

music week

For Everyone in the Business of Music

15 OCTOBER 1994 £2.95

XFM rages at RA's decision

The Radio Authority's refusal to grant an FM licence to alternative rock station XFM has been condemned as another nail in the coffin of emerging UK talent.

Radio Authority chairman Lord Chalfont awarded eight-year FM licences on Friday to the Chrysalis Group's soft rock-based Crystal FM and Virgin Group's rock-orientated Virgin London FM.

He faced an attack from XFM majority shareholder Chris Parry - founder of Fiction Records and manager of The Cure - for giving the go-ahead to two similar genre stations, but responded, "I don't pretend to be an expert in this area of music, but there is a distinction between the two - AOR relies far more on melody than rhythmic beat."

Parry claims, "This is despicable. It

and Virgin succeeded but unhappy with XFM's failure. "I'm very disappointed and surprised," he says. "Everyone in the industry was thrilled at the prospect of a radio station genuinely committed to alternative music and to helping break British talent. This is an opportunity missed."

Parry, who shares control of XFM with a number of other shareholders including The Cure's Robert Smith, promoter Harvey Goldsmith and Pinnacle head Steve Mason, adds: "The record industry has to wake up to the fact that new UK acts are not being allowed to flourish through the absence of a strong alternative station in London. The rise of dominant US acts like REM and Nirvana is directly linked to the nurturing they receive from college radio."

Sony Music UK chairman and ceo Paul Burger, who backed the XFM format at last month's Sony sales conference, says he is pleased that Crystal

and Virgin succeeded but unhappy with XFM's failure. "I'm very disappointed and surprised," he says. "Everyone in the industry was thrilled at the prospect of a radio station genuinely committed to alternative music and to helping break British talent. This is an opportunity missed."

Chalfont refused to be drawn on the reasons behind the XFM refusal. When the station's first application was turned down a year ago, he referred to the low quality of the business plans among unsuccessful bidders.

He also denied the RA's primary objective was to extend choice. "We studied all 42 bids in detail and on their own merits. Although we take into account the choice available, other factors are studied, such as the quality of the application."

Stanley to head East West A&R

East West Records has appointed producer Ian Stanley as head of A&R. Stanley has worked as a consultant to East West for the past three years, and has just completed the new Human League album he signed to the label.

Stanley replaces Marc Fox who left two weeks ago after 18 months in the post and five years at the label. Managing director Max Hole declined to comment on the reshuffle.

Stanley is a former member of Tears For Fears and co-wrote the US number one hits Shout and Everyone Wants to Rule The World.

His credits as a producer include Tori Amos, Sisters of Mercy and the critically-acclaimed Pretenders album Last Of The Independents for which he was "loaned" to sister label WEA.

Fox, formerly with early Eighties hitmakers Haircut 100, took over as head of A&R 18 months ago when Malcolm Dunbar left the company to become managing director of Mother Records.

Fox's most notable success came with the signing of The Beloved, whose 1993 album Conscience reached number two in the charts.

THIS WEEK

4 New ray of hope for Rainbow



6 Ab Fab leads strong video autumn

8 Pink Floyd's very visible earnings



39 McLaren pays out for MacGowan



Retailers have reacted angrily to EMI's 40% increase in vinyl and cassette dealer prices for The Beatles' Red and Blue compilation albums from £7.75 to £11.08. The CD increased from £14.99 to £15.72. EMI sales and distribution director Richard Cottrell says the move was forced on them by the Beatles' company Apple. "It is part of our contractual obligation that we have to fulfil, relating to our arrangement with Apple." Meanwhile, speculation that the Beatles will release a single next year has appears to be unfounded. The release does not form part of the plans for the Beatles Anthology TV project planned for next year, according to producer Chips Chippierfield. Apple and EMI declined to comment, and it is unclear whether the Fab Four's original label, Parlophone, will have rights to any new recordings.



Kahane quits George Michael team

George Michael has finally parted company with his controversial manager Rob Kahane.

Kahane will step down, with effect from November 1, although lawyer Tony Russell and publisher Dick Leachy will continue work on the singer's continuing bid to free himself from his Sony deal.

Los Angeles-based Kahane, who met Michael as booking agent for Wham's final tour of the US in 1985, says, "Due to the pressing demands associated with launching a new record label, we realised

I would not be able to devote as much time to his career as I have in the past. Although it is very sad to end our professional relationship, we look forward to maintaining our long friendship."

The split has been expected in industry circles for some time. The credibility of Michael's court case was rocked early on when Kahane alleged Sony chief Tommy Mottola had links with the Mafia.

The hearing heard Kahane twice arranged huge loans from Sony and Michael to keep his US business afloat.

Judge Jonathan Parker later described Kahane as "a thoroughly unreliable and untrustworthy witness".

Kahane has acted for a number of acts, including a spell as personal manager for Morrissey and Jody Watley. Last year he announced a licensing deal with Hollywood Records for a label, called Acme, to help break UK acts in the US. When that filtered earlier this year, he struck a deal with BMG offshoot Giant for a new imprint, called Trauma, which he is now preparing to launch.

THIS IS THE BRAND NEW SPARKS SINGLE! (SEE COVER NEWS)

SPARKS

EXCLUSIVE! EXCLUSIVE! EXCLUSIVE! OCT. '94

WHEN DO I GET TO SING "MY WAY"?

DON'T ASK... LISTEN!

17TH OCTOBER

CD1 - (74321 23446 2) MIXES BY THE GRID AND RAPINO BROTHERS
12" & CASSETTE - (23446 1/4)

24TH OCTOBER

CD2 - (234472)
MIXES BY VINCE CLARKE (ERASURE)

17TH NOVEMBER LIVE AT THE SHEPHERDS BUSH EMPIRE, LONDON

CONFIRMED TV'S INCLUDE LIVE AND KICKING & THE CHART SHOW

ORDER NOW FROM BANG TELESALES ON 011 801 3074 40
YOUR LOCAL BANG TELESALES REPRESENTATIVE

LOOK
RECORDS

ERASURE
RECORDS

PRINCE LENDS ROYAL TOUCH TO VH-1 LAUNCH - p3

PAL
SYSTEM

ADDAMS FAMILY VALUES ON LASER DISC IS A REGISTERED TRADEMARK OF PIONEER ELECTRONIC CORP. © 1994 PIONEER ELECTRONIC CORP.

Addams Family Values on Laser Disc. A frighteningly good thing.



Addams Family Values on Laser Disc will certainly not frighten your customers away. On the contrary, with its special dealer price of £13.61 it's you who will be shocked at what a popular *thing* this is, and here are the weird and wonderful facts:

MARKET STATISTICS • \$9.5M UK box office • Laser Disc market set to increase by over 100% this year

MARKETING CAMPAIGN • Consumer press campaign • In-store POS • Nationwide PR campaign

SALES DETAILS • Dealer Price at £13.61 - the first ever for a PAL film of this kind on Laser Disc
• Release date 10th October 1994

Future releases from Pioneer LDCE include: Jurassic Park, Naked Gun 33½: The Final Insult, Beethoven's 2nd and Hard Target (also at a special dealer price of £13.61).

To place an order, please call  on 0923 816511.



UNIVERSAL

DOLBY SURROUND™

PIONEER
The Art of Entertainment
PIONEER LOGO

DIGITAL
AUDIO

WIDESCREEN

LaserDisc
The Next Home Video System

• SUPERIOR PICTURE QUALITY • CD SOUND QUALITY • LD/CD MULTIPLEX • INSTANT TRACK ACCESS • DURABLE •
(With surround sound capability)

Veterans thrilled by radio triumph

Record industry veterans Richard Branson and Chris Wright are both celebrating victory after last week's Radio Authority decision to award them new London FM licences.

The victory for Virgin London FM represents the realisation of Branson's long-standing dream of owning an FM station.

A delighted Branson says the Radio Authority decision will allow Virgin to reach a larger audience in London. "Londoners have suffered by not being able to hear Virgin 1215 properly. This will allow them to hear the station," he says.

Branson says it will not simply relay programming from Virgin 1215, but will provide London-based news, features and chat. He is unable to detail how much of the station's music will be taken directly from the AM service. It is understood that programmes such as Russ & Jon's breakfast show will be rebroadcast by the London service.

Chris Wright, who heard of the victo-

LONDON'S NEW SERVICES

CRYSTAL FM

Owner: Chrysalis Group. Format: 85% adult orientated rock/15% speech.

Target audience: 25-44 year olds

VIRGIN LONDON FM

Owner: Virgin Group. Format: 65% rock-based music/35% London-specific speech

Target: 25-44 year olds.

VIVA AM

Owner: Golden Rose Communications. Format: 35% speech, "Marie Claire on the radio" 65% contemporary pop.

Target: 30-40 something females.

LONDON CHRISTIAN RADIO AM

Owner: Charitable trust. Format: Predominantly speech on Christian beliefs and values/some hymns possible.

Target: 40-plus.

ry for his Crystal FM bid while in Mexico for an IPFI board meeting, says, "This is fantastic news. As the media capital of

UK, the London licence was very important to us. It means everything. It is the most important thing we have been working on over the last year"

Crystal's sister station Heart FM went on air in the West Midlands a month ago, but Chrysalis Radio chief executive Richard Huntingford says only one-off programmes, such as specially recorded sessions from the Chrysalis-owned Lyndhurst Hall, will be shared by the stations. Heart's managing director Phil Riley adds, "You will hear the same philosophy, but not the same programmes."

Although a date has not been finalised by the Radio Authority, the two stations are expected to go on air next summer as will the two AM stations. Viva - which will operate from the Marble Arch premises of sister station JFM - and London Christian Radio.

As expected, the two FM licences of London's market leading Capital Radio were renewed for a further eight years. Capital programming director Richard Park says, "We are thrilled."

Disconsolate at the news of their failed bid, XFM staff could not hide their disappointment at the Radio Authority's headquarters in Covent Garden on Friday. "It's unbelievable," says managing director Sammy Jacob (far right). "London has stations for jazz, country, soul, rock and pop, but alternative rock, our most exportable music genre, is not represented. "Our bid received more support and media attention than the others, and received strong financial backing from businessmen with sound, proven track records." Sharing his disappointment were: chairman Chris Parry (left), presenter Paul Anderson, presenter Janice Long and station manager Phil Ward-Large.



Prince is VH-1 turn-on

The man formerly known as Prince became a symbol of a new era at 10pm last Friday when he flicked the switch which turned on the UK's new music TV channel VH-1.

While the attendant masses turned to enthusiastically toast the launch at London's historic Roundhouse venue, the first promo on air was an exclusive preview of the new Prince track, *Dolphin*. It kicked off a first hour on air which appeared to back expectations that the station will be a televisual equivalent of Emap's Mojo magazine.

Following the Minneapolis artist with clips of Sade, Crowded House,

Luther Vandross, Rolling Stones, REM, U2, Eurythmics, Genesis and Youssou N'Dour's Seven Seconds, the new channel confirmed its commitment to a more mature taste in rock.

It is a focus which pleases PolyGram TV MD Brian Berg, who is busy lining up VH-1 for ad campaigns on albums such as The Best Of Bon Jovi.

"We will definitely use VH-1 as part of our general mix of satellite advertising," he says. "It's a much easier way of targeting an audience and it should have a strong penetration in the under-40s market." Columbia marketing director Brian Yates is equally supportive of

the channel, which he is using to advertise Roachford's Permanent Shade Of Blue.

"I guessed that the first couple of weeks would be when there would be most interest in VH-1 and that would be when the industry and the taste makers would be checking it out," he says.

How many people are actually tuning in will not become apparent for a few weeks yet, according to a VH-1 spokeswoman. But in advance of the first set of audience figures, the station declares itself more than happy after more than 300 viewers called in to last Monday's first request show, VH-1 For You.

Prince accused WEA of holding album Prince has accused WEA of refusing to release his new album, *The Gold Experience*. One of the tracks on the album, *Dolphin*, was the first to be played on VH-1 last week. The promo featured the artist with the word "Slave" daubed across his face. A spokesman for the artist says, "The album is finished and (Prince) wants it released. But his record company don't want to." The album is the first by the artist since changing his name from Prince. WEA was unavailable for comment as *ATW* went to press.

IMF shelves plans for collection society

The International Manager's Forum has called off its talks with Basco, Re-Pro, the Musicians' Union, Equity and the Incorporated Society of Musicians over plans to form a body to collect public performance royalties for performers. The move from the IMF came on Friday, the day after the five bodies issued a statement announcing plans to set up their own collection society, Manager John Glover, of the IMF, says the bodies need to reach agreement on the structure of the body to reflect the split between featured and non-featured artists. The move comes a year after the EC Rental & Lending Directive gave "creators" a right to equitable remuneration of public performance income. UK legislation is expected to be introduced later this month.

American amends Phonogram suit

American Recordings has amended and refilled its US lawsuit against former joint venture partner Phonogram. As well as accusing Phonogram of fraud and breach of contract, American, which is now licensed internationally to BMG, alleges fraudulent accounting, restraint of trade and interference in contractual relationships. A Phonogram source says its US lawyers are considering the company's response.

New Nirvana videos scheduled

MCA will release the first Nirvana video, *Live! Tonight! Sold Out!*, on November 14. The 85-minute title comprises 16 tracks, and live and TV footage of the band including appearances on *Top Of The Pops* and the Jonathan Ross show. The release will follow two weeks after Verse Chorus Verse, which features the band's MTV's *Unplugged* performance recorded last year. The video will be promoted alongside ads for the album in the run-up to Christmas. The two releases follow the suicide of lead singer Kurt Cobain in April.

Queen fan club launches charity drive

The International Queen Fan Club is launching a national street collection to raise funds for the Mercury Phoenix Trust next month. Members of the fan club will kick off the collection in central London on November 15, with each donor receiving a small sticker emblem of Freddie Mercury emblazoned with the motto, "The Mercury Phoenix Trust. Fighting Aids worldwide". The trust was set up in 1992 by Brian May, Roger Taylor and Queen manager Jim Beach to distribute funds from the Mercury tribute concert at Wembley Stadium.

Early exit for Radio Authority's Baldwin

Radio Authority chief executive Peter Baldwin has quit his position at the body, six months early. Baldwin, who is due to leave the authority at the end of next year, will now leave on June 30. He refuses to comment on circumstances of his departure besides saying, "There comes a time in every situation where there is a right moment to leave."

EMI writers meet at secret venue

EMI Music Publishing stages its first UK Writers' Week at a secret location in Devon this week. The seven-day event, which begins on Wednesday, is aimed to bring together the publisher's writers to encourage co-writing. Cathy Dennis, Chris Difford and Glen Tilbrook, Garry Christian, Frances Dunne, Jamie Petrie, Jon Lind and Phil Roy are among those expected to attend.

Another Radio Authority gaffe

With the announcement of the new London franchises on Friday, the Radio Authority has, yet again, not only turned its back on the music industry but also on its brief to expand listening choice. Crystal FM may well be a success. Virgin 1215 has already shown there's a market for rock aimed at the older listener. But why on earth do we need both to occupy valuable FM frequencies? And worryingly, for a record industry which has still yet to turn the corner A&R-wise, both seem to put more focus on rock's past than its future. That's why it is a tragedy that once more the authority has passed over XFM. Sammy Jacob and Chris Parry deserved to win because they are first and foremost passionate music fans who are committed to new music. We have nothing against Crystal FM with its standard fare of Simply Red, Eric Clapton and Fleetwood Mac or Virgin 1215 with its targeted older demographic. But ultimately both are in the business of selling advertising. They are not in the music business at all. Lord Chalfont - Thanks for nothing.

The ads that really stand out

Cutting together a few promos and ending on a packshot has always seemed the obvious way to create a TV ad for music. But these days the TV market is so crowded, and there's so much duplication of tracks, that the ads and the products they sell are often indistinguishable. Three cheers then for those labels which are increasingly coming up with original treatments for commercials. The Chrysalis 'interference' break for Sinead O'Connor and RCA/Deconstruction's stunning new ad for Kylie are prime examples of the way forward.

There's no earthly reason why one of the UK's most creative businesses shouldn't turn out some of the most creative ads around.

Steve Redmond

PAUL'S QUIRKS

Catch this high wire performance

Any indie with a real interest in the music business can't afford to miss the Bard roadshow, especially if the new Bard chairman, Charlie McAuley (Woolworths' music chief), is appearing at their local venue.

It will be interesting to see how someone who has little or no experience of running a small independent store can relate to the everyday problems of more modest retailers. It should also be most entertaining watching a man put his head between a lion's jaws.

Regional meetings provide members and non-members with an opportunity to influence the Bard Council and stress that our aims as indies don't always correspond to their key objectives.

Source tagging may be of little interest to the average indie, but late deliveries and pathetic returns procedures cost us money and dealers want something done about it.

Bard has lined up its top guns for this tour so don't miss the opportunity to have your say on the future of retailing.

Nice one, Warners

Congratulations to Warner Music on its brilliant new catalogue. Everyone here was impressed, and that takes some doing. It certainly did its job and we spent much of a morning leaning through it picking out old favourites and forgotten masterpieces from yesteryear to put back into stock.

The colour illustrations do make a difference. Just leave it open on the counter, watch your customers' reactions and collect a listful of orders. I'd like to bet that Warner notices a significant upsurge in back catalogue sales over the next few weeks.

Other majors please take note.

Paul Quirk's column is a personal view

New ray of hope for The Rainbow

The new owners of historic venue The Rainbow are searching for a music business partner to operate the north London site, which closed in 1981.

Property developer Laurence Kirshel paid an undisclosed sum earlier this month to purchase the venue from religious sect New Rainbow Trust through a joint venture set up with property group Prior pic.

Kirshel, who also owns the site of the original Marquee club in Soho's Wardour Street, says, "We are now looking for a partner to operate and promote the venue. It could cost as much as £4m to bring it up to scratch, but the investment will depend on what we do with the site."

Kirshel says that discussions have already been held with the Brixton Academy.

He says plans remain flexible for the celebrated venue, which opened as The Astoria in the 1920s and hosted gigs during the Sixties and Seventies by the likes of the Beatles, David Bowie and The Clash.

The installation of recording facilities is among the options being considered, but Kirshel adds, "Unlike previous owners, we are determined to reopen the Rainbow as a live entertainment venue. The way forward lies in persuading Islington Council and the local residents."

Last year two north London business-

men, operating as Rebel Force, leased the site in an attempt to open up the 2,000 capacity foyer as a club. Although they obtained a music and dance licence, their application for a drinks permit failed after lobbying by residents.

Kirshel says that Islington Council has to decide whether it will allow the Grade 2 listed building to open again or "grind away".

Kirshel also owned the site of Ronnie Scott's jazz club in Soho for several years. He says that the old Marquee site is being overhauled with the aim of opening a restaurant/live venue with lifestyle entrepreneur Terence Conran next year.

Gardiner warns of classical logjam

The classical industry is in danger of flooding the market with releases, conductor John Eliot Gardiner warned at the Gramophone Awards last week, writes Phil Sommerich.

Gardiner, receiving the award for Artist of the Year at the Dorchester on Thursday, said record labels may "drug themselves with too big a dose" of new releases, and warned against the "endless repetition of the same old warhorses" of mainstream repertoire.

Gardiner, who records principally for Philips and Deutsche Grammophon, said companies need to concentrate on albums that capture the excitement and innovative spirit of live concerts.

The awards saw Polish pianist Krystian Zimmerman receive the Record of the Year and Instrumental awards for his Deutsche Grammophon recording of Debussy Preludes, and the Tallis Scholars recording of a mass by De Rore with both the Early Music award and the People's Choice prize after a poll conducted by Classic FM and WH Smith.

EMI's 4m-selling worldwide hit Camilo Gregoriano album won the Bard prize for Best-Selling Record, while 20-year-old Siberian violinist Maxim Vengerov was named the Young Artist of the Year. Although Deutsche Grammophon collected four awards, classical independents scored highly, scooping seven prizes.



Conductor Klaus Tennstedt won the award for Lifetime Achievement at the Gramophone Awards at London's Dorchester Hotel on Thursday. It was a rare public appearance by Tennstedt (pictured left with Gramophone editorial director Chris Pollard), who has been absent from the concert platform for some 18 months because of ill health.

Virgin in to reopen Megastore part 1

Virgin Retail unveils the first stage in the £10m rest of its flagship Oxford Street megastore next month.

The retailer will mark the opening of its new 18,000 square foot Videodrome video department on November 15, with a personal appearance by comedy actor Henry Healy. He will also launch the Oxford Street Christmas lights on the new store at 6pm two days later.

The new Videodrome department will be three times the size of the store's existing video area, at more than 16,000 sq ft. It will stock more than 70,000 units.

The Videodrome will be the first section

of the Megastore to be reopened since work began in March to turn the complex into the biggest entertainment store in the world, covering a total of 66,000 sq ft of trading space. The Oxford Street branch of HMV currently holds the world record with 50,000 sq ft.

London's busiest retail location, Oxford Street was brought to a complete standstill last weekend as the 200-foot fence being used in the redevelopment was moved out of the store.

The operation took 19 hours and blocked off traffic for the whole of Sunday. The development is expected to be completed by Easter.

Nolan joining Total's Bespoke

The Total Record Company has recruited former PolyGram catalogue marketing manager Bob Nolan to oversee its launch into spoken word.

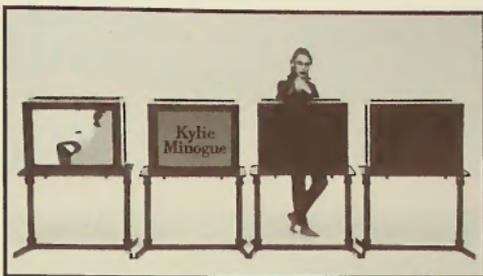
Nolan becomes managing director of new sales, marketing and distribution company Bespoke Audio, whose first signing is comedy label Laughing Stock.

First release will be the new Red Dwarf cassette, *Better Than Life*, read by Chris Barrie, out today (Monday).

Sales director Tony Patoto - newly promoted from general manager - says, "Spoken word offers huge sales potential and that is already evident from the interest shown by retailers."

Total last week unveiled its Christmas releases, including a TV-advertised Mr Blobby album, Classic House Vol II, Trans Europe Express III and Hue and Cry's Showtime.

Increasing competition among TV advertised titles as Christmas approaches is forcing labels to be more creative with their ads. Breaking from the tradition of simply compiling promo clips, RCA/Deconstruction has filmed a custom-designed TV ad for Kylie Minogue's self-titled album. The ad, launched last week, was shot at a secret London location earlier this month by leading fashion photographer Terence Donovan, the man responsible for creating the mould-breaking promo for Robert Palmer's *Addicted To Love*.



Rivalry intensifies between TV labels

TV labels are preparing for battle in what promises to be their busiest Christmas season for years.

Besides newcomers such as Telstar-financed Vision Music and BMG-backed Global, established companies such as Telstar, and PolyGram TV are expanding their release schedules.

SonyGram TV's head of broadcast marketing Brian Berg says, "I've never known it so busy." His label is spending around £6m on eight releases including the Best of Dance Zone 94, Ultimate 80s Ballads and greatest hits packages from Hank Marvin & The Shadows and Michael Ball.

Telstar is spending £4m on TV marketing this autumn, says a spokesman, with a "substantial" increase on last Christmas including Best of Dance '94,

The Greatest No 1s Of The 60s and Foster & Allen's *Songs We Love To Sing*. And Dino plans four national TV-supported albums: the 40-track double set *Rock Anthems*, a reissue of *The Very Best Of That Loving Feeling*, and the latest in its All Woman and Dance Massive series.

Mario Warner, newly-appointed managing director of Dino following Mark Rosenfield's move to set up Global last week, says the increased competition means only the best titles will survive. "We have to concentrate on quality because consumers are naturally becoming more selective," he says.

The competitive market has led to frequent track duplication. Columbia's *The Ultimate Rock 'N' Roll Collection* and Virgin's *The Best Rock 'N' Roll Album... Ever!* have 11 tracks in common.

Vision's joint managing director Mark Williams agrees the standard of each title is ever more critical, "because of the crowded market we're aiming for a quality approach," he says.

The label is spending £850,000 advertising its first five albums, including Doris Day's *The Love Album and Classic Rock*, London Symphony Orchestra (October 31) with *Big Time Dance Mix*, Paul Young's *Reflections* and *Big Time Reggae Mix* following in November.

Mark Rosenfield, currently working his notice at Dino, says Global will release its first two albums next month, "an MOR collection and a teen compilation which won't be dance-based", while Chrysalis Group's *The Hit Label* has one TV-merchandised release this autumn, *The Very Best Of Country Music*.

Songsheets by fax service set for British debut in late October

Sheet music by fax will become available for the first time from late October 26 through a new service offered by publisher Music Sales.

Music By Fax will give A&R men and musicians access to 1,000 songs using a new premium rate British Telecom 0897 number.

Users will hear an answerphone message asking them to input an order number from a catalogue. The sheet music will then be sent direct to their fax machines.

The technology has been used by the US financial industry for three

years. Calls will cost £1.50 a minute, so a three-page song set will cost around £4.50, including all royalty fees.

Music Sales marketing manager Philip Glassborow says the service "is not designed to take trade away from shops but to give access to rare and hard to find songs."

Cooltemp's director of A&R Ken Grunbaum says the service will save time for record labels and publishers. "Anything that speeds up the process of getting songs is great." Music By Fax will be available on 0897 100 200 from October 26.

Gump fights Disney for the Lion's share

The Lion King and Forrest Gump albums are expected to push soundtrack sales to previously uncharted heights over the coming months.

The releases ranked one and two on the US album chart for five weeks this summer, and Phonogram plans a national press campaign and co-op promotions with distributor Buena Vista to support the Lion King album, which has sold around 6m copies in the US.

Epic Soundtrax is launching a TV sales campaign on October 17 for the Sixties and Seventies Forrest Gump compilation, and WH Smith co-ops the week after.

Televised Aids benefit takes shape

Suede, Pulp, Neneh Cherry and Alison Moyet are to perform in a 90-minute AIDS charity concert being recorded for ITV next month.

Hosted by Holly Johnson, Live At The Lighthouse will be recorded at London's Lighthouse Aids centre on October 31 for transmission by Britain in January and the ITV network in spring. The brainchild of Brits' producer Malcolm Gerric of Initial TV, the concert

will feature artists either in an acoustic setting at the Lighthouse's restaurant or a live set on the band stage in the former's Ian McKellen Hall. Other performers due to appear include St Etienne, Ride, Everything But The Girl, Carleen Anderson, and Juliet Roberts.

The event has been endorsed by the Musicians' Union and the BPI and sponsored by Levi Strauss. The organisers hope extra cash will flow from inter-

national television sales through 3DD Entertainment.

The first pilot of Granada Television's new music show *Tip Top* TV attracted around 700,000 viewers in the Granada, Central and Carlton regions on September 29, say the show's producers. *Tip Top* TV features DRUM, Let Loose, Eekabell and Eternal and was presented by Kid Tempo and Ginger Prince from London radio station Radio Tip Top.

NEWSFILE

Garfield lands Polydor US presidency

Former EMI A&R director Nick Garfield has been confirmed as the new president of Polydor Records US. The label is relocating to Los Angeles as part of the disbanding of PolyGram Label Group. Garfield will continue running Atlas, the Polydor label imprint he founded last year. He will now report to A&M Records president Al Cafaro, with all marketing, promotion, publicity and sales functions handled by A&M.

Stars line up as Q Awards judges

Johnny Cash, Michael Hutchence, Peter Gabriel and Neil Finn have been confirmed as judges for the 5th annual Q Awards, being staged at the Park Lane Hotel on November 9. The four will be joined by MTV's Brent Hansen, John Hegarty and producer Jim Steinman. Q editor Danny Kelly has been confirmed as the host of SoundBite, Radio One's new magazine programme which goes on air for 22 weeks starting on November 10, between 9 and 10pm.

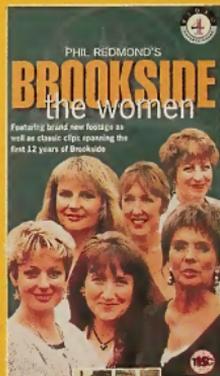
UK firms set for Midem '94

Over 40 UK exhibitors are set to attend Midem in Cannes between January 30 and February 3 next year. Several new music companies, including IMP Classics, Pulse 8, Champion Records and Mo's Music Machine have confirmed that they will attend for the first time, along with previous participants Pickwick, THE, Castle Communications, MCI and BMG Music Publishing.

Prospective stars set to spangle

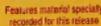
Marion, Shriek, Goya Dress and Finch will all play at London's Dublin Castle venue tonight (Monday) to launch Spangle Records. The first release on the label, set up by NME journalist Simon Williams, is the limited edition Club Spangle EP, featuring one track from each of the four bands. The label is distributed by SRD in association with Damaged Goods Records.

If you want to know the truth,
ask the women.



National TV tagging after Brookside
Extensive national PP coverage

Contains limited Edition colour poster
Music marketing campaign



Features monthly specialy recorded for this release

Available on video from 7th November 1994

INNOVATION

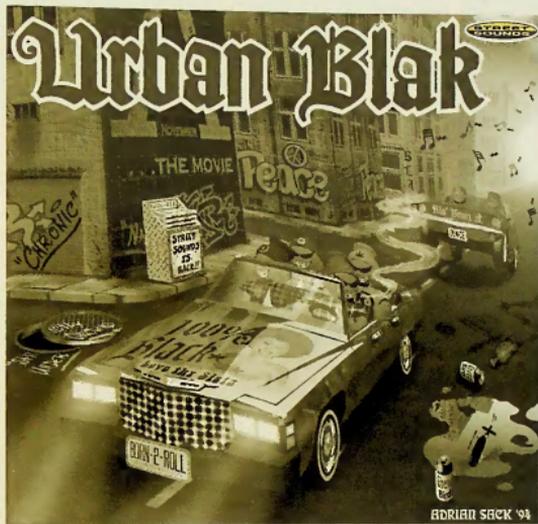
CHRYSLIS GROUP
Building 4th Floor, 100
Cherry Street WCC, London
WC2E 2HJ



VIDEO PUTS FAITH IN FILM AND COMEDY - pg 11



THE BEST COMPILATIONS IN THE WORLD? ... PROBABLY.



URBAN BLAK . . . YOU SPOKE, WE LISTENED.

BLACK MOON GANGSTARR MCM MASTERS AT WORK
NSO FORCE AALIYAH CHARLENE SMITH KRS ONE
OMAR BROOKLYN DODGERS BIG DADDY KANE BLACK GIRL

WORD.



Call this number now
for your choices on
the next StreetSounds
release . . .
0891 600580

MONDAY 17th OCTOBER. STREETSOUNDS IS BACK

Are you sure you've ordered enough of Urban Blak ?

Distributed by The Total Record Company via BMG (UK) Ltd. and exclusively promoted by Phuture Trax.

ORDER THRU' BMG TELESALS OR YOUR FULL FORCE REP.
STREETSOUNDS. Another Beechwood Music label

SHOWTIME

When Pink Floyd's *The Division Bell* show opens in the UK this Wednesday it will be identical to their European stadium tour in all aspects but one — it will be indoors.

After six months touring 70,000-plus-capacity stadia across Europe, the band play under cover for the first time at London's 15,000-capacity Earls Court arena.

A summer skipping around the US to avoid the venues preoccupied with the soccer World Cup earlier this year resulted in the European stadium dates being timed to dodge the autumn football season.

But, as soccer kicked off across Europe, booking agent Neil Warnock, of The Agency, was forced to schedule the final leg of the tour indoors. And London was the only option, says UK promoter Andrew Zweck, of Harvey Goldsmith Entertainments.

"Earls Court was the only place in all of Europe where you could take an outdoor show, a 200-foot stage, and drive it in," he says. "It only just fits, with one foot either side to spare."

Pink Floyd's production director, Robbie Williams, who has been with the band since they toured Britain's universities and halls back in 1972, acknowledges that the tight fit does raise some problems. "We use 16 and 80 tonne cranes to put the stage up. When you are doing that in an enclosed space like Earls Court — particularly when there is a swimming pool underneath it — it does cause problems.

