



# music week

For Everyone in the Business of Music

AUGUST 9 1997 £3.35



# *backstreet boys*

## BACKSTREET'S BACK



# backstreet boys®

## THE STORY SO FAR

- Best Roadshow Act Smash Hits Tour 1995
- Single "Get Down" breaks into UK Top 20, February '96
- Follow-up singles, "We've Got It Goin' On" and "I'll Never Break Your Heart" both go top 10
- Thirteen date UK tour, November '96



HOWIE D.



NICK

- "Quit Playin' Games" goes in at No.2, January '97
- The "Backstreet Boys" Album goes gold in UK
- "Anywhere For You" reaches No.4, March '97
- Worldwide record sales exceed 10 million
- UK Arena tour June '97
- "Quit Playin' Games" goes to No. 3 in America
- "Everybody (Backstreet's Back)" goes top 3 in UK



KEVIN

## SECOND ALBUM "BACKSTREET'S BACK"

### MARKETING/PROMOTION



A.J.

- National Poster Campaign including London Underground and West End sites.
- The Box TV Advertising
- ILR Radio Advertising Campaign
- Press Advertisements, competitions and features
- Extensive retail marketing
- Fanclub Database mailout
- The campaign will run right through to Christmas and beyond, with the Boys coming back into the UK to promote their second single "As Long As You Love Me" in September
- National TV Advertising in the run up to Christmas



BRIAN

"BACKSTREET'S BACK" released on Enhanced CD and MC 11th August 1997  
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# music week

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## Labour pumps for ITC to unveil music policy

by Paul Williams

The government will outline its policy for the music industry at next month's In The City convention when arts minister Mark Fisher makes the keynote speech.

Fisher is set to address delegates on the opening day of the conference in Glasgow on Sunday, September 28, making him the first minister to speak at the event in its six-year history.

It will be the first speech on the music business by a member of the new Labour government.

ITC co-founder Tony Wilson, who tried to bring Tony Blair to the conference two years ago, says, "We feel very pleased the government is making such a positive statement with In The City, and in Glasgow as well."

He says Fisher's decision to attend further highlights the changing attitude of politicians towards the music industry. "Even though there was always an awareness of what a great

international business the British music industry is, that awareness never transferred into the government wanting to get involved," he says.

Fisher, who has direct responsibility for the music industry within the department of culture, media and sport, has not revealed what his speech will cover, but it is expected to give a broad outline of the government's plans for the music industry.

BPI director general John Deacon says Fisher's decision to attend ITC reflects the minister's keenness to meet as many people as possible within the industry.

"The new department is clearly keen to ensure that, having battled hard to win over the music industry, that relationship continues," he says.

The countdown to In The City, which takes place at the Glasgow Hilton Hotel between September 27 and October 1, began last week when delegate details were mailed to 12,000 executives across the industry.

Wilson says details of the panel and seminar sessions are likely to be announced over the next three weeks, and will focus on the changing face of the industry following advances in new technology and the evolving structure of the European business.

Details of the event's live programme are expected to be revealed during the first week of September.

Confirmation of Fisher's appearance comes just days after music industry executives and artists attended a high-profile gathering hosted by prime minister Tony Blair at 10 Downing Street.

John Deacon was one of the music industry representatives at Wednesday's (30) reception, which also saw Alan McGee, Noel Gallagher and Damon Albarn included among around 80 guests from the entertainment world and other industries.

Deacon says the prime minister expressed interest in holding a similar event in the future, but this time specifically for the music business.

## Sony's SDRM deal by-passes MCPS

Sony Records has signed a new central licensing deal with SDRM in a move which will see the major by-passing MCPS in the UK.

The deal, which continues the company's long-standing relationship with the French mechanical rights association, is understood to cover the UK and Ireland for the first time.

Sony's previous central licensing deal with SDRM covered only the mainland of Europe, while UK releases continued to be licensed by MCPS. A spokesman for Sony declined to comment on the deal.

A spokeswoman for MCPS said she is unaware of the agreement, although MCPS is understood to have been one of SDRM's rivals for the deal.

MCPS is among the organisations which are also negotiating with BMG, EMI and Warner, whose central licensing agreements all expire this year.

The SDRM deal is the first since the Cannes Accord was negotiated between the collection societies and publishers at Midem in January, in a bid to reduce commission rates and restrict the level of rebates given to record companies as part of central licensing packages.

