCKS Primal Scream	Creation CRESCD 129
7	NEW	PRETTY GOOD YEAR Tori Amos	East West A 7263CD	19	15	WHISPERING YOUR NAME Alison Moyet	Columbia 660162Z	33	39	ONLY TO BE WITH YOU Roachford	Columbia 660156Z
8	6	RETURN TO INNOCENCE Enigma	Virgin DINSD 123	20	12	DON'T GO BREAKING MY HEART Elton John & Rufus Wainwright	Rocket EJCD 33	34	NEW	VIOLENTLY HAPPY Bjork	One Little Indian 142 77P2CD
9	18	I LIKE TO MOVE IT Real 2 Real feat The Mad Stuntman	Pacific CDTV 18	21	14	ROCK AND ROLL DREAMS COME THROUGH Meat Loaf	Virgin VSCD 1479	35	NEW	WHATTA MAN Salt-N-Pepa with En Vogue	str FCD 222
10	4	BREATHE AGAIN Tina Turner	LaFace 743211854Z	22	33	GOOD AS GOLD The Beautiful South	Go! Discs G00CD 10	36	40	THE MOST BEAUTIFUL GIRL Prince	NPG
11	11	THINGS CAN ONLY GET BETTER Dream	Magnet MAG 1010CD	23	27	THE WAY YOU WORK IT ENY	MCA MCSTD 1983	37	30	I MISS YOU Haddaway	Logic 743211815Z
12	19	I BELIEVE Marcella Detroit	London LONCD 367	24	20	FOREVER NOW Level 42	RCA 7432119027Z	38	8	THE MORE YOU IGNORE ME, THE CLOSER I GET Morrissey	BMG CDR 6372
				25	34	I CAN SEE CLEARLY NOW Jimmy Cliff	Columbia 660198Z	39	NEW	LOVE COME DOWN Alison Limerick	Arista 7432119195Z
				26	24	MOVE ON BABY Capella	Internal Disc IGCD 4	40	NEW	AGAIN I WANT YOU Juliet Roberts	Cochamp COCICD 285

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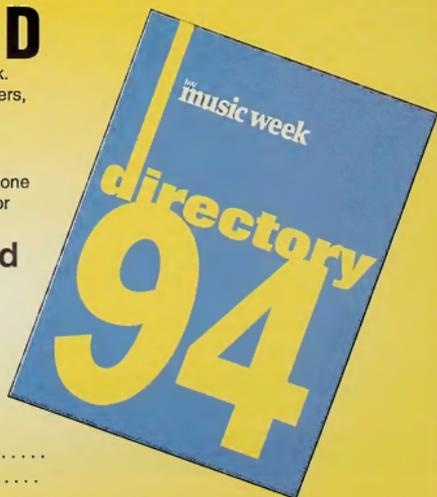
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M·U·S·I·C·V·I·D·E·O

THE OFFICIAL
by music week
CHARTS
19 MARCH 1994

This Week	Last Week	Artist	Title	Category/Running Time	Label	Cat No
1	5	MARIAH CAREY:	HERE IS MARIAH CAREY	Music/1hr	SMV Columbia	49179Z
2	3	BRYAN ADAMS:	So Far So Good	Compilation/1hr 30min	VVL	859183
3	2	TAKE THAT:	The Party - Live At Wembley	Live/1hr 20min	BMG Video	742311943E3
4	16	DANIEL O'DONNELL:	Daniel And Friends Live	Live/1hr 20min	Ritz Productions Ltd	RITZ2V792Z
5	21	MEAT LOAF:	Hits Out Of Hell	Live/1hr	SMV	49827Z
6	8	TAMMY WYNETTE:	Tammy Wynette Live	Live/1hr	EUK	EUKV6907
7	4	TAKE THAT:	Take That & Party	Compilation/1hr 15min	BMG Video	742311298E3
8	NEW	JOHN DENVER:	A Portrait	Live/1hr	Telstar	TLS1303
9	20	DIANA ROSS:	One Woman-Video Coll.	Compilation/1hr 15min	PMI	MVN491153Z
10	13	TAKE THAT:	Tape That - Take That	Compilation/1hr 15min	Wernerworld	WWR209
11	12	DANIEL O'DONNELL:	An Evening With...	Live/1hr 15min	Ritz Productions Ltd	RITZ3008
12	21	VARIOUS:	Premiere Collection Encore	Compilation/1hr 15min	Polygram Video	CMC1303
13	RE	CLIFF RICHARD:	The Story So Far	Compilation/1hr 15min	PMI	MVD491188Z
14	7	BRIAN MAY:	Live	Live/1hr 20min	PMI	MVP491187Z