"But it won't be all that different from the European shows," he says. "The London shows won't have all the pyrotechnics. The fireworks on the top of the stage would blow the top off Earls Court. But that is really the only way it has been scaled down."

The mammoth task of transforming the London venue began on Saturday — just one day after the previous occupant, the Food Ingredients trade show, moved out — as a crew of 200 began constructing the 200-foot stage from some 750 tons of scaffolding.

By the time the show opens, at 8pm on Wednesday, the full domed stage, laser systems and 70mm film projector — used to project short films by long-time Floyd collaborator Storm Thorgerson — will be in place, almost exactly as it has appeared to 1.8m fans across Europe this summer.

Williams argues that the move indoors will give UK fans a more intense live show: "The last tour was originally set to be an arena tour, but ended up playing mostly to stadiums because of the demand. When we took it inside we got the best audience reaction."

The Floyd's long-standing fans will also be grateful for the increased comfort an indoor arena can offer, Williams admits. Although Warnock insists many of the band's fans are much younger than might be expected — a point well in evidence at the opening European date in Lisbon — their long-standing supporters have grown out of the outdoor festival-style venues.

Says Williams: "A lot of Floyd's fans are middle aged now and would much rather go and sit it out in a reserved seat than stand in a field."

ANALYSIS



The greatest show on Earth? Nick Mason, Dave Gilmore and Rick Wright relax as the 200-foot-wide *Division Bell* stage set takes shape

Pink Floyd: very visible earners

If proof is needed that UK artists can still rule the globe, Pink Floyd are. When the trio bring their first tour for six years to the UK this week, they will be capping one of the most successful years in their 27-year history.

Five months after its April release, *The Division Bell* is established as an international phenomenon. It is number one in every territory in Europe, selling more than 2.5m units, and it has sold 2m in the US, where it stood at number one for four weeks.

Floyd's tour has dominated the concert circuit this summer, grossing an expected \$55m from 43 shows in front of 2.1m people in Europe and an estimated \$70m from 57 US dates in the spring.

But, to EMI UK managing director Jean Francois Cecillon, Pink Floyd are still sadly undervalued in their home country. "People tend to forget how big they are," he says. "The biggest concert act and CD-selling act in the world right now is a British act. And it's not the Rolling Stones, it's Pink Floyd. We should be proud of this fact."

Just before they take the Earls Court

stage on Wednesday to kick off their record-breaking 14-date residency, Pink Floyd will be presented with a double platinum award for 600,000 UK deliveries of *The Division Bell*. And by January EMI aim to push the album beyond 1m sales and confirm it as the biggest new studio album by a British act this year.

Already the album is established as a classic Floyd release to rank alongside *Dark Side Of The Moon* and *The Wall* — or at least that's what EMI UK is aiming to convince the public.

A spring market research study of Floyd fans gave the label an insight into how to promote the album, says EMI UK marketing director Ian Ramage. "It suggested the Pink Floyd audience is a lot more mature than a pop audience, more responsive to an album that has been around for a while. So the overriding message of the campaign is to establish *The Division Bell* as a Floyd classic."

This is the theme of the new TV promotion, which highlights *The Division Bell* beside the band's back catalogue, which began to be reissued on CD in

July. Repackaged and remastered in consultation with the band, the latest four titles are due out today (Monday).

The campaign launches on Thursday with a slot in the middle of *News At Ten* to accompany the press coverage for the first UK dates, says Ramage. "We did consider a slot in Wednesday's *News At Ten* — the night of the first Earls Court show — but figured there will be editorial coverage there anyway."

The week-long solus TV burst will be followed by a co-op TV campaign with Woolworths (tying in with the second single *High Hopes/Keep Talking* next Monday), Virgin 1215 ads and perhaps a cinema campaign for Christmas. And Storm Thorgerson's dual-head design for the album sleeve is being made in 3D in Cromwell Road as part of a 48-sheet poster campaign from next week.

To Ramage the aim is simple. Floyd have already sold millions of albums, but there is still room for growth. "All the *Dark Side Of The Moon* buyers might buy *The Division Bell* or one of the others," he says. "That's many millions. Three million to be precise."

▶▶▶▶▶ WHOLESALE AND DISTRIBUTION SUPPLEMENT - p10 ▶▶▶▶▶

SHADES OF RHYTHM

THE WANDERING DRAGON

Released 24th Oct.
Order Now From Warners



12"
MC
CD

RECORD MIRROR
No. 2
DMC UPDATE No. 2
DJ MAGAZINE No. 1
BPM SATURDAY
8th OCT.
6 PETE TONG PLAYS

THE SUPERB NEW ALBUM FROM

GLORIA ESTEFAN

HOLD ME
THRILL ME
KISS ME

RELEASED 17TH OCTOBER



13 TRACKS INCLUDING THE HIT SINGLE

TURN THE
BEAT AROUND

THE CAMPAIGN

TELEVISION

NATIONAL GMTV W/C 17TH OCTOBER

HARLECH W/C 17TH OCTOBER

SCOTTISH W/C 24TH OCTOBER

GRAMPIAN W/C 24TH OCTOBER

BORDER W/C 24TH OCTOBER

LONDON W/C 31ST OCTOBER

ANGLIA W/C 7TH NOVEMBER

CENTRAL W/C 14TH NOVEMBER

MERIDIAN W/C 21ST NOVEMBER

NATIONAL ITV 1 W/C 14TH NOVEMBER

RADIO

CAPITAL FM

- PROMOTION W/C 31ST OCTOBER

- SPOTS W/C 7TH NOVEMBER

NATIONAL PRESS

THE DAILY EXPRESS · THE MAIL ON SUNDAY

RADIO TIMES · Q MAGAZINE

THE EVENING STANDARD · TIME OUT

POSTERS

LONDON UNDERGROUND W/C 17TH OCTOBER

DISPLAY

STRIKING POINT OF SALE MATERIAL



CD · MC · LP · MINIDISC · 477416 1 · 4 · 2 · 8

ORDER NOW! FROM SONY MUSIC TELESales. TEL. 0293 995151

the Total Record Company.

Distribution, Sales, Marketing, Manufacturing, Copyright Accounting
and
Foreign Licensing -
In fact,
everything you need to be successful!

To help increase your chances of success - just call
Henry Semmence
or
Tony Patoto
on
071-978 2300

the original and still the best.

WHOLESALE & DISTRIBUTION

With just 60 shopping days to Christmas – 70 if you count Sundays – retailers are gearing up for potentially the most profitable autumn ever, boosted by strong release packages from both major and independent labels. But the key to their profitability lies with the efficiency of distributors and wholesalers who have to ensure that product is delivered bang on time to meet customer demand.

And it's not just a question of keeping stores well stocked with chart material. The best distributors are able to perform across the entire spectrum of music they handle in stores. A number of large distributors have recently restructured their businesses in order to provide a better service all round. Pinnacle, RTM and Vital, for example, now have dance offshoots with experts who understand the genre. Meanwhile TBD's change to THE (Total Home Entertainment) offers retailers swifter access to its vast range of product lines, across all formats. Distributors believe that their pro-active approach means that no one will be let down during this year's hectic peak sales period.

TAKE CARE OF A SERVICE BUSINESS

EFFICIENT DISTRIBUTION PAYS DIVIDENDS FOR BOTH RECORD COMPANIES AND RETAILERS. SUE SILLTOE REPORTS ON PREPARATIONS FOR THIS YEAR'S PEAK SALES SEASON AND THE LATEST INNOVATIONS BEHIND THE SCENES

This autumn sees more music product released across more formats, with the potential to net an increasingly wide and fragmented consumer base. Distributors, as well as their retail customers, are having to rethink their approach to service. At leading wholesalers and distributor THE (Total Home Entertainment – formerly TBD), a new name is reinforcing the message that the company has restructured to provide a comprehensive service.

Marketing controller Barbara Buckley says that by combining Total Books with Terry Blood Distribution, the company now offers retailers access to over 100,000 product lines including 30,000 titles on CD, cassette and audio books, 53,000 book titles and 14,000 video titles.

"Retailers are increasingly looking at other products that they can sell alongside music," she says.

"The business is becoming much more multi-media based and it is our aim to offer independent and multiple retailers the best possible access to every product line they may want to stock.

"We have some very strong releases coming up this autumn, spanning music titles from REM, Cliff Richard and The Carpenters through to high quality biographies and film and TV tie-ins such as the Jurassic Park book and audio book."

At Sony Music Operations, restructuring has involved taking a hard look at the quality of service offered.



PICKING THE HITS: WITHOUT SKILLED ORDER STAFF, CHAOS CAN RESULT

Customer liaison has been upgraded and, with the appointment of Jan Gach as senior director of operations, there is now just one person responsible for ensuring that retailers and labels get consistent quality.

Gach says, "Sony has some great product coming out this autumn, including releases from Michael Jackson, Jamiroquai, Mariah Carey and Pearl Jam. We have a responsibility to be efficient so that dealers can maximise their profits with this kind of product."

This means careful resource planning, adds Gach, so that the company can cope efficiently with peaks in demand, and yet still offer a fast, flexible service.

Diversification is at the top of the agenda for distribution company Sound & Media, and its

new partnership with the Virgin Group will help power expansion in the long term.

Sales director Phil Worsfold says, "We have clear-cut divisions within our operation which span traditional label distribution, audio and video overstocks and deletions and merchandising tailored to non-traditional outlets. We've just released 10 spoken word titles on our label Telling Tales and we're planning a mid-price range in the near future."

Sound & Media currently stocks over 8,000 different product lines, and is offering Christmas discounts on some bulk purchases.

"At the end of October we're taking our showroom on the road to major cities so that retailers can see exactly what we have to offer," says Worsfold.

PERSONAL



MOST FLEXIBLE DISTRIBUTOR -
"music week INDUSTRY SURVEY '94"

CHRISTMAS COUNTDOWN

An important seasonal strategy is to draft in extra telesales and warehouse staff to ensure that those important orders are delivered correctly and on time. Most distributors try to guarantee next day delivery, provided orders are phoned through in good time to meet the last Securicor pick-up of the day, usually at around 6pm.

Here is a rough guide from Vital and wholesale/distributor THE to what happens to an order once the retailer puts down the phone:

2pm: Although telesales staff work until 6pm, in the run-up to Christmas, orders should be phoned through before this time to ensure next day delivery.

2.05pm: Telesales staff enter the details of the order directly into the computer. Once this has been done, they push a button and the order then transfers to the warehouse where it is printed out as a picking list.

2.06pm: Each customer's picking list is dealt with on a first come, first served basis. On extremely busy days the order may have to wait in a queue, but most companies aim to allocate each order to a picker as soon as it arrives in the warehouse. Large orders are split between a number of pickers and amalgamated at the packing stage.

2.15pm: The picker pushes a trolley around the warehouse and leads up with the correct product. Most distributors operate constant stock replacement systems, but if there has been a rush on one particular



INSIDE THE WAREHOUSE SYSTEM: PICKING AND PACKING

product the picker may have to collect the item from bulk storage. This should take five to 20 minutes, depending on the order size.

2.35pm: Professional packers take

over, checking the order and packing it so that it isn't likely to be damaged in transit. This should take about five minutes.

2.45pm: The packed and labelled order is transferred to the Securicor collection point. Most large distributors have three Securicor pick-ups a day.

6pm: Usually orders have to be ready for Securicor collection by this time to ensure next-day delivery, but in the lead-up to Christmas large distributors and wholesalers – including Vital and THE – organise an extra pick-up between 7.30 and 8pm.

► To compete effectively, distributors recognise that breadth of product is often as important as depth. At the Total Record Company, managing director Henry Semence says the company's recent expansion into Europe through its General Overseas foreign licensing division means it now has access to European product that was previously unavailable in the UK. "This is not likely to have a huge impact yet," he explains. "But we are building on it and

anticipate that it will eventually benefit specialist retailers."

In the meantime, Total is pushing its current releases from independent labels signed to the company. These include Trance Europe Express Volume 3 from Volume, Classic House Masterscuts Volume 2 from Bockholm, Hue & Cry's Showtime on Permanent, Blues & Soul Essentials on Blues & Soul and even the Mr. Blobby album, which is due out soon on Destiny.

PROGRESSIVE



EMBRACING NEW TECHNOLOGY
E.D.I. + EROS - AUGUST '94

Semence adds: "We have a huge catalogue that covers everything from Black Lace to John Martyn and The Fall. Because the emphasis at Total is on getting it right, not every potential client is accepted, but those that we have our guaranteed complete support in terms of marketing, sales and distribution.

"Our long term relationship with BMG for distribution means we can make sure even the smallest label has a chance to slug it out with the big boys in high streets up and down the UK."

Another distributor making changes this year is Koch International, which specialises in the classical, folk and jazz genres. Rashmi Patani, sales and marketing manager, says the company recently updated its computer systems and begun using the Electronic Data Interchange system to enable it to communicate with retail outlets such as WH Smith.

"We celebrated our fifth year in the UK this August, and as part of our commitment to the quality of service we offer our customers and labels, we have opened a £200,000 warehouse and office complex in West London," he says.

"The warehouse is fully automated, which means it can meet its target of 24-hour delivery on orders placed before noon and 48-hour delivery on orders placed after that time."

Retailers looking for eclectic material, often from overseas, may well find what they want in the ELSE Distribution catalogue. General manager Chris Dors says the company specialises in short-run items that larger distributors don't generally stock because they have no minimum sales need.

He explains: "Our policy of not picking and choosing certain releases on a label but taking everything, and not demanding exclusive rights, has attracted some of the larger foreign labels. We have approximately 40 labels under our wing, and we are keen to expand, especially as we are considering joining the Eros system. We're aiming to give retailers a maximum amount of

THEME FROM THE ACCLAIMED CHANNEL 4 TV SERIES



ALSO INCLUDES PURSUING THE SUN
BY THE CENTRAL PHARMACIUM OF CHINA

USING INDEPENDENT DISTRIBUTION, AND CHANNEL FOUR'S SWIFT REPEAT OF THEIR RECENT SERIES ON CHINA, THE SOUNDTRACK TO BEYOND THE CLOUDS LOOKS SET TO REAP A CROSS-MEDIA PROMOTION BONANZA FOR TARGET RECORDS

choice in the labels we offer."

With Christmas just around the corner, all major distributors are laying on extra staff in readiness for the busy time ahead.

Alan King, operations manager at the UK's largest independent distributor, Pinnacle, says the company has its own pool of temporary staff – all of whom live locally – and they are called in as they are needed throughout the year. He says, "Between September and January we hold a weekly planning meeting so that we can assess how many extra staff we need. During this period we usually take on temporary staff five days a week and run longer shifts so that we can ensure retailers' orders are delivered the following day, provided they are phoned through before 9pm."

King says that as a consequence of joining the Eros system (see p31) Pinnacle will be able to handle telephone orders much faster this year because telesales staff won't be under so much pressure. He explains, "We handle over 200 independent labels, and at any one time we have over 25,000 titles on our 'live' catalogue. All of these are now available through the Eros system and so a lot of retailers are ordering via computer, which helps free our telesales staff to take phone orders from those retailers who are not on Eros. This will be particularly beneficial for independent retailers who are not on Eros."

At Pinnacle every order is handled at a first come, first

served basis, King stresses, regardless of order size or who the retailer is. "Some distributors may operate a ranking order, but we certainly don't," he says. "We treat all our customers in exactly the same way. In the run-up to Christmas we will be aiming for next-day delivery wherever possible and we will guarantee that up to December 22 – and hopefully on the 23rd as well."

Pinnacle is not alone in aiming for next day delivery. All the distributors are trying to guarantee this service, provided orders are phoned or faxed through in time to meet the final Securicor van. And many distributors are organising later Securicor pick-ups so that retailers will be able to order even later in the day.

Dennis Woods, operations director at Warner Music UK, says: "With product from Juni Mitchell, Madonna, Prince, Eric Clapton and Tom Jones coming along, I believe we are going to have an exceptionally busy quarter. We are also circulating a new, full-colour catalogue which will really help our sales force and is likely to generate a lot of back catalogue interest."

To cope with the anticipated rush, Warner is employing extra warehouse staff, putting in place extra shifts and opening on Sundays. Woods adds that the pre-Christmas period is no time for complacency. "We have always managed before, but if anything is going to go wrong, this is when it's likely."

Distributors are also putting more thought into planning their resources. Russell Richards, ►

MORE DISTRIBUTION PAGE 29 >>>>

● Take That score fifth number one ● Still-strong REM hold albums crown

CHART FOCUS

After settling for a number three hit with *Love Ain't Here* three months ago, **Take That** return to the top of the chart with their brand new hit *Sure*.

The band's fifth number one - a total exceeded by only eight acts in the whole of chart history - it gives BMG the singles crown, ending a 21-week reign for PolyGram, first via Manchester United, then Wet Wet Wet and Whigfield.

With UK singles sales at very healthy levels, no single sold more copies in any country in the world than *Take That* said in the UK last week, their 100,000-plus tally easily beating Boyz II Men's US sales, which are now down to about 70,000 a week, as they stretch their run at the top to eight weeks. Whigfield's UK sales also exceed this; the Danish star continues to bring home the bacon, and has now sold more than 400,000 copies of Saturday Night in five weeks.

Manic is an appropriate description of the workrate and radio schedule maintained by the **Manic Street Preachers** since they made their chart debut in 1991. They have since put together a run of 15 hits, all but one of them reaching the Top 40. The latest is *She Is Suffering*, which debuts this week at number 15.

Another two hits and they will overhaul *The Alarm* to become



Back in 1983, Cliff Richard's career was sufficiently advanced for EMI to assemble his first hits package. It peaked at number two, and was swiftly followed by eight further hits collections which all charted. His latest career overview is provided by *The Hit List* which fails to unseat REM's still-strong *Monster*, but debuts this week behind *The Cranberries* at number three. A 37-song double issued to celebrate Cliff's 35 years as a hitmaker, it's likely to remain high in the chart until the end of the year, but not much beyond, since EMI has already decided to delete it on New Year's Eve.

Wales' most charted rook band.

The singles chart will be 43 years old next month, and in that time there have been nearly 19,000 chart hits by over 4,600 acts.

Abba moved to the top of the list, alphabetically speaking, in 1974, and have stayed there ever since. But now they have been replaced by rising star **Ashiyah**, whose latest single (*At Your Best*) You Are Love debuts this week at number 27.

A protégé of the increasingly ubiquitous R Kelly, **Aaliyah** wasn't born until two years after the song, originally entitled simply *You Are Love*, was an Isley Brothers album track.

As Lulu (*Shout*), The Christians (*Harvest For The World*), Rod Stewart (*This Old Heart Of Mine*) and The Housemartins (*Caravan Of Love*) will attest, recording of songs initially associated with the Isley Brothers, or their Seventies spin-off Isley Jasper, Isley, is a good career move - and it's also made by **Cooper**, another emerging talent whose cover of *Remember* also debuts this week at number 73.

It's not just in the UK that **Wet Wet Wet**'s version of *Love Is All Around* is in the running for biggest seller of the year - but coast Sweden and Ireland out of the equation. In Sweden, it did reach number one, and sold over 40,000 copies, but its reign at the top was ended prematurely by Rednex, a local group whose single *Cotton Eye Joe* has sold around 70,000 copies to date. And, in Ireland, *Love Is All Around* was prevented from reaching number one by the tenacious Bill Whelan hit

Riviera, which spent 8 weeks at the summit in the public, selling an incredible 85,000 copies.

Alan Jones

SALES AWARDS

- **Platinum:** Aerosmith: *Get A Grip*; REM: *Monster*
- **Gold:** Various: 100% Hits; Various: *Dance Level*
- **Zone 3:** Cranberries: *No Need to Argue*
- **Silver:** Massive Attack: *Protection*

AIRPLAY ADDS

Radio 1 FM: wk 10.10.94. A List: Music Relief 94 *What's Going On* 16; **UK:** China Black - *Stars*; Eternal - *Oh Baby I*; Donna Summer - *Money Of My Love*; Real McCoy - *Another Knight*; Nirvana - *About A Girl*; Sheryl Crow - *All I Wanna Do*; **N List:** Terence Young - *Always*; **M List:** Massive Attack - *Silence*; Selby - *One Day*; Salt 'n' Pepa - *None Of Your Business*; Jamiroquai - *Space Cowboy*; Sade - *Love & Hate*; **Capital FM: wk 05.10.94. A List:** R. Kelly - *She's Got That Vice*; Sting - *When We Dance*; **B List:** Eternal - *Oh Baby I*; **C List:** China Black - *Stars*; Jamiroquai - *Space Cowboy*; Let Loose - *Someone*; **Virgin 1215: wk 06.10.94. A List:** Sheryl Crow - *All I Wanna Do*; Nirvana - *About A Girl*; **MTV Europe: wk 11.10.94:** Cranberries - *Zombie*; Selby - *One Day*; Salt 'n' Pepa - *None Of Your Business*; Jamiroquai - *Space Cowboy*; Sade - *Love & Hate*; **UK: wk 06.10.94. A List:** 3 - *I Want The Love*; Bon Jovi - *Always*; Beastie Boys - *Sure*; **8th Wonder:** Jimi Blue Smith - *Forever*; Estefan - *Turn The Beat Around*; Jamiroquai - *Space Cowboy*; Lightning Seeds - *Lucky You*; Liz Phair - *Supernova*; Madonna - *Secret*; Shane MacGowan & The Popes - *That Womans Got Me*; Sister Bliss - *Compassion*; Carpenters; Scott Bradley - *Zoom*; **Take That** - *Sure*.

SALES UPDATE

SINGLES

versus last week

+6.7%

Year to date

versus last year

+10%

Year to date

versus last year

+2.9%

Year to date

versus last year

+17.3%

Year to date

versus last year

+10%

Year to date

versus last year

+17.3%

Year to date

versus last year

+10%

Year to date

versus last year

+17.3%

Year to date

versus last year

NEXT WEEK'S HITS

Singles: 2 in A Room: Et'rago (The Dicks) (Postal); Elastica: *Connection* (Deceptive); Foreigner: *White Lies* (Parlo); Kinks: *The Stringer Party* (Mercury); Janet Jackson: *You Want The Night*; Let Loose: *Someone* (Mercury); Oasis: *Cigarettes & Alcohol* (Creation); Pankaj: *Prank* (Caravan East West); Pink Floyd: *High Hopes*; Cross (Lambert & Knott); Sade: *n/a*; **Albums:** Bon Jovi: *Cross Road*; Tom McMillan: *The Cult*; The Cult: *The Cult* (Begins Beyond); Michelle Gayle: *Michelle Gayle (RCA)*; **Singer:** Dog Man Star (Jive) Predictions compiled by E.R. Last week's 15 out of 15

NEWCOMERS

22 NIGHTCRAWLERS: Push The Feeling On (Irr) UK debut. Line-up: John Reid, Graham Wilson (3). **Notes:** Originally released in 1982 on 4th & Broadway when it failed to make the Top 75. Subsequently the song, remixed by American DJ Mac Kinchen, created sufficient interest, particularly in his MK club circuit, to be re-released on the UK charts. **Guns'n'Guns:** John DeLorean co-writes with, and vocally arranges for, producer Ian Levine - recently with Red Boys Inc., Scott Bradley and Optivision. He also provides backing vocals on Paul Young's upcoming album. **Album:** none planned.

23 GLORIA ESTEFAN: Turn The Beat Around (Epic) US 2nd hit. First biggest hit: *Dr. Beat* (with Miami Sound Machine) (8, 1984). Last hit: *Morano* (15, 1993). **Notes:** The first single from Gloria's forthcoming album of covers is an update of *Rock 'n' Roll*. **Bobson's Disco Hit** from 1976. In addition to being the lead track from her new set, the song also features in the Sharon Stone/Sylvester Stallone movie, *The Specialist*. **Album:** *Hold Me, Thrill Me, Kiss Me* (October 17).

26 PURPLE KINGDS: That's The Way We Do (1) Postiva UK debut. Line-up: Rob Talles (1), Glen Williams (1). **Notes:** Originally featured several months ago on a DJ-only single to pick up the obvious commercial appeal of this former RM (Old) Chart top five hit. Purple Kings got the go-ahead to see the song, which is intended for Nothing, after they re-recorded *The Streets* material. **Ed Bicknell:** **Album:** none scheduled.

27 ALIYAH: (At Your Best) You Are Love (Live) US 2nd hit. First/last hit back in: *Form* (16, 1994). **Notes:** The US success of 9 Kelly continues to dominate the *Billboard* (100), where this, his latest production for Jive, is now, Aliyah, rises this week to number six. **Album:** *Age Ain't Nothing But A Number* (out now).



31 SISTER BLISS with COLETTE (picnic): *Castlesman, Castletop Job* (Like A Bitch) (1) UK debut. **Notes:** Catchy single with leading gay club DJ. Sister Bliss. The song is only the second record this year to spend three weeks at the top of the RM (Old) Chart. Sister Bliss's add-on to the extant drag artist Colette, who recently performed with pink daniels to who 3,000 transies in Copenhagen. **Album:** *n/a* (1993).

32 SHANE MCGOWAN & THE POPES: *That Woman's Got Me Drinking (LTD) UK 2nd hit. First/last hit.* The Church Of The Holy Sock (04, 1994). Line-up: Shane McGowan (v), Paul McGuire (s), Bernie Farina (d), Danny Pope (dr). Tom McMillan (producer). **Notes:** After the relative disappointment of the line-up's first single, the ex-Popes frontman's new ensemble

musical stranger intrude with the second track taken from their album, *The Snake* (out next Monday). Actor Johnny Depp plays guitar on the single in addition to directing and co-starring in the video. **Album:** *The Snake* (October 17).

41 DRIZABONE: Brightest Star (1) & Broadway UK/US 4th hit. First hit: *Cash* (The Fire) (5, 1993). Biggest hit: *Real Love* (18, 1991). Last hit: *Passion* (23, 1994). Line-up: Billy April (1), Vince Garcia (1), Kimberly Bell (v). **Notes:** The Drizabone team have remixed songs for Simply Red, Lisa Stansfield and most recently, Shazna. **Labels:** are provided by Detroit artist Kimberly Peer who was brought up in the Wrens family and has sung with Freddie Jackson and Josselyn Jovanovic. **Album:** *Cosplay* (November 7).

54 MIKI FRENCH: Total Eclipse Of The Heart (Bass) (0) Funk UK debut. **Notes:** Mike Stock and Matt Acker's new label kick-starts with a 16-RRG update of Bonnie Tyler's chart-topper. Jim Steinman composition from 1983, produced by ex-Sister Bunch bassist, Jim Brantley. Nigs previously worked as a cabaret singer and backing vocalist. **Album:** *n/a* (1995).

55 YELLO: How How (Mercury) Swiss 12th hit. First hit: *I Love You (41, 1983)*. Biggest hit: *The Race* (7, 1988). Last hit: *The Race* (in original) (Scottish) (5, 1992). Line-up: Dieter Meier (1), Boris Blank (1). **Notes:** In recognition of Zebra the Swiss duo's first new album for three years and 10th day, the services of Mike have been enlisted to give the song a new edge for the album. How How is available in three different mixes of four formats. Also included are new mixes of *Do It and Vicious Games*. **Album:** *Zebra* (October 17).

61 SCOTT BRADLEY: Zoom (Hidden Agenda) (Nonesuch) UK debut. **Notes:** Scott Bradley, 20, has teamed with his producer Ian Levine and Nonesuch's head executive John Reid for his debut release - an update of Fat Larry's Band's number two hit from September 1982. Backing vocals are provided by Motown session singer Pat Lewis. **Album:** *n/a* (1995). **Chart News:** compiled by Chris Lawford. See chart for full weekly product/publisher details.

NEWBORN FRIEND

MIXIN' BY MONY MORRIS & BROTHERS IN RHYTHM

zeta

A·D F·O·C·U·S

E·X·P·O·S·U·R·E
AIRING THIS WEEK

The Best Rock & Roll Album In The World...... Ever released next Monday through Virgin, will be nationally TV advertised on ITV and Channel Four for one week. From October 24 there will be a two-week campaign in the Central, Granada, Yorkshire, Tyne Tees, Border, Scottish, Grampian and Anglia TV regions. Radio ads will run for one week on gold stations in the Granada and London regions.

Mary Chapin Carpenter's *Stones In The Road*, released next week through Columbia, will be advertised in *Magz*, *Time Out*, *The Independent*, *Guardian* (with *Andy's Q* (with *Our Price*), *The Times* (with *HMV*), *Country Music International* (with *Virgin*) and the *Glasgow Evening Times* (with *Tower*). It will feature on listening posts at Virgin, Andy's and Sam Goody and will be promoted in-store by WH Smith and selected independent retailers. Virgin is featuring the release on its in-store radio as an essential album.

Classic Creepies, an 11-track compilation released next week through Warner Classics, will be advertised in *Empire* and *Premiere* and on Classic FM and Capital Radio. There will also be a poster campaign targeting selected streets, *The Tower Of London*, *The London Dungeon* and *Mad Max* festivals.

Danzig's Danzig 4, released next Monday through RCA, will be advertised in the rock press including *Rain*, *Met*, *Hammer*, *Kerrang!* and *NME*.

Digable Planets' Blow Out Comb, released next Monday through Chrysalis, will be advertised in *Blues & Soul* (with *HMV*), *The Face*, *Echoes*, *MaxMag*, *DJ Hip Hop Connection* and *Rasp*. The album is an *Our Price* recommended release.

Fifty Lashes' Harder, out next week through Music For Nations, will be advertised in the music press from its release.

It's The Ultimate Reggae Party, out next week through Telstar, will be TV advertised on Channel Four and in the ITV LWL,

CAMPAIGN OF THE WEEK



Alberto Tofal's sleeve photograph for the new **Glora Estefan** album *Hold Me, Thrill Me, Kiss Me* - out next Monday through Epic - will also feature on promotional material and posters in a bid to create instant mass market awareness of the title. Epic hopes its collection of Estefan's favourite songs from the Fifties, Sixties and Seventies - including *Everlasting Love*, *How Can I Be Sure?* and *It's Too Late* - will appeal to older listeners as well as her existing fan base.

Record label: Epic.

Media agency: DPA.

Media executives: John Duncombe and Paul O'Grady.

Product manager: Catherine Davies.

Creative concept: Handled in-house at Epic using Hooshik sleeve design.

TV: National advertising will run on a roll-out from *releases* and there will be regional ITV advertising in HTV, followed by a roll-out to the Anglia, Grampian, Border, Scottish, London, Central and Meridian regions. Co-op campaigns are also planned with Andy's and WH Smith.

Radio: Major regional LR stations and Atlantic 252 will run ads from release.

Capital Radio is planning a *Glora Estefan* weekend.

Press: There will be advertising in *Hello*, *Q*, *Time Out*, *Radio Times* and the *Evening Standard*, plus features in other national publications.

Posters: (LA sites) for two weeks from release.

In-store: Displays will run with *Our Price*, *HMV*, *WH Smith* - where the release is a part of the week - *Virgin*, *Tower*, *Manzies* and *Sam Goody*.

Target audience: Mass market.

Carlton, Meridian, Anglia, HTV, Central and Westcountry areas for three weeks from release. From October 24 advertising will also run in other ITV regions. Radio ads will run on Capital, Kiss, Choice and Atlantic 252 and satellite advertising will run on BSkyB.

Jazz Moods Volume 2, released next Monday through Telstar, will be TV advertised in most ITV regions and Channel Four. There will be radio advertising on JFM and Capital. *Jazz Moods Volume 1* will be re-promoted alongside the new release with TV and radio

advertising in the same regions.

Wayne Jennings' Wayne more's *Blues Volume 2*, released next week through RCA, will be advertised in *Country Music International* (with *HMV*) and promoted through a mailout to the RCA country music database.