### THIS WEEK

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5 Summer sales surge boosts trade

7 Old rivals battle again in publishing



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Columbia Records has added its Will Smith single Men In Black to the growing list of releases available without any retail deals to multiple retailers. The single, which Sony anticipates will be sold for £3.99 throughout the multiple chains, is expected to rival Puff Daddy for the number one spot next week. With support mounting from cable channel The Box and commercial radio, the single had advance orders of 250,000 units before today's release. Singles deals analysis, p6



New single  
18 09 97  
Taken from the album  
Way Out West

## Blue Way Out West

## Capital/Virgin deal hit by MMC referral

Capital Radio's £66m merger with Virgin Radio will remain on ice for another three months after the deal was referred to the Monopolies & Mergers Commission last week.

Competition and consumer affairs minister Nigel Griffiths, acting on advice from the Office of Fair Trading, decided to hand the Capital dossier to the MMC last Thursday (31). It marks the first time a radio takeover has been investigated by the MMC.

Virgin will not learn its fate until November 14. That will mean that the merger's most vociferous critic, new London station Xfm, which goes on air on September 1, will be on air two

months before the merger is sealed. A spokesman for the OFT says the decision has been taken because the two merged businesses will account for 25% or more of the London market in both revenue and listenership. "We need to see if there is an adverse effect on competition and advised the DTI there were elements of competition that need to be looked at," he says.

A Capital spokeswoman is still confident the deal will get the go ahead and says it is disappointed at Griffiths' decision. "There are other cities where groups have a higher market share and, with so many radio stations in London, for Capital to own a few is not

a big deal," she says. Virgin corporate affairs director Will Whitehorn says the referral is a surprise, but adds it reflects the new government's harder line on monopoly issues.

Capital will gain a national AM frequency and rights to a digital licence if the Virgin deal goes ahead and estimates it will account for nearly 50% of London's listeners.

Xfm chief executive Chris Parry says Griffiths' decision, which comes only weeks after the Radio Authority cleared May's merger proposal, will enable the MMC to clarify the issues of plurality and ownership in radio.





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# Taylor takes reins as Creation rejigs

Creation Records has appointed Mark Taylor as its new managing director as part of a reorganisation reflecting the massive growth of the company in the past two years.

Taylor, who has been the label's finance director for the past four years, will have day-to-day responsibility for all commercial and operational functions in his new position.

He takes over as managing director from Dick Green, who will take a more strategic and creative role at the company alongside fellow co-

founder Alan McGee, without taking a specific title.

Green, who made the appointment in conjunction with McGee, says, "Mark has been an exemplary finance director and has proved himself more than able to cope with the rapid growth of Creation over the past couple of years."

Taylor says, "Dick and Alan started this company and have never been big on titles. They have great talents, but the company has to use those talents in the best possible way. There's no point Dick having

to work out the logistics of moving boxes in the warehouse."

Taylor joined Creation as financial controller after nine years in finance at Sony Music. He says the reshuffle will preserve the spirit of Creation as it prepares for a massive final quarter.

Besides its Oasis album *Be Here Now* later this month, the company has albums due from Idna (August 11), Super Furry Animals (August 25), Hurricane No. 1 (September 15) and Saint Etienne (new year) over the next six months.

# U2 win fight against ban on Dublin dates

by Robert Ashton

U2 were given the go ahead to play in their home city of Dublin when Ireland's Supreme Court decision on Friday (1) overturned a High Court ban on the group's two Lansdowne Road gigs.

But the court wrangle has left promoters questioning Dublin's reputation as a centre for large-scale concerts.

Dublin's High Court ruled last Monday (July 28) that the band's planned shows on August 30 and 31 breached planning regulations, after £2m-worth of tickets had already been sold to 80,000 fans. Justice Declan Costello initially restrained the stadium owners, the Irish Rugby Football Union, from holding the concerts after planning objections from three residents living near the stadium.

Under Irish law, planning permission can only be taken up to one year to obtain - is required to put on an outdoor

concert if a change of use is necessary. Such change of use extends to building a stage or lighting rig.

U2 manager Paul McGuinness says he is relieved at Friday's court decision and that the band are looking forward to the gigs. "The enormous wave of support from the public and the media has been truly amazing," he says.