This Week	Last Week	Artist	Title	Category/Running Time	Label	Cat No
15	27	VARIOUS ARTISTS:	Favourite Songs - Irish Favorites	Compilation/1hr 15min	Crown Productions	CPWV028
16	15	BON JOVI:	Keeping The Faith	Compilation/1hr	Polygram Video	877863
17	17	QUEEN:	Live In Rio	Live/1hr	Music Club	MC2116
18	RE	FOSTER & ALLEN:	By Request	Compilation/1hr	Telstar Video	TVE109
19	RE	DANIEL O'DONNELL:	TV Show Favourites	Compilation/1hr 30min	Ritz Productions Ltd	RITZ2V002Z
20	28	DANIEL O'DONNELL:	Follow Your Dream	Live/1hr 15min	Ritz Productions Ltd	RITZ2V017H
21	26	FOSTER & ALLEN:	The New Foster & Allen	Live/1hr 15min	Telstar Video	TVE109
22	RE	ENGELBERT HUMPERDINCK:	Best Of	Compilation/1hr 15min	Companys 26	11C221
23	14	MICHAEL JACKSON:	Dangerous - Short...	Compilation/1hr 15min	SMV	49184Z
24	RE	DANIEL O'DONNELL:	Thoughts Of Home	Live/1hr	Telstar Video	TVE100
25	RE	PRELISY ELVIS:	In The Beginning	Compilation/1hr 15min	Kansafest	K31883
26	25	DAVID BOWIE:	Video Collection	Compilation/1hr 15min	PMI	MVD491186Z
27	RE	MICHAEL BOLTON:	This Is Michael Bolton	Live/1hr 15min	SMV Columbia	49189Z
28	4	DURAN DURAN:	Extra Ordinary World	Live/1hr 15min	PMI	MVN491185Z
29	RE	KARAOKE PARTY 3		Compilation/1hr 15min	EUK	EUKV6907
30	RE	CLIFF RICHARD:	The Video Connection	Live/1hr 15min	Music Club	MC201

This Week	Last Week	Artist	Title	Category/Running Time	Label	Cat No
1	2	BAMBI	Features!	Compilation/1hr	Walt Disney	D3942Z
2	5	VERY BEST OF TORVILL AND DEAN		Video Collection	VC223Z	
3	NEW	UNDER SIEGE	Action/1hr 30min	Warner Home Video	S012643	
4	3	MR MOTIVATOR	BLT Workout	Live/1hr 15min	Polygram Video	6861163
5	NEW	SNEAKERS	Comedy/2hr	Warner Home Video	VHR7236	
6	4	POLICE STOP!	Live/1hr 10min	CCM Video	LLM 0999	
7	NEW	STAR TREK THE NEXT GENERATION 7	Sci-Fi/1hr 20min	Warner Home Video	WHR7218	
8	NEW	WALLACE & GROMIT: THE WRONG TROUSERS	Childrens/20min	BBC Video	BBCV9201	
9	NEW	POLDARK 2 PART 2	Drama/3hr	BBC Video	BBCV9210	
10	NEW	DOCTOR WHO-ARC OF INFINITY	Sci-Fi/1hr 30min	BBC Video	BBCV9199	
11	27	BEAUTY & THE BEAST	Drama/1hr 20min	Walt Disney	D39155	
12	19	THE JUNGLE BOOK		Walt Disney	D39155	
13	5	THE TALE OF MRS TIGGY-WINKLE	Childrens/1hr 20min	Pickwick	PK2195	
14	RE	SEVEN BRIDES FOR SEVEN BROTHERS		Warner Home Video	SD0301	
15	11	MARIAH CAREY:	Here Is Mariah Carey	Music/1hr	SMV Columbia	49179Z