Love In The Sixties, a compilation of ballads out now through Dino, will be nationally TV advertised on Channel Four and GMTV from next Monday. **Shane MacGowan's The Snake**, released next week through WEA, will be advertised on just ILR stations and in *Q*, *Time Out* and *Radio Times* (with *Our Price*), *NME* (with *Virgin*) and solo ads in the music press. In-store displays will run with 300 independents. **Nativity In Black**, a various artists tribute to Black Sabbath released next Monday through Columbia, will be advertised in *Kerrang!* and promoted in-store by selected independent retailers.

100% Pure Love, out next Monday through Telstar, will be nationally TV advertised on Channel Four and regionally advertised in more than half of the ITV regions. There will be satellite advertising on BSkyB and radio ads on Capital and SIRS Radio.

Barbra Streisand's *The Double Album, Barbra - The Concert*, released next week through Columbia, will be advertised in *Hello* and the *Daily Mail* and promoted in-store by Manzies, HMV, The Dress Circle and Boots.

The Ultimate Rock 'N' Roll Collection, a 42-track album released next week through Sony Music Concept TV, will be nationally TV advertised on GMTV and advertised in the ITV Scottish, Grampian, Border, Granada and HTV regions for three weeks. There will be ads on BSkyB, UK Gold and UK Living for two weeks and radio ads in London. In-store displays are planned with all multiple retailers and Sony will be holding 'Rock 'n' Roll' nights around the country to promote the release.

Compiled by Sue Siltico: 071-228 6547



PICK OF THE WEEK

Glastonbury: The Trip Goes On, Saturday October 15, Channel Four: 7-8pm Earlier this year Channel Four cameras captured the Glastonbury festival and this one-hour show includes footage it didn't show first time round. The line-up includes Pulp, Echobully (pictured), Blur, Inspiral Carpets, Oasis and James.

MONDAY OCTOBER 10

The Big Breakfast featuring INXS, Channel Four: 7-8am
Nirvana, MTV: 9-10pm

TUESDAY OCTOBER 11

Simon Mayo featuring Alison Moyet, Radio One: 9am-12noon
Fan TC features **Bad Boys Inc**, BBC1: 4.35-5pm
The Beat with Red Hot Chili Peppers, Manic Street Preachers, Jesus Lizard and Kitchens Of Distinction, ITV: 2am

WEDNESDAY OCTOBER 12

GMTV featuring **The Proclaimers**, ITV: 6-9am
Pink Floyd, Radio One: 9am-12noon
Emma Freud featuring **Suede**, Radio One: 12-2pm
The Album Show features **Cliff Richard**, ITV: 2-10:30am

FRIDAY OCTOBER 14

The O Zone featuring **Oasis** and **Let Loose**, BBC2: 7.15-7.30pm
Sounds Of The Seventies features **Carole King**, **Neil Young**, **Paul Simon**, **Randy Newman** and **Janis Ian**, BBC2: 7.30-8pm
John Peel featuring **The Fugees** and **Danbygn**, Radio One: 10pm-1am

SATURDAY OCTOBER 15

Live And Kicking featuring **Ultimate Kaos**, BBC1: 9-11.06am
Andy Kershaw with **Bally Sago**, Radio One: 2-4.30pm
TOTP featuring **Bryan Adams**, **ELO**, **Steve Quo** and **Slade**, BBC1: 5.15-6pm
Steve Wright's People Show features **The Kinks** and **Eternal**, BBC1: 5.30-6.10pm
The Danny Baker Show with **The Proclaimers**, BBC1: 11.55pm-12.35am

SUNDAY OCTOBER 16

Rock Stories profiles **Deep Purple**, VH-1: 4-6pm

ON THE BOX

SLOT	MUSIC	ARTIST	AVAILABILITY
APPLETITE (soft drink ad)	Tempted	Squeeze	Greatest Hits: A&M 397 181-2
BARBIE DOLL (toy ad)	She'd Rather Be With Me	original by The Turtles	on Happy Together, Music Club International (TBO) MCD0 046
BETWEEN THE LINES (BBC1 drama series)	theme music	Hal Lindes	on <i>Between The Lines</i> , Silver Screen TVMCD 805
BEYOND THE CLOUDS (CA documentary)	theme & incidental music	George Fenton	on <i>Beyond The Clouds</i> , Westminster/Target/BMG) CDWM 106 and CDS 3 (CD single) MCA MCD10 1797 (CD single)
FIAT CINQUECENTO (car ad)	But I Do	Clarence Frogman Henry	also on <i>But I Do</i> , Charly CRE13
HARVEYS BRISTOL CREAM (drink ad)	Clog Dances	Herold	version by <i>Royal Opera House Orchestra</i> (John Lanchberry) on <i>Decca 436 658-2</i>
KFC (fast food ad)	Canteloupe	Herbie Hancock	version by <i>US3</i> on <i>Jazz Moods</i> , Telstar (BMG) TCD 2722
RADIO TIMES (magazine ad)	Oriental Shuffle	Djanga Reinhardt	Swing In Paris, Affinity (Charly) CDAPS 1003-5 (CD set) expected on RCA on soundtrack, MPM (EMI) CDSTM 8
SCOTLAND (Scottish Tourist Board ad)	Wild Mountain Thyme	The Silencers	on <i>Fast Present</i> , RCA (BMG) PD 74074 and 74321 11812 (CD single)
SOLDIER SOLDIER (Central TV drama series)	theme & incidental music	Jim Parker	on <i>Great Balls Of Fire</i> , Charly CDCHARLY 185
WALLS RANIERI (ice cream ad)	Henry's Game	Clarnad	
WELLA COLOUR MOUSSE (hair product ad)	Great Balls Of Fire	Jerry Lee Lewis	

Source: Mike Preston Music, compiler of the Tele-Tunes book and supplements. Tel: 0524 421172

TERRORVISION

THE ALBUM: 'HOW TO MAKE FRIENDS AND INFLUENCE PEOPLE' NOW SILVER

THE ONLY ACT TO HAVE FOUR UK TOP 30 HITS IN 1994. FIFTH ON ITS WAY!

"Blame collision pop crossover ..., but this record is so rammed with ruthlessly addictive, hard pop hooks and unhinged webs of musical ideas that it cannot fail to knife you in the camp. Haas.(New Musical Express)

"A masterful amalgam of infectious melody lines, well directed hooks and powerful songs"(Q ****)

"Terrorvision seem too light-hearted to get lumped in with all those heavy metal people. This is essentially catchy pop and my brain is beginning to hurt already"(Time Out)

"Full of great big shiny pop songs... it's an easy record to love"(Kerrang)

- MASSIVE REMARKETING CAMPAIGN AROUND UK TOUR TO TAKE US TO GOLD FOR XMAS
- SOLUS TV ADVERTISING
- CD-OP NATIONAL RADIO (VIRGIN 1215)
- 'FORMALDEHYDE' LIMITED PERIOD AT MID-PRICE - CONTAINS TOP 30 HIT 'MY HOUSE'

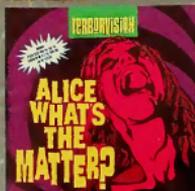
UK TOUR DATES

OCTOBER 1994

16th WIMBORNE / Roadheads 17th SHEFFIELD / University 19th SOUTHAMPTON / University 20th BRISTOL / Asaw Rooms
21st CAMBRIDGE / Core Exchange 23rd LEERS / Town and Country 24th MANCHESTER / Academy 25th WOUTERHAMPTON / Civic Hall
28th GLASGOW / Barronlands 27th NEWCASTLE / The Mayfair 29th LINGFIELD / University 30th LONDON / Forum

SOLD OUT

NEW SINGLE



CD VEGAS 9 / CD VEGAS 9
1x VEGAS 9 INTO VEGAS 9
ALICE WHAT'S THE MATTER!
* Includes free poster.
More from Pop Will Eat Itself and EMF
OUT 17th OCTOBER

SILVER ALBUM



VEGAS CD2 / VEGAS TC2 / VEGAS LP2

DEBUT ALBUM



VEGAS CD1 / VEGAS 1C1

Rank	Artist (Producer/Publisher)	Title	Label/CDD/Cass (Distributor)	7/12
1	NEW SURE The Not Brestons in Rhythm (EMI) (Barrow/Williams/Dove)	SURE	RCN 7421232662/742123266A (BMG) (7421232661)	35
2	SATURDAY NIGHT ★ Whodunnit (Pronounced MCA) (Pignatelli/Rival)	SATURDAY NIGHT	Systematic SY5DCO 3/5Y53X3 3P 3/5Y53X3 3	35
3	ALWAYS Ben Joo (Collins) PolyGram (J. Ben Joo)	ALWAYS	Jambou JVCDD 14/0JMVOC 14 JVCV 14	47
4	BABY COME BACK Paula Abdul (Lauder) (A&M) (Warner)	BABY COME BACK	Virgin VSCDT 15/2V UN 152 15/2V UN 152	47
5	HEY NOW (GIRLS JUST WANT TO HAVE FUN) Cyndi Lauper (Lauder) (A&M) (Warner)	HEY NOW (GIRLS JUST WANT TO HAVE FUN)	Epic 6082726004 (SM) 6082706	47
6	THE RHYTHM OF THE NIGHT (RAPINO REMIX) ★ Cocoon (Checco/Sol) Tronix (1st Avenue) (Capitol)	THE RHYTHM OF THE NIGHT (RAPINO REMIX)	WEA VE 6702/0 VE 6702/0	47
7	900 NUMBER Monie Love (Gibson) (Capitol) (Various Artists)	900 NUMBER	1st Avenue RCA 7421231201/7421231201 (BMG) 1st Avenue RCA 7421231201/7421231201 (BMG)	47
8	STAY (I MISSED YOU) Lisa Loeb & Nine Stages (Patino) (Famous Rose) (A&M)	STAY (I MISSED YOU)	RCA 743211252/743211252A (BMG) 743211252	47
9	STEAM Lionel Richie (Lauder) (A&M) (Warner)	STEAM	London LONCD 36/3LON 35/0LPNO 35-1 35-1	47
10	SIRET Madonna (Madonna/A&M) (Warner)	SIRET	Motown SMOV 5/26SICV 05/26SICV 05/26SICV	47
11	CIRCLE OF LIFE Elton John (Thornax) Capitol (Carnaby) (Johnnie)	CIRCLE OF LIFE	Rockwell 425/35JSMX 35 425/35JSMX 35	47
12	WELCOME TO TOMORROW Anita Baker (Gibson) (Capitol) (Various Artists)	WELCOME TO TOMORROW	Anita Baker 7421232662/742123266A (BMG) 7421232662	47
13	BEST OF MY LOVE C.C. Lemon (Lauder) (A&M) (Warner)	BEST OF MY LOVE	Blackhawk/MCA BM12 02/12MVC 02 02/12MVC 02	47
14	ENDLESS LOVE Luther Vandross & Mariah Carey (A&M) (Warner)	ENDLESS LOVE	Epic 60802/02/04 (SM) 60802/0	47
15	IF I GIVE YOU MY NUMBER Lionel Richie (Lauder) (A&M) (Warner)	IF I GIVE YOU MY NUMBER	Sirey/Tamco CDCEC 2/10MCE 2 (BMG) 2/10MCE 2	47
16	MOVE IT UP/BIG BEAT Cappella (Various Artists) (Various)	MOVE IT UP/BIG BEAT	Intense Digital 3/12/33 (RTM/P) 3/12/33	47
17	ZOMBIE The Cardigans (Sirey) (Capitol) (Various)	ZOMBIE	Intense Digital 3/12/33 (RTM/P) 3/12/33	47
18	I'LL MAKE LOVE TO YOU Yvonne King (Lauder) (A&M) (Warner)	I'LL MAKE LOVE TO YOU	Motown TMGCD 1431/TMGCS 1431 TMGCS 1431	47
19	SPACE COWBOY Jimmievox (EMI) (Capitol) (Various)	SPACE COWBOY	Sony S2 60685/12/60685A (1) 606851A	47
20	I WANT THE WORLD 2nd Step (The) (The) (Various Artists) (Capitol)	I WANT THE WORLD	Epic 608495/60849A (SM) 60849A	47
21	LOVE IS ALL AROUND ★ 2nd Step (The) (The) (Various Artists) (Capitol)	LOVE IS ALL AROUND	2nd Step (The) (The) (Various Artists) (Capitol) 60849A	47
22	PUSH THE FEELING ON Nigella (Various Artists) (Various)	PUSH THE FEELING ON	Intense Digital 3/12/33 (RTM/P) 3/12/33	47
23	TURN THE BEAT AROUND Sade (Lauder) (A&M) (Warner)	TURN THE BEAT AROUND	Epic 60682/02/04 (SM) 60682/0	47
24	INCREDIBLE (REMIX) Sade (Lauder) (A&M) (Warner)	INCREDIBLE (REMIX)	Rockwell 425/35JSMX 35 425/35JSMX 35	47
25	SHE IS PUFFING Minnie Driver (A&M) (Warner)	SHE IS PUFFING	Epic 60692/02/04 (SM) 60692/0	47
26	THAT'S THE WAY YOU DO IT Paula Abdul (Lauder) (A&M) (Warner)	THAT'S THE WAY YOU DO IT	Positive CDTV 2/17CVT 21 2/17CVT 21	47
27	(AT YOUR BEST) YOU ARE LOVE Ariana Kelly (EMI) (Capitol) (Various)	(AT YOUR BEST) YOU ARE LOVE	Background/1st Avenue JVCV 35/13MVC 35 35/13MVC 35	47
28	I WANT YOU Lionel Richie (Lauder) (A&M) (Warner)	I WANT YOU	Columbia CDCCDL 29/7CCOL 29 29/7CCOL 29	47
29	YOU GOT ME ROCKING Boyz n the Bunch (Various Artists) (Capitol)	YOU GOT ME ROCKING	WEA VSCD 15/2V UN 152 15/2V UN 152	47
30	CAN YOU FEEL IT? Real 2 Real featuring The Most Supreme (Mercury) (Capitol)	CAN YOU FEEL IT?	Positive CDTV 2/17CVT 21/22/17CVT 21 2/17CVT 21	47
31	CANTAGAMA, CANTAGETA (JESUS IS A BITCH) The Roots (A&M) (Warner)	CANTAGAMA, CANTAGETA (JESUS IS A BITCH)	WEA VSCD 15/2V UN 152 15/2V UN 152	47
32	VIVA LA MEGABABS Shaggy (Capitol) (Various)	VIVA LA MEGABABS	Food/Fun CDPOFD 54/TFD00 54 54/TFD00 54	47
33	NO ONE 2 Unlimited (Wide) (Globe) (MCA) (Decca) (Various)	NO ONE	PWL Continental PW 314/PWMC 314 314/PWMC 314	47
34	THAT WOMAN'S GOT ME DRINKING Sade (Lauder) (A&M) (Warner)	THAT WOMAN'S GOT ME DRINKING	WEA VSCD 15/2V UN 152 15/2V UN 152	47
35	7 SECONDS ★ Yousa (Various Artists) (Capitol)	7 SECONDS	Columbia 665782/06578A/66578A (SM) 66578A	47
36	LOOK BUT DON'T TOUCH EP Sade (Lauder) (A&M) (Warner)	LOOK BUT DON'T TOUCH EP	Parlophone CDRS 639/TCR 639 (1) 639 (1)	47
37	GIMME ALL YOUR LOVIN' Lionel Richie (Lauder) (A&M) (Warner)	GIMME ALL YOUR LOVIN'	Bel (A&M) 7432123125/7432123125A (BMG) 7432123125	47

Rank	Artist (Producer/Publisher)	Title	Label/CDD/Cass (Distributor)	7/12
38	CONFIDE IN ME ★ Kyla Minge (Lauder) (A&M) (Warner)	CONFIDE IN ME	Deconstruction/RCA 7432127482/743212748A (BMG) 7432127481	35
39	RIGHT BESIDE YOU Sophie B. Hawkins (Lauder) (A&M) (Warner)	RIGHT BESIDE YOU	Columbia 606015/60601A (1) 60601A	35
40	HAPPY NATION Ace of Base (Lauder) (A&M) (Warner)	HAPPY NATION	Mega/Metromedia/LGND 015/KGMB 015 (BMG) 015/KGMB 015	35
41	DREAMSCAPE '94 The Roots (A&M) (Warner)	DREAMSCAPE '94	Internal Affairs LGND 015/KGMB 015 (BMG) 015/KGMB 015	35
42	IS THIS YOUR NIGHT H.W. & The Boyz (Heavy D) (EMI) (Capitol)	IS THIS YOUR NIGHT	MCA MCSTD 20/10MCS2 20 (BMG) 20/10MCS2 20	35
43	WHAT'S THE FREQUENCY, KENNETH? RSM (Lauder) (A&M) (Warner)	WHAT'S THE FREQUENCY, KENNETH?	Warner Bros W 02650/W 0265 (1) W 0265 (1)	35
44	NEW East West A 7521/04A 7521/W 04A 7521/W 04A		East West A 7521/04A 7521/W 04A 7521/W 04A	35
45	BRIGHTEST STAR Duran Duran (Lauder) (A&M) (Warner)	BRIGHTEST STAR	4th+Wave BRDCC 293/BRCA 293 (1) 293 (1)	35
46	VOODOO PEOPLE The Prodigy (A&M) (Warner)	VOODOO PEOPLE	XL Recordings XL5 54/0XLC 54 (W) 54/0XLC 54 (W)	35
47	BORN DEAD The Roots (A&M) (Warner)	BORN DEAD	XL Recordings XL5 54/0XLC 54 (W) 54/0XLC 54 (W)	35
48	REGULATE ★ Warren G & Natu Dog (Warren G) (A&M) (Warner)	REGULATE	Death Row/Interscope A 8200C/A 820C (W) A 820C/A 820C (W)	35
49	CRAYZ FOR YOU ★ Wiz Khalifa (Lauder) (A&M) (Warner)	CRAYZ FOR YOU	Mercary MERCY 402/MERCAY 402 (1) 402 (1)	35
50	RAIN KING Cousins (Capitol) (Various)	RAIN KING	Geffen DFDG 82/82S 82 (BMG) 82/82S 82 (BMG)	35
51	COMPLIMENTS ON YOUR KISS ★ Red Rodney (Lauder) (A&M) (Warner)	COMPLIMENTS ON YOUR KISS	Manga CDMG/04/04 (1) 04/04 (1)	35
52	OOH A&H (6-SPOT) The Roots (A&M) (Warner)	OOH A&H (6-SPOT)	Southwest SDCDCS 229/SWDCDC 229 (1) 229 (1)	35
53	MY IRON LUNG EP Raided (Lauder) (A&M) (Warner)	MY IRON LUNG EP	Parlophone CDRS 639/TCR 639 (1) 639 (1)	35
54	TOTAL ECLIPSE OF THE HEART Nicki Minaj (Lauder) (A&M) (Warner)	TOTAL ECLIPSE OF THE HEART	Bay 01 Fun BASSCD 1/01BSC 1 (TRG/BMG) 1/01BSC 1 (TRG/BMG)	35
55	LOVE AINT HERE ANYMORE ★ Lionel Richie (Lauder) (A&M) (Warner)	LOVE AINT HERE ANYMORE	RCA 742123125/742123125A (BMG) 742123125	35
56	BRING IT ON HOME Urban Cookie Collective (Various) (Capitol)	BRING IT ON HOME	Pure & CDLSE 73ALC/02 73 (SM/AM) 73ALC/02 73 (SM/AM)	35
57	KEEP STEPPIN' Omar (Capitol) (Various)	KEEP STEPPIN'	RCA 7421232662/742123266A (BMG) 7421232661	35
58	I SWEAR ★ The Roots (A&M) (Warner)	I SWEAR	Atlantic A 7252/04A 7252/W 04A 7252/W 04A	35
59	HOW HOW Yella (Relief) (A&M) (Warner)	HOW HOW	Mercury MERD 414/MERAC 414 (1) 414 (1)	35
60	SEARCHING ★ Cher (Lauder) (A&M) (Warner)	SEARCHING	Wild Card CARD 7/CARD 7 (F) 7/CARD 7 (F)	35
61	NEW DJ Miko (Mercury) (Capitol)		Mercury MERD 414/MERAC 414 (1) 414 (1)	35
62	WHAT'S UP DJ Miko (Mercury) (Capitol)	WHAT'S UP	Systematic SY5DCO 3/5Y53X3 3P 3/5Y53X3 3P	35
63	MOTHERLESS CHILD Cher (Lauder) (A&M) (Warner)	MOTHERLESS CHILD	Duck W 0271/04W 0271/C (W) 0271/C (W)	35
64	YOUNG GIRL Barry White (A&M) (Warner)	YOUNG GIRL	Bel (A&M) 7432123125/7432123125A (BMG) 7432123125	35
65	SHOOT ALL THE CLOWNS Bruce Dickinson (Shan) (PolyGram) (Capitol)	SHOOT ALL THE CLOWNS	EMI CMDCS 341/EMI 341/EMI 341	35
66	977 Prinz (Lauder) (A&M) (Warner)	977	WEA Y2 348C/Y2 348C (W) Y2 348C (W)	35
67	TROUBLE Shampoo (Capitol) (Various)	TROUBLE	Food/Fun CDPOFD 54/TFD00 54 54/TFD00 54	35
68	JESSIE Joshua Kadison (Lauder) (A&M) (Warner)	JESSIE	SBK CD8K 47/8C 47 (1) 47 (1)	35
69	LE VUE LE SOLEIL Lionel Richie (Lauder) (A&M) (Warner)	LE VUE LE SOLEIL	XL Recordings XL5 54/0XLC 54 (W) 54/0XLC 54 (W)	35
70	GROOVE OF LOVE EVE (Lauder) (A&M) (Warner)	GROOVE OF LOVE	Gasoline Alley MCSTD 20/10MCS2 20 (BMG) 20/10MCS2 20 (BMG)	35
71	ORIGINAL NUTZ The Roots (A&M) (Warner)	ORIGINAL NUTZ	Sound of Underground SOU 086D/SOU 086C (SM) 086D/SOU 086C (SM)	35
72	BIG POWDER DUST The Roots (A&M) (Warner)	BIG POWDER DUST	Sound of Underground SOU 086D/SOU 086C (SM) 086D/SOU 086C (SM)	35
73	REMEMBER Tommy Boy (Lauder) (A&M) (Warner)	REMEMBER	Tommy Boy BRXCD 63/9TCR 63 (1) 63 (1)	35
74	PARKLIFE The Roots (A&M) (Warner)	PARKLIFE	Food/Fun CDPOFD 54/TFD00 54 (1) 54 (1)	35
75	WHEN CAN I SEE YOU Babyface (Lauder) (A&M) (Warner)	WHEN CAN I SEE YOU	Epic 665692/06569A (SM) 66569A	35

As used by Top Of The Pops and Radio 1

NEW SINGLE

PANINERIA

PLANET CARAVAN

Coloured Vinyl 12" in gatofan sleeve

2 x CD featuring EXCLUSIVE LIVE TRACKS FROM THE RECENT UK TOUR

THE JESUS AND MARY CHAIN

THE NEW SINGLE

EXPlicit

COME ON (NEW VERSION)

ALL FORMATS INCLUDE EXTRA TRACKS

PLATINUM CD 2503 2503P
CD 2503 2503P
CD 2503 2503P
CD 2503 2503P

1. Panel case in extra clear case with
2. Panel case in extra clear case with
3. Panel case in extra clear case with

CD 2503 2503P

DISTRIBUTED BY WARNER MUSIC UK. A TIME WARNER CO. ORDER YOUR CD FROM WARNER MUSIC UK SALESPERSON OR CALL TELESAL ON 081 998 2929

A · R · K · E · T · P · R · E · V · I · E · W

DANCE

JEANNIE TRACY: Do You Believe In The Wonder? (Pulse 8 12LOSE74). This follow-up to It's My Time is another big and brash song boiled out in fine uplifting style by the diva whose career stretches back to the Sixties. The commercial mixes come from The Band Of Gypsies and Stonebridge, the latter turning in one of his well-crafted garage-style productions. The more leftfield remixes come from Farley and Heller and DJ EFX. **[92]**

PLASTIKMAN: Plastikme (Novamute NOMU34). Richie Hawtin, Canada's hero of the 303, previews his forthcoming Musik album with this stark and moody single which is bound to be snapped up by his substantial club following. **[92]**

TALIZMAN: Only You (Cowboy RODEO94812). This Balcarric fare from last year gets a well deserved reissue along with a new remix from Chris & James. They speeded up version loses some of the appeal of the original, but has been attracting some useful club exposure. **[92]**

KEY AURA: Hot Dog (Consolidated CSD22002). Cleveland City's more underground offshoot label follows up its excellent debut - Echo Drop by Tati - with this powerful sample-based house track that incorporates plenty of old school touches. It is starting to pick up DJ support and should be a reliable specialist seller. **[92]**

VARIOUS: Rush Hour Vol 3 (React REACTLP48). This third volume of React's Happy House series brings together 12 recent singles, most of which are from the continent and have only been available on import. The cassette version has been mixed using Pioneer's CDJ-5000 CD mixing system. **[92]**

VARIOUS: Chill Out Or Die Vol 3 (Rising High RSNLP25). Rising High's latest addition to its well regarded ambient series features five exclusive tracks alongside four recent releases from the likes of James Bernard and Transform. It is being issued as a double LP with a bonus limited edition seven-inch single or as a continuous mix CD. **[92]**

PICK OF THE WEEK

LOVELAND: (Keep On) Shining (Eastern Bloc BLOC016). Having attracted significant amounts of remix work on the back of the success of Let The Music Lift



Loveland: big and bouncy fare to follow their hit with Let The Music Lift You Up

You Up, Loveland now get round to releasing their follow-up single. It is another big and bouncy house production with a female vocal that is not particularly original but has the desired effect out on the floor. It is backed by Hope which has been remixed by Junior Vasquez and Bottom Dollar and is also attracting plenty of DJ attention. **[92]**

Andy Bevers

CLASSICAL

RACHMANINOV: Russian Vespers. St Petersburg Chamber Choir/Korniev (Philips CD/MC 442 344-2/4).

This album and Deutsche Grammophon's simultaneously released Night Vigil: The Soul Of Russia (445 653-2/4) are being aimed at the Gregorian chant market with the added ingredient of authentic Russian performances, sharing a two-week campaign on Classic FM and with advertising in national press and classical magazines plus extensive displays. There is also a promo single for the Philips release. **[92]**

MOZART: Mozart Portraits. Cecilia Bartoli (Decca CD/MC 448 452-2/4). The fiery Italian mezzo's long-awaited new solo album will

sell itself to enthusiasts but, for the wider public, it is advertised for two weeks on Classic FM and in the national press. The album features on Virgin listening posts. **[92]**

VARIOUS: The Ultimate Guitar Collection. (Erato/Warner CD/MC 4509 981 138-2/4). A striking cover and masses of promotion mark this out as something different in the solid-selling guitar albums market. The release gets city centre poster advertising, national press colour ads, displays and each CD box contains a voucher

redeemable for a free bottle of San Miguel beer. **[92]**

VARIOUS: Classic Creepies. (Teldec/Warner 4509 98078-2/4). The latest in Warner's jockey compilations series targets the Halloween market with 11 bloodcurdling tracks, a striking ad from Richard Wilson which gets 30 spots over two weeks on Classic FM and Capital, poster displays at sites such as Madame Tussauds and the London Dungeon and ads in Empire and Premiere. **[92]**

PICK OF THE WEEK

MONKS OF THE MONASTERY OF SANTA DOMINGO DA SILOS: Canto Noel (EMI CD/MC 5 55217 2/4). The original Canto album is reaching 200,000 sales in the UK so EMI is giving this Christmas follow-up a big push, including a national TV co-op campaign with WH Smith, excluding Scotland, spots in Christmas retail catalogues under the slogan 'A Gift Of Christmas Peace', masses of displays and promo materials such as Canto advent calendars and candles and one of the monks will be brought to the UK for a press conference next month. **[92]**

Phil Summerich

REISSUES

ASHFORD & SIMPSON: Solid (MCI/MCSD 501). Previously known more for writing classics like Ain't No Mountain High Enough during their days as staff writers at Motown, Ashford &

MAINSTREAM - SINGLES

THE JESUS AND MARY CHAIN: Come On (blanco y negro NEG 73CD). The J&MC sound as grungy as ever, but they slow the action down a little for this gem, which is as close to mainstream pop as they get. The second of two CD editions also includes a melodic cover of The Pogues' Ghost Of A Smile, though they trash Prince's Alphabet Soul on the same disc. **[92]**

SALT 'N' PEPA: None Of Your Business (Itr FCDP 264). A rap/metal hybrid that has no problem appealing to the head nodding, air guitar crowd, as the girls are carried along on fat guitar riffs. The Perfecto remix miraculously returns the girls to their dance roots, making this truly a barrier-buster. **[92]**

BLINK: Cello (Parlophone CDRS 6393). Combining delicate vocals, widescreen orchestration, a dance shuffle and a bombing bassline in a powerful and strangely affecting

manner, this deserves to be a monster. **[92]**

(MC) SAR & THE REAL MCCOY: Another Night (Logic 74321236992). A fiendish continental creation that's laid siege to Europe and is climbing the US Top 10. A hugely commercial pop/dance collection with the usual male rap verse/female sung chorus combination that has proved so popular. File next to Whigfield. **[92]**

ROZALLA: You Never Love The Same Way Twice (Epic 6609052). After a string of impressive hits for Pulse-8, Rozalla's Epic output has been disappointing. She seems to be back on the right track with this smart urban/house song which comes in several mixes by the likes of K-1ass, Love To Infinity and Development Corporation, which fuel a 50-plus club chart jump this week, and lay the foundations of a pop crossover. **[92]**



INXS: up to standard

COUNTING CROWS: Rain King (Geffen GFSTD 32). A solid album track that doesn't quite cut it as a single, though it's supported by two previously unreleased tracks, which may generate enough sales to give it a short spell at the bottom end of the chart. **[92]**

PRETENDERS: 977 (WEA YZ 848CD1). One of the last attractive tracks from the splendid Last Of The Independents album, with a meandering verse and a ponderous chorus. Not a massive hit. **[92]**

SPIN DOCTORS: Mary Jane (Epic 6609712). Attractively retro vocal style and traditional rock ensemble instrumentation, but melodically far inferior to Two Princes. The release ties in with UK dates. **[92]**

STATUS DUO: Sherril Don't Fall Me Now (Polydor GUOCD 35). Another highly professional and typical Quo performance on a cheerful enough rocker. Certain to bring their fanbase out, but lacks the magic ingredient to attract others. **[92]**

PICK OF THE WEEK
INXS: The Strangest Party (These Are The Times) (Mercury INXCD 27). A loose, brooding new cut from the band's forthcoming Greatest Hits album is well up to the usual standard, with a powerful vocal from Hutchence and an exciting mix from Apollo 440, which should also give the band a dance hit. **[92]**

Alan Jones

Simpson surprised and delighted record buyers in 1985 when they emerged with their own big hit Solid. The album of the same name, now on CD for the first time, proves it wasn't just a fluke. While Solid is still Nick and Val's only Top 40 hit, this is an improbably good album, with *Outta The World*, the ballad *Honey I Love You* and *Babies* all worthy, though none can match the mastery of Solid with its ingenious "thrill is still h h h hot" hook. **BB**

VARIOUS: The Wigan Casino Story (Goldmine GSCD 510/Essential 60s Northern Soul (Deep Beats DCPGD 704). Slickly-produced dance music from a bygone era, Northern soul remains a potent force for many, who should be well pleased by the simultaneous arrival of these two albums. Both comprise 23 tracks, with no duplicates, and they are full of the joyous and irresistible songs which have graced many an all-nighter. Goldmine are old hands at this and their homage to the music's spiritual home is jam-packed with legends - Judy Street's What (later covered by Soft Cell), Little Anthony's Better Use Your Head and even "Can't Help Lovin' You" by Paul Anka, one of many

unlikely names to record a northern soul hit. Deep Beats concentrate on slightly later material, including such well-known songs as Hold Back The Night by The Trammps and I Get The Sweetest Feeling by Jackie Wilson, though purists will rejoice at the inclusion of Bok To Bach by Father Angels and Baby Boy by Fred Hughes. **BB**