U2 manager Paul McGuinness says he is relieved at Friday's court decision and that the band are looking forward to the gigs. "The enormous wave of support from the public and the media has been truly amazing," he says.

But Solo Promotions managing director John Giddings, who organised the European leg of the tour, warns he will never attempt another Irish outdoor show without clarification of planning legislation.

"I'm not aware of the planning issue, but I was assured by the powers-that-be that there was no concern for our show," he says. "This shows how difficult the law is. It needs proper legislation. There's no problem with legislation, I'd just like to know what it is."

"I feel like we are performing under a waiver. We've had a bye, but we need reassurances in the future."

A further High Court hearing will take place in October to examine the issue of planning permission. Giddings says he hopes a solution will be found.

Dublin Chamber of Commerce economic director Declan Martin says hotels, restaurants and other service industries would have lost up to £10m if the U2 concerts had been cancelled.

"We have been getting a lot of major acts recently, such as Celine Dion, David Bowie and Garth Brooks, but if people see U2 have difficulties playing here, they won't bother coming," he says.

"They will do Edinburgh or somewhere else. If Elvis was found alive and well in Kerry and decided to play Dublin next week, he couldn't."

Mean Fiddler festival director Melvin Benn, who is currently negotiating planning permission for the Irish Floods, says publicity about the court case will inevitably discourage other bands from going to Ireland.

# Decca to close London post-production studio

Decca is planning to close its post-production studio in north London with the loss of up to 30 jobs as part of the restructuring process it started in March.

The move, which comes just four months after the group cut 29 staff at its Chiswick headquarters, will bring the closure of the last post-production studio run for the sole use of a classical label.

Decca International president Roger Lewis says the cost of maintaining and upgrading the Petts Wood facility, which has been in operation for the past 15 years, would have been too high.

"For it to work effectively and efficiently in the future would mean enormous investment running into millions," he says. "It would be a disproportionate amount relative to the needs and requirements of the classical market." This has been a difficult decision because of the loss of staff who have contributed so much.

The building is due to close in November. Six employees at the facility will be offered transfers to Chiswick and Decca is also exploring the option of using some of the staff on a freelance basis.

Decca will continue to use its existing range of recording venues including Vienna's Konzerthaus and Amsterdam's Concertgebouw.

Lewis says the label expects to record around 50 pieces for release this year compared with more than 100 in its peak years at the end of the Eighties.

Lewis says the label will be able to offer its artists state-of-the-art facilities around the world by using third party post-production houses.



Beyond The Sun - the double CD collection of new and old material by the late Billy Mackenzie - has been described as "a fitting tribute" to the ex-Associates singer by Nude Records head Saul Galpern. "It's a great record, a monument to one of the greatest voices Britain has ever produced," says Galpern. The release, which is due out on September 15, contains new tracks, along with older solo and Associates material such as the hits Party Fears Two and Club Country. Mackenzie is pictured at the last photo session before his death in the spring.

## Ten acts go as RCA reduces roster

Duffy, Westpier and Dee Ellington were among the casualties as RCA dropped around 10 acts from its roster last week. RCA A&R director Mike McCormack, who says the acts amount to around 40% of the company's roster, says the losses form part of a "trimming" process at the company. McCormack dismisses press reports that former Take That members Hugh Donald and Jason Orange have been dropped. Donald's first releases are still due for release this autumn, while Orange has no plans to launch a solo career.

## Disctronics to make DVDs

Disctronics is to become the first UK company to manufacture DVD discs. The company is now installing DVD duplication equipment including an Arcadia DVD replication line, which will come into operation this autumn. Chief executive David Mackie says, "Our aim is to provide the complete solution for new and existing clients to enter this new market."

## Plugging legend Faber dies

Pioneering record plugger "Fast" Freddy Faber, who worked for EMI in the Sixties and Pye in the Seventies, died of a heart attack last Wednesday (30), aged 67. Faber worked at BBC Records before forming his own production company 123 Productions with Mike Collier five years ago, specialising in nostalgic compilations by artists including Tommy Dorsey and Glenn Miller. He leaves a son, two daughters and three grandchildren. The funeral takes place at 3pm this Friday (8) at Golders Green crematorium, north London.

## True takes Vox job

IPC Magazines has appointed former *Melody Maker* assistant editor Everett True as the new editor of *Vox*. He succeeds group editor Steve Sutherland who has edited *Vox* in addition to his responsibilities at *NME* for almost two years.