D·A·N·C·E·S·I·N·G·L·E·S

THE OFFICIAL
by music week
CHARTS
19 MARCH 1994

This Week	Last Week	Title	Artist	Label (12)	(Distributor)
1	NEW	SHINE ON	Degrees Of Motion feat. Sisi	Rite FX	229 (F)
2	1	DOOP	Doop	Citybeat	CBE 714 (AV)
3	NEW	AGAIN I WANT YOU	Juliet Roberts	Coatempo	COOLX 285 (E)
4	3	THERE BUT FOR THE GRACE OF GOD	Fire Island	Junior Boy's Own	JBO 18 (RTM/P)
5	NEW	GROOVE THANG	Shant	Metown	TMGX 1423 (F)
6	2	RENAISSANCE	M People	Deconstruction	74321194132 (BMG)
7	NEW	LOVE COME DOWN	Alicia Limnick	Arista	74321191951 (BMG)
8	NEW	I WANT TO THANK YOU	Robin S	Champion	12CHAMP 310 (BMG)
9	4	PIECES OF A DREAM	Incoignito	Talkin Loud	TJLX 46 (F)
10	NEW	VIOLENTLY HAPPY	Spot	One Little Indian	12L712 (F)
11	8	WATERFALL	Alicia Ocasio	Eastern Bloc	BLG 0100 (AV)
12	5	BECAUSE OF LOVE	Jenel Jackson	Virgin	VST 1468 (E)
13	10	I LIKE TO MOVE IT	Real 2 Real feat. Mad Sturman	Positive	12TV 10 (E)
14	6	BEAUTIFUL PEOPLE	Garibate Tucker	Positive	12TV 11 (E)
15	NEW	PROCESS OF ELIMINATION	Eric Bell	Epic	6602281 (SM)
16	NEW	LIQUID LOVE EP	Alison Linnikit	XL Recordings	XL 4 (AV)
17	2	TEENAGE SENSATION	Credit To The Nation	One Little Indian	12HTP2 (F)

This Week	Last Week	Title	Artist	Label (12)	(Distributor)
18	23	MURDER SHE WROTE	Chaka Demus & Pliers	Mango	12MNG 814 (SRP/VF)
19	24	QUEEN OF HEARTS	Charlotte	Big Life	BLRT 106 (F)
20	9	JINGO	FWX	PWL International	PWL 283 (W)
21	18	MOVE ON BABY	Cappella	Internal Dance	IDC 4 (RTM/P)
22	NEW	2 ON 1 VOLUME 1	Various	Moving Shadow	SHADOW 2012 (SRD)

DANCE ALBUMS

This Week	Last Week	Title	Artist	Label	EP/Cassette (Distributor)
1	NEW	SELECTED AMBIENT WORKS VOL II	Apex Twin	Warp	WARPLP 21/WARPAC 21 (RTM/P)
2	NEW	PEEL SESSIONS	Orbital	Internal	LIARX 121 (RTM/P)
3	2	HARD TO EARN	Gang San	Coatempo	CTLP 38/CTMC 38 (E)
4	1	THE DEVIL IN SISTER GEORGE	Boy George	Virgin	VST 1481 (E)
5	NEW	RITE TO SILENCE	Sandals	Oponee	828882 (RE-APT)
6	NEW	OLYMPIC- THE ALBUM	Various	Olympic	ELYALP 001/ELYALMC 001 (RE-APT)
7	NEW	SUBPLATES 3	Various	Suburban Base	SUBBASE 037 (SRD)
8	8	SELECTED AMBIENT WORKS 85-92	Apex Twin	Apex	AMB 3522/AMB 3522MC (RE-APT)
9	6	THE CAT COLLECTION	Various	Deconstruction	74321191951/74321191964 (BMG)
10	3	THE PEOPLE TREE	Mother Earth	Acid Jazz	JAZDLP 083/JAZD1MC 083 (RE-AP)