VARIOUS: Covered & Rediscovered (PWL 724382901625). On PWL, but marketed by budget label MFP along with the companion Hits Of The 90s, Covered & Rediscovered is a selection of remakes as good as any on PWL's roster. Thus we get Kylie getting kool with Celebration, West End feeling philly on The Love I Lost and Mondo Kane slipping into latin mode with New York Afternoon. Taking the rough with the smooth, there's also Manly Smith's version of the Human League's Don't You Want Me, and Jason Donovan's Elvis tribute, A Fool Such As I. **BB**

MILLIE JACKSON: 21 Of The Best (Southbound CDSEWD 100). A genuinely talented singer in the style of Gladys Knight, Millie Jackson's career has been somewhat less successful than it might have been. It hasn't helped that she spends an awful lot of her time engaging in monologues and cussing, neither of which are necessarily her most endearing traits. This album trims her excesses and provides her most musical



Black Crowes: stretching the Stones and Faces wit

moments, including 17 US R&B hits. Among them is her only UK top 50 entry My Man, A Sweet Man, a glorious Philly soul-dance from 1972, and the towering Loving Arms, a brilliant tour-de-force interpretation of Tom Jones's classic in which she makes every word count. **BB**

THE FOUR SEASONS: Dawn (Go Away/Rag Doll (Ace CDCHD 554). The Four Seasons recorded at

breath-taking speed at their peak, with eight new albums and a similar number of compilations unleashed in a three-year period. This 24-track package brings together two of their best and most popular albums from 1964, the latter being the better of the two, containing the classy title track and another brace of US Top 10 hits. Dawn finds the group's trademark sound let loose on a collection of covers, including Earth Angel,

Breaking Up Is Hard To Do and Don't Let Go. **BB**

PICK OF THE WEEK

VARIOUS: The Essential Disco Dancefloor Classics Volume 1 (Deep Beats DCPGD 703). Disco was tacky, but it threw up some great records, as this selection shows. Wisely avoiding some of the more regularly exploited cuts, this fab compilation includes Machine's There But For The Grace Of God, recently updated by Fire Island, as well as Shalamar's breakthrough, the Uppie Festival medley, and Caron Lucas' Dance With You. **BB**

Alan Jones

ROCK

TERRORVISION: Alice What's The Matter? (Total Vegas CD VEGAS 9). Metal's most accessible oddballs release this single to coincide with an extensive tour throughout October. As usual with rock releases, extra tracks add value and increase appeal. **BB**

BRUCE DICKINSON: Shoot All The Clowns (EMI CDEM 431). Lender this may be, but to underestimate the appeal of the former Iron Maiden frontman would be a folly. Dickinson's all-time singles on his tiresome, school boy witticisms and this follows the trusted pattern. There are some rarities, too, taken from his most restless Keith Olsen-produced album. **BB**

FREAK OF NATURE: Gathering Of The Freaks (Music For Nations CDMFN 169). Mike Tramp is of the old school of rock artists, wedded to the pure melody of the likes of Thin Lizzy and imbued with the belief that hard touring reaps rewards. Since quitting White Lion, Tramp and his cohorts have stuck to his principles and written good music. The band's self-titled debut was brimful of tunes and their second album is no exception. Freak of Nature's strict regime is paying off, as this album is a more taut, entrenched feel. Kerrang! gave it five ks. **BB**

PICK OF THE WEEK

THE BLACK CROWES: America (American Records cat no 14). While Primal Scream enter into pastiche with their retro chic, the Crowes seem to have taken the whole Faces/Stones vibe much further. America - love and America combined, perhaps - makes further strides from the Southern Harmony album. It is languid, funky and bristling with bite. **BB**

Andy Martin

MAINSTREAM - ALBUMS

BARBRA STREISAND: The Concert (Columbia 4775922). Recorded at Madison Square Garden, New York, this celebration of Streisand's return to the concert arena after an absence of 27 years finds her in amiable mood and fine voice. It's pure showbiz, but she carries it off with great style, her distinctive powerful yet direct vocals cutting a swathe through lush orchestral pads. **BB**

VARIOUS: The Ultimate Rock 'n' Roll Collection (Columbia MDDDD 35)/The Best Rock 'n' Roll Album In The World...Ever! (Virgin VTDCC 37). Two mighty rock 'n' roll collections launched simultaneously as the latest titles in already established series will cause much consumer confusion. The facts are these: the Columbia album features 42 tracks; the Virgin album houses 50, and also has a cheaper price tag (dealer price is 12p less for the CD, 31p



Kermit and Benson: great fun

less for cassette). There are 11 tracks common to both albums, including Bill Haley's Rock Around The Clock, The Big Bopper's Chantilly Lace and B. Bumble's Nut Racker. The Virgin collection is more pop-aimed, comprising in its main winners, while the Columbia collection contains a few obscurities. Both albums are supported by substantial TV campaigns and both will obviously sell very well, though I suspect the Virgin collection will have the edge. **BB** **BB** **BB**

VARIOUS: High On Dance (PolyGram TV S251432). A Pan-European charity release to coincide with European Drug Week (prevention, not promotion, thereof), this is a high profile album with TV, radio and press advertising to support. The 20 tracks include chart-toppers by Gabrielle, Chaka Demus & Pliers, Tony Di Bart and Culture Beat as well as tracks by E-Type, Masterboy, Marusha and Jovanotti which have yet to chart in the UK. **BB**

GLORIA ESTEFAN: Hold Me, Thrill Me, Kiss Me (Epic 4774162). The latest covers album in which Estefan envelops old favourites like How Can I Be Sure? and It's Too Late in warm, loving embraces and camps it up on fun Seventies disco nuggets like Chereche La Femme and the first single Turn The Beat Around. A huge seller, with lots of hits waiting to be spun off. **BB**

VARIOUS: Kermit Unpigged (BMG Kidz 7432133382). This 10-track selection is great fun. Kermit & Miss Piggy trade phrases on She Drives Me Crazy, but most of the songs pair Muppets with humans including Don Henley, Ozzy Osbourne and George Benson. Sweet children's album and a nice novelty for some adults too. **BB**

PICK OF THE WEEK

FAST 17: Steam (London 8285422). Short and taut, a 10-track delight of finely-honed pop and dance numbers. The current hit Steam is actually one of the weaker cuts. Their last single Around The World is also here, and practically every other song has the potential to make it as a 45. The tempo is generally fast but the pick of the pack has to be Stay Another Day, the Christmas single, a dreamy ballad that will lift this album to multi-platinum status before the new year. **BB** **BB** **BB**

Alan Jones

THE OFFICIAL CHARTS - 15 OCT

SINGLES

1	SURE	Teet Tatt	RCA
1	02 SATURDAY NIGHT	Whitman	Sony/AT&T
2	03 ALWAYS	Boy Jovi	Jared
5	04 BABY COME BACK	Papa Roach	Virgin
4	05 Her Now (Garcia Javi What To Have Fun)	David Lauger	Eric
3	06 The Bottom Of The Near (Bromo Band)	Cosmo	WEA
9	07 SWEETNESS	Michelle Gaele	1st Avenue/RCA
8	08 Stay (I Missed You)	Lisa Loeb & Nine Stories	RCA
7	09 STEAM	East 17	London
5	10 SECRET	Macawa	Motown/Sir
11	11 CIRCLE OF LIFE	ETERN JAM	ROCKIT
20	12 WELCOME TO TOMORROW	Shaw featuring Sauter	Arista
13	13 BEST OF MY LIFE	GJ Jones	Blackwood/THCA
10	14 ENDLESS LOVE	Laura Veoness & Marlon Carey	Eric
18	15 If I Give You My Number	PJ And Duncan	X-Spense/Telstar
16	16 Move It Up/Big Beat	COPYCAT	Intimate Dance
14	17 ZOMBIE	The Darkness	Island
12	18 I'LL MAKE LOVE TO YOU	Brian May	Motown
17	19 SPACE COWBOY	Jamaatou	Star 52
21	20 I WANT THE WORLD	Zoo Tardoz	Eric
16	21 LOVE IS ALL AROUND	Why Not Wit?	Precious Discos/Star
11	22 PUSH THE FEELING ON	Nightcrawlers	inn
11	23 TURN THE BEAT AROUND	Quinn Ertman	Eric
17	24		
17	25		

100% music week

AS USED BY



"Ode to Boy"
TAKEN FROM THE ALBUM
"Coco"®



ALISON MOYET
Ode to Boy

Released October 10th 1994
"a glorious piece" VOX



ALBUMS

1 MONSTER

	NO NEED TO ARGUE	THE DISCOVERY	WANTED DEED
1	02	03	04
2	04	05	06
3	06	07	08
4	07	08	09
5	08	09	10
6	09	10	11
7	10	11	12
8	11	12	13
9	12	13	14
10	13	14	15
11	14	15	16
12	15	16	17
13	16	17	18
14	17	18	19
15	18	19	20
16	19	20	21
17	20	21	22
18	21	22	23
19	22	23	24
20	23	24	25



15 10 94

france quits pwl to launch dance label

PWL A&R man Phil France has left the company to set up a UK label for Japanese record company Avex.

a&r man recruited by japanese giant

bar one in the *Billboard* dance chart. Other artists are in the process of being signed to the label.

Avex is the fourth largest record company in Japan with a turnover of \$160m a year. Its UK office, which has been open since March, has been operating purely as an A&R source for the rest of the world. But head of A&R Rod Commmons says France's appointment is set to change all that.

Avex is launching new UK operation Rhythm Republic with France as label manager as well as head of marketing and promotions.

Rhythm Republic will handle dance promotions for the various records licensed to Avex in the UK and for the rest of the world. Third party club promotions will also be offered as a service.

The new Avex label will be officially launched in the new year with Jackie Graham's new single 'You Can Count On Me'. It follows the international success of her last single 'Ain't Nobody' which reached num-

bers one in the *Billboard* dance chart. Other artists are in the process of being signed to the label. Commmons says "Once Phil is settled in here we will get straight into releasing records in the UK while continuing to be a key A&R source for Avex in other countries. There are some very exciting projects lined up".

Avex has released a number of dance compilations around the world and licenses tracks from more than 500 labels. France's departure from PWL follows that of mid David Howells and Tilly Rutherford's decision to reduce his consultancy commitment to one day a week. France has been replaced in his role as manager of PWL's Black Diamond club promotions by James Mac.

Mac previously worked at Virgin/AVL in 1990-91 but more recently has been A&R'ing the PWL-related Public Demand label. He will continue his role with Public Demand which currently has club hits with One Family and Shades Of Rhythm.

It's hardly surprising that an artist related to wild Leeds club Vogue should be responsible for a single called 'Sit On My Bass' and a video capturing the delights of oral sex. Northern DJs Daisy & Hovoc have been resident at Vogue since the club began a year ago as well as running a show on Dream FM. Now they've decided to set up their own label called - wait for it - Tool Records and the first single, out late October, is a hard house number with a percentage of profits going to the Terence Higgins Trust.



The video for the track also features Vogue promoter Suzy Masson and Alice Nutter from indie band Chumbawamba. It is too explicit for TV but has been shown in pubs and clubs in Yorkshire. As Daisy & Hovoc are unashamed feminists, female DJs are receiving more copies of the three-mix single at least two weeks before their male counterparts. "This is an attempt to restore some balance in the male-orientated world of club DJ'ing," say the duo.

inside

- 1 The latest on the Euro Dance Convention
- 2 Paul Oakenfold picks his classic tracks
- 3 What are the hottest releases this week?

club chart:

1 CANT GET A MAN... Sister Sledge

cool cuts:

1 DONT BRING ME DOWN Spirits

sub level slims down

Pinnacle-owned dance distributor Sub Level has been restructured with the loss of five staff.

But general manager Dove Howell stresses the redundancies do not indicate that the company is about to fold. "It's simply a necessary change in the current climate but Pinnacle is still 100% behind us," he says. "What it really means is that we are going back to our roots of being more of an A&R source for Pinnacle rather than a totally separate distributor."

Two employees in Scotland and north west England, accountant Justine Marozzi, club promoters man Justin Deighton and buyer James Dyer have left the company.

Sub Level's two licenses staff have now moved into Pinnacle's offices in Dringlton leaving Howell's and buyer Terry Peltie in the London office.

Accounting for Sub Level will be handled by Pinnacle staff and a decision on whether to keep a London HQ will be made in December when the lease on the current premises runs out.

Justin Deighton will continue to handle some of Sub Level's club promotion work on a freelance basis while launching his own label Pacific.



SALT 'N' PEPA - NONE OF YOUR BUSINESS (FFFF). 10 HOT HITS TIPPED TO CHART NEXT WEEK

Rozalla

You never love the same way twice

The new single on 2 CDs, Cassette and 12" with mixes by K-Klass, SoulShock & Karlin, Love To Infinity & Dimension Corporation.

17 · 10 · 94

ORDER NOW FROM SONY MUSIC TELESALES, TEL: 0293 395151. 660905 2 · 4 · 6

CONTENTS BY TAS 1000 MK

THE JACK THAT HOUSE REBUILT

THE 1982 CLASSIC POP TEN HOUSE HIT - REMIX - PLUS 3 STAMMING NEW VERSIONS FOR '94 (8 MIXES ON CD)

25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
THE 25	THE 26	THE 27	THE 28	THE 29	THE 30	THE 31	THE 32	THE 33	THE 34	THE 35	THE 36	THE 37	THE 38	THE 39	THE 40
THE 25	THE 26	THE 27	THE 28	THE 29	THE 30	THE 31	THE 32	THE 33	THE 34	THE 35	THE 36	THE 37	THE 38	THE 39	THE 40

© CIN. PRODUCED BASED ON A S...

JACK

TIME SPACE RECORDS

DISTRIBUTED BY STATIONSTATION / FRANCHISE TEL: 01743 481971

15 OCT

THE OFFICIAL CHARTS

100% music/week



Club:

Joy of The Felbridge Hotel, London Road, East Grinstead. Monthly on Saturdays, 9pm-2am.



Capacity/sound system/special features:

550/15K/themed decor; PAs include Degrees Of Motion exclusive.

Door policy:

Relaxed, but smart dress.

Music policy:

"Room 1: upfront, joyful house and some classics; Room 2: classic house, disco, rare grooves, -- Mark Maddox

DJs:

Alan & Graham, Phil James, James S; guests: Judge Jules, Rocky & Diesel, Chris Coco, Greg Ferlin.

Spinning:

Ram Jack 'Heart The Music', Congress 'Happy Smiling Faces', Jinx 'Open Sesame', Baby D 'Let Me Be Your Fantasy' house mixes; Junior Vasquez 'Get Your Hands Off My Man' Fire Island Mixes.

DJs view:

"Every time I play there it's like New Year's Eve."

Graham Simmons

Industry view:

"One of those places that's in an unlikely setting but attracts a very sophisticated closed-up crowd."

— Andy Thompson, London Records

Ticket price:

£6; \$7 non members.

now's the time

convention loosens up

Organisers of this year's European Dance Music Convention are hoping the event will finally become the industry's must-go conference. This year's convention, which runs from October 22-24 in Amsterdam, is intended to be more of a networking forum than just a string of formal seminars.

There will also be an audio and video room to enable delegates to play their fabled tracks or videos to potential clients. A series of potential focus meetings will allow delegates to meet representatives from individual European territories. Guest speakers lined up include 2 Unlimited producer

Jean Paul de Coester and panel topics are to range from dance media to publishing. Artists confirmed so far include The Orb, presenting an ambient night of The Paradise on October 23, and Omar, who forms part of the Red Hot & Cool night of The Meltdown on the same night. Also lined up are a Rhythm'

Outland/Fresh Fruit party featuring The Goodmen, at Escape on October 22, and an underground party featuring Mr C and J-Live on October 23. The EDMC, which has been linked with the DMC organisation in the past, is now an independent organisation based in Holland. For more details, contact 01031 2154

In the mix...

Kiss FM DJ Chris Phillips enters the world of remixing with the **Motley crew** on Darkman's 'Yabba Dabba Do', to be re-released with additional mixes by **M Beat** and **Shamas & Paul Walker**. The highly trendy **Portishead** are to slow up on a remix work following their extremely popular mixes for the likes of **Paul Weller**. Their last mix for now is **Primal Scream's** 'Give Out But Don't Give Up'. **Hi Life/Polydor** have signed **Stabes' 'Joy And Happiness'** from **Club Vision Records**. **Hi Life** has also had **Blag and Love To Infinity** remix **Nu Tropic's** 'I Only See You'. **Willy Ninja**, discman of **New York's** Sound Factory bar, is to have his forthcoming **MCA** single 'Hot' mixed for UK release by **Mark and Masters At Work**. **Mary J Blige's** new single 'Be Happy' is set for release on **November 12** via **Uptown/MCA** with **Messtree Joshua** confirmed as the UK remixer.

top team for rozalla's mix

If there's one artist who has encouraged the art of remixing it is Rozalla. The former reexplorer from Zimbabwe has had a wealth of talent working on her tracks since first scoring a hit in 1991 with 'Faith On The Power Of Love'. Her latest single - the third since signing to Epic from Pulse 8 in 1993 - is no exception: 'You Never Love The Same Way Twice', out next week, features mixes from **Love To Infinity**, **Soul Shock**, **K-Klax** and **Development Corporation**. But that's nothing compared to the array of producers who lend a hand on Rozalla's debut Epic album 'Look No Further' - out on **November 7**. Production partners include **Jellybean** - who masterminded the first Epic hit 'I Love Music' - **Rick Nowels** and **Pete Lomser**.



Clie J, Franke Kruckles, Guy Roche, DNA, Tim Lows, Andy Betts, Band Of Gypsies and The Beatmasters.

Also featured is the previously unissued **Appalo 440** mix of the singer's cover of **REM's** 'Losing My Religion'. Rozalla provides the album with nine PAs of clubs around the UK from this week.

After just a year in operation British house and techno label **Platipus** is beginning to make a name for itself. Its biggest hit to date was **Upton Jack's** 'The Fall Moons & A Tour' which sold 15,000 in the UK and was licensed to **Rising High** and **Lobkowsky** in Germany. The label was set up in **March 1993** by **Simon Berry** who wanted to find an outlet for all the house records he was listening to. As **The Art Of France**, **Berry** had his own hit with 'Cambodia' and joined up with



Claudio from hardcore outfit **Urban Skatodown** to produce **Upton Jack**. **Berry** had minor hits as **Pollergel** and **Changer** who appear on the imaginatively titled **Platipus** compilation, 'Volume No', due out at the end of the month. Alongside are **Technoisms** - **DJs** James Munro and **Matt Evans** - and **Nicely, Justin Murray** and **Tim Hemmings**. **Upton Jack** has a new single 'Coccos' due this week to preview the album, although the track is not actually included on the LP.



Chase
take my soul
INCLUDES THE LEE MARROW REMIX

OUT NEXT WEEK 12" / CDS
ORDER FROM SRO
tel: 081 508 3900 fax 081 602 2222

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

1	02	STANDAR	1	09	STARM
2	03	ALWAYS	2	10	SECRET
3	04	BABY CO	3	11	CIRCLE O
4	05	HER NOW	4	12	WELCOM
5	06	THE RHYM	5	13	BEST OF
6	07	SWEETNE	6	14	ENDLESS
7	08	STAY IT	7	15	IF I GIVE
8	09	STARM	8	16	MOVE IT
9	10	SECRET	9	17	ZOMBIE
10	11	CIRCLE O	10	18	TU MAM
11	12	WELCOM	11	19	SPACE C
12	13	BEST OF	12	20	I WANT
13	14	ENDLESS	13	21	LOVE IS A
14	15	IF I GIVE	14	22	PUSH TH
15	16	MOVE IT	15	23	TURN TH
16	17	ZOMBIE	16	24	...
17	18	TU MAM	17	25	...
18	19	SPACE C	18	26	...
19	20	I WANT	19	27	...
20	21	LOVE IS A	20	28	...
21	22	PUSH TH	21	29	...
22	23	TURN TH	22	30	...



heavies with rough edges

For those who found the last Bronx New Heavies LP 'Brother Sister' a bit too slick and polished, Acid Jazz has the perfect Christmas present. 'Original Flava', an LP of the group's out-takes, oldies and unreleased tracks, recaptures their gritty sound and includes such goodies as their first single on Chrysalis from 1988 'Got To Give'.

Other material, including the original version of the group's smash 'Never Stop', comes from an unreleased solo LP by the band's drummer Jan Kincaid, as well as tracks left over from the Heavies' self-titled debut LP. The project was compiled with the consent of the group by Acid Jazz boss Eddie Miller and label manager Dean Rudland.

"They're perfectly happy with the LP and are in fact going to hit parade it," says Rudland. The LP tracks are performed by the original line up, featuring two members who subsequently left the group - sax player Jim Welman and guitarist/percussionist Lascelles Gordon. Welman is currently enjoying great acclaim for his latest project 'Time & Place' and Gordon has signed his group Heliostrato World to Talkin' Loud.

Rudland believes 'Original Flava' can only enhance the Heavies' reputation. "It just proves what a totally brilliant and prolific band the Heavies have always been. All the stuff they've ever put out has been so good and no one could possibly describe this as filler. I can't be too enthusiastic about it," he says.

music class for massey

A little preparation goes a long way when it comes to selling up a record label, and it's certainly put A.I.'s Chris Massey on the road to success.

Massey spent a couple of years working at the General Production Recordings label - home of Stack Day Productions - before realising that he wanted to run his own operation.

Instead of diving straight into it, he went back to college to study and, thanks to the Global Entertainment Group

One of the founders of the *Trance Europe Express* and *Volume CD* magazines has taken a leaf out of the Factory Records book in setting up his new label, Like Factory, the Deviant label will have collectable catalogue numbers for everything it releases - from records to underwear.

Rob Deacon, who has set up the new London-based label, was also the man behind the Sweetbox label in the Eighties.

His first signing to Deviant is techno experimentalist Pentatonik (pictured). The

music course, became educated in the ways of the business.

Five EPs later and Massey's Essex-based label is about to release its first compilation 'Experimenta'. It has been compiled by 23-year-old techno DJ and GPR collaborator Mark Broom and features tracks from a number of other labels. Among the artists included are Thomas Heckman as Drex Two, Steffon Robbers as Terrace/Edge Of Motion and Dave Angel.

long-term deal has begun with Pentatonik collecting and re-releasing tracks from this bunch of EPs released in the past three years.

'Anthology', a new double CD and quadruple vinyl set, is set for release on November 7 along with a T-shirt which has its own catalogue number, dwt 11.

Although there are no other signings of present, Deacon unveils new lines in Deviant T-shirts, caps, record bags, jackets and underwear on December 5 - just in time for Christmas.



The album is out this week. Meanwhile, Broom (above) is lining up new projects with Pink Plork's EAR label, a new EP for Steve Broom's Cosmic label and possibly the launch of his own imprint.

Although there are no other signings of present, Deacon unveils new lines in Deviant T-shirts, caps, record bags, jackets and underwear on December 5 - just in time for Christmas.

unity sets up label

One of London's leading dance shops Unity Records is expanding following its purchase by PWL. In July, the shop is launching a record label with its first release - Drum Driver's hardcore track 'Sky', produced by two of the shop's staff, Richard Drew and Matthew Lilman - due out in the next few weeks.

The label will eventually include all forms of music and be distributed by various van sales companies, with PWL taking over the marketing of a track takes off.

Unity is also adding a basement of its Best Shop shop to house the hardcore and jungle section, leaving the front of the shop to deal with house, techno and garage and the backroom to deal with rap, swing and soul.

Unity's manager Stuart Eden says, "We were dealing with three conflicting types of music in the front of the shop with some things getting drowned out. Also, we had a reputation as a hardcore shop and I've always wanted to make sure we sold music across the board. Now I think we've achieved that."

Demos should be sent to A&R, Unity Records, 47 Beak St, Soho, London W1R 3LE.



Say what?!

is it a good idea for the public to a&r dance product?

Trevor Nelson - promotions colleague, Cooleempo

"It's ripe for competition. In theory things like phone-in votes sound great. The public choose, 'the choice from the street', that's a great marketing play but in practice you'll just get all the record companies ringing up and vying for their own tracks to be included. So in reality things like that don't work."

Marie Warner - managing director, Dino Records

"Of course it's a good idea. We've been doing it for the past

two years. We include questionnaires in our records and rely on the public for their responses. It keeps our fingers on the pulse. Also, you'd be surprised because it's often not the big hits they mention but records that make the club charts, for example, but weren't top hits. People are quite discerning."

Dave Lambert - A&R, Positive

"It's a wicked idea and quite inventive. It's obviously just a really good way of hearing what people actually want. I'm

a DJ so I still have a very direct avenue to the public and their likes and dislikes, but a lot of A&R men don't."

Oscar Engles - A&R/promotions, Rumour Records

"I can see it being a good idea because you get the choices from the people that matter. But the amount of tracks suggested could be astronomical and then you've got to try and hunt the tracks down and license them, which takes a long time. That's all that would worry me but otherwise it's an interesting way to compile an album."

SALT 'N' PEPA - NONE OF YOUR BUSINESS (PFRH)

10 HOT HITS TIPPED TO CHART NEXT WEEK

MICHELE DI SWEETIEY THE DANCEFLOOR SMASH

AVAILABLE ON 17th OCTOBER 12" WITH EXCLUSIVE UK MIXES BY RAMP
ALSO INCLUDES MIXES BY NICK AND STONE, AND MORETTA
6 MIX CD SINGLE AND CASSETTE ALSO AVAILABLE



ad manager: rudi blanchett @ deputy ad manager: julian rivers @ sponsor ad executive: steve masters @ ad executives: ben cherrill, rachael hughes @ marketing manager: mark ryan

25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
MON	TUE	WED	THUR	FRI	SAT	SUN	MON	TUE	WED	THUR	FRI	SAT	SUN	MON	TUE
25	26	27	28	29	30	31	1	2	3	4	5	6	7	8	9
10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
26	27	28	29	30	31	1	2	3	4	5	6	7	8	9	10
11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26
27	28	29	30	31	1	2	3	4	5	6	7	8	9	10	11
12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27
28	29	30	31	1	2	3	4	5	6	7	8	9	10	11	12
13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28
29	30	31	1	2	3	4	5	6	7	8	9	10	11	12	13
14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29
30	31	1	2	3	4	5	6	7	8	9	10	11	12	13	14
15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
31	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	1
18	19	20	21	22	23	24	25	26	27	28	29	30	31	1	2
19	20	21	22	23	24	25	26	27	28	29	30	31	1	2	3
20	21	22	23	24	25	26	27	28	29	30	31	1	2	3	4
21	22	23	24	25	26	27	28	29	30	31	1	2	3	4	5
22	23	24	25	26	27	28	29	30	31	1	2	3	4	5	6
23	24	25	26	27	28	29	30	31	1	2	3	4	5	6	7
24	25	26	27	28	29	30	31	1	2	3	4	5	6	7	8
25	26	27	28	29	30	31	1	2	3	4	5	6	7	8	9
26	27	28	29	30	31	1	2	3	4	5	6	7	8	9	10
27	28	29	30	31	1	2	3	4	5	6	7	8	9	10	11
28	29	30	31	1	2	3	4	5	6	7	8	9	10	11	12
29	30	31	1	2	3	4	5	6	7	8	9	10	11	12	13
30	31	1	2	3	4	5	6	7	8	9	10	11	12	13	14
31	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17
3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18
4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19
5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21
7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22
8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23
9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24
10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26
12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27
13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28
14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29
15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	1
18	19	20	21	22	23	24	25	26	27	28	29	30	31	1	2
19	20	21	22	23	24	25	26	27	28	29	30	31	1	2	3
20	21	22	23	24	25	26	27	28	29	30	31	1	2	3	4
21	22	23	24	25	26	27	28	29	30	31	1	2	3	4	5
22	23	24	25	26	27	28	29	30	31	1	2	3	4	5	6
23	24	25	26	27	28	29	30	31	1	2	3	4	5	6	7
24	25	26	27	28	29	30	31	1	2	3	4	5	6	7	8
25	26	27	28	29	30	31	1	2	3	4	5	6	7	8	9
26	27	28	29	30	31	1	2	3	4	5	6	7	8	9	10
27	28	29	30	31	1	2	3	4	5	6	7	8	9	10	11
28	29	30	31	1	2	3	4	5	6	7	8	9	10	11	12
29	30	31	1	2	3	4	5	6	7	8	9	10	11	12	13
30	31	1	2	3	4	5	6	7	8	9	10	11	12	13	14
31	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17
3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18
4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19
5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21
7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22
8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23
9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24
10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26
12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27
13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28
14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29
15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30
16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	1
18	19	20	21	22	23	24	25	26	27	28	29	30	31	1	2
19	20	21	22	23	24	25	26	27	28	29	30	31	1	2	3
20	21	22	23	24	25	26									

COOL cuts

1	(2)	DON'T BRING ME DOWN Spirits	MCA
2	NEW	THE HARDER THEY ARE THE BIGGER THEY FALL The Sounds Of Blackness Another gospel garage anthem	MCA
3	(9)	SPEND SOME TIME Brand New Heavies	Acid Jazz/tfrr
4	(1)	THIS TIME Michelle Sweeney	East West
5	(6)	BRAND NEW Fintribe	Finiflex
6	NEW	LOVE LIFE LIVE LOVE Reda Multi-styled mini album from Chad Jackson	Stress
7	(12)	RELEASE ME Industry	X-Clusive
8	(14)	YOUR LOVING ARMS Billie Ray Martin	East West
9	NEW	THE MORE I GET THE MORE I WANT KWS With Teddy Pendergrass on vocals	X-Clusive
10	(7)	YOU NEVER LOVE THE SAME WAY TWICE Rozzalla	Epic
11	NEW	THE SNAKE Opal Out again with new mixes, this is essential techno	Red
12	(16)	KUT IT Red Eye	Champion
13	NEW	DAMN TUFF EP Boomerang Banging house with cut-ups of Kurtis Blow	Sperm
14	NEW	MAMBO SHOW Les Negresses Vertes With Todd Terry and Masters At Work on the mix	Virgin
15	NEW	DO WHAT U LIKE Good Fellows Hi-NRG house workout	Effective
17	NEW	INNER CITY LIFE Goldie presents The Metalheads Unusual jungle track with strings and vocals	tfrr
18	NEW	TREATY Yo!u Y!ndi Out again with new mixes from Sure Is Pure and Stuart Crighton	Mushroom
19	NEW	THE RIFFMEISTER Joy For Life Gordan Kaye's vinyl debut	Stress
20	NEW	OPEN SESAME Jinx Sampling the Talking Heads	White Label

a guide to the most essential new club tunes as featured on 1m's "essential selection", with pete lang, broadcast every friday between 7pm and 10pm. compiled by dj feedback and data collected from leading djs and the following stores: city sounds/tying/zoom/black market (london), eastern blood/underground (manchester), 23rd street (glasgow), 3 beat (Liverpool), warp (Leffield), mix (Newcastle), Jay for life (Nottingham).

VOLUME 2

**SHADES OF RHYTHM * WARREN G
CHINA BLACK * RICK CLARKE * PECH
JIMMY SHINE FEATURING MAXINE HARVEY
ELISHA LA'VERNE * GORDON NELSON
Y?N-VEE * VIRTUE * PHARO.**



THE CD POOL
MEMBERS ONLY

RADIO & CLUB DJ'S ONLY

For further information call: (0181) 744 3828 Fax: (0181) 744 2371

VOLUME 3 AVAILABLE SOON

Shop focus

Shop:
Avalanche II, 28 Lady
Lawson Street, Edinburgh
(12ft x 15ft)



Specialist areas:
Dance, ambient, atmospheric, experimental and dub. Wide selection of experimental CDs. Popular labels New Electronic, Mo' Wax, Erolute, D-Jax, Plus B, Silent Records, Staalpaat. T-shirts, slip mats, record bags, small mail order service.