## Virgin rocks with Kerrang!

Virgin Megastores is sponsoring a week of rock gigs being staged to tie in with Emap's fourth *Kerrang!* Awards later this month. Starting on August 14, *A Week On Planet Rock* will include gigs at the Barfly in Camden, north London, featuring 21 bands, including some of the nominees for the magazine's best new British band award. The 10 nominees are Silver Sun, Placebo, Feeder, Symposium, Acrimony, Tampasm, Rachel Stamp, Cable, dB8 and Midget.

## Sponsors line up for dinner

The Music Industry Trusts' Dinner, which will this year honour Jonathan King, is to be sponsored by Anderson Consulting and Sun Microsystems for the second year running. The two organisations are jointly paying £50,000 in advance of the fund-raising dinner, which will be staged at London's Grosvenor House Hotel on October 31.

## Almond clinches Echo deal

Former Mercury artist Marc Almond has signed a new record deal with *The Echo* Label following his split from long-time manager Steve Almond, who was signed to Mercury until last autumn, and has also agreed a management deal with Think Management.

## Eternal earn platinum award

Eternal's *Before The Rain* album was certified platinum by the BPI last week. Other album awards went to the Men In Black soundtrack (silver) and Daft Punk's *Homework* (gold).

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## Learning the lessons of the market

Market forces can be a pretty blunt instrument, but the return to sanity in singles pricing shows they work. At a time when the market is clearly plateauing, deliberately losing money, even on number one singles, clearly doesn't make much sense.

The real pity is that we ever reach the stage where market forces come into play. But the sad fact is that the rise and now fall of the two-for-one deal followed an entirely predictable pattern.

When it comes to the singles market it seems history never fails to repeat itself. Someone has a bright idea which gives them an advantage. Somebody else follows suit. And before long everybody is doing it, negating any possible benefit, and usually - since all of these ideas inevitably cost money - succeeding only in depressing the industry's profitability overall.

The lesson - like market forces themselves - is a harsh one: next time your rival has a bright idea, the really bright thing may be not to copy them, but to have a bright idea of your own.

## Thank heavens for All Saints

Every pop phenomenon needs a rival. The Beatles had the Stones, the Rollers had the Osmonds, Take That had East 17. And Oasis had Blur.

The strange thing is that, up to now, the Spice Girls have had the field to themselves.

Girl power has swept all before it, and despite constant rumours, no credible competitors have emerged.

Thank heavens then for All Saints, the London act threatening to wipe the smile off the face of Virgin.

They're sexy. They're sassy. And they have talent. Certainly having heard their six-track sampler - including their soon-to-be huge-hit I Know Where It's At - I wouldn't bet against them becoming a major force in British pop.

Steve Redmond

## TILLY

### Quality pop still delivers

So what's happened to the ex-Take That members? The Robbie Williams single peaked at number eight and the Elton of the Nineties, Gary Barlow, slightly lower at number 11. Both plummeted in week two.

Now I know a lot of other records do that every week, but with the amount of exposure these two have had, maybe we expected a bit of longevity. The problem is that you can't kid the punters with average songs. There was an initial Take That fanbase week one. And then it was all over. Gary hasn't written one song on his current album which compares with A Million Love Songs or Back For Good. And I don't forget most of the other big hits they had. And cover versions, like Relight My Fire and How Deep Is Your Love. Maybe they should get the Brothers Gribb to write them both a new song.

I'm not surprised the Oasis single D'You Know What I Mean? only stayed in the top slot for one week, despite the media overkill upfront, because it really hadn't got that real magic dust sprinkled over it. It was the inevitable fan frenzy which got it to the top slot for one week.

After that it was back to the top for Puff Daddy. It's great to see real quality hits like Puff Daddy & Faith Evans staying there - a true smash and the best dance crossover pop single of the year so far.

Ultra Nate's Free is also selling by the bucketload. Sash! also have another big single, Ecuador, and Boyzone prove that if you have a great song you can rush into the top three. Their single could have been made in any decade from the Sixties onwards - a timeless classic with all the right elements. Not to be outdone, Gals's European monster, Fred From Desire on Big Life, shows it's not just about money. The good records are coming through and having some sort of staying power in the up and down world of our charts.