This Week	Last Week	Title	Artist	Label (12)	(Distributor)
23	15	OUT OF MY HEAD	Mazodonna	Peachy/PWL International	PWL21 232 (W)
24	21	LOVE AND HAPPINESS	River Ocean	Coatempo	12COOL 287 (E)
25	26	IT'S ALL GOOD	Various	RCA	74321188811 (BMG)
26	27	THE WAY YOU WORK IT	E.Y.C.	MCA	MCS1 1963 (BMG)
27	25	(EVERYTHING I DO) I DO IT FOR YOU	U featuring Tony Jackson	Arista	74321183061 (BMG)
28	12	SAXY LADY	Garner	A&M	5803515 (F)
29	NEW	WORKERMAN	Fania	Epic	6098991 (SM)
30	14	RIGHT IN THE NIGHT	Janet & Jason feat. Steve	Epic	6602821 (SM)
31	16	I SPECIALIZE IN LOVE	Various	Union City	UCRT 27 (E)
32	17	INSANE IN THE BRAIN	Quefaring Hill	Ruffhouse/Columbia	44077019 (SM)
33	35	TYG	Sublime	Limbo	LIMB 27T (RE-APT)
34	13	JOHNNY FAVOURITE	David Holmes	WARP	WAP 42T (RTM/P)
35	31	A FAIR AFFAIR	Mina Ottolina	Columbia	6601611 (SM)
36	32	THINGS CAN ONLY GET BETTER	D'Orsam	PALM/Arista	WAG 30 T (AV)
37	28	SO INTO YOU	Michael Wetford	East-West	AMBA 83097 (W)
38	22	DOWNTOWN	SWV	RCA	74321189011 (BMG)
39	26	BELLS OF NY	Six-Month	Six	SIX 31X 108 (SM)
40	28	HIGHER GROUND	Sassa	Deconstruction	74321189001 (BMG)



Virgin has been short of sites for the Megastore concept. The new set up will open the door to expansion and some sites will be converted from Our Price to Virgin

The new regime

The proposed combination of Our Price and Virgin Retail has created a giant, by far the biggest specialist home entertainment retailer the UK has seen. By Nick Robinson

On the face of things, it had to be one of the strangest pieces of timing seen in the music industry this year. Less than a month before the Monopolies and Mergers Commission finishes its year-long investigation into the music industry – a year in which everyone has been paranoid about doing anything which might be construed as empire-building – WH Smith upped its stake in Virgin Retail and merged it with Our Price.

In the process it has created the biggest specialist home entertainment retailer in the UK with 329 outlets and provoked fears among suppliers that they are set to get a bloody nose in the next round of terms negotiations.

That timing puzzles many. "Do they know something we don't?" asked one major label executive last week. Apparently not. While it seems unlikely that Smiths would have embarked on the deal if it thought the Office of Fair Trading would object, the company stresses that the deal is subject to its winning official approval.

But one school of thought has it that the timing is a masterstroke. "The MMC has effectively finished its investigations," said one industry insider. "So this announcement is unlikely to affect the outcome and since the MMC is unlikely to want another inquiry into music, Smiths avoids the possibility of a lengthy delay."

Whatever the reason for the timing of the announcement, Simon Burke, soon to be chief executive of the two retail giants, says a merger of management teams has been on the cards ever since the initial 50:50 deal was struck in 1991. "It's been a long term plan since we were first brought together," he says. "The important thing is to combine the basic integrity of the two into one."

The initial reaction from rival retailers and record companies, at least publicly, has been that the new deal will have little obvious impact.

"What they are doing will have no effect whatsoever on the public and so it has no effect on us," says Tower's managing director, Ken Sockolov.

Record companies are adopting a similarly unconcerned air.