Owner's View:
We've been open five years and there's been a shift towards Detroit-style techno - moving away from the ravey thing. Fluffy, predictable ambient is not doing well, instead dark stuff like Isolation on Virgin is popular - it's atmospheric and almost creepy in nature. More commercial stuff - like Tony Di Bart - doesn't sell well either. Jungle doesn't sell of all here. There's been a real rise in dub music. The Mad Professor/Arkiva style sells best and things on Southern, like Zion Train, sell really well. - John Stewart

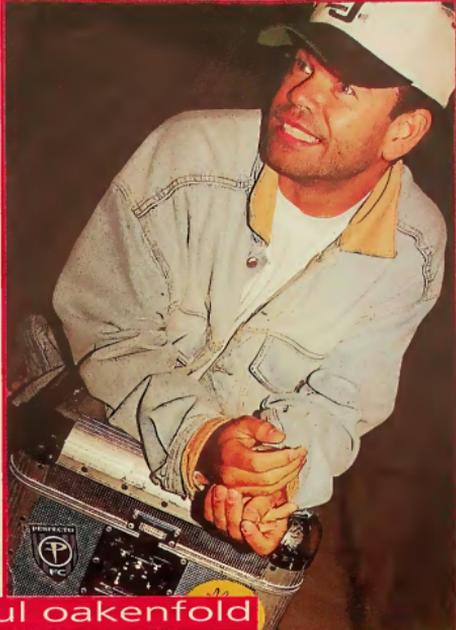
Distributor's view:
"One of the best shops for dance and experimental releases. John likes his ambient but he's not sovered of trying things on different labels - even if it's got a slight industrial side."
Tony SV, Plastic Head Djs view:
They're helpful, they know their stuff and have a good range of British product and imports - from ambient to harder edge, upfront techno. - David Sativa

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

1	02	SUBROSA	11	11	CIRCLE 0	20	12	WELCOM
2	03	ALWAYS	12	13	BEST OF	10	13	BEST OF
3	04	BABy Co	13	14	ENDLESS	18	15	IF I GIVE
4	05	Her Now	14	16	MOVE IT	14	17	ZOMBIE
5	06	The Birth	15	18	TU MAX	17	19	SPACE C
6	07	SWEETN	16	20	I WANT	18	21	LOVE IS A
7	08	STAY IT	17	21	Push Th	19	22	Tank Th
8	09	STEAM	18	22	...	20	23	...
9	10	SECRET	19	23	...	21	24	...
10	11	CIRCLE 0	20	24	...	22	25	...
11	12	WELCOM	21	25	...	23	26	...
12	13	BEST OF	22	26	...	24	27	...
13	14	ENDLESS	23	27	...	25	28	...
14	15	IF I GIVE	24	28	...	26	29	...
15	16	MOVE IT	25	29	...	27	30	...
16	17	ZOMBIE	26	30	...	28	31	...
17	18	TU MAX	27	31	...	29	32	...
18	19	SPACE C	28	32	...	30	33	...
19	20	I WANT	29	33	...	31	34	...
20	21	LOVE IS A	30	34	...	32	35	...
21	22	Push Th	31	35	...	33	36	...
22	23	Tank Th	32	36	...	34	37	...
23	24	...	33	37	...	35	38	...
24	25	...	34	38	...	36	39	...
25	26	...	35	39	...	37	40	...

jock on his box

qualified chef and wine expert paul oakenfold picks his tastiest tracks of all time



paul oakenfold

'rock the bells' II cool j (def jam)
"I was working at Def Jam around 1984 and I was sent a test pressing. I was playing at The Wig and as soon as you put that record on, the club went mad. It's a classic rap record."

'rock the casbah' the clash (epic)
"I still play this occasionally and it still goes down as well as when it first came out. It's a true London vibe—pure attitude."

'running away' roy ayers (polydor)
"A classic soul weekendner tune I grew up on. I bought it at Groove Records."

'love is the message' mfsb (sound of philadelphia)
"I got this in New York when I lived there in about 1981. I used to go to the Paradise Garage and it was the kind of tune that made me run and buy it that minute. It's so sentimental to me because I heard it at the Paradise Garage."

'baby I love you so' colourbox (4ad)
"I picked this up from the record company when it was released about five or six years ago. It's heavier and more dubby than the Down Penn version. It needs to be rough. I play it out now."

the mission soundtrack
"This is not a club tune but it is a tune I always used to go home to and relax and wind down to."

'why' woodentops
"I think this was an Rough Trade in England and on Sony in America. I went to an indie shop and bought it. I heard it in Annesia—Alfredo played it. He started the Balearic scene—we just brought it to England."

'unfinished sympathy' massive attack (citra)
"It was a beautiful record and I was fortunate to be asked by Ashley Newton to remix it."

'steamin'
tips for the week
"you've got me rockin'" —rolling skidies (virgin)
● 'the little voices' remix —voices (sound of ministry)
● 'bug caught' —scorpio rising (capitol)
● 'deep trouble in outer space' —mwan (juno)
● 'loyaliser' juno reactor mix —fatima mossaïna (dot)
● 'had over yer' —grace (perfecto)
● 'control' —traci lord (dot)
● 'resilore' —dynamix (dragonfly)
● 'alchemist' juno reactor mix —asciotele (dot)
● 'your loving arms' discuss & junior vasquez remixes —billy roy martin (mag'nét)

compiled by south
tel: 08 1-848 2320
hl: 08 1-848 2320

BORN: London 1964. **LIFE BEFORE DJING:** fully qualified chef. **FIRST DJ GIG:** Ramours in Covent Garden — warm up for Trevor Fung in 1982. Trevor doesn't get the press, it's long overdue. He was one of the pioneers of the Ibiza scene. **MOST MEMORABLE GIG:** Best — "When I was resident at Spectrum, on Monday nights at Heptone. We had KLF there. It was their first and only live gig. It was voted Time Out's club of the year so we had a party: 1,500 people in Heaven and another 1,000 on the South Bank in a tent. I was playing both. Also Napoli football stadium. It was a U2 date last year. There were 90,000 people — this sea of people and I'm right at the front, just me and my turntable! Worst — "In Tokyo in 1990 when there problems with the technology. There was feedback from the stage monitors. This went on for 10 minutes; it doesn't sound long but it felt like two hours." **FAVOURITE CLUB:** Cream, Liverpool. **DJ TRADEMARK:** Versatility: I'll be at Final Frontier and play a heavy set and I'll go on and play a house and garage set and I played rap and rock when I supported U2. **OTHER INTERESTS:** Proletaire remixer and is signed to East West, the Perfecto album is due out this week. Restaurants and wines — "I've just finished a wine course" — movies.



SALT 'N' PEPA — NONE OF YOUR BUSINESS (FFRR).
10 HOT HITS TIPPED TO CHART NEXT WEEK

THE JACK THAT HOUSE REBUILT
THE 1988 CLASSIC POP TUNES HOUR WITH A REPIPER
PLAY 3 STREAMING NEW VERSIONS FOR 34¢ (8 MIXES ON CD)

25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
See It S!	That's T	At Your	I WANT	You Got	Can You	CURRENT	Viva LA I	No One	That's W	7 Second	Look Bar	GIMME A	CONTINUE	Riarr BE	Happy N

JACO

© CIN. PRODUCED BASED ON A S

TIME SPACE
RECORDED
DISTRIBUTED BY
STATIONSTATION /
FRANCHISE
TEL 07-445-8751

hot vinyl

namecheck: ralph tee @ brad beatnik @ tim jeffery @ nicky (black market)

tune of the week

spirits: 'don't bring me down' (mca)

house — Every now and then a tune comes along that's instantly recognisable as hit right from the first few bars. Don't Bring Me Down is such a tune. Maybe it's the crystal clear piano intro or maybe the smooth and seductive male and female vocals or could it be that in your face thumping garage house beat? It may not be particularly original but it pole-vaunts out of the speakers and mixes from Forley & Heller only increase the odds on this being huge. Simply mesurable. **★★★★**



KEITH SWEAT featuring **KUT KLOSE** 'Get Up On It' (remixes) (US Elektra) The most smouldering, midpaced urban ballad of them all right now is this grinding big beat driven monster featuring Keith's new girl trio Kut Klose. While Keith's rather unique nasal whine and his female accompanists hit the spot vocally, the mood is enhanced by the most intense and sultry keyboards and programmed effects, all topped off by a thunderously disco and dark bass line. Massive! **★★★★**

- ♥♥♥♥♥ Di-namite
- ♥♥♥♥♥ As hot as Hewitt
- ♥♥♥♥♥ Quite a revelation
- ♥♥♥♥♥ Di-sappointing
- ♥♥♥♥♥ Di-abolical

Rhythm's typically epic string-soaked club mix and Robin Hancock and Ollie Dagois's snappy, NY-Swive Friend For Life mix. **★★★★**

swing

RUFF 2 DA SMOOVE 'Eyes On You' (Bodyrock) This UK urban r&b group get better with every release and sound even more like a big budget American act with this chunky, melodic two stepper. They complete the 12-inch with house and jungle mixes, but soon they'll be good enough not to have to worry about such compromises. **★★★★**

with this drum and bass driven mid-pacer in six urban r&b mixes. The melody takes a lick out of 'Strawberry Letter 22' the sparkling piano and 'Say What, say what' vocal hook giving the track its originality. Production is courtesy of Sala; mixes offer differing drum patterns on a similar theme. **★★★★**

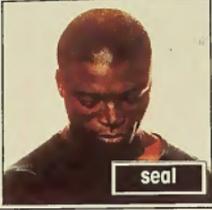
NICOLE 'Runnin' Away' (US Avenue Records) The lady who brought us 'New York Eyes' and the 'tame' ballad 'Desire' returns with her old trusted producer Lou Poole for a Sly Stone composition belted up for 12-inch by E-Smoove who does a convincing job of removing all the bleeping

house and far less frantic r&b mixes. The 'Smooove Soul Mix' is the best version to my ears, with Nicole's familiar voice brought out atop some gorgeous keyboard sounds. **★★★★**

RAYA-NEE 'Turn It Up' (US Perspective 12") Jimmy Jam & Terry Lewis return on form with a new swing diva act offering a classy urban soul dance track on the TLO flip. The melody isn't as instantly appealing as perhaps you would expect from the guys, but then it's always the tunes that don't hit you at first that ultimately stay with you the longest. **★★★★**

house

SEAL 'New Born Friend' (ZTT) He-of-shm-locks is back with Morales marring the mix. It can't be easy turning Seal's record someone efforts into club hits but if anyone can, it's Morales. The club mix swings in a poppastic style before the irremovable piano break brings in a understated but tasty groove. The dub concentrates on that groove while the Mix Me's Boss mix strips it down to become a deep house vocal-less monster. The 'killer' is replaced on the commercial 12-inch by Brothers In



seal

michelle gayle

introducing the exquisite debut album from michelle gayle.

including productions by narada michael walden and steve jervier

features the hit singles 'looking up' and 'sweetness'

10th october . cd . mc

telexes 021 500 5678
78321241234

michelle gayle will be appearing on the forthcoming **eternot** tour

november
2nd - manchester 24th - post 26th - sheffield
27th - newcastle 29th - london 30th - edinburgh

december
1st - manchester 3rd - newcastle
6th - cardiff 5th - cardiff 7th - glasgow

in association with **SUBMIT** **12**

official radio station **12**

1	02	SATURDAY
2	03	ALWAYS
3	04	BABY CO
4	05	HEY NOW!
5	06	THE BURNIN'
6	07	SWEETIE
7	08	STAY (I)
8	09	STEAM
9	10	SECRET
10	11	CIRCLE O
11	12	WELCOM
12	13	BEST OF
13	14	ENDLESS
14	15	If I Give
15	16	MOVE IT
16	17	ZOMBIE
17	18	ILL MANG
18	19	SPACE OZ
19	20	I WANT
20	21	LOVE IS A
21	22	PUSH THE
22	23	TORN TO
23	24	WALKING



les negresses vertes

samples over organ riffs and bouncy basslines. The gradual build ups and breakdowns make the track a real DJ favourite, easy for long mixes and filling floors. Definitely one for the garage fraternity. **♥♥♥♥** **1]**

DEEP SIX 'U Dig' (Slip 'N Slide) A real sleeping track which features the often used Altona Bombolona sample but has interesting percussion arrangements with rolling bells and odd squatty noises that make it stand out from many of the sample tracks around. An organ riff comes in halfway through to add a new dimension to the groove, which is delivered in typical UK house style. **♥♥♥** **1]**

TUNNEL VISION 3 'Reminiscor' (HOS) Another excellent EP from this top techno label which starts out with a driving bossed-rhythm with haunting flute, vocals and some great melodic parts. Very spacy and very infectious, while the B-side mix takes the track on a deeper more acid-lined direction for those who like it darker. **♥♥♥** **1]**

ONE FAMILY 'All Around The World' (Public Demand) A beautiful soulful groove with a catchy hook that is propelled by the dual vocals of Corina-Amel and Michael Thompson. Its distinctly funky keyboard melody will soon be locked into your memory and, if it gets the airplay it deserves, it

should be a massive hit. It has got that Nightcrawlers/Hooves indiefunk vibes feel and there are a bunch of real mixes to suit all tastes, from NY house to deeper garage. **♥♥♥♥** **1]**

VIBE TRIBE 'Years Of Pressure' (Downtown) Although this track isn't actually by Romanichay (he produced it), it definitely bears his mark with a very moody, understated feel and deep groovy bassline. The female vocals are sunk well into the swinging groove which rolls along with subtle Wild Pitch-type effects being introduced to build the track up. Not an anthem but one for those who like it deep. **♥♥♥** **1]**

BERGKAMP 'In The Box' (Zaptra) Here's one to elicit some how excitable adjectives from our own dear James Hamilton. As our US friends would say, this one's full of spunk and has that distinctly cheery Euro feel without too much funk. Very upfront and bossy, this has more energy than a lanyard of Lucozade. **♥♥♥** **bb**

KEY-AURA 'Hot Dog' (Consolidated) Another Cleveland City groove on their offshoot label with a big braaty kick and slightly cheesy synth noises with added vocal samples. Not as massive as its predecessor 'Echo Drop' but it grows on you with every listen. As with much of the label's material it's very much

a DJs record - it is easy to mix and very effective. **♥♥♥♥** **1]**

INNER MOOD 'Jamm On/What Is House' (Cyan Con) Bouncy American style house made in the UK with some squelchy sax noises, organ and swinging rhythms on 'Jamm On' while 'What Is House' is a moodier midtempo groove with some snappy pettussive noises and effects that's a little more sinister. Well worth checking. **♥♥♥♥** **1]**

funk

LES NEGRESSES VERTES 'Mambo Show' (Virgin) The A-side is actually a Masters At Work mix of another new track 'Apres La Pluie' which is basically a very Latin pop edit. The B-side has an edit of Todd Terry's hypnotically organ-stabbed Tee's Freeze Mix of the little track. If you don't want the French vocals, there's an instrumental version of said mix on side C while on side D there's Terry's brilliant full vocal mix and a similar Rubber Room Mix from MAW. Great to play around with, 'Mambo Show' could become a landmark tune and marks yet another peak in Todd Terry's glittering career. **♥♥♥♥** **bb**

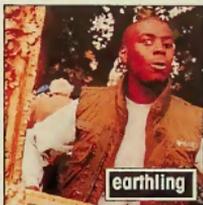
Jungle

DEA 'E.P.' (Zodiac) One for the happy hardcore crew. Second record out on Krome and Time's new label, Zodiac. Wicked breakbeats stompin' styles, stabbing keys and uplifting pianos give this tune an anthem feel. Watch out for this label. **♥♥♥** **a**

MARVELOUS KAIN 'Ruff-Nek-Ting' (Dub Plate) Soon to be out on Suburban Base, this ruff drum and bass jungle is going to hit big time. Kicks with a wicked snare, B-line and beats and then with a regga sample and full elements of the drums. It's 100% militant business. **♥♥♥** **a**

hip hop

EARTHLING '1st Transmission' (Cooltempo) The second, but first official, single from the latest in the impressive array of Bristol-



THIRD FUTURE/NEEK FUTURE

CARLETTE: TAS 0000 MC

STATENISLAND/ Pinnacle
Tel: 071-483 8272

(FFFF)

SALT 'N' PEPA -
NONE OF YOUR BUSINESS

10 HOT HITS TIPPED TO CHART NEXT WEEK

THE JACK THAT HOUSE REBUILT
THE 1988 CLASSIC TOP TEN HOUSE HIT - REBUILT -
PLUS 3 STOMPING NEW VEKINGTON '94 (2 MIXES ON CD)

- 24
- 25
- 26
- 27
- 28
- 29
- 30
- 31
- 32
- 33
- 34
- 35
- 36
- 37
- 38
- 39
- 40

JACK

TIME+SPACE
Records
STATENISLAND/ Pinnacle
Tel: 071-483 8272

hot vinyl

related trip hop acts. Following the intriguing 'Nothing', this is a slightly more accessible format-rich slouchier that revolves around its 'I know who I am...' hookline. Acoustic and tabla-flavoured mixes are joined by a typically eerie and scuzzed-back tone from fellow trip-hoppers Portishead. Excellent lyrics and THAT lockdown feel make it a real grower. **vvv** **bb**

jazz funk

JTG The James Taylor Quartet **EP** (Add Jazz) Newly re-signed to Add Jazz, JTG go back to their roots of jazz funk after

their commercial forays with major labels. Lots of funkily-strummed guitar, flute, strings and inventive vocals highlight the lead track 'Sleeping In My Life', while 'Red Neck' is a more familiar organ-based instrumental. The summery 'Keep The Dream Alive' and 'Europa' keep similar formats and 'The Vanishing Point' is another superb instrumental. **bb**

soul

SILVER 'F **Visions** (Tribal Sound & Vision) Following the big summer street soul tune of 94 'I Love The Summertime',

comes this laid back mellow shuffler in two mixes. The original/hip side version has a soft focus on the rhythm and instrumentation; the flip side **BFJ** Mix beefing up the drum track and offering a superior vocal. **lv** **vvv** **rr**

TONI BRAXTON 'How Many Ways (remix)' (LaFace) Man of the moment, R Kelly, does it again as an okay album track gets transformed into an urban soul masterpiece. All Kelly's characteristic warm, fooshy synth sounds still perfectly in place and the rhythm track is softened up a touch from the original to turn a once

somewhat stogy ballad into a sultry smooth love tune with Toni's top-of-the-range soul vocal. **vvv** **rr**

OLA 'You'd Better Believe' (Rugged Ram Records) It was obvious that this guy was going places when his live impressed queues at the set of **JMG's** London launch party, and here he is on vinyl to show he's right on track. Ola launches his solo career after stints with The Jazz Warriors, 'You'd Better Believe' showcases an incredibly expressive soulful vocal talent on an uplifting stunner best - a

contemporary equivalent of the kind of thing Mcadden & Whitehead gave us with 'Don't Stop' 'Us Now' in the Seventies. Excellent. **vvv** **rr**

garage

GORDON NELSON 'You Are My Friend' (Hot) A lovely uplifting garage song that comes across sounding like a cross between **On** Os Rogers and Blaze, with gorgeous vocals, strings and piano. The original mixes are lush and soulful while the Spice Of Life remixes are armed of the dancefloor with wailing basslines and snappy percussion. **vvv** **rr**

albums

TRANSGLOBAL UNDERGROUND

'International Times' (Nation) The second world mad groove set from Transglobal Underground follows the themes teased on their debut set. Across 15 tracks, Natacha Atlas and co. toss all manner of beats and vocal chants into a totally mesmerising mix. But it's also much more than that. 'Jalaya' and 'Holy Roman Empire', for instance, ride on an indie-funk guitar line, housey piano and various dialogue samples while 'Dustbowl' features some of the dirtiest trip hop a/c around. There really is so much here to enjoy and the Mercury Music Prize panel would do well to keep an eye on this one. The breadth of creativity and imagination is stunning and 'International Times' shows all the signs of joining that rare breed of the mainstream crossover album. **vvv** **bb**

GYPSY Soundtracks (Limbo)

It's quite easy to think that if a man can make such an

accomplished debut album aged 21, how good can he possibly get? 'Soundtracks' not only fulfils the promise of the classic singles 'I Trace You' and 'Funk De Fino', it forms another landmark in dance music - a particular honour. To maintain that epithet,

it is just as riveting and enveloping. A unique talent. **vvv** **bb**

LAURENT GARNIER 'Shot In The Dark' (F Communications)

Though it pains me to say it, this is something of a disappointment. All begins

down a pretty straight line which is off well and good for the first four minutes but then gets a little frustrating. It's a shame Garnier couldn't instill a little of his creativity on the discs into his own music because while this is still an enjoyable hard funk album, you can't help thinking that it should have been a classic. It isn't. **vv** **bb**

RANDOM FORTY 'Zen Pleasure' (UDC Recordings)

A fine debut from Random Forté, aka Carl A. Finlow, that manages to explore new avenues within the techno framework. But 'Zen Pleasure' is an album that needs a little patience. The slow march of 'Deliverance' is not the most appealing way to open an album and

the eight-track set takes a while to warm up. But by the time the afterglow 'The Price Of Memory' kicks in followed by the storming beats and Floydian guitar soundscapes of 'Mighty Clouds Of Joy', you're on to a winner. Colourful and charismatic, 'Zen Pleasure' is a delight to get to know. **vvv** **bb**

THE AURANAUT 'Interactive' (Pink Plink)

A hypnotic techno groove that contorts along with a deep warbling bassline and some occasional spoken vocals among the winding synth noises. More dancefloor-friendly than many of the Pink Plink releases. The heavier 'Eutormation' on the B-side with its aggressive buzzy lead noise is well worth checking, too. **vvv** **rr**

BEAUMONT HANNANT 'Ormeau' (GPR)

The first track to be lifted from Hannant's upcoming 'Sculptured' album marks a step in a very different direction. A more commercial offering than his recent experimental techno albums, 'Ormeau' features the slightly Chrisse Haywood/Richard Butler-like layered vocals of Lida Husik which warble over a slow, moody rhythm. An arresting mix and a unique single. **vvv** **bb**

SVEN VATH 'Beauty And The Beast' (Eye O)

Already floating around in its original 10-inch mix promo, this now comes in an Underworld remix that's very deep, dark and murky with more of a Wild Pitch



transglobal underground

rhythmic quality without resorting to monotonous isn't always easy but Gypsy does so with unerring aplomb. You can't help but sit back and marvel at the variety of sounds coming out of the speakers.

Whether it's the meandering mood music as on 'I Dream Of Santiago' or the earthy funk of 'Dirly Bass', the wash of sound

well with 'Shopes Under Water' thronging in on a coursing trance wave but halfway through the next track - and single - 'Astral Dreams', you begin to wonder if perhaps a little imagination ought to creep in of some shape. Each time, except for the lighter 'Rising Spirit' and '022', gets its head down and stomps

RUSH HOUR THREE @REACT

PLANE UP FOR IT!

11 JAM PACKED WITH UP-LIFTING HOLIDAY HOUSE GEMS DESIGNED TO GET THOSE WHISTLES BLOWING!

- Artemisla Bits 'N' Pieces
- Head Nodding Society Head On
- Chapter 9 Roller Coaster
- Partizan Keep Your Low
- Movin' Melodies P.A.R.T.Y.
- Nox Alba Mambo White
- Peter Parker Wow & Flutter (Part 3)
- Waters 9 Whimsical Saturday
- Klatchki God Save The Queen
- Saltaine Gee The Traxer
- N-Trance Turn Up The Power (Dark Mix)
- Mrs Wood The Awakening

12 TRACK DJ FRIENDLY DOUBLE ALBUM, CD AND DJ MIX CASSETTE

AVAILABLE FROM ALL GOOD RECORD STORES

ON THE STREETS 17 OCTOBER DISTRIBUTED BY S.R.D.

10	SU	1 02	Saturday	2 03	Always	6 04	Baby C	10 05	Hot Now	3 06	It Rains	9 07	SWEETN	8 08	Stay (I	7 09	STEAM	5 10	SECRET	11 11	CIRCLE C	20 12	WELDON	13 13	Best Of	10 14	ENDLESS	18 15	IF I GIVE	16 16	MOVE IT	14 17	ZOMBIE	12 18	T.U. MAX	17 19	SPACE C	16 20	I WANT	16 21	Love Is	22 22	PUSH TH	23 23	TURN TH	13 24	INCREAS	24 24	SUN
-----------	-----------	-------------	-----------------	-------------	---------------	-------------	---------------	--------------	----------------	-------------	-----------------	-------------	---------------	-------------	----------------	-------------	--------------	-------------	---------------	--------------	-----------------	--------------	---------------	--------------	----------------	--------------	----------------	--------------	------------------	--------------	----------------	--------------	---------------	--------------	-----------------	--------------	----------------	--------------	---------------	--------------	----------------	--------------	----------------	--------------	----------------	--------------	----------------	--------------	------------

with music week

SI

latest

New groove/nerther
Jungle compilation
"Handstep Selection
Vol 1" out on Kickin'
Records on
November 7...

Reinforced to
release Nookie
album "The Sound of
Music" end of
October...

WEEK	SU	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24
		Strung	Always	Baby C	Hot New	Hot New	Tie-Born	SWEETN	STAY (I	STEAM	SECRET	CARLE C	WELCOM	Best Dr	ENGLISH	If I Give	Move It	ZOMBIE	Till Man	SPACE C	I WANT	Love Is A	Push Th	TURN THE	INCREAS



SIX PERIMENTS

INCLUDES TRACKS BY DAVE ANGEL, THOMAS MERKMAL, BLACK DOG PRODUCTIONS, CONNECTED ZONE, STASIS, TERRACE, KIMBERLYN, EDGE OF MOTION

A13
A13 production

certified by BPI
1993

Live & Eclectic is the title of an unusual series of nights at London's Ministry Of Sound, starting on Thursday (13). Backed by the London Arts Board, the idea is to promote live performances in a club atmosphere. Among the performers lined up are **Talvin Singh**, **Skip McDonald**, **Doug Wimbush**, **Bim Sherman**, the **Classical Chill Out** label and DJs **Alex Paterson**, **Graham Massey** and **Billy Nasty**. More details next week... The happy couple pictured are **A&M** dance label manager **Simon Dunmore** and his new wife **Yasmin**. They are seen at the party they held in Uxbridge for a whole bunch of industry friends after the wedding... Party promoter **Universe** celebrated the launch of its new compilation 'The Tribal Gathering '94' with a party at Club UK last Friday with guest DJs **Weatherall**, **Bolland** and **Robertson**. A big Ooops! could be heard at the **Mastercuts** offices at Beechwood Music last week when it was discovered that some techno tracks had found their way on to side three of the first pressings of 'Rare Groove 2'... A new Ministry Of Sound Sessions album - Volume 3 - is out this month with a guest mix by **Civiles & Cole**. **Velvet Revolution** is a series of events,



simon & yasmin

beats

& pieces

organised by Manchester's Hacienda club, which aims to raise awareness of the Criminal Justice Bill. All manner of visual tricks and guest bands are promised. More details soon... East West has managed to get clearance for the Chica-sampling **Aquarius** track 'Let's Get Down', formerly on Transworld, which will now be released at the end of the year with mixes from **Bottom Dollar** and **Helicopter**. Former Song & Dance club plugger **Marilyn Rosen** returns this month with **Wizz Records** man **Gary Vandenburg** to launch new company **Bullet Promotions**. They can be contacted on 0171-978 1720... **Richie Hewlin** makes his final UK appearance of the year at London's Strut on December 18... **Sequel Records** has struck a deal with **Rhino** in the US and **Warner Music** in the UK to release a bunch of R&B and soul albums including the 'Alltime Sisters Of Soul' compilation. All are available at mid-price... **The Big Orange's** third partner and label boss **Othman Mukhlis** and promotions man **Ken Lewis** have left the company to concentrate on Junior Reid Management... Congratulations to our music course winner **Bill**, of Cadogan Terrace, London, and his winning phrase "DJs make good producers because they have first-hand experience of good reactions!"... **AND THE BEAT GOES ON!**



WOBBLE AMOR

OUT NOW ON 12", CASSETTE AND 2 CD SET
INCLUDES MIXES WITH
CHAKA DEMUS & PLIERS
CD + 12" FEATURE THE
MORE ROCKAS
JUNGLE REMIXES



Music Week
97 25
Denise Mansueti
Eric
Movie Star Presents
15 24
She Is Suffering

25	SHE IS SUFFERING	Adrian Street Productions	Eric
26	THAT'S THE WAY YOU DO IT	Purple Knot	Prisma
27	(AT YOUR BEST) YOU ARE LOVE	Alonim	Bluesonic/Red
28	I WANT YOU	Juliet Roberts	Capitola
29	YOU GOT ME ROCKING	Rebecca Struhl	Venus
30	CAN YOU FEEL IT?	Rita Fifer, featuring The Mojo Showband	Prisma
31	CHEERLEADERS (LIFE'S A RICH)	Sarah Bush with Quartet	De Bar
32	VIVA LA MEGABABES	Suzanne	Foxy/Panophone
33	NO ONE	Z Unleashed	PWL/Comical
34	THAT WOMAN'S GOT ME DRINKING	Sweet Medication And The Pops	ZTT
35	7 SCENARIOS	Veronica N'Four (Featuring Nene's Cabaret) / Couranna	
36	LOOK BUT DON'T TOUCH EP	Sue	Pan/Probe
37	GAME ALL YOUR LOVIN'	Kyle MacCallum And Joshua Brown	Blue/Merita
38	CONVERT ME	Kyle MacCallum	Demonstration/IDA
39	RIGHT BESIDE YOU	Sarah B. Iwanicki	Capitola
40	HAPPY NATION	Az Di Bae	London

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

JACK'N'CHILL

OUT OCT 24TH

TAS 9000 CD
TAS 9001 CD
TAS 9001 T
TAS 9000 MC

Available at:
TIMESPACE
LEASERS
STATIONSTATION / PHARMACE
1st 071-483-3372

THE JACK THAT HOUSE REBUILT
THE 1988 CLASSIC TOP TEN HIT - REBUILT - PLUS 3 Strabbing New Versions For '94 (2 Mixes on CD)

12TH CD - MC

12TH FEATURES JUNIOR VASQUEZ MIXES CD CONTAINS 2 PREVIOUSLY UNAVAILABLE TRACKS

LONDON'S SHEPHERDS BUSH EMPIRE
Thursday 6th October

COLUMBIA

HOT

OUT THIS WEEK

- 2 IN A ROOM - (POSITIVA)
- EL TRAGO (THE DRINK) (POSITIVA)
- ELASTICA - CONNECTION (DECEPTIVE)
- FOREIGNER - WHITE LIE (ARISTA)
- INXS - THE STRANGEST PARTY (MERCURY)
- JANET JACKSON - YOU WANT THIS (VIRGIN)
- LET LOOSE - SEVENTEEN (MERCURY)
- OASIS - CIGARETTES & ALCOHOL (CREATION)
- PANTERA - PLANET CARAVAN (EAST WEST)
- PINK FLOYD - HIGH HOPES/KEEP TALKING (EMI)
- SALT 'N' PEPA - NONE OF YOUR BUSINESS (FFRR)
- 10 HOT HITS TIPPED TO CHART NEXT WEEK

21	DIVINE MADNESS	Mercado	Venus
25	BROTHER SISTER	The Beano New Heavens	Knox/Jazz/Rings
27	THE VERY BEST OF... WIM LOPE	Berwick Ltd	Taurus
28	ALWAYS & FOREVER	ETERNAL	EMI
29	INTERPRETATIONS	The Carpenters	ASAP
30	THE DIVISION BELL	Pink Cargo	EMI
31	THE GLORY OF GERSHWIN	Larry Austin/Venues	Musique
32	II	Boyz II Men	Motown
33	RYTHM OF LOVE	Anna Bluey	Enigma
34	UNPLUGGED	Eric Clapton	Doc
35	EVOLVER	The Gap	Demonstration/IDA
36	AUTOMATIC FOR THE PEOPLE	REM	Wrasse Bass
37	GREATEST HITS	Quinn	Pan/Probe
38	LEGEND	Bob Marley And The Wailers	Tor Globe
39	FYER	Nene's Cabaret	MCA
36	THE ULTIMATE COLLECTION	Brava Entertainment	Venus