Tilly Ruthford's column is a personal view

by Martin Talbot

Sony and PolyGram are asking retailers to renew their vows on early deliveries following a recent spate of embargo breaches.

The action comes as retailers' associations and has also urged retailers to respect the release embargoes.

Sony sales director John Aston says the company intends to send out a new letter to be signed by retailers over the next fortnight to reinforce the conditions of early deliveries which were initially laid out two years ago.

PolyGram sales director Nigel Hayward says he is also planning to take such action in the next month, before the busy autumn sales period begins.

"It is two years since we sent out the letter," says Aston. "The intention is to reinforce the conditions, that retailers should not sell copies of a record before the Monday, or whatever release date the record company is implementing."

A number of big-name albums are

### BARO'S THREE-POINT PLAN

- to support distributors in their action against embargo-breakers
- to urge retailers to report other dealers selling records early
- to encourage retailers to ensure staff know they should not sell records early and take action when breaches are made

expected to be released mid-week this autumn because of international release schedules, including Columbia's new Mariah Carey releases.

The Barco council reaffirmed its commitment to early deliveries at its meeting 10 days ago, making a series of pledges (see box).

Barco chairman Richard Woolton says: "We were in negotiation with the BPI for three years before we got the early deliveries concession and it benefits everyone. There have been a small number of breaches recently and it is important that they are kept to an absolute minimum."

"We urge all retailers to keep an eye

on each other and, if they do see others selling early, they should get some evidence and it can be stopped," he adds.

It is understood that major record labels have voiced concern about the number of leaks, besides the high-profile breaches committed by Asda, which has since implemented a self-imposed ban on early deliveries until a new Epos system is installed.

One label source says there is evidence that in recent months a number of independent dealers have been selling product early without swiping it through their chart machine to avoid being detected. He adds that investigations are continuing with a view to taking action.

A spokesman for Virtual Distribution says its attempt to persuade retailers to sign a one-off early delivery contract for the Oasis album Be Here Now is likely to be a success. Hundreds of dealers have already committed themselves to the agreement, he says.

The album is being released on a Thursday (August 21).

## Safety body starts probe into Leeds gig accident

The Government's health and safety executive is investigating an incident at the Party in The Park concert in Leeds at which three 14-year-old girls were injured after a speaker tower fell into the audience.

One of eight six-metre-high speaker stacks fell over while unsigned act Schino were performing at the Sunday concert. More than 40,000 people attended the show which featured acts including Peter Andre, Jimmy Somerville and Code Red on Sunday last week. It was run by Leeds City Council in conjunction with 96.3 Aire FM.

One of the girls was rushed to St James's Hospital suffering from severe head injuries. She was transferred to Leeds General Infirmary later in the week where her condition was described as "stable". Another girl with a suspected leg fracture was later found to have only cuts and bruises and a third fan was treated for shock.

A council spokesman says it is standard practice for the health and safety executive to investigate accidents.

Sue Harris, from Andre's management company Blitz, says she is taking legal advice over early news reports which suggested the event was a Peter Andre concert.



Universal Music is launching its new Colombe D'Or imprint with a release by French-born singer and harpist Elizabeth Valletti. The new age, trance-crossover album Innocent is scheduled for UK release on September 1. Universal has drafted in New Note to help market the label because of its expertise in stoteric music, says Universal commercial director John Pearson. The release was launched at a concert by Valletti at the stately home Penshurst Place, in Kent, in front of 200 retailers, press and label executives.

## Early Bowie albums get run at mid-price

EMI Records is releasing four of David Bowie's early albums at mid-price for the first time this autumn, before they are deleted again next summer.

EMI secured worldwide rights to David Bowie's 1969-1990 catalogue in an exclusive deal announced in May and is preparing for a massive remastering and reissues programme next year.

The albums - Space Oddity, The Man Who Sold The World, Hunky Dory and Aladdin Sane - will be available at a dealer price of £5.60 for eight weeks from September 8.

EMI's director of catalogue Paul Holland says: "This gives us an opportunity to put these titles in front of the consumer at a price they can afford."

He stresses that the campaign is a one-off and will not set a precedent for similar deals on other EMI acts such as Pink Floyd or The Beatles.

## MBI works with Midem to support Latin meeting

Music Week sister title MBI is teaming up with the Midem organisation to provide all delegates at next month's inaugural Latin American conference with a 20-page factsheet offering information on all key territories in the area.