"Although it does mean that Our Price and Virgin now have a lot of muscle in the industry, it is hopefully a positive move," says Pinnacle sales manager Chris Maskery.

But all are aware of the possible implications of such a powerful new force – despite the protestations of the parties involved.

Both Simon Burke and out-going Our Price managing director Richard Handover state that the closer link between the two brands does not necessarily mean that joint buying terms are an inevitability – or that the enlarged retailing force will attempt to dictate terms and deals – but most expect something of the sort to happen.

At present, Our Price has a central buying system while Virgin buys much of its stock locally. As ever, terms remain strictly confidential, but it is inconceivable that Virgin is getting terms anywhere near as good as Our Price's.

Out-going Our Price MD Richard

Handover says there are powerful reasons not to buy jointly. "There are different dynamics to both businesses. We [Our Price] have been working together under Smiths since 1986 and we have never had to combine elements before, so why now?"

His rival, Ken Sockolov – a man potentially with a lot to lose if Virgin does get the benefit of Our Price's terms – is hopeful it will not happen: "Historically, they have never approached us as one company. It's not been an issue and I hope it doesn't become one."

On the supply side, EMI's new head of sales Richard Cottrell believes joint buying will be considered. "I would be very surprised if, at some stage, they don't look long and hard at combining their buying positions. If they do, it will be a challenge to other retailers and suppliers. It means we just have to compete with the best deals by getting better at what we do and making our operation sharper," he says.

But the deal is not just about terms – for Simon Burke it means new >

SIMON BURKE: RESURRECTING THE DEAD

Simon Burke has risen swiftly to become one of the UK's youngest and most successful retailing executives.

It was only six years ago that Burke, now 35, joined the Virgin Group, but in that short time he and his small hand-picked management team have turned Virgin's flagging retail interests into an aggressively expanding and profitable chain of entertainment stores.

And 1994 is already the firm's most successful year to date.

Not only has he taken the helm of the Our Price chain and continued his two-year chairmanship of retailers' organisation *Bard*, but last month the industry gave its verdict on his turnaround of Virgin, by awarding the chain the *Music Week* Award for best multiple retailer.

Bard secretary *Bob Lewis* has worked closely with Burke over the last two years. "He is a very good negotiator and takes his role very seriously. He's extremely likeable and a good listener but he can be very forceful when he wants to be," says *Bob*.

These characteristics have stood Simon Burke in good stead since he joined the

Virgin Group in 1987.

At the time, there were around 100 shops devoted piecemeal across the UK but the business as a whole was losing its way with little focus and no profits.

Burke's career began at accountants *Coopers & Lybrand* in its investigations department. When he joined Virgin, it didn't take him long to work out what was wrong with the retail chain.

Burke was corporate finance manager with responsibility for restructuring the retail division before becoming retail managing director. Many thought this meant putting the final nail in the coffin. "A lot of people thought I was the hatchet man there to finish off the job, but I was actually trying to resurrect the dead," he says.

Rivals such as *Tower's Ken Sockolov* admit that's exactly what he has done. "He's very sharp and there's no doubt he's done a very good job for Virgin," he says.

Dino Entertainment commercial director *Mario Warner* adds, "When he came on board at Virgin, it saw one of the most dramatic changes in a retail chain. You could see the changes in just six months



and that is very rare." As well as selling off 92 of the chain's 102 shops – of which 74 went to Virgin's then-rival *WH Smith* – wholesale changes were instigated by Burke in the admin, finance and marketing areas of the business.

His total belief in the *Megastore* concept, creating "the best home entertainment store in town", is what has created a focused management team at Virgin.

There has been a steady growth in stores,

with the total now up to 24.

Burke became managing director of Virgin Retail in 1988 and has built a strong but small management team around him including fellow directors *Mike McGinley*, *Simon Wright*, *John Taylor* and *Ann Whitaker*.

He has developed a team that the industry also seems to feel at home with. "I think he has an awful lot to offer our business and I feel very comfortable with him in his new role," says *Mario Warner*.