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

oasis

Cigarettes & Alcohol

NEW SINGLE OUT 10.10.94

B/W "I AM THE WALRUS (LIVE JUNE 94 TOUR)"
12" FEATURES NEW RECORDING OF "FADE AWAY"
CD BONUS TRACK NEW SONG "LISTEN UP"



ROCK

This Last

1	- CRANK	Almighty	Chrysalis CDCRHT 6086 (E)
2	2 SUPERUNKNOWN	Soundgarden	A&M 5402152 (F)
3	1 BORN DEAD	Body Count	Virgin RSVND 2 (E)
4	7 NEVERMIND	Nirvana	DGC DGED 24425 (BMG)
5	6 SWAGGER	Gun	A&M 5402544 (F)
6	3 THE HOLY BIBLE	Manic Street Preachers	Epic 4774212 (SM)
7	14 IN UTERO	Nirvana	Geffen DED 24536 (BMG)
8	8 HOW TO MAKE FRIENDS...	Teropisgion	Total Vegas VEGASCD 2 (E)
9	4 GATHERING OF FREAKS	Freak Of Nature	MFN CDMFM 169 (P)
10	9 BLOOD SUGAR SEX MAGIK	Red Hot Chili Peppers	Warner Bros 759326812 (W)

11	10 GREATEST HITS	Whitesnake	EMI CDEM 1065 (E)
12	17 SO FAR SO GOOD	Bryan Adams	A&M 5401572 (F)
13	19 RAGE AGAINST THE MACHINE	Rage Against The Machine	Epic 4722242 (SM)
14	12 GET A GRIP	Aerosmith	Geffen DED 24444 (BMG)
15	13 TEN	Pearl Jam	Epic 4688842 (SM)
16	18 KEEP THE FAITH	Ben Jovi	Jambco 5141972 (F)
17	- BAT OUT OF HELL II - BACK ...	Meatloaf	Virgin CDV 2710 (E)
18	15 TROUBLEGUM	Therapy?	A&M 5401962 (F)
19	20 VS	Pearl Jam	Epic 4745492 (SM)
20	16 BURN MY EYES	Machine Head	Roadrunner RR 90169 (P)

© C/Z/N

COUNTRY

This Last

1	- FLYER	Nancy Griffith	MCA MCD 11155 (BMG)
2	- I LOVE EVERYBODY	Lyfe Lovett	Carb MCD 10808 (BMG)
3	1 INGENUE	KD Lang	Sire 759926842 (W)
4	3 THE LAST WALTZ	Daniel O'Donnell	Ritz RITZCD 0658 (P)
5	2 IN PIECES	Garth Brooks	Liberty CDEST 2212 (E)
6	4 READ MY LICKS	Chet Atkins	Columbia 4746282 (E)
7	10 NO FENCES	Garth Brooks	Capitol CDEST 2136 (E)
8	8 COWBOY'S PRAYER	Emmylou Harris	Grapevine GRCAD 101 (F)
9	6 A DATE WITH DANIEL O'DONNELL	Daniel O'Donnell	Ritz RITZCD 702 (P)
10	10 ROPIN' THE WIND	Garth Brooks	Capitol CDEST 2162 (E)

11	7 WHO I AM	Alan Jackson	Arista 7432117682 (BMG)
12	12 FOLLOW YOUR DREAM	Daniel O'Donnell	Ritz RITZCD 701 (P)
13	18 THE CHASE	Garth Brooks	Liberty CDEST 2194 (E)
14	11 COME ON COME ON	Mary-Chapin Carpenter	Columbia 4718982 (R)
15	9 THE WAY THAT I AM	Marina McBride	RCA 7432115232 (BMG)
16	13 SHADOWLAND	kd lang	Warner Bros 9257242 (E)
17	17 A LOT ABOUT LUVIN'	Alan Jackson	Arista ARI 187112 (BMG)
18	14 I NEED YOU	Daniel O'Donnell	Ritz RITZCD 104 (P)
19	- WHEN LOVE FINDS YOU	Vince Gill	MCA MCD 11078 (BMG)
20	15 KICKIN' IT UP	John Michael Montgomery	Atlantic 756782592 (W)

© C/Z/N

SPOKEN WORD

This Last

1	NEW BOON SHOW CLASSICS: HE'S FALLEN IN ...	The Goons	BBC ZBBC 1602 (P)
2	2 AN EVENING WITH JOHNNERS	Brian Johnston	Listen For Pleasure LFP 7742 (E)
3	3 NEW KNOWING ME KNOWING YOU 2	Alan Partridge	BBC ZBBC 1637 (P)
4	3 CLASSIC CONNOLLY: IN WORDS & MUSIC	Billy Connolly	Speaking Volumes 5185664 (F)
5	1 JUST WILLIAM 4	Martin Jarvis	BBC ZBBC 1599 (P)
6	NEW FAWLTY TOWERS 3	Original TV Cast	BBC ZBBC 1634 (P)
7	7 THE ADVENTURES OF SUPERMAN	Original Radio 1 Cast	BBC ZBBC 1633 (P)
8	8 KNOWING ME, KNOWING YOU	Alan Partridge	BBC ZBBC 1510 (P)
9	15 SOMEONE WHO WAS	Brian Johnston	Speaking Volumes 5183224 (F)
10	NEW TALES FROM A SOUTH YORKSHIRE PIT VILLAGE	Fine Time Fontayne	BBC ZBBC 1567 (P)

11	7 BRAVO TWO ZERO	Andy McNab	PolyGram TV 5222004 (F)
12	4 THE NAVY LARK 6	Original BBC Radio Cast	BBC ZBBC 1592 (P)
13	18 ALADDIN - STORY & SONG	Various Artists	Disney PDC10 (PK)
14	6 RED WINGS: INFINITY WELCOMES CAREFUL...	Chris Barrre	Laughing Stock LAFFC 14 (P)
15	5 BATMAN - KNIGHTFALL	Original Radio 1 Cast	BBC ZBBC 1612 (P)
16	12 A PORTION OF...	Jethro	Speaking Volumes 5189434 (F)
17	NEW UNDER MILK WOOD	Kathryn Burton	Speaking Volumes 5221404 (F)
18	NEW AN EVENING WITH PETE COOME & BUD MOORE	Peter Coome/Bud Moore	Speaking Volumes 5220104 (F)
19	8 TALKING HEADS	Original Cast	BBC ZBBC 1087 (P)
20	8 VICTORIA WOOD	Victoria Wood	BBC ZBBC 1263 (P)

© C/Z/N

INDEPENDENT SINGLES

This Last/Week

1	1	5 INCREDIBLE	M-Beat/General Levy	Rank CDRENK 45 (SRD)
2	2	2 OOH AHH (G-SPOT)	Wayne Marshall	Seawoods SDCDC 321 (JS)
3	NEW	1 I DON'T KNOW WHERE IT COMES...	Ride	Creation CRESCD 108R (P)
4	NEW	1 COMING DOWN	Cult	Beggars Banquet BBQ48CD (RTM/P)
5	8	2 ORIGINAL MUTTAF	UKApach with SkyFX	Sound Of Underground SOUR 88CD (SRD)
6	3	2 HUG MY SOUL	Sant Etienne	Heavenly HVN 42CD (P)
7	5	3 WE ARE THE PICS	Suede	Nude 15CD (RTM/P)
8	3	6 ARE WE HERE?	Orbital	Internal LIECD 15 (RTM/P)
9	10	3 FORTUNES OF WAR	Dick Brads	DIICK 808CD (V)
10	NEW	1 WORKBAY!	Xelcia	Stress 123TR 43 (P)
11	14	2 THE POWER OF LOVE	G-Tex	Stasis' ST02CD (RTM/P)
12	4	2 I'M A BITCH	Olga	U.M.M. UMAM 144 (RTM/P)
13	RE	1 WILMOT	Sabres Of Paradise	Warp WAP 50CD (RTM/P)
14	NEW	1 VOLUME 5 - SOUL PROMENADE	Omni Trio	Moving Shadow SHADWD 51 (SRD)
15	NEW	1 LOKEE HERE	Transglobal Underground	Nitro NR 42CD (RTM/P)
16	NEW	1 R U SLEEPING	Indio	Anita AN7NY 029 (V)
17	13	3 DETROIT	Whitout	Silverstone DRECD 86 (P)
18	NEW	1 ULTRA TWIST!	Cramps	Creation CRESCD 180 (P)
19	NEW	1 LIVE FOREVER	Oasis	Creation CRESCD 185 (M/V/W)
20	NEW	1 FRACTURE TIED	Steelze	Warp WAP 53CD (RTM/P)

© C/Z/N

INDEPENDENT ALBUMS

This Last/Week

1	NEW	1 BEST MIXES FROM THE ALBUM...	Bjork	One Little Indian 152TP 7CD (P)
2	1	5 DEFINITELY MAYBE	Oasis	Creation CRECD 186 (M/V/W)
3	2	2 DOD DODS MIS AMIGOS	Pop Will Eat Itself	Infectious INFECT 105CD (RTM/P)
4	NEW	1 COME ON, JOIN THE HIGH...	These Animal Men	Hi-Rise Recordings FLATCD 8 (P)
5	NEW	1 OUT OF HERE	Corduroy	Acid Jazz JAZZCD 107 (V)
6	NEW	1 FILE UNDER EASY LISTENING	Sugar	Creation CRECD 172 (P)
7	3	2 TERNO JUNKIES	Ultra-Sonic	Globezone GDSR 002 (P)
8	10	6 EVERYONE'S GOT ONE	Echobelly	Fauna FAUV 3CD (M/V/W)
9	5	8 SNIVILISATION	Orbital	Internal Dances TRUCD 5 (RTM/P)
10	RE	1 OFFICIUM	Jan Garbarek/Hilliard...	ECM 44536CD (P)
11	8	2 GATHERING OF FREAKS	Freak Of Nature	Music For Nations CDMFM 168 (P)
12	15	16 DEBIT	Bjork	One Little Indian TPLP 31CD (P)
13	NEW	1 GALACTICA RUSH	Jethro	Dorado DOR 02CD (RTM/P)
14	NEW	1 RIFFERAMA	Thrum	Fire FIRECD 30 (RTM/P)
15	14	3 LOVED	Cranes	Dedicated DED CD016 (RTM/P)
16	RE	1 GIVE OUT BUT DON'T GIVE UP	Primal Scream	Creation CRECD 166 (P)
17	RE	1 LEVELLING THE LAND	The Lovelites	China WOLCD 1822 (P)
18	NEW	1 YEAR OF THE DOG	Wolfstone	Green Linnet GLED 1145 (TOP)
19	NEW	1 DON'T ASK DON'T TELL	Come	Beggars Banquet BBQCD 150 (RTM/P)
20	RE	1 BURN MY EYES	Machine Head	Roadrunner RR 90168 (P)

© C/Z/N

We built colours of numbers..... We built cities of numbers ... We built temples of numbers.....

SubSurfing the number readers

Available on 17th October 1994

AO999:Anth Anth 1 ORACD11 / CD Single ORAC11 / Vinyl single

Also available the album "Frozen Ants" coming on 7 November 1994

Additional Musicians: Youth, Charlie Hall, Kenji Jomier



AO Records PO Box 3635, London, SW 98H. Fax 071 259 2156 Distributed by Plinnice 0689 97334

MUSIC BUSINESS INTERNATIONAL

retail
special

MBI

OCTOBER 1994

RUPERT MURDOCH
MUSIC MAN OR
MARAUDER?

MEXICO
MANANA IS A THING
OF THE PAST

FRANCE
CAN THE NEW WAVE
BECOME A TIDAL WAVE?

THE DEEP CHANT ENIGMA
...BUT DON'T CALL IT NEW AGE

**tom
freston**

WHAT HAVE WE DONE WRONG?

The big names. The big issues

MBI

Call Richard Coles for your free sample copy on 071 921 5906

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

THE OFFICIAL
music week
CHARTS
15 OCTOBER 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; Aire FM; Atlantic 252; BBC Radio 1; Beacon; Borders; Broadland; Capital FM; Central FM; Chiltern Network; City; Cool FM; County Sound Network; Downham; Essex; Forth RFM; Fox FM; GWR FM; Hallam FM; Hereward; Invicta FM; Lines FM; MFM 1034 & 971; Manx; Mercury; Metro FM; Moray Firth; Orchard FM; Piccadilly Key 103 FM; Pirate FM; Power FM; Q103; Red Dragon; SGR FM; Swansea Sound; TFM; Tay, The Pulse; Trent; Viking FM; Wyvern.

THIS REPRESENTS AROUND 77.00% OF POP RADIO LISTENING IN THE UK

This Week	Title Artist (Label)	Last weeks IFM Playlist	Station with most plays
1	STAY IF MISSED YOU <small>U2; Loeb & Nino Sistas (RCA)</small>	P	Atlantic 252
2	ENDLESS LOVE <small>Luther Vandross & Mariah Carey (Epic)</small>	A	Chiltern Network
3	RHYTHM OF THE NIGHT <small>Cosma (WEA)</small>	P	Chiltern Network
4	I'LL MAKE LOVE II YOU <small>Boyz II Men (Motown)</small>	P	Chiltern Network
5	RIGHT BESIDE YOU <small>Sophie B. Hawkins (Columbia)</small>	A	Capital FM
6	SECRET <small>Melanie B (Mercury)</small>	A	Chiltern Network
7	ALWAYS <small>Jon Jon (Island)</small>	P	Essex
8	BABY COME BACK <small>Paula Abdul (A&M)</small>	P	Chiltern Network
9	SWEETNESS <small>Michelle Gayle (RCA)</small>	A	Chiltern Network
10	SATURDAY NIGHT <small>Whigfield (Systematic)</small>	P	Chiltern Network
11	7 SECONDS <small>Yvesee N'Dour feat. Neneh Cherry (Columbia)</small>	A	Atlantic 252
12	SEARCHING <small>China Black (Wild Card)</small>	A	Chiltern Network
13	WELCOME TO TOMORROW <small>Snop feat. Summer (Arista)</small>	A	Capital FM
14	WHAT'S THE FREQUENCY, KENNETH? <small>REM (Hemorrhoid)</small>	P	Forth RFM
15	SURE <small>Taku Taku (RCA)</small>	A	Chiltern Network
16	CIRCLE OF LIFE <small>Elan John (Island)</small>	A	Capital FM
17	CRAZY FOR YOU <small>Let Loose (Mercury)</small>	B	Atlantic 252
18	HEY NOW (GIRLS JUST WANT TO HAVE FUN) <small>Cyndi Lauper (Poly)</small>	MFM 1034 & 971	
19	STEAM <small>East 17 (London)</small>	P	Cool FM
20	CONFIDE IN ME <small>Kylie Minogue (Deconstruction)</small>	A	Chiltern Network

© Copyright 1994. Compiled using BBC Radio and RCS Saatchi software. Based on the plays of current titles on Radio 1FM and combining IR stations. Station weightings are based on total listening hours as calculated by Rayar.

BREAKERS

This Week	Title Artist (Label)
1	SOME GIRLS <small>Ultimate Kaze (Wild Card)</small>
2	917 <small>The Founders (Warner Bros)</small>
3	SPEND SOME TIME <small>Brand New Records (Acad Jazz)</small>
4	WHEN WE DANCE <small>ASAP (S&W)</small>
5	HAPPY NATION <small>Acas Of Base (Merzone)</small>
6	CONNECTION <small>Elastic (Deceptive)</small>
7	GOD <small>Tori Amos (East West)</small>
8	GOSP LWS <small>(Transworld)</small>
9	LOVE NOT LOVE <small>All Of Faith (Fourth & Broadway)</small>
10	BELIEVE WHAT YOU'RE SAYING <small>Sugar (Creation)</small>

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

This Week	Title Artist (Label)	Last weeks IFM Playlist	Station with most plays
21	GOOD TIMES Eds Brickell (Geffen)		Capital FM
22	YOU GOT ME ROCKING <small>The Rolling Stones (Virgin)</small>	A	Chiltern Network
23	PINEAPPLE HEAD <small>Graved House (Capitol)</small>	A	Aire FM
24	BEST OF MY LOVE <small>Ci Lewis (Black Music)</small>	A	Essex
25	THIS IS YOUR NIGHT <small>Heavy D & The Boyz (Jstown)</small>	A	Chiltern Network
26	TURN THE BEAT AROUND <small>Olivera Erazovic (Epic)</small>	B	MFM 1034 & 971
27	COMMENTS ON YOUR KISS <small>Red Dragon with Brian & Fay Gold (Mersey)</small>	A	Chiltern Network
28	SPACE COWBOY <small>Jamiroquai (Sony S2)</small>	A	Aire FM
29	REGULATE <small>Warren G & Nate Dogg (Jive/Interscope)</small>	A	Chiltern Network
30	FIREWORKS <small>EMJ (Mercury)</small>	A	Power FM
31	SEVENTEEN <small>Let Loose (Mercury)</small>	A	102.6 FM Signal One
32	THE STRANGEST PARTY <small>INXS (Mercury)</small>	B	Piccadilly Key 103 FM
33	RAIN KING <small>Counting Crows (Geffen)</small>	B	Cool FM
34	LOVE IS ALL AROUND <small>Wynona Judd (Precision)</small>	A	Chiltern Network
35	SHE'S GOT THAT VIBE <small>R.Kelly & Public Announcement (A&M)</small>	B	Capital FM
36	CIGARETTES & ALCOHOL <small>Oasis (Creation)</small>	B	BBC Radio 1
37	WE ARE THE PIGS <small>Suede (Nonesuch)</small>	A	BBC Radio 1
38	HUG MY SOUL <small>Saint Elmos (Mersey)</small>	B	Orchard FM
39	I WANT YOU <small>Julian Roberts (Columbia)</small>	N	Chiltern Network
40	SAY YOU'LL BE MINE <small>Any Grant (A&M)</small>	B	Red Dragon

© Copyright 1994. Compiled using BBC Radio and RCS Saatchi software. Based on the plays of current titles on Radio 1FM and combining IR stations. Station weightings are based on total listening hours as calculated by Rayar.

NETWORK CHART

This Week	Title Artist (Label)	This Week	Title Artist (Label)
1	SURE <small>Take That (RCA)</small>	21	GOOD TIMES Eds Brickell (Geffen)
2	SATURDAY NIGHT <small>Whigfield (Systematic)</small>	22	TURN THE BEAT AROUND <small>Olivera Erazovic (Epic)</small>
3	ALWAYS <small>Jon Jon (Island)</small>	23	WHAT'S THE FREQUENCY, KENNETH? <small>REM (Hemorrhoid)</small>
4	BABY COME BACK <small>Paula Abdul (A&M)</small>	24	CONFIDE IN ME <small>Kylie Minogue (Deconstruction)</small>
5	HEY NOW (GIRLS JUST WANT TO HAVE FUN) <small>Cyndi Lauper (Poly)</small>	25	SPACE COWBOY <small>Jamiroquai (Sony S2)</small>
6	RHYTHM OF THE NIGHT <small>Cosma (WEA)</small>	26	MOVE IT UP <small>Capitol (Universal/Island)</small>
7	SWEETNESS <small>Michelle Gayle (RCA)</small>	27	ZOMBIE <small>Chino (Island)</small>
8	STAY IF MISSED YOU <small>U2; Loeb & Nino Sistas (RCA)</small>	28	I SWEAR <small>4-in-A-Hand (Mersey)</small>
9	STEAM <small>East 17 (London)</small>	29	SPACE COWBOY <small>Jamiroquai (Sony S2)</small>
10	SECRET <small>Melanie B (Mercury)</small>	30	MOVE IT UP <small>Capitol (Universal/Island)</small>
11	ENDLESS LOVE <small>Luther Vandross & Mariah Carey (Epic)</small>	31	JESSIE <small>Julian Roberts (Columbia)</small>
12	I'LL MAKE LOVE II YOU <small>Boyz II Men (Motown)</small>	32	THIS IS YOUR NIGHT <small>Heavy D & The Boyz (Jstown)</small>
13	RIGHT BESIDE YOU <small>Sophie B. Hawkins (Columbia)</small>	33	BLAME IT ON ME <small>Dean (Island)</small>
14	7 SECONDS <small>Yvesee N'Dour feat. Neneh Cherry (Columbia)</small>	34	YOU GOT ME ROCKING <small>The Rolling Stones (Virgin)</small>
15	CIRCLE OF LIFE <small>Elan John (Island)</small>	35	I WANT YOU <small>Julian Roberts (Columbia)</small>
16	WELCOME TO TOMORROW <small>Snop feat. Summer (Arista)</small>	36	CAN YOU FEEL IT? <small>Real feat. The Mad Stuntmen (Prostate)</small>
17	SEARCHING <small>China Black (Wild Card)</small>	37	I WANT THE WORLD <small>Jon Thost (Poly)</small>
18	CRAZY FOR YOU <small>Let Loose (Mercury)</small>	38	MIDNIGHT AT THE CASIN <small>Brand New Records (Acad Jazz)</small>
19	THE BEST OF MY LOVE <small>Ci Lewis (Black Music)</small>	39	HEART OF STONE <small>Dave Stewart (East West)</small>
20	LOVE IS ALL AROUND <small>Wynona Judd (Precision)</small>	40	AT YOUR BEST YOU ARE LOVE <small>Julian Roberts (Columbia)</small>

© 1994. The Network Chart is compiled by ERA for Independent Radio using airplay data and C/N sales data.

VIRGIN 1215 CHART

This Week	Title Artist (Label)	This Week	Title Artist (Label)
1	MONSTER <small>REM (Warner Bros)</small>	21	THE GLORY OF GERSHWIN <small>Lenny Adkins/Peter Dinklage (Mercury)</small>
2	NO NEED TO ARGUE <small>The Chameleons (Island)</small>	22	AUTOMATIC FOR THE PEOPLE <small>Smog (Warner Bros)</small>
3	TWELVE DEADLY SINS... AND THEN SOME <small>Orion (Island)</small>	23	GLITTERING PRIZE <small>9/12 Superblends (Night)</small>
4	PARK LIFE <small>Star (PolyGram/Universal)</small>	24	WOODFACE <small>Graved House (Capitol)</small>
5	FROM THE CRADLE <small>Eric Clapton (Mercury)</small>	25	SEAL <small>Seal (J&R)</small>
6	DEFINITELY MAYBE <small>Devo (Creation)</small>	26	MONEY FOR NOTHING <small>Eric Burdon (Virgin)</small>
7	THE COMMITMENTS (OST) <small>The Commitments (RCA)</small>	27	WOODFACE <small>Graved House (Capitol)</small>
8	END OF PART ONE (THE GREATEST HITS) <small>Wetlands (Shanachie/World Circuit)</small>	28	LEGEND <small>John Maynard And The Walkers (Full Gospel)</small>
9	IF THE BUTTLES CAN READ HAIR, THE SINGLES <small>The Roots of Reggae (Island)</small>	29	THE IMMACULATE COLLECTION <small>Roberta Flack (Geffen)</small>
10	SIMPLY THE BEST <small>Tom Tom (Capitol)</small>	30	THE BEST OF BELINDA VOUL <small>Belinda Carlisle (Capitol)</small>
11	THE BEST OF U2 VOL 1 <small>U2 (RCA)</small>	31	THE NERVOUS SIMON AND GARFUNKEL <small>Simon & Garfunkel (Capitol)</small>
12	EVERYBODY DOES IT, SO WHY CAN'T HE? <small>Geriatric (Epic)</small>	32	STARS <small>Singy Red (Epic)</small>
13	DYING INAGNESS <small>Madness (Virgin)</small>	33	DOS DODOS MIS AMIGOS <small>Paul Weller feat. East River Pipe (Island)</small>
14	CSANK <small>The Almighty (Mercury)</small>	34	GREATEST HITS <small>Freddie Mercury (Warner Bros)</small>
15	UNPLUGGED <small>Eric Clapton (Island)</small>	35	HONEY <small>Robert Palmer (Epic)</small>
16	THE DIVISION BELT <small>Janet (S&W)</small>	36	THE BEST OF SHOD STEVART <small>Red Stewart (Warner Bros)</small>
17	GREATEST HITS <small>Queen (PolyGram)</small>	37	PERMANENT SHOD STEVART <small>Red Stewart (Warner Bros)</small>
18	FLYER <small>Royal English (Mercury)</small>	38	SOBERKNOWNS <small>Soberknowns (A&M)</small>
19	THE BEST OF THE FAITH <small>Janet (Capitol)</small>	39	COME HITHER <small>Warner Bros</small>
20	THE ULTIMATE COLLECTION <small>Janet feat. Ray Manzarek (Night)</small>	40	THE LIVE WOOD <small>Paul Weller (Island)</small>

© 1994. Compiled by ERA.

US SINGLES

Rank	Title/Artist	(Label)
1	I'LL MAKE LOVE TO YOU Boyz II Men	(Motown)
2	ALL I WANNA DO Sheryl Crow	(J&R)
3	ENDLESS LOVE (New Version) & Mariah Carey	(Columbia)
4	WHEN CAN I SEE YOU Babyface	(Epic)
5	NEVER BE	(MCA)
6	AT YOUR BEST (YOU ARE LOVE) Anish	(Blackground)
7	STROKE YOU UP Changing Faces	(Blackground)
8	WILD NIGHT John Mellencamp	(Mercury)
9	SECRET Madonna	(Warner)
10	ANOTHER NIGHT Real McCoy	(Mercury)
11	100% PURE LOVE Crystal Waters	(Mercury)
12	STAY 9 MISSED YOU Lisa Loeb & Nine Stories	(RCA)
13	TOOTSE ROLL Jay Byrd	(RCA)
14	DECEMBER 1963 (ON WHAT A NIGHT) Four Seasons/Curtis	(Mercury)
15	DON'T TURN AROUND Ace Of Base	(A&M)
16	PLAYA IN YA EAR Craig Mack	(Roc-A-Fella)
17	THIS DJ Women G	(Mercury)
18	CIRCLE OF LIFE Elton John	(Warner)
19	I WANNA BE DOWN Sheryl Crow	(J&R)
20	SHINE Collective Soul	(Mercury)
21	ALWAYS Don Jay	(Mercury)
22	LUCY ONE Amy Grant	(J&M)
23	FOR BEHIND Carolein	(Mercury)
24	I'M THE ONLY ONE Melissa Etheridge	(Mercury)
25	CAN YOU FEEL THE LOVE TONIGHT Don Jabo/Sheila	(Mercury)

Rank	Title/Artist	(Label)
26	FANTASTIC VOYAGE Janis	(Garnant)
27	BOP GUN (ON IONATION) Jay-Z	(Roc-A-Fella)
28	HERE COMES THE HOTSTEPPER	(Globe)
29	I'LL STAND BY YOU The Proclaimers	(Sire)
30	WHAT'S THE FREQUENCY, KENNETH? R. Kelly/Mo'Nique/Beast	(A&M)
31	THUGGER KIDDER BONE Bone Thugs-N-Harmony	(Ruffnut)
32	JUICY/UNBELIEVABLE The Notorious B.I.G.	(Bad Boy)
33	15 YEAR Old & One	(Epic)
34	TURN THE BEAT AROUND Gloria Estefan/Cocaine/Mus	(World Circuit)
35	IF YOU GO Jay-Z	(Roc-A-Fella)
36	BODY & SOUL Arista/Baker	(J&M)
37	COME TO MY WINDOW Melissa Etheridge	(Mercury)
38	LETTING Peace	(Warner-Bros)
39	NONE OF YOUR BUSINESS Salt-N-Pepa	(West Point)
40	YOU MEAN THE WORLD TO ME Tom Bruders	(Lafayette)
41	CLOSER New York Kings	(Motown)
42	PRAYER FOR THE DYING Deaf	(J&M)
43	LUCAS WITH THE LID OFF Lucie	(Big Beat)
44	FD GIVE ANYTHING Geri Halliwell	(Epic)
45	LOVE IS ALL AROUND The Notorious B.I.G.	(Bad Boy)
46	DO YOU WANNA GET FUNKY CaC/Music Factory	(Columbia)
47	ACTION FEAR Fabric/Debutante	(East West)
48	CRAZY Anselmo	(Epic)
49	ANYTIME YOU NEED A FRIEND Mariah Carey/Columbia	(Columbia)
50	MISS YOU Jason Bell	(Sire)

Chart courtesy Billboard 15 October 1994. A: Arrives are awarded to those products demonstrating the greatest airplay and sales gain. UK: UK artists. UK: signed acts.

US ALBUMS

Rank	Title/Artist	(Label)
1	MONSTER REM	(Warner Bros)
2	II Boyz II Men	(Mercury)
3	FROM THE CRADLE Eric Caplan	(J&M)
4	RHYTHM OF LOVE Arista/Baker	(J&M)
5	SINOS Luther Vandross	(J&M)
6	THE LION KING (OST) Various	(WB Home)
7	SMASH Changing	(Mercury)
8	DIVINE INTERVENTION Cyndi	(Mercury)
9	DOOKIE Green Day	(Gulfstream)
10	THE CONCERT Andre Stojanovic	(Columbia)
11	TUESDAY NIGHT MUSIC CLUB Cheryl Crow	(J&M)
12	CREEPIN ON AN COME UP Bone Thugs-N-Harmony	(Ruffnut)
13	FORREST GUMP (OST) Various	(Epic)
14	CANDLEBOX Candice	(Mercury)
15	PURPLE Diana Trampala Plaza	(Mercury)
16	THE SIGN Ace Of Base	(J&M)
17	AUGUST & EVERYTHING AFTER Counting Crows/Duff	(Geffen)
18	WAITIN' ON SUNDOWN Brooks & Dunn	(Mercury)
19	JASON'S LYRICS (OST) Various	(Mercury)
20	REGULATE... G-FUNK ERA Various	(Mercury)
21	THE TENORS IN CONCERT Tom Coppen/George Strait	(J&M)
22	YES! I AM Melissa Etheridge	(Mercury)
23	VOODOO LOUNGE Ruffin Stone	(Epic)
24	NOT A MOMENT TOO SOON Tom McEvoy	(Gulfstream)
25	SUPERUNKNOWN Soundgarden	(J&M)

Rank	Title/Artist	(Label)
26	LOVE EVERYBODY Lyn Layton	(J&M)
27	READY TO DIE The Spinners/BG	(Mercury)
28	1 SEE IT NOW Tracy Lawrence	(Mercury)
29	WHO I AM Jackson	(Mercury)
30	STRATEGEM Big Boy & B	(Mercury)
31	PROJECT FUNK DA WORLD Craig Mack	(Bad Boy)
32	THE DOWNWARD SPIRAL Various	(Mercury)
33	NATURAL BORN KILLERS (OST) Various	(Mercury)
34	UNDER THE TABLE AND GREAT FIVE	(Mercury)
35	GROOVE ON	(Mercury)
36	THE JERKY BOYS 2 The Jerky Boys	(Mercury)
37	HOUSE OF LOVE Any Star	(Mercury)
38	ALL 4 ONE All 4 One	(Mercury)
39	AGE ANYTHING BUT A NUMBER Anish	(Mercury)
40	LIVE AT THE ACROPOLIS Various	(Mercury)
41	CHANGING FACES Changing Faces	(Big Beat)
42	SO TONIGHT THAT I MIGHT SEE CRAZY STAR	(Mercury)
43	ALL COMMUNICATION Boston/Boyz	(Mercury)
44	SECRET WORLD LIVE Peter Dinklage	(Mercury)
45	GET A GRIP Anselmo	(Mercury)
46	READ MY MIND Lisa McVoy	(Mercury)
47	WHIP-SMART Lu Fahn	(Mercury)
48	REALITY BITES (OST) Various	(Mercury)
49	WHEN LOVE FINDS YOU Lisa Gell	(Mercury)
50	IF I COULD MAKE A LIVING Cap Walker	(Mercury)

UK World Hits:
The MW guide to the top British performers in key markets (chart position in brackets)

Rank	Title/Artist	(Label)
1	SWAMP Thing The Grid	(BMG)
2	LOVE IS ALL AROUND Various	(Phonogram)
3	CAN YOU FEEL... Elton John	(Phonogram)
4	ROCKIN' FOR MYSELF Mads & Warner Bros	(Mercury)
5	AIN'T NOBODY Jai Graham	(Festival)

Rank	Title/Artist	(Label)
1	LOVE IS ALL AROUND Various	(Phonogram)
2	SWAMP THING The Grid	(Decca/Structural)
3	NO GODS (START THE DANCE) The Prodigy	(XL)
4	INSIDE Siskin	(Virgin)
5	LOVE AND TEARS Neomi Campbell	(Epic)

Rank	Title/Artist	(Label)
1	LOVE IS ALL AROUND Various	(Horizon)
2	CAN YOU FEEL... Elton John	(Rockwell)
3	SWAMP THING The Grid	(Decca/Structural)
4	INSIDE Siskin	(Virgin)
5	VOODOO PEOPLE Prodigy	(XL Recordings)

It's Time For The European Dance Industry To Come Together

DAY TIME

- **Q&A with Leading Industry Members** - No speeches, just in-depth conversations with interesting industry-ites. Ask all the questions you like.
- **'Round Table' Discussions** - regarding the work, development and future of publishers, labels, media, artists, DJs, producers and more.
- **Territory Focus Meetings** - The music and industry from one specific territory will be focused on in each of these meetings. Find out what's going on in different countries. You may present your own music too.
- **Audio/Video Room** - will be made available to all participants to play their music and videos for their new contacts.
- **Message & Information Service** - Throughout the day, a message & information center will be provided free of charge for any participant leaving messages or packages for another participant & vice versa.