The info-pack, which will be given to all 4,000 delegates, breaks down key facts, figures and market information on the 11 main Latin American countries plus some of the smaller Caribbean territories.

Details are taken from a new MBI Latin American report which predicts that the retail value of music in the region is set to rise 10.7% by the year 2005 with album sales reaching 483m units (value \$6.7bn).

Distributor Caroline International and specialist Latin American label Tumi Music are among 15 UK companies exhibiting at the Midem Latin American and Caribbean Music Market convention, which takes place from September 8-11 at the Miami Beach convention centre.

The convention's programme of events will range from panels and seminars covering copyright protection and the collection of royalties in the region, to the marketing of Latin music and its potential in Europe. Live concerts planned will feature Gipsy Kings, Bireli Lagrene and Tito Puente, as well as DJs Roger Sanchez, Todd Terry and Laurent Garnier.

Paul Simon's 1986 album *Graceland* was set to return to the Top 40 yesterday (Sunday) boosted by last Monday's BBC1 Classic Albums documentary on the making of the album. Its revival follows the resurgence of Jimi Hendrix Experience's *Electric Ladyland*, which re-entered the chart at number 47 after being documented in the first programme of the series. *Graceland*'s success has come without the aid of a Warner Music re-promotion, although HMV has reduced the album's price to £13.99 and will be undertaking similar reductions with the remaining albums in the series. Tonight's (Monday) programme examines *The Grateful Dead's Anthem To Beauty* and will be followed by documentaries on Stevie Wonder's *Songs In The Key Of Life* (11), *The Band's The Band* (18) and Fleetwood Mac's *Remours* (September 1).



# Industry back on track as summer sales surge

by Martin Talbot

The music industry is predicting trade will be up by 2% at the end of the year after the summer sales surge has helped put business back on track.

Albums by Prodigy, Radiohead, Paul Weller and Jon Bon Jovi and singles by Puff Daddy, Hanson and Eternal have revitalised the market in the past two months after a slow April and May.

With the new Oasis album due for release in three weeks' time, industry figures are estimating that business will reach record levels for the second successive year. One senior retailer predicts the market will be up by between 2% to 3%, with his own chain's trade up by around 1%.

According to CIN figures for the first six months of 1997, business has remained steady at around 6m to 7m album sales a month (see tables). The best months were March, which saw a massive increase to 9.2m (attributable to Spice Girls, U2 and The Bee Gees), and June, during which sales rose to 8.2m.

Sales for July are expected to easily exceed 7.5m, boosted by the success of Prodigy, Primal Scream and the continuing strength of Radiohead, making it the third-biggest month of the year so far.

The singles market is also looking strong after a quiet April and May. June



saw the biggest one-month total this year of 7m sales, while figures for July are expected to show sales in excess of 6m for only the third time this year.

The past two months have also seen three singles certified platinum, making a total for the year to date of five - Oasis, Hanson, Spice Girls, Puff Daddy and R Kelly. Last year a record 18 singles were certified platinum, beating the previous record of eight, set in 1995.

Although HMV operations director Wilf Walsh expects business to have risen by the end of the year, he says trade remains soft outside the big albums. But he adds, "Last year, people came into the store and didn't know what they were going to buy. I think this year they are going to have specific records in mind, like the Prodigy and Oasis albums."

PolyGram sales director Nigel Haywood says trade is likely to be up, but is concerned that consumer confidence could be affected by interest rate rises. Walsh believes the record business is not benefiting from consumer confidence as much as other sectors. Windfall cash is being spent on higher-price items including electrical equipment and PCs, he suggests.

Richard Wootton, of Leicester indie Aineelys, says, "1997 got off to a slow start but the past couple of months have been better."

The industry's performance in the final quarter depends on the quality of product, he adds. "It's quite clear that when the record companies release a good album it will sell in big quantities," he says.

## Overseas earnings hit by strong sterling

British export companies are facing a tough summer as the strong pound hits sales abroad.

Export specialists including Lightning, Caroline and Windsong are reporting business down by almost 10% compared with 1996.

Trade in certain territories is said to be down by as much as 40%, with one distributor saying, "It's disastrous out there."

The value of sterling has increased by 20% to 30% against other major currencies in recent months. Jonathan Gilbride, managing director of Caroline International, says the effect is to make UK products relatively expensive to Continental countries and thus undermine export sales to the likes

of Germany, France and Italy.