Out-going *Our Price* MD *Richard Handover* is full of praise for Burke's commitment. "He is a very able and shrewd businessman. He is very much his own man and has an extremely wide head on his shoulders. That said, I don't think he would have achieved what he has without developing the team he has around him," *Handover* says.

Now *Burke* hopes he can bring to *Our Price* the success he has had so far with the Virgin *Megastores* and stimulate growth in record retailing in general. "I hope everyone will look back and say that was a really good development for the industry," he says.

► potential for expansion of his *Megastores* and a chance to further refine the 305-store *Our Price* chain. Ideally, he would like to see the Virgin stores increasing from their current total of 24 to about 40.

Burke stresses that this will not mean drastic cuts in *Our Price* outlets, but a second company sales executive suggests that Burke will feel Virgin Retail's expansion by absorbing the 20 larger *Our Price* shops over the next few years.

Burke admits some of *Our Price* outlets may close. "Town by town we will look at what is the best store for each one. This may mean new stores, swapping some around and maybe closing a few. We were running out of suitable sites for *Megastores* but this will help. In the long term, expansion of *Our Price* is also not out of the question," he says.

For as *Handover* points out, *Our Price* is still the biggest specialist music retailer in the country and has made dramatic progress over the past year as it has redesigned and refocused its stores.

The thrust of *Handover's* approach has been to broaden *Our Price's* product offering into related home entertainment areas, such as video, while professionalising a business which traditionally had a strong "indie" ethic. He has undoubtedly created a more streamlined, efficient and professional outfit, but some agree that in the process *Our Price* has lost some of its previous strengths.

Simon Burke says, "No-one matched *Our Price* in 1989. But it's had its fair share of hard times and a particular problem has been trying to expand when lease prices were high. They had expensive shops when volumes were dropping. My job is to restore it to its former position."

Richard Handover, who is set to take on an as-yet-unconfirmed role within *WH Smith*, says the new deal means *Our Price* will continue his plans to manage *It* interests more effectively and concentrate efforts on

challenging the competition rather than Virgin Retail.

"*Our Price's* great strength will always be in music," says *Handover*. "It will still cover the entertainment spectrum but we really have to define what exactly that spectrum is and where it is applicable to the *Our Price* customer. It's impossible to cover the full range in a small store but we must provide an attractive offer."

He believes that *Our Price* is well on

the way to restoring its former position. "Everything that we see leads us to believe that repositioning the brand is working very well and we already have three new stores at the planning stage."

But *Burke* has hinted that more changes at *Our Price* are likely. Firstly, he wants to accelerate the integration of new computer systems within the chain and he may even review the appearance of the stores