**EUROPEAN
DANCE
MUSIC
CONVENTION**

NIGHT TIME

Amsterdam's world renowned nightlife gets an additional kick via the European Dance Music Convention with every night of this weekend filled with dance music from ambient to hip hop to gaffer. Acts: The Orb, Omar, CB Milton, Doop, Atlantic Ocean, DJ Bobo, DJs: Jeff Mills, Charley Lownoise, Kris Needs, Mike Dunn, Dr. Alex Patterson, Eddy de Clerq, E-One, ID&T Dreamteam (Dano, Buzzfuzz, Gizmo, The Prophet), Jeroen Flammann (Fierce Ruling Dival) and much more.

Contact

EDMC for general information, registration, schedules and the night programme.
tel: 31-2154-25187, fax: 25040

María Jiménez for the day time programme and Saskia Bruning for press and publicity.
tel: 31-35-218748, fax: 212750

22, 23, 24 October 1994
Carlton Hotel
Amsterdam

M·U·S·I·C·V·I·D·E·O

THE OFFICIAL
music week
CHARTS
15 OCTOBER 1994

This Week	Artist	Title	Label
Rank	Rank	Category/Running Time	Cat No
1	CARRERAS/DOMINGO/PAVAROTTI:	IN CONCERT '94 Live In Concert	Telefun/MVM 420993013
2	CLIFF RICHARD:	The Hit List Compilation/1hr 25min	PMI MVD4913453
3	TAKE THAT:	Everything Changes Compilation/1hr 50min	BMG Video 7432129473
4	WONDER STUFF:	Greatest Hits-Farewell Phoenix Live	PolyGram Video 6333063
5	JOE LONGTHORNE:	Live In Concert Live/1hr 15min	PMI MVD4912843
6	TAKE THAT:	The Party - Live At Wembley Live/1hr 22min	BMG Video 74321194493
7	PETER GABRIEL:	Secret World Live Live/1hr 43min	PMI MVD4912813
8	TAKE THAT:	Take That & Party Compilation/1hr 16min	BMG Video 7432112683
9	WET WET WET:	Greatest Hits Compilation/1hr 40min	Polygram Video 807343
10	TINA TURNER:	What's Love Live Live/1hr 47min	PMI MVD4912823
11	PRESLEY ELVIS:	This Is Elvis Documentary/2hr 28min	Warner Home Video S011173
12	SHIRLEY BASSEY:	Live In Cardiff Live/50min	BBC BBCV5547
13	QUEEN:	Live In Budapest Live/1hr 30min	PMI MCD1238
14	BRYAN ADAMS:	So Far So Good Compilation/1hr 30min	VVL 8095983

This Week	Artist	Title	Label
Rank	Rank	Category/Running Time	Cat No
15	BILL WHELAN:	The River Dance For Rwanda Music/25min	Son BUAVIC1
16	THE WHO:	30 Years Of Maximum R&B Live Live/2hr 32min	PolyGram Video 6310123
17	MADONNA:	The Girlie Show Down Under Music/2hr	Warner Music Video 7495530913
18	IRON MAIDEN:	Raising Hell Compilation/1hr 53min	PMI MVD4912643
19	BJORK:	Vessel? Live/1hr 20min	PolyGram Video 6325663
20	MARIAH CAREY:	Here Is Mariah Carey Live/1hr 20min	SMI Columbia 6311182
21	CARRERAS/DOMINGO/PAVAROTTI:	In Concert Live/1hr 20min	Polygram Video 6311122
22	DANIEL O'DONNELL:	Daniel And Friends Live Live/1hr 28min	Rio Productions Ltd RITC894 702
23	U2:	Zoo TV - Live In Sydney Live/2hr	Polygram Video 6311923
24	PAUL WELLER:	Live Wood Live/1hr 20min	Polygram Video 6326903
25	BOB JOVI:	Keep The Faith Compilation/1hr	Polygram Video 877863
26	ABBA:	Gold Greatest Hits Compilation/1hr 30min	PolyGram Video 854463
27	BOB MARLEY:	Legend Compilation/1hr 10min	PolyGram Video 829443
28	KATE BUSH:	Live At Hammersmith Odeon Live/50min	WMMV 7509350713
29	PRINCE:	Hits Collection Compilation/1hr 10min	Warner Home Video MCD1218
30	QUEEN:	Live In Rio Live/1hr	Music Club MCD1218

This Week	Title	Label	
Rank	Rank	(Distributor)	
1	WITH THE WIND Feature/2hr 44min	MGM/UA V50296	
2	ALADDIN Children's/1hr 26min	Walt Disney D214622	
3	STAR TREK NEXT GENERATION 89 Sci-Fi/1hr 28min	CIC Video VHR2921	
4	BILLY CONNOLLY LIVE 1994 Comedy/1hr 30min	VVL 6326123	
5	HARD TARGET Action/1hr 35min	CIC Video VHA1974	
6	EMPIRE STRIKES BACK Sci-Fi/1hr 58min	Fox Video 1423C	
7	RETURN OF THE JEDI Sci-Fi/1hr 61min	Fox Video 1478C	
8	STAR WARS Sci-Fi/1hr 56min	Fox Video 1133C	
9	IN THE LINE OF FIRE Action/2hr 55min	Columbia TriStar CVR2968	
10	THE BODYGUARD Feature/2hr 45min	Warner Home Video V012191	
11	CARRERAS/DOMINGO/PAVAROTTI In Concert '94 Telefun Music/1hr 32min	Telefun 4509963013	
12	CLIFF RICHARD:	The Hit List Compilation/1hr 25min	PMI MVD4913453
13	UNDER SIEGE Action/1hr 55min	Warner Home Video S013943	
14	DEMOLITION MAN Action/1hr 55min	Warner Home Video S012385	
15	HOTSHOTS PART DEUX Comedy/1hr 28min	Music Club MCD1218	

D·A·N·C·E·S·I·N·G·L·E·S

THE OFFICIAL
music week
CHARTS
15 OCTOBER 1994

This Week	Title	Artist	Label
Rank	Rank	(Distributor)	(Distributor)
1	CANTGETAMAN, CANTGETAJOB (LIFE'S A BITCH)	Go Beat	GDXX 124 (F)
2	PUSH THE FEELING ON	Mr Fx	245 (F)
3	I WANT YOU	Julet Roberts	Coothempo 12COOLX 239 (E)
4	THAT'S THE WAY YOU DO IT	Purple Kings	Positive 12TV 21 (E)
5	LE VOIE LE SOLEIL	Subliminal Cuts	XL XLT 53 (W)
6	TOTAL ECLIPSE OF THE HEART	Nicki French	Bega Of Fun BAGST 1 (TRIC/BMG)
7	ALL OVER ME	Sue Carr	Cowboy RODEE 94172 (SM)
8	THIS IS YOUR NIGHT	Heavy D & The Boyz	MCA MCST 2010 (BMG)
9	BRIGHTEST STAR	Diabone	4th & Broadway 12BRW 280 (F)
10	MOVE IT UP/BIG BEAT	Cappella	Internal Dance IDX 7 (RTM/F)
11	(AT YOUR BEST) YOU ARE LOVE	Alyiah	Blackground/Jive JIVE2 359 (BMG)
12	GET OFF YOUR HIGH HORSE	Rainie Scott	Cherry/Champion CHER12 003 (BMG)
13	I'M A BITCH	Diga	UMM UMUM 144 (RTM/F)
14	YOU GOT ME ROCKING	Rolling Stones	Virgin VST 151B (E)
15	DREAMER	Living Joy	Undiscovered/MCA MCST 1995 (BMG)
16	SPACE COWBOY	Jamiroquai	Sony S2 6626516 (SM)
17	GIMME LOVE	Lance Ellington	Media/MCA MCS 2006 (BMG)

This Week	Title	Artist	Label
Rank	Rank	(Distributor)	(Distributor)
18	CODE RED ('94 REMIX) Conquering Lion	Mango	12MNG 821 (F)
19	THE RHYTHM OF THE NIGHT	Corona	WEA YZ 827T (W)
20	EVERYBODY PARTY!	Ouchi DU 12507 (MG)	
21	BRING IT ON HOME Urban Cookies Collective	Pulse-8 12LOSE 73 (3M/SM)	
22	CALL DOWN (BASS KEEPS PUMPIN')	Chris & James	Stress 12STR 38 (F)

DANCE ALBUMS

This Week	Title	Artist	Label
Rank	Rank	(Distributor)	(Distributor)
1	RENAISSANCE	Variouso	Stee-RENNIX 1MC (SM)
2	PROTECTION	Massive Attack	Virgin WBRLP 2/WBRMC 2 (E)
3	JUNGLE HITS - VOLUME 1	Various	Jettstar STRLP 1/STRCL 1 (LS)
4	CHANGING FACES	Changing Faces	Spitfire/Reform/Big B 796193391/750323994 (W)
5	BEST MIXES FROM THE ALBUM - DEBUT	Various	One Little Indian 152 1P12152 (TFC/F)
6	DANCE ZONE - LEVELS 3	Various	PolyGram TV /5250734 (F)
7	BLACKSTREET	Blackstreet	Interscope 654492351/654492354 (W)
8	NIGGAMORTIS	Gravediggaz	Gee Street GEEA 14/GEEAC 14 (F)
9	AGE AIN'T NOTHING BUT A NUMBER	Alyiah	Jive HIP 143/HPIC 143 (BMG)
10	MUSIC FOR THE JILTED GENERATION	The Prodigy	XL Recordings XLLP 114/XLMC 114 (W)

This Week	Title	Artist	Label
Rank	Rank	(Distributor)	(Distributor)
23	OOH AAH (G-SPOTT)	Wayne Marshall	Soutdown SOUL 0022 (LS)
24	GIMME ALL YOUR LOVIN'	Kym Mazelle and Jocelyn Brown	Be/Arista 742312311 (BMG)
25	BEST OF MY LOVE	Various	Blackmarket/MCA BMIT 621 (BMG)
26	BABY COME BACK	Renee Blount	Virgin VST 152 (E)
27	CAN YOU FEEL IT?	Real 2 Real featuring The Mid Stateman	Positive 12TV 22 (E)
28	KICKIN' IN THE BEAT	Pamela Fernandez	Ore A6 (W)
29	ZOOM	Scott Bradley	Hidden Agenda HIDD1 1 (SM)
30	GROOVE OF LOVE	EVE	Gasoline Alley MCKS 2007 (BMG)
31	WORKBABY!	Various	Stress 12STR 42 (F)
32	PAY A LIL' ATTENTION	Deciso Featuring Mariah	L'Attitude L'ATX 11 (F)
33	R U SLEEPING	Hido	Azul AZY 029 (V)
34	VOLUME 5 - SOUL PROMENADE	Inner Trio	Moving Shadow SHADW 51 (SRO)
35	GET BACK	Mother	Stee 63XT 119 (SM)
36	I REMEMBER	Conio	Tommy Boy TB 635V (RTM/F)
37	DREAMSCAPE '94	The Time Frequency	Internal Affairs KGBT 015 (BMG)
38	TURN THE BEAT AROUND	Genia Estifan	Epic 660265 (SM)
39	ANTI EP	Audiotch	Wang WAP 34 (F)
40	THE COLOUR OF LOVE (REMIX)	Reese Project	Network NWKT 81 (3M/SM)

PHOTO: JEFFREY MAYER

PHOTO: JEFFREY MAYER



1994'S INDEPENDENT

DISTRIBUTION

PHENOMENON, THE

DEBUT RELEASE FROM

OASIS, GAVE VITAL THE

BEST KIND OF STAFFING

HEADACHE, WHILE

STRONG ALBUMS FROM

THE BRAND NEW

HEAVIES AND THE

THREE TENORS WILL

BOOST INDEPENDENT

TURNOVER



CONTINUED FROM PAGE 12

► distribution director at PolyGram says, "We started planning for the pre-Christmas period several months ago by looking at last year's sales and projecting ahead week by week. Every year we take on extra pickers and extend the hours that our telesales staff work so that retailers get the best possible service."

Vital's production director Pete Thompson has already had a taste of mayhem thanks to the runaway success of the Oasis debut album *Definitely Maybe*, which threw the company into a mad panic for a couple of weeks.

"The Oasis album was a phenomenon," he says, "and retailers all over the country were at fever pitch for it. Unfortunately, we can't guarantee a release like that every week and that makes it very hard to plan ahead in terms of staff."

However, Vital is introducing new systems and adding extra shifts in the warehouse so that it can cope with the Christmas rush. "We are also looking to strengthen our telesales department," Thompson adds, "because we have a strong release schedule coming up with product from the Brand New Heavies, Elastica, Brian Eno, Jools Holland and the James Taylor Quartet."

One charge that every distributor is keen to avoid is that of neglecting independent retailers in favour of the multiples. Thompson describes the independents as Vital's lifeblood, while Kevin Brown, sales and marketing director of RTM,

says the company goes out of its way to support independents because they are the traditional outlets for much of its product.

He explains: "This autumn we are running a catalogue campaign with the independent sector which is aimed at helping them compete with the multiples by attracting the student market in the run-up to Christmas. We will be advertising in *Select* and offering *The Chain With No Name* 100 key back-catalogue titles that will retail at £9.99."

The Three Tenors embargo and controversy surrounding Menzies' early supply of Oasis' *Definitely Maybe* has raised much discussion about the rights and wrongs of releasing product early to certain retail sectors.

Like many distributors, Total's Henry Semence feels the only fair way to operate is by



CHRISTMAS CHEER FROM THE JTQ

releasing product on the same day to all retailers no matter how big or small they might be.

And in dealing with orders as they go through the warehouse, all the distributors say that everyone takes their chances on the basis of first come, first served. And you can't say fairer than that. ■

PROFESSIONAL



**SALES & MARKETING EXPERTISE
FOR THE HIGH STREET & THE SPECIALIST**

We hit the road fastest, Jack.

In the recent Music Week Industry Survey, THE were deemed to offer faster delivery than any other leading distributor.

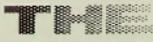
In fact, with over 14,000 video, 13,000 audio, and 2,000 multi-media lines, nobody distributes a wider range, faster.

You'll also find that THE exclusive labels have a habit of moving up the charts rather swiftly, too.

Our number one spots this year include Symbol's 'The Most

Beautiful Girl in the World' and various Police Stop videos.

To get up to speed with THE, call our telesales on 0782 566511 between 9am and 6pm, or contact Mike Fay, our Exclusive Labels Controller on 0782 566566.



Rosevale Business Park, Newcastle-under-Lyme, ST5 7QT.

maybe?

DEFINITELY!



VITAL DISTRIBUTION LIMITED

Head Office

Portland House • 22/24 Portland Square
Bristol • BS2 1PZ • England

Telephone: 0117 944 6777 (main) • 0117 944 1130 (telex/sales)
0117 942 1020 (label management)

Fax: 0117 944 6888

London Office

Suite G • Tech West Centre • 10 Warple Way •
Acton • London • W3 0UE • England

Telephone: 0181 746 0327 (sales management)
0181 746 0337 (label management/Charged)

Fax: 0181 746 0270

in association with great record labels



TARGET RECORDS

- UK Distribution by BMG
- Independent sales & marketing via Target Sales Force
- Major company efficiency in delivery, fast service, frequent re-orders
- Comprehensive UK Coverage, strong relationship with majors
- All Product on EROS
- Attractive range of labels for MOR, Pop, Nostalgia, Jazz & Classical
- Total service offered to quality labels

ON TV! Available Now On Westmore!

Theme from the Channel 4 TV Series "BEYOND THE CLOUDS"
Oct 9 - Nov 20 Primetime TV - Release trailed after every show
CDWM109 (CD) CWM 109 (MC) Order Now from BMG

Coming Soon !!

New GERARD KENNY Album "Time Between the Time"
(+Single "On This Earth")

CDWM110(CD) CWM110(MC) Pre-order from your Target Salesman
WCD5, WEC55 (Single)

Orders via BMG Tel: 021 500 5678

Marketing by Target Tel: 081 778 4040 Fax: 081 676 9949

DIMINISHING RETURNS

When it comes to dealing with returns, distributors say the best policy is to keep things simple. A system that is too complicated only causes confusion and wastes time - it is far better to stick to a set of guidelines that are straightforward and easy to process for both retailer and distributor alike.

But returns remain a thorny problem. From the retailer's point of view, goods which are delivered in error or arrive faulty need to be promptly replaced. But although most retailers would not abuse the system, all distributors have horror stories to tell about retailers they claim have deliberately broken product they don't want and sent it back to the distributor in the hope of claiming a refund.

Henry Semmence, managing director of Total, says: "I think the industry should adopt a policy of replacing faulty goods with exactly the same product, rather than issuing credit notes. If everyone did that it would put an end to the problem of deliberately scratched or damaged goods."

And Jan Gach, senior director of operations at Sony Music Services, says, "We only get heavy with really persistent abusers. In principle, our policy on returns is to keep it simple. We have a system of issuing credit notes and we try to ensure that it is fast, effective and easy to follow so we can save time for everyone."

The other side of the returns issue emerges when it comes to

retailers ordering goods of a more speculative nature. Most

distributors accept that the only way to entice retailers to stock certain product is to allow them an element of sale or return - or at least sale or exchange.

Barbara Buckley, THE's marketing controller, says: "We



JAN GACH (ABOVE) OF
SONY MUSIC SERVICES
AND HENRY SEMMENCE
(RIGHT) OF TOTAL

have various policies covering various types of product so that we can fit in with the needs of the retailer. No one wants to be left with product that isn't selling, so we offer packages where we will install racks and update them on a regular basis. But in the end we can't be too open-handed because it would be too costly."

Pete Thompson, product director at Vital, adds: "Returns are a complex business and occasionally we have to offer special deals because we are running specific marketing campaigns that depend on some element of sale or return. If we are asking retailers to support a particular product we have to be flexible, otherwise it wouldn't be fair."

Chris Dors, general manager of ELSE, points out that the difficulty lies in deciding who is responsible for bearing the cost of sale or return policies. He says: "Our philosophy is not to offer sale or return because we can so easily get caught in the middle with stock that no one wants. Then you have to decide who is responsible for it - us or the label? Quite frankly, our margins are already so low that we can't afford to bear that cost."

For companies like RTM, where physical distribution goes through Pinnacle, the easiest solution is to adopt the system the larger distributors have already established. RTM's sales and marketing director Kevin Brown says, "We occasionally get one-off returns that come direct to us, but for the most part Pinnacle's terms are our terms because they do all of our picking, packing and shipping."

All distributors point out that it is in everyone's interest to keep returns low. Of course genuinely damaged or wrongly delivered goods need to be replaced, but if too much product ends up back at the distributor's warehouse, profit margins suffer and inevitably prices rise. And if small labels are expected to bear part of that cost there will ultimately be less money in the kitty to reinvest in new bands.



EROS' WINNING WAYS CHARM DISTRIBUTORS

THE COMPUTERISED ORDERING SYSTEM LOOKS SET TO MAKE BACK CATALOGUE A LOT MORE ACCESSIBLE TO DEALERS. DISTRIBUTORS EXTOL THE SYSTEM'S VIRTUES, AND SAY RETAILERS WILL QUICKLY GROW TO LOVE IT TOO. BY SUE SILLITOE

By this Christmas both Sony and Warner Distribution will be linked to the Eros computerised ordering system, making it possible for retailers that are part of the network to order 90% of all available music product direct from their own stores.

BMG, PolyGram, EMI and Pinnacle are already part of Eros, and with two more major distributors joining their ranks all are predicting that this will be the year Eros comes of age. Already 750 retailers have the facility to browse and order through the system and it is expected that many more will come on-stream over the next year.

Distributors anticipate it is in the area of back catalogue sales that Eros will have the biggest impact. Henry Semence, managing director of Total – which is on Eros through BMG – says: "It's going to be fabulous for back catalogue titles, especially now that record tokens are no longer a gift option. At Christmas these titles tend to get pushed to the sidelines because retailers concentrate on new releases. But the market is still there, and now that retailers can easily check what is available I expect we will see an increase in the number of back catalogue titles being ordered."

Dennis Woods, operations director of Warner Music UK,

says: "The information we are getting is that Eros will create a much greater awareness of back catalogue material. We are responding to that by appointing a director and sales manager with responsibility for back catalogue, because we regard it as such an important sector of the market. The great thing about Eros is that product information can be updated and accessed so easily."

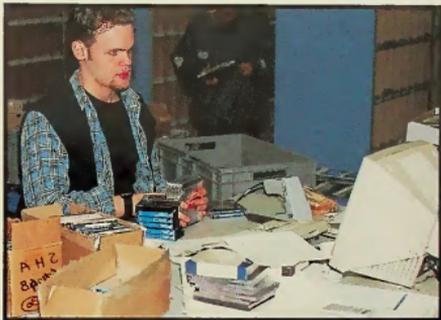
Graham Griffiths, marketing director of New Note – which is distributed by Pinnacle – thinks Eros will help smaller distributors provide a better service for their labels. Not only will they be able to promote back catalogue titles, but will also be able to keep an eye on stock levels. "It will give us an opportunity to respond quickly if we see that a particular title is selling well. We can ensure that stocks are always available so that retailers are not kept waiting for their orders."

By using the Eros system for ordering, retailers and distributors can avoid the bottlenecks that are often a problem at this time of year. From the retailers' point of view, Eros will make it easier to order exactly what they want because the information on available product will be easy to access. There will no longer be any need to spend time trawling through endless catalogues and print-outs.

Jan Gach, senior director of operations at Sony Music Services, says: "We expect that Eros will cut the number of telephone and fax orders our telesales staff have to handle. It should make the whole process of ordering much faster and more efficient for everyone, but I think we will have to keep a close eye on our order profile to ensure that dealers are not ordering too often

or in too small amounts. If that happens we may have to review our small order surcharge so the system doesn't become clogged by dealers ordering one or two units at a time."

If more retailers decide to join, the system is likely to change the traditional telesales role because fewer staff will be needed to take orders. Most distributors feel this won't necessarily lead to redundancies – it will just mean that telesales staff will become more pro-active in pushing product to retailers.



AS MAJOR DISTRIBUTORS AND RETAILERS LINK UP TO EROS, THE TRADITIONAL TELESales ROLE WILL CHANGE – THE FUTURE MAY INVOLVE LESS ORDER-TAKING AND MORE SALES STIMULATION

PROVING INDEPENDENCE WORKS



PINNACLE

TEL: 0689 870622 • FAX: 0689 878269

8LEVEL

NEW YORK

PIN

RÉCITS



MODERN STORAGE THROUGH EROS RETAILERS CAN CHECK AVAILABILITY AND ORDER DIRECTLY FROM THE MOST UP-TO-DATE WAREHOUSES



DANCE GROWTH KEEPS DISTRIBUTORS ON TOES

AS THE DANCE SCENE BOOMS, LABELS ARE INCREASINGLY TORN BETWEEN CHOOSING THE EXPERTISE OF THEIR SPECIALIST SUPPLIERS OR THE SEDUCTIVE NATIONAL SAME-DAY COVERAGE OF THE MAJOR DISTRIBUTION OPERATIONS

Dance music may still be viewed as a specialist genre, but the fact that so many dance hits are crossing over into the mainstream charts means dance labels are thinking carefully about how best to distribute their product – especially if they are looking for a crossover hit.

Although quick response specialist distributors continue to have an important place in the market, many labels are turning to bigger distributors because they want better national coverage than a small van service not only has access to the multiples, but can also guarantee next day delivery – as well as offering facilities for back catalogue sales.

In response to this trend, the three largest independent distributors – Pinnacle, Vital and RTM – have set up their own offshoot divisions specifically

handling dance product. They maintain that dance still demands its own departments staffed by experts who understand the product, but they feel that, handled as an intrinsic part of a larger organisation, the quality of service they can offer is better than that provided by the smaller specialist outlets.

Jon Sharp, head of Pinnacle's dance offshoot Rectus, which now handles product from 30 dance labels, says the key to success lies in having a separate strike force that has a good working knowledge of the labels and the sets. "Dance music needs to be treated differently," he says. "It has a very short shelf life, so we have to be able to respond just as quickly as the small specialist distributors. But these days, with dance becoming more and more mainstream, it's now less a question of targeting the specialist shops. Labels now want access to the multiples as well, and that is where we score."

Sharp points out that all of the multiples already have accounts with Pinnacle, and even if they don't stock one particular title, they need to know about it because the next release may well be the one that makes it into the mainstream charts.

Pete Dodge, general manager of RTM, says its Demix dance offshoot (which was set up in 1991) acts as a bridge between the established distributor and the specialist distributor, both of which have their own strengths. "Although specialist dance retailers want a van service, the multiples and chains don't – they want accounts," he says. "As a result dance labels that relied on vans were only getting half a service because there was no opportunity for them to get chart or artist profile. To do that you have to go through the chains."

RTM accepted that dance needed its own division and established Demix, which is run on a semi autonomous basis. It



DANCE ACT BUMP, ON GOOD BOY, THROUGH NETWORK

has its own telesales department, its own label management and its own vans that target specialist outlets. But it can also offer links with the multiples – something that Dodge feels many dance labels now demand.

Vital's dance offshoot, Charged, which was established earlier this year, is also staffed by experts. Pete Thompson, Vital's product director, says: "We felt dance

needed a separate department because it is quite a specific genre – one that is very vibrant and also quite snobby about the way it is perceived. Labels are looking for crossover hits but they still want to deal with people who understand their product. Specialist distributors may be able to offer expertise, but we can offer even

more, because the department is able to rely on the resources of a much bigger company."

Labels such as Warp, Effective and Remour are proving the larger distributors right by moving to dance offshoots because they offer access to the chains plus expertise, promotion, back catalogue support and nationwide, next-day delivery the smaller distributors cannot match. ■

DWA

INDISTRIBUTORS WITH ATTITUDES

HARDCORE PUNK
HARDCORE TECHNO
HARDCORE METAL

PLASTIC HEAD MUSIC DISTRIBUTION

Units 15 & 15a, Bushell Business Estate, Hithercroft, Wallingford, Oxon, OX10 9DD.
Tel:(01491) 825029/826233 Fax:(01491) 826320

BUILDING A WEB FROM THE CENTRE

Independent dance labels handled by Birmingham-based Network Distribution are being offered a flexible, two-tier distribution system to ensure their product reaches the right outlets.

Although Network has had a distribution deal with Sony since 1992, the company feels that for

many of the smaller labels it handles it is better to offer a van service so that their product can be targeted at specialist shops on the underground scene.

Partner and director Neil Rushton explains, "The hard dance scene is so fragmented that it is difficult to reach many of the shops if you only go through a major distributor like Sony. A lot of these shops don't have accounts with the majors and the only way to target them is by having salesmen on the road."

Network has now set up a van sales service for smaller labels which has been developed as an entirely separate entity from its main distribution service. The salesmen ensure that product that doesn't get much media attention – and therefore wouldn't sell over the telephone – is taken directly to specialist outlets, giving retailers the opportunity to hear it before they place their orders.

Network now handles 12 small labels including Good Boy, Strictly For Groovers, Matrix, Urban Hero, UFG and Planet 4. According to Rushton the

beauty of the two-tier approach is that if a label takes off – or if it has a particular product that would benefit from wider distribution – Network can push it through Sony by acting as a bolt-on distributor.

He says, "We make a small profit by charging

the label a fee for the service, but in return these small labels get access to a major distributor that can push their product across the board. By using this approach we had a lot of success with UFG's Two Fat Guinners which went into the

charts at number 32 and sold over 20,000 units." Neil Macey, Network's labels manager, adds that the company's location is also helpful. He says, "A lot of distributors are based in the South and as a result they are all fighting for the same slice of the market. By being based in Birmingham we have pretty well got the Midlands and the North sewn up."

Macey adds that rather than taking on established labels, Network prefers to get involved at ground level so that it can use its expertise as both a label and a distributor to help them develop.

Network's current hot tips include Nail's Beeston EP, released on the Strictly For Groovers label and House Balliffs, a new single on the Good Boy label.

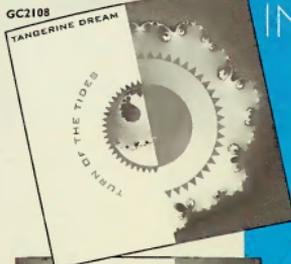


NETWORK PARTNER AND COMPANY DIRECTOR, NEIL RUSHTON

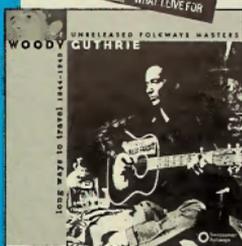
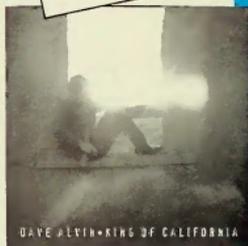
KOCH
INTERNATIONAL

▼
SOUND DISTRIBUTION
▼

GC2108



JR1202



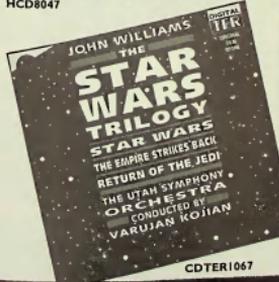
HCD/MC8054

SFCD/MC40046



HCD8047

340272/40274



CDTER1067

ABSOLCD/MC2

CD/ZC
TER1224

DISTRIBUTED BY
KOCH INTERNATIONAL • 24 CONCORD ROAD • LONDON W3 0TH
ORDER LINE: 081 993 5949 • FAX: 081 896 0817

TALKING CHRISTMAS WITH THE SPECIALISTS

SEVEN SPECIALIST INDIE DISTRIBUTORS REVEAL WHAT THE PEAK SEASON FOR 1994 MEANS FOR THEIR SECTORS, AND WHAT CHANGES THEY HAVE MADE IN THEIR APPROACH TO THE BUSINESS THIS YEAR. BY SUE SILLITOE

GRAHAM GRIFFITHS
marketing director,
New Note Distribution
*Specialises in classical,
jazz and world music*

"Promoting classical music is very different from promoting pop because our campaigns tend to run for months rather than weeks, with the emphasis on a slow build-up rather than instant entry into the charts."