Mike Gething, export sales director of Lightning Exports, says, "In Europe, the market is generally down and because UK product is not offering good value, it is hitting trade. In many countries now, UK imports are the most expensive records in stores."

Exporters tend to deal most with independent labels and acts, while major label releases are generally released internationally through affiliates. As a result, smaller labels are being hit hardest, Gething says.

Tony Powell, managing director of Pinnacle, adds that the independent companies' licensing income is being hit, too. "All of our labels

are suffering, not just in terms of physical export, but also in terms of licensing tracks abroad," he says. "People are not prepared to pay the prices at the moment."

BPI director general John Deacon raised the exports issue with prime minister Tony Blair at last Wednesday's Downing Street reception, with BPI general manager Peter Scaping indicating that the UK industry's invisible earnings are likely to be hit hard this year.

"We won't have any firm figures for a long time, but I imagine that invisibles are taking a bit of a hit," he says. "When the final story is written on 1997, it will not look good for foreign earnings."

## NEWSFILE

### Music still holds the youths' attention

Nearly a quarter of all 16 to 20-year-olds cite music as their single greatest interest according to a new youth survey. The Attitudes To Music report, which was commissioned by TSB, also revealed that boys in the north of England and London are the biggest consumers of pop, spending more than £50 a month on music.

### Stars line up for Montserrat benefit

Paul McCartney, Elton John, Sting, Eric Clapton and Mark Knopfer have all been confirmed for a charity concert in aid of the people of Montserrat, the Caribbean island ravaged for two years by the Soufriere volcano. The all-star line up was assembled by Sir George Martin and Harvey Goldsmith with the intention of raising around £500,000 to help rebuild the island.

### Robbie faces more court appearances

Former Take That star Robbie Williams is facing two more court appearances early next year. The Chrysalis singer, who defended an action brought by former manager Nigel Martin-Smith in the High Court two weeks ago, faces claims from Kevin Kinsella - who advised Williams immediately after his split with Take That - and Tim Abbot, who managed the singer during the period between splitting with RCA and joining Chrysalis.

### China's Morgan sets up consultancy

China Records sales manager Simon Morgan is leaving the label to set up a new one-stop consultancy for labels. Morgan's new venture, Splendid, will offer sales, marketing and production advice.

### Virtual Insanity promo

The promo for Jamiroquai's *Virtual Insanity* was produced by Nick Morris at Academy and not as published in last week's *MIX*.

**ARKARNA**  
FRESH MEAT  
DEBUT ALBUM  
INCLUDES THE SINGLES  
SO LITTLE TIME  
AND HOUSE ON FIRE

SERVED UP ON  
11 AUGUST 1997



# Number one singles at £3.99 show how to double their money

When Sony Music last week confirmed it is offering no deals on its new Will Smith single Men In Black (out today, Monday), it provided further evidence of a change of heart within the record industry.

After a two-year period in which singles prices in the High Street have fallen ever lower – the result of a pursuit for high chart positions at all costs – a more hard-headed approach appears to be returning to the business.

Just a couple of months ago, you'd be hard pressed to find a new release single on sale for anything higher than half price – or £1.99. The reason is the now-standard record company policy of giving across-the-board deals to retailers, often on a "buy 10, get 10 free" basis – a one-in-one deal (see breakout).

But Sony's move is the latest attempt to bring prices back to their natural level on the industry's biggest releases, following Arista's full-price Puff Daddy smash, Creation's Oasis chart-topper and Polydor's Boyzone single.

While the cut-price offers may seem like good news to the consumer, to the music business they have become crippling.

Listen to this record company managing director: "When we offer one-in-one deals, we can lose up to £100,000 a single. On one recent release, we lost £50,000. To justify that on four singles, the album had to sell 300,000 copies. And even then we're only just broken even."

The deals also undermine the value of albums, according to one major company chairman. While a four-track, £3.99 CD equates neatly to a 12-track album for £12.99, a four-track single at £1.99 makes a CD album appear overpriced, he says.

The head of sales at another major record company says: "It has to move. The market can't sustain where it is at the moment. Everybody wants to get out of the system, even the retailers."

The most vociferous advocate of the full-price single has been BMG, which has led from the front on singles by Puff Daddy, Gary Barlow and, last week, the Notorious B.I.G.