THE STORY SO FAR

- 1971: *Garry Nesbit* and *Michael Isaacs* open what was later to become the first *Our Price* store, under the name *Tape Revolution*, in *Finchley Road, London*. *Richard Branson* opens the first *Virgin* store about five miles away in *Oxford Street*.
- 1984: *The Stock Exchange* float of the 77-store *Our Price* chain is over-subscribed by 25 times.
- 1986: *WH Smith* buys the now 130-store *Our Price* chain for £43m. It becomes *Our Price Music*.
- 1987: *Simon Burke* joins the *Virgin Retail Group* as corporate finance manager.
- 1988: *WH Smith* buys 74 *Virgin* shops for £23m, enlarging the *Our Price* chain to 274 and enabling it to realise its aims of becoming a genuinely nationwide record retailer. *Simon Burke* becomes *Virgin Retail* managing director.
- 1989: *Richard Handover* becomes managing director of *Our Price Music* while his predecessor *David Cliphams* becomes chairman. A new *Megastore* concept is born as *Simon Burke* and his *Virgin Retail* team plan the first complete home entertainment stores to join the nine original *Megastores*.
- 1990: The first two *Virgin Megastores* are up and running in *Belfast* and *Cardiff* while a new 50-50 joint venture is secured with *Mars* in *Japan*.
- 1991: *WH Smith* retailing profits – including *Our Price* – stand at £87.8m. *Virgin Retail* opts for a 50-50 joint venture deal with *WH Smith* to help expand the *Megastore* chain to 35 stores in three years. The net value of *Virgin Retail's* assets at the time was £6m. Two more stores open.
- 1992: *Our Price* marketing director *Peter Curtis* leaves the company after seven months and the chain terminates its contract with *Artley Rouse & Partners* owing 'failure to agree on long-term brand positioning and in-store strategy'. Meanwhile, *Smiths* retailing profits are up to £89.8m. US video retailer *Blockbuster* takes a 75% share of *Virgin Retail's* US, continental Europe and Australian interests while four more *Virgin* stores open in the UK.
- 1993: In May, *Richard Handover* produces a new policy document for the chain based on the *Vision and Values* principles begun at *WH Smith*. *Handover* and new buying and marketing director *John Laidlaw* immediately begin a repositioning of the brand. Meanwhile, *Smiths* music sales including *Virgin* increase by 7.5% to £310.8m turnover. The *Virgin Megastore* total reaches 24.
- 1994: Subject to OFT and MMC approval, *Smiths* increases its share in *Virgin Retail* from 50% to a majority 75% stake. *Simon Burke* becomes chief executive of a new three-man *Virgin Retail* and *Our Price* board, overseeing a total of 323 shops in the UK. Combined turnover is more than £360m. *Richard Handover* is set to take on a "senior post" within *WH Smith*.

again. "All I can say is that I do have views on how things could be done differently. I have ideas to make them a little more jazz or sexy but that does not mean incorporating all the *Megastore* features," he says.

"We can strengthen the *Our Price* message – a really good local store with up-to-date product. We need to look at the values of the brand and go back to the roots."

Burke has no doubts about *Virgin Retail's* abilities to run smaller stores – despite the fact that it sold its own small stores to *Smiths*.

Integration and co-ordination are now the watchwords. And inevitably, some jobs at both companies will be integrated into one.

"In a lot of areas, such as finance and administration, this makes sense but we are more open-minded about areas such as marketing and buying. There has to be a level of separation there," says *Burke*.

"I'm sure that staff at both chains has been worried about the effect of this deal on the independence and culture of their stores but I'm hopeful that when the two teams get together they will find that they are actually very similar in attitude and operation," he adds.

The emerging consensus is that the *Our Price/Virgin* retail union is on the whole good news for the music industry. Increased competition with other multiples and the planned store openings are expected to create growth in the market.

"I see it as a major opportunity. It provides a clarity to their market proposition which has not been there then it cannot help but grow the market," says *EMT's Cottrill*.

For the moment *WH Smith* must await approval from the *Office of Fair Trading* and the *MMC*. The OFT is expected to pass on its findings to the *MMC* in about seven weeks time with a decision expected from the *DTI* shortly afterwards.

We must wait for that decision before deciding just how clever *Smiths'* timing really was.

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DOOLEY'S DIARY

Remember where you heard it: Who was that MD who ribbed Paul Robinson about Radio 1FM's sponsorship of **Sound City**, at last week's launch for the event? Beer in hand, the bearded executive quipped, "At last, the industry gets something back from **Radio One**..." EMI's Classics boss **Roger Lewis** has a simple explanation for its success with the **Canto Gregoriano** CD of benedictine monks' chants, which was expected to hit the Top 20 this week. "**Prayer, celibacy and absolution**," he claims... Look out for more outspoken talk from **Pete Waterman** when this Sunday's **Goldring Audit** on C4 takes a look at the music business. **Engineers** don't come out too well, given an average lifespan of three years by Waterman. "They think they know what they're doing after three years and then you can't tell them anything. Of course, the minute that happens they're finished. Once they have an opinion, they're no good to nobody," he says... Not sure what he'll think of **Goldring's** description of him as "the one-man, self-deprecating **Marks & Spencer of Music**" though... Whither **Tim Bowen**? The