"This is the tack we are taking with our big release for the autumn - Officium, featuring Norwegian saxophonist Jan Garbarek and the Hilliard Ensemble which was released last month on the ECM New Series label."

"We started promoting it in July and as a result of airplay on Classic FM we generated enough interest to ship 10,000 copies on release. The campaign involves a lot of close co-operation with both

the label and retailers. ECM supplied PoS posters, postcards and a four-page flier which was mailed out before release and we have been handling press coverage because we have our own in-house press department. All of the features and reviews we get in the UK will be used to promote the album in other territories."

"With retail, we will be running co-op advertising in *The Guardian* with Andy's. In-store displays with Tower which is also running ads in *Classic CD*, advertising in *Vox* as part of the HMV selection and ads in *The Wire* with Virgin which is featuring the album on its classical and jazz listening posts."

"We expect to ship 25,000 units by Christmas and we hope that it will be the next classical blockbuster, appealing to the same audience that bought Gregorian Chants."

NEIL KELLAS
product manager,
Target Records

Specialises in classical, jazz and AOR.

"Although we are not primarily a promotions company, we are always happy to work with our labels on any release where they feel they need extra support. And this year we have two very strong releases for autumn - both of which are on the Westmoor label."

"The first is *Beyond The Clouds*, theme music from the recent *Channel Four* series about life in China. This programme was such a runaway success that *Channel Four* has taken the unusual step of repeating it less than a year after it was first shown. It will be screened during October and November and they are also screening a three-week children's version."

"In conjunction with *Channel Four*, we have arranged for the

album to be advertised after each episode giving us 10 weeks of TV exposure at the peak selling time of the year. We are also planning to run ads in the music press."

"Our other big campaign is for the new Gerard Kenny album *Time Between The Which* which will be released in October. Kenny is touring to promote the release and he will be doing some UK dates, including a concert at the Cafe Royal's Green Room. We are concentrating on airplay on *Radio Two* to help promote this release."

STEVE BEATTY
director,
Plastic Head Music Distribution

Specialises in techno, death and black metal.

"We handle over 100 labels and as many of them are based overseas they rely on us to book

advertising, help with artwork and organise press coverage in the UK. It is very hard for overseas labels to do this job themselves because they don't have the contacts that our in-house press department has built up over the last four years."

"The labels pay for the advertising we book on their behalf but because we book lots of ads for lots of labels we are able to get them much better discounts."

"We try to give the labels as much support as possible which means working closely with them all the time on every release."

Independent retailers are very important to us because we handle specialist music, but if the product has a broader appeal I'm perfectly happy to work with the multiples as well."

"Our big campaigns for this autumn include promotion for *The Offspring's Smash*, on *Epitaph*, which has already sold

WHO IS ...

THE UK'S NO.1 SUPPLIER OF AUDIO AND VIDEO
OVERSTOCKS & DELETIONS?

WHO HAS ...

THE RESOURCES, BOTH FINANCIAL AND LOGISTICAL
TO HANDLE THE BIGGEST DEALS?

WHO CAN ...

OFFER MORE THAN 7000 VALUE FOR MONEY
PRODUCT LINES ON CD, CASSETTE AND VIDEO?

WHO WILL ...

ORGANISE THE MOST SUCCESSFUL 'SALE'
PROMOTIONS IN THE HIGH STREET?

WHO IS ...

THE NEW AND EFFECTIVE FORCE IN AUDIO
AND VIDEO DISTRIBUTION?

WHO HAS ...

THE MOST AGGRESSIVE SALES FORCE OPERATING
THROUGHOUT THE UNITED KINGDOM?

WHO CAN ...

ENSURE MAXIMUM EXPOSURE AND VOLUME
SALES FOR YOUR CATALOGUE?

WHO WILL ...

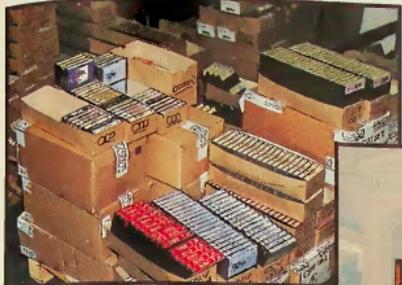
TAKE FULL ADVANTAGE OF THE MASSIVE
POTENTIAL IN THE NON-TRADITIONAL MARKET?

SOUND AND MEDIA

PART OF THE VIRGIN GROUP OF COMPANIES

FOR MORE INFORMATION CALL 0181 686 3636 OR FAX 0181 667 1388

Unit 1, Mill Lane Trading Estate, Mill Lane, Purley Way, Croydon, CR0 4AA.



over 2m copies in the US and got to number six in the Billboard chart. We have licensed the single and we are doing window displays with Tower and press ads in *Kerrang!*. We are also planning a back catalogue campaign covering eight Bad Religion songs on Epitaph and we are talking to retailers to see what we can do."

RASHMI PATANI
sales and marketing manager,
Koch International
Specialises in Jazz and classical

"As part of our commitment to our customers and our labels we have a number of key promotions taking place this autumn in conjunction with retail."

"On the classical side, we are working closely with Tower Records to promote the

Supraphon label in the December issue of *Gramophone*, particularly highlighting *A Pageant Of Opera* – a compilation of popular Czech operas from composers such as Dvorak, Smetana, Martinu and Janacek.

"Tower is also running co-op advertising in *TOP* and *Folk Roots* featuring the Hightone Records label. Key product will include the 50th Anniversary sampler and an album featuring artists such as Dwight Yoakham, Dave Alvin, Rosie Flores, Iris Dement and others paying tribute to Merte Haggard."

"Our final promotion with Tower – also in *TOP* – features key product from the Smithsonian Folkways label. The main emphasis is to be on Woody Guthrie's *Long Way To Travel* and *The Last Sessions* by Leadbelly.

CAREFUL PACKING (LEFT) AND HANDLING (RIGHT) ARE CRUCIAL TO THE PROFITABILITY OF ANY DISTRIBUTION OPERATION, AS CUSTOMERS DEMAND INTACT JEWEL BOXES FOR QUALITY RELEASES LIKE KOCH'S *A PAGEANT OF OPERA* (BELOW)



"In conjunction with WH Smiths, we will be promoting the Anthology Series three-CD box sets that retail at £9.99. There are 24 titles in the range featuring artists like Jimi Hendrix, Frank Sinatra and Ella Fitzgerald. WH Smiths is pushing them as part of its Hot Spots campaign."

GRAHAM HAYSOM
managing director,
Select

Specialises in classical music

"With classical music, the release



schedule is less seasonally biased than it is with pop because the right product will sell in volume throughout the year. As a result, our marketing and promotion aims to build profile on a long-term basis rather than going for a short-term effect.

"One of the campaigns we are running this autumn is in conjunction with the Naxos label. The aim is to profile the label's early music collection which includes vocal albums from the Oxford Camerata, Medieval music and Gregorian chants. It will run for three months and will involve advertising and reviews in *Classic CD*, plus advertising in the quality national press including *The Guardian* and *The Independent*.

"We will also be profiling releases from the Marco Polo label by distributing an 80-minute

sample CD entitled *Around The World In 80 Minutes* which features melodic classic music from the Marco Polo range. It retails at £1.99 – a price low enough for everyone to feel comfortable with – and retailers tell us that it is already proving popular. We intend to keep that campaign going until Christmas."

DAVE BULMER
managing director,
CM Distribution
Specialises in folk, jazz, classical and world music

"As a distributor of specialist product we do a lot of work with independent retailers because we believe this is where we can be most effective. We also have our own retail outlets and we are beginning to explore mail order and direct sales for some labels because it is more profitable. >

SRD ESSENTIAL RELEASES ONLY AVAILABLE FROM SRD

EXCLUSIVE DISTRIBUTION TO ALL UK RETAILERS • LABEL DEDICATED VANS • SALES FLEET
FULL AND COMPREHENSIVE LABEL SERVICE FOR ALL OUR EXCLUSIVE CLIENTS

LAST MONTHS BIG RELEASES

M BEAT + GENERAL LEVY No. 8 National • 3 Weeks Top 10	HELICOPTER No. 32 National • No. 1 Dance Chart	UK APACHE + SHY FX Top 40 National • Huge New Jungle Label	THE JESUS LIZARD Top 75 National Album Chart • Top 3 Indie Chart	DRUM + BASS 2 3 Weeks Top 20 Comp Charts Original And Best Jungle Album	HOUSE NATION 1 Top 20 Compilation Chart • 3 Weeks Dance Chart Top 10	HARDCORE JUNGLISTIC FEVER VOL 1 3 weeks Dance Album Chart

THE NEXT WAVE

DRUM + BASS 3 TV Advertised	THE JOINT II Jungle Masses	RENEGADE SELECTOR SERIES 2 Intelligent Jungle from the Heart	DREAD BASS Top 40 Bound	FOUL PLAY Top 40 Bound	HARDCORE JUNGLISTIC FEVER VOL 2 TV Advertised	MASH! Top 40 Bound
SHELLAC Top 20 Album Chart	GIRLS AGAINST BOYS One to Watch - Aweosom	GROOVERIDER Ultimate Jungle DJ Experience	HOUSE NATION 2 Compilation Charts Top 20	BUTTHOLE SURFERS Christmas Single Pic Disc	HELEN LOVE Hugeness Approaches	NEW BOMBTURKS Best Garage Punk Band in the World

SRD THE ESSENTIAL DISTRIBUTOR TEL: 061 892 3000 FAX: 061 892 2222 ESSENTIAL FOR SUCCESS

"This autumn we will be promoting Opus Blue by Catriona MacDonald and Ian Lovthian which is out in October on the Acoustic Radio label. Catriona MacDonald has a very high profile on the folk scene and as the album is already creating a buzz, we expect a lot of airplay on Radio Two and Radio Four. We will be advertising in the folk press and promoting the release through our own and other specialist retail outlets.

"Another priority for autumn is Clan Alba, a collaboration between eight Scottish folk artists including Dick Gaughan. This is released on the Clan Alba label and is assured plenty of national press coverage in Scotland. We are using direct sales and pushing it through our mail-order list.

"Finally, we will be looking to create some awareness of the Ian Campbell release *And Another Thing* which came out earlier this year on Celtic Music. Ian is the father of Ali and Robin Campbell from UB40 and with the album having done well in the US our aim now is to rekindle some interest here by getting it reviewed in the UK press."

ALAN FIRTH
sales director,
Charly Records

*Specialises in blues, jazz,
soul and R&B*

"As a distributor, we are in an unusual position because we only handle product from our own label. However, the Charly label covers a wide variety of different music and we are actively

**KOCH'S PATANI (far right),
JAZZ-TO-CLASSICAL
SAXOPHONIST JAN GARBAREK
(right) and TWO of CHARLY'S
HOTTEST CHRISTMAS
PROSPECTS (below)**

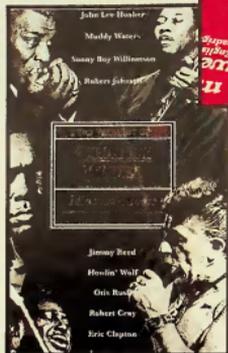
involved in promoting all our releases to retailers.

"For this autumn we will be devoting particular attention to a number of new releases. These include: *Cruisin'*, a 24 track compilation which is aimed at the in-car market. When *A Man Loves A Woman*, a 16-track compilation of classic soul ballads and *Either Side Of Midnight*, a two-CD jazz compilation which is aimed at the mass market.

"The response from retail has been very encouraging for all three releases. Virgin and WH Smiths have already committed to carrying stock and Virgin will be featuring the jazz compilation on its listing posts and its in-store radio throughout November and December.

"Another priority for the autumn is the re-promotion of the Charly Blues Masterworks four-CD box set which was originally released in March. At that stage we ran co-op press advertising with Virgin, HMV and Our Price and we are hoping to do more in the run-up to Christmas.

"This box set has huge potential because blues music is back to the fore once again. Every 10 years or so blues goes through a revival and this set is a perfect introduction because it comes with plenty of background information about the music and the artists."



production, marketing, sales, distribution.

Baseroom production, Goodboy, Ulf, Strictly 4 Groovers, Serious Grooves, Other, KMS, Smack Music, First Choice, Vinyl Addiction, Urban Hero, Journeys by DJ, Planet 4 Communications, Matrix, Fantastic records, Vicious Muzik, Network, Six6.

1-107 the custard factory, gibb street, digbeth, birmingham, b9 4aa. tel: 0121 753 2548 fax: 0121 753 2549

CLASSIFIED

APPOINTMENTS

BBC WORLDWIDE PUBLISHING

BBC Video

BBC Video is part of BBC Worldwide Publishing, a company with a turnover of £180 m, specialising in all forms of publishing, i.e. book, video, audio, magazine, multimedia and electronic publishing, led in with BBC Television and Radio programmes.

BBC Video is a highly successful division of BBC Publishing and market leader in its field. Due to the rapid success of BBC Video over the last couple of years with hits as diverse as *Red Dwarf*, *Mr Bobby*, *Pingu*, *Noddy*, *Trials of Life*, *Doctor Who*, *Wallace and Gromit* and many more, we are now seeking applicants for two key posts:

Sales & Marketing Director

Reporting to the Director of BBC Video, this new role will be key in strengthening our position within the retail environment and building on BBC Video's position as a market leader.

Managing a team of twenty people, the candidate must have exceptional communication skills, coupled with the ability to be strategic and innovative. The entertainment industry is fast moving and requires people with skill and flexibility to recognise opportunities and make them happen. Sales and/or marketing experience within the media industry is essential as is a sound knowledge of finance. (Ref: 16792/MS)

Acquisitions Director

Reporting to the Director of BBC Video this is a new role operating in a complex environment incorporating both internal and external relationships. The emphasis will be on developing relationships with artists, Independents, talent, producers, and with the newly formed Central Rights Archive within the BBC to keep product flowing into BBC Video.

An understanding of the fast moving entertainment software industry is essential. Responsible for a team of twelve people, the candidate must have excellent communication skills, coupled with substantial experience in either production/business affairs or marketing. (Ref: 16793/MS)

The salaries and benefits packages will be commensurate with posts of this importance. Based West London.

Please send CV with covering letter (quote appropriate ref.) to Paula Hornby, Room A3078, BBC Worldwide Publishing, Woodlands, 80 Wood Lane, London W12 0TT by October 21st.

WORKING FOR EQUALITY OF OPPORTUNITY

Production Manager



Charly Records has a vacancy that requires an individual who will demonstrate a thorough knowledge of all the various stages involved in the production of entertainment software. Able to create and manage demanding schedules through to "ON-TIME" delivery of finished product. You will be required to communicate authoritatively with suppliers/colleagues alike. Salary commensurate with experience. Reply to:-

Ref CPM, Charly Records Ltd, 156/166 Ilderton Road, London SE15 1NT

West One based International Music Publisher requires full time Music 'Counter Point Systems' Royalty MANAGER/ ADMINISTRATOR
Send CV/Photo to:
BOX NO. MWK 222

COURSES

The Complete Music INDUSTRY OVERVIEW

International evening programme given by established music industry professionals. Covers: Music Publishing, Artist Management, Marketing, Promotion, A&R, Legal Awareness, Music Rights, Record Companies, Overview of the Music Industry, etc. Programme content featured on the BBC's 'The Music Programme'.

For further details call: 071 563 0236
The Global Entertainment Group

PRODUCTION CONTROLLER

HIGH OCTANE. DIGITAL REPROGRAPHICS COMPANY TO THE MUSIC AND VIDEO INDUSTRIES REQUIRE:
ROCKET POWERED INDIVIDUAL.
FOR PRODUCTION, QUALITY CONTROL.
PRIOR EXPERIENCE PREFERABLE.
AN ABILITY TO WORK IN DEEP SPACE UNDER EXTREME PRESSURE WITHOUT BREATHING BENEFICIAL.
AN EXCELLENT OPPORTUNITY FOR EITHER MALE / FEMALE.
INTERESTED PARTIES CALL ANDY OR RUSSELL. 071 250 0808.

ROYALTY ASSISTANT

Required for Music Department of West End Chartered Accountants. Some royalty and spreadsheet experience preferred. Salary negotiable.

Please send CV to Royalties Manager, Harris & Trotter, 8/10 Bulstrode Street, London W1M 6AH.

NEW ZEALAND

REGIONAL MANAGER KEY STORE MANAGER

Due to continued expansion and internal promotions SOUNDS, New Zealand's premier retail chain, has vacancies for the following positions:

REGIONAL MANAGER

The ideal candidate will have had several years of operating successfully as a Store Manager/Area Manager in the UK marketplace.

Strong operational and people skills are seen as the cornerstone of this role.

KEY STORE MANAGER (Queen Street Megastore)

This store is widely acknowledged as one of the top two music stores in New Zealand, and is constantly seen as being at the cutting edge of new music.

The role is demanding and would only suit someone who has experience as an Assistant Manager/Manager in a busy store in the UK market place.

The ideal candidate will require strong operational and people skills, with a real flair for the market.

Sounds is the most successful music retailer in New Zealand. This has been achieved through:

- ★ Creating and maintaining a sound operational base
- ★ Aggressive and innovative marketing
- ★ Creating a team culture where the individual is given every scope for development
- ★ Promising and delivering the best customer service in New Zealand

If you feel that you would like to be part of the Sounds team, and help shape our future, and also live in one of the most beautiful countries in the world, then please reply in strictest confidence to:

Sean Coleman, General Manager,
Just Sounds Ltd
Siraad Arcade, 233 Queen Street
Auckland, New Zealand
Fax: 010 649 383 4160

BUSINESS TO BUSINESS

Music Systems

For your best performance yet, the leading edge in video display to maximise your sales per square foot.

CALL: 0296 615151

FAX: 0296 612865

LIFT
Systems with future.

SOHO

Office/Art Studio space available in Poland Street. Suit 4/5 people. Share facilities.

Tel: 071 439 2472
or 071 494 2137
Fax: 071 287 6391

Six month old International Display Browsers and Wall Display, Chart Display and Counter. Also 800 CDs and Taped Cassettes.

Tel: Mr Catford
0643 863198
Mobile: 0385 221376

for Extra capacity
call the
COPS

- Vinyl • Coloured Vinyl • Print •
- CD • CD-ROM •
- Mini-Disc • Cassettes •

THE STUDIO, KENT HOUSE STATION APPROACH, BARNMEAD ROAD, BECKENHAM, KENT BR3 1JD

FAX: 0161 676 916

TEL: 0161 778 8556

Calling all Musicians!
Advertise nationwide all year
round, for less than 14p a day?
Now you can!

Call us today
0753 670084 **Music MASTERS**

BHANGRA IS GETTING BIGGER & BIGGER
Is your finger on the pulse?

For all Bhangra enquiries – artists, production, distribution, promotion and current catalogue. Sample our new compilation CD.

NACHURAL RECORDS

Leaders in new wave bhangra.

TEL: 021 434 3554
FAX: 021 429 1122

SPECIALIST 'SHIRT & SWEATSHIRT PRINTER
FOR SERVICE AND QUOTES RING NOW ON
081 523 2967
OR FAX US ON 081 527 8883



TOT-SHIRTS LTD
SERVING THE PROMOTION AND FASHION WORLD THROUGHOUT THE UK AND EUROPE

Woolley's
MUSIC WHOLESALERS
CLEARANCE SALE
Back catalogue CDs and MCs, 100's of titles.
OVERSTOCKS and DELETIONS

All at prices well below the norm. CD Racks/Cass Racks (IDS brand) for sale. 12"/14" Cass single parcel, approx 35,000 units – looking for offer. No Lots.
Unit G2, Building A, Wembley Commercial Centre, East Lane, Wembley, Middx HA9 7UR. Tel: 081 904 0744. Fax: 081-904 0251.

EXPAND YOUR MIND

The "Dance Music" Business Programme

Covering: Licensing Agreements, Sample Clearance, Dance A&R, PR & Club Promotion, Dance Distribution, Setting Up a Dance Label, DJ'ing and Remixing etc.

Call: 071 583 0236

The Global Entertainment Group



THE MUSIC SHOPFITTING SPECIALISTS

BROWSERS • WALL DISPLAYS
CHART DISPLAYS • COUNTERS
STORAGE UNITS • LISTENING POINTS

STANDARD RANGE OR CUSTOM
HOUSE DESIGN AND MANUFACTURE

FREE STORE DESIGN
TEL 0480 414204
FAX 0480 414205



PRIAM Software
The complete business system for the Record Industry

Modules include:

- * Distribution
- * Mail Order
- * Point of Sale
- * Copyright Management
- * Accounts
- * Stock Control
- * Marketing
- * Artist Management
- * SQL

PRIAM will improve your profitability and efficiency immediately.

Contact us on

Tel: 0327 702785
Fax: 0327 311110

Ripe Recordings are looking for **Soul Dance and Jazz/Fusion** Demos and Finished Product also our B9 label is looking for **Jungle and Hardcore** Contact Malcolm Bell 310 The Custard Factory Gibb Street Birmingham B9 4AA Tel: 0121 693 4455

IMPALA
Browsers Wall System Chart Displays Counters Storage units Listening points Specialises in Display and Storage for Audio & Video

MUSIC STOREFITTINGS
Comprehensive standard range of Shopfit labouche Design & Manufacture
FREE STORE DESIGN SERVICE
Tel: 0473 461026
Fax: 0473 240128

Compact Discs
Records
Cassettes
CD Booklets
Glosses & Labels
CASSETTE INLAYERS
Call us for FREE BIDDING WE WILL BEAT ANY PRICES
Typesetting, Artwork
THE BEST PRICES!
071 936 4450 104 Hammond St., Camden Town, London, NW 1

BLACKWING THE RECORDING STUDIO
Customers include:
Mick JAGGERS, Led Zeppelin, Jethro TULL, Peter Dinklage, Love & Rockets, Paris, The Mural Co., Etc. etc. etc.
The Shonens, Inspiral Carpeles, Heidi Berry, Midway City, Starobell, The Faith Healers, & Benny Weinstock.
Tens Global Underground
Kilang Publishing Group
Dolby SR II in 99 rooms
FROM £200 PER DAY
071-261 0118

STUDIO FOR SALE – WITH HOUSE
Record Producer has beautiful house for sale, with separate, purpose-built sound proofed, fully equipped private recording studio. Set in lovely garden.
Price £135,000
HAYES, MIDDX.
Call: (0753) 890400

ANYTIME ANYWHERE
ALL
Music related items bought for cash. CD's, Tapes, LP's, Singles, Film & Music Videos, Slugs, Press Kits, Posters etc. all required
TOP PRICES PAID
20 yrs experience means we offer a quiet, professional service to the industry. Why not give us a try.
101 RECORDS CROYDON
Tel: 081 681 8282
Fax: 081 667 9287

BEST VALUE IN LONDON
AudiVideo.com duplication
16:24 track per A mini-production studio
Customisable videopack facilities
CD/DAT application & conversion
English spoken and mastered
AudiVideo.com duplication
16:24 track per A mini-production studio
Customisable videopack facilities
CD/DAT application & conversion
English spoken and mastered
G.W.B.B. Audiovision
071-723 5190

DOOLEY'S DIARY

Remember where you heard it: **Shifty** the poor telephonist on night shift at the Double Tree hotel in **Marina del Rey**, California, who had the busiest night in her life putting calls through to the triumphant **Viva FM** **MD** **Katie Turner**...A sign of things to come from London's new **Christian Radio** station? The company's matey **PR** signs off to callers with a brisk **'God bless you!'**...If there is such a thing as a **collective hangover**, then the industry must surely have experienced such a **beast** last Saturday in the wake of the **VH-1** **launch bash** at the Roundhouse. Its claim to the title of **party of the year** is boosted by the fact that the **2,000** guests consoled themselves for **Prince's** 10-minute appearance by hunkering down to the serious task of demolishing **10,000 bottles** of Carlsberg Ice beer and **300 bottles** of tequila...**'I'm one of 13 kids**, but my father never wanted any children,' revealed **Celine Dion** at her **UK debut** at the Cambridge Theatre last week, where the audience, which included **Sony** chairman **Paul Burger**, who broke her in her native Canada, left feeling well and truly wowed by her **"fearsome instrument"** (her voice, according to *The Times*)...Sister songstress **Amy Grant** scored a **first** herself when



When it comes to cracking down on pirates, Kentish Town police are hard to beat. The local bobbies cover the notorious piracy blackspot of Camden Town market, possibly the toughest area in the country for anti-piracy work. So the BPI decided to pay their respects to the sterling efforts of the boys in blue with a presentation at the earth London nick a week ago. Pictured giving chief superintendent Linda Newham a framed personal message from Mr Anti-Piracy himself! Phil Collins are (left) BPI vice-chairman Jim Preston and the head of the BPI's anti-piracy unit Tim Dahin.

she appeared in her first showcase so far at the **Jazz Cafe** last week to promote new album **House Of Love**. **VH-1** will be screening it soon...**Toe-sucking** former Heritage Secretary **David Mellor** gave new hints about his private life at Thursday's **Gramophone Awards** at the **Dorchester**. Impressed by the number of gongs on show, he quipped, "I haven't seen so much gold since I was in **Ron Atkinson's** bathroom"...**Gramophone's** artist of the year **John Eliot Gardiner**, meanwhile, nearly didn't make it. As his **Orchestra Revolutionnaire Et Romantique** travelled to the airport in Spain for a concert that morning, their coach driver decided to drive the wrong way down the motorway for two miles. "We very nearly lost half our players," he said...A display of **Island Records'** related collectibles is set to form the centrepiece of the refurbishment of the label's **St Peters Square** foyer. **Island** designer **Callie Calloman** snapped up **Bono's** "Music Box" at the **War Child** auction, and the artwork may well feature...Great minds think alike? **Sony** and **Virgin's** new rock compilations share **11 tracks**, and **Dooley** can reveal the former was

masterminded by **Clive Farrell**, while the latter was compiled by his former sidekick **Peter Duckworth**...With two weeks still to go before **Music Relief's** **Rwanda** benefit **What's Going On** is released, the single was **A-listed** on **Radio One** last week...Moving swiftly on, **Harvey Goldsmith** is to be the guest speaker at the **IPA's** dinner at **Mortons** in London on **November 2**. For details of the **Leosong**-organised evening contact **Sue Crawshaw** at **BMI** on **071 935 8517**...**Best Wishes** to **Zomba** production guy **Danny Stubbs** who was knocked off his **bike** in **Willesden** earlier this month while running a delivery errand for the **Music Relief** record. He is now recovering at home...Just four places are left in the **CMCS Group Music Business** **five-a-side** league in south London, so call organiser **Mark Caswell** on **081 874 6715**



Don't ever suggest to **EMI UK** boss **J-F Caillillon** that British labels don't break new acts any more. "What about **Real 2**? What about **Terrorvision**? What about **Eternal**?" he roars. So it was with glee that the Frenchman presented the three acts with, respectively, **gold** single, **silver** album and **platinum** album awards last month. Caillillon (third from right) is pictured handing the platinum award to **Eternal** for their album **Always And Forever** - which has now sold 1m copies worldwide - with (back, left to right) marketing director Ian Range, head of marketing **Jonathan Green** and head of press **Lee Lechasin**.



The great, the good and the downright artistic descended on the **Royal College of Art's** last week for the **Little Pieces From Big Stars** auction of music artefacts, art which raised **£56,000** to help **Bosnian** charity **War Child** set up a music and arts therapy centre in **Sarajevo**. The highest price was scored when a mystery buyer paid **£12,500** for **Paul McCartney's** wood-carving, while **David Bowie's** **Minotaur** series raised **£16,000** and exhibition curator **Brian Eno's** work fetched more than **£4,000**. Having snapped up two **Shane MacGowan's**, **Malcolm McLaren** and girlfriend **Charlotte Skeve Catling** (far left) cosied up to charity supporter **Marie Valin**. **War Child** co-founder **Bill Lessson**, and **Bosnian** musician **Lary**.

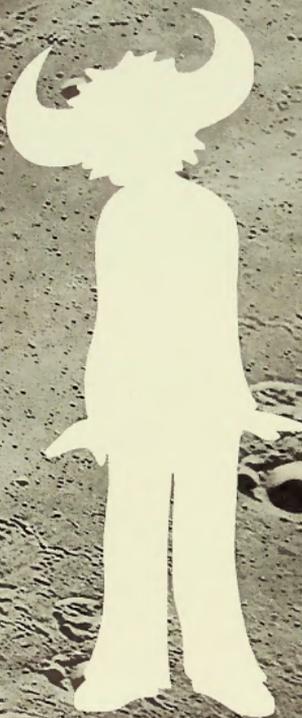
pronto...Here's a question: Could **Chrystalis** be hoping to achieve a new pinnacle in sales?...And finally, a happy ending. After **Dooley** put out a call for former **Music Station** studios manager **Nick Woolfson** to contact **Charlie Gillett**. Nick not only rang **Charlie** from **In The City**, but was also able to put his hands on the **master tape** which was being hunted by the **Oval Records** boss...

music week
Incorporating Record Mirror
© Spotlight Publications, Lodge House, 248 Blackheath Road, London SE10 8UR.
Tel: 0171-426 8838. Fax: 0171-401 9335. IFF A United Newspapers publication

Editor-in-chief: **Steve Redmond**. Managing editor: **Selena Walsh**. News Editor: **Martin Talbot**. Reporter: **Steve Hordley**. Contributing editor: **Nick Robinson**. Paul Gorman, Group Production Editor. **Dariusz Bialik**, Senior sub-editor/Director. **Fiona Robertson**, Sub-editor. **Paul Vaughan**, Editorial Assistant. **Ruth Goss**, Ad manager. **Ruth Burt**, Design. **Debra Burt**, Design. **Julian Blyden**, Senior ad executive. **Steve Masters**, **Markus Dyrud**, Ad executive. **Blackcut**, Design ad manager. **Julian Blyden**, Senior ad executive. **Leslie Stevens**, **Pete Spotlight Publications** - Marketing and Sales. **Chris Hill**, **Caroline Herbert**, Production Controller. **Jana**, Production manager. **Mark Ryan**, Group ad production manager. **Andrew Ross**, Registered at the Post Office as a newspaper. **Member of Periodicals Directory**. **January 1994**. **£1.8** from Computer Postings, 120-126 Lavender Avenue, Mitcham, Surrey, CR8 3HP. Tel: 0181-648 8142. Fax: 0181-648 4871. UK. ISSN: 0950-2422. The Americas, Middle East, Africa and Indian Sub Continents: 0293-02593. Australia and the Far East: 0293-02420.
SUBSCRIPTION HOTLINE: 0181-648 8142 NEWSTRADE HOTLINE: 0171-700 4600
ISSN 0265-1484
ABC
Average weekly circulation: July to December 1993: 12,975

Jamiroquai

The Return Of The Space Cowboy



17.10.94

New Album Released. Available on CD · CASS · Double Vinyl · Minidisc

The follow-up to 1993's Number One album "Emergency On Planet Earth" includes the hit single "Space Cowboy"

MARKETING Extensive Press Advertising: Teaser ads followed by full-page ads • 96-sheet National poster campaign • National TV poster campaign • National Channel 4-TV Campaign (140) • Up-front • teaser campaign - posters and ads

SALES PROMOTION Major retail packs with Woolworths, Virgin, Our Price and HMV • CD 477815 2 CASS 477815 4 LP 477815 1 Minidisc 477815 8

NATIONAL TOUR 22nd October University, Bedford • 24th October Astoria, Cardiff • 25th October University, Exeter • 26th October Guildhall, Southampton • 28th October Octagon, Sheffield • 29th October UEA, Norwich • 30th October Corn Exchange, Cambridge • 2nd November Mayfair, Newcastle • 3rd November Barrowlands, Glasgow • 5th November Civic Hall, Wolverhampton • 6th November Academy, Manchester • 7th November T & C, Leeds • 9th November Forum, London • 10th November Forum, London. Agent: Barry Dickens at IFA



open