While younger folk might like to see the man responsible for such classics as *Delilah* and *The Last Waltz* firmly locked up, London's *Arcton* Corporation has decided to make veteran songwriter **Les Reed** (above centre) a Freeman of the City of London. Reed's songs, recorded by the likes of **Sinatra**, **Prasley** and **Tom Jones**, have helped him accumulate 114 gold discs, 11 hours and global record sales of more than 300,000. To add to his achievements, he can now stop London traffic and escort sheep over **Blackfriars Bridge**. "Problem is, I don't have any!" says the man who gave us *Green Green Grass Of Home*. Pictured with Les, from left: City Freeman **Tony Harrison**; **Murray Wilde**; and **Murray Kahan**, City Freeman.

drums are beating louder and louder that the **Sony** man is set to hook up with a former colleague... That may explain his absence from last week's Sony international conference at **Gleneagles**, the highest concentration of senior Sony executives in the UK since 1977's London conference... The continuing run of success at **Island** - four Top 10 albums in two months, reports **Marc Marot** - looks set to produce a brace of internal promotions... Congratulations to **Sanjay Tandan**, formerly of **Magnet**, who has not only seen his signings, **D:Ream**, go all the way, but has been promoted to MD of **Warner Music Sweden**... A shocked **Robin Godfrey-Cass** emerged from the British TV advertising awards last week after launching his **Warner Chappelloque**. "I can't believe these hard-drinking ad boys," he said. "They make the music industry look like choirboys." Robin is now thought to be instituting a campaign for the return of real rock 'n' roll misbehaviour... A challenge from **Chrysalis Records**: those north Kensington athletes have thrown down the gauntlet to any label willing to take them on at **Rugby Sevens**. Staff, artists and artist managers only; no ringers. Call **Roy**

Eldridge...Virgin's Clare Craven had reason to curse the ingenious bod who offered *Guardian* readers six pairs of free tickets to a showcase by French chanteuse **Liane Foley** last week. Craven arrived in on Monday morning to an answerphone chock-full of messages from hopeful right-on types. "It took me over an hour to listen to them all," she sighs... Finally a solution to slow down the singles market? **Pulse 8's Steve Long** says all singles should be licensed "to stop too many being issued". Steve also says radio stations must play an act's singles if its first two releases have been hits. **Keep taking the tablets** and using the cream, **Steve**... Sad to note the death of



Down at **Silverstone** the other day, **Dooley's** motor racing car-restaurant couldn't help but notice the high profile logo of **Tony Calder's** Immediate 2 Sedanisation adorning one of the Pacific Grand Prix team's Formula One motors. Such sponsorship doesn't come cheap, especially for a label which hasn't yet released a record. Immediate boss **Calder** - who says he is currently developing three movies, a book on Abba and a female rock artist - is a typically cool customer under interrogation. "We went along to see the car and loved it," he explains. "Watching Formula One is amazing; the noise of the cars is incredible. It makes your balls rumble." But **Calder's** life will be a little empty for a while, as the car has been shipped to **Brazil** for its first grand prix in **Sao Paulo** on **March 27**.



Work on a bridge next to the **Virgin Records HQ** in **London's Harrow Road** has been on the go for two years, prompting the **Virgin** marketing department to get its revenge with a customised version of the poster ad for their new dance compilation **Dance To The Max**. But - as one witty local resident was heard to comment - faced with 120 relentless minutes of disco, two years of bridge repairs might not seem like such a bad thing after all...

industry veteran **Don Phillips** last month at the age of 81. His achievements include backing stars of the Forties and Fifties, and composing a number of Eurovision entries... The winner of the **Nordoff-Robbins** £500 raffle prize is the holder of ticket number **101134**. If that's you, call **Karen Millard** on **071 7365500**. With the words "sweetie" and "darling" ringing in her ears, **PR** supremo **Judy Lipsey** celebrated her 40th in **AbFab** style last week. A cake in the shape of a tabloid front-page displayed an image of **Judy** in a bikini.....

music week

Incorporating Record Mirror

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