BMG music division president Jeremy Marsh is adamant that, if a single is popular enough, it will sell whatever the price. "When you have a brand that is selling, there is no need to cut the price," he says. "If a single is set up correctly with the maximum radio, press and all over exposure you will have a hit with it. Cutting the price will make little difference."

He seems to have a point. Several singles have sold perfectly well in recent weeks despite the fact that they have been widely available at full-price, without any deals, ever since release. Of last week's top five, three singles had never been available with a deal: Puff Daddy, Boyzone and Oasis's 'You Know What I Mean?' – with Arista's new Notorious B.I.G. single Mo Money Mo Problems expected to help maintain that track record this week.

For that however, some have suggested that the disappointing chart performance of RCA's full-price Gary Barlow release So Help Me Girl shows the dangers of refusing to offer deals. And when Polydor's Boyzone single Picture Of You failed to make number one last week, the critics' point appeared to be reinforced.

Both companies have vowed to

## FULL-PRICE CHART TOPPERS



HITS AT FULL-PRICE (CLOCKWISE FROM TOP LEFT): BOYZONE, PUFF DADDY AND OASIS

## DEALING DOWN THE YEARS

The practice of offering deals on singles can be traced back to the Seventies at least. Initially such benefits were offered only to independent dealers and were designed to encourage them to support new, breaking acts.

For as long as 15 years, stores stayed that way. But, towards the beginning of the Nineties, record companies began offering similar deals to larger High Street chains such as Woolworths and extending them to more established acts.

By the end of last year, all retailers could claim the deals, with certain singles offered on a "buy one, get three free" deal which saw the introduction of a 53p retail price. The creeping availability of the deals had two effects. By the beginning of this year BPI

figures showed the average trade price of a CD single to have fallen to £1.41, the lowest level on record. The independents' share of the singles market had also plummeted. By the end of last year, the indie's share of the singles market had fallen to 26% from 51% just four years before.

The eradication of all retail deals' could spell bad news for indie, for whom such offers have helped even in the playing field in their battle against the bigger chains, which benefit from the major record distributors' tie discounts.

To date, though, the record companies have remained loyal to the indie, who have continued to be offered deals on full-price releases such as the singles by Puff Daddy, Oasis, Boyzone and Will Smith.

was ousted by the £1.99 Williams release by just 2,500 units, and besides, says Marsh, the exposure for his Barlow single helped boost sales of his album Open Road. "When it comes down to it,"

"It's all about how good is your nerve. As an industry we will be a better place if we can bring singles back to their natural price" – Jeremy Marsh

Marsh, "If Gary's single had been a cut-price single, it might have sold 500 units instead of 100. But that wouldn't have turned it into a hit."

"But what's the problem if we sell 10% fewer singles and 10% more albums. It's albums that drive the business. And we have sold another 20,000 albums because of the single over the past few weeks."

BMG is determined not to waver from its policy, Marsh insisting that it will still charge full-price for releases from major artists. He stresses that deals will continue to be offered on breaking acts, as a means of encouraging wavering consumers to take the plunge on what might be an otherwise unknown act. Haywood says he too will continue to

try big name releases at full-price in the coming months. "I believe that releases on deals have to be made on an individual basis. My joint managing director Dave Trafford and Mushroom managing director Korla Marshall agree."

While 3mv sold on the Oasis single without deals, the new Peter Andre release All About Us, which it sells for Mushroom, was subject to a retail offer which put it on sale for £2.49 in most stores.

The conditions surrounding any single have always to be weighed up against the competition it faces, says Trafford.

"With an act like Genea, if we felt their competitors were going to be out there at full-price we wouldn't be worried," he says. "But we wouldn't want to fall back by a couple of places and miss out on Top Of The Pops just because of it."

Despite the new mood on pricing, it may count for nothing in the final months of the year when competition for chart places intensifies. "It is going to be interesting to see what happens at Christmas," says Haywood. "When commercial reality strikes, you basically have got to do the numbers. And some people are going to say, 'I don't care what it costs.'"

Trafford speaks for many when he says he will weigh up with interest Virgin Records' policy on the new Spice Girls' single in November at a price which is well below on the band's first few singles. Indeed, if any act could flourish at full-price – or £4.99, for that matter – it is the fab five.

It would not come as a surprise that the industry is attempting to bring profitability back to the singles market at a time when trade is flat and all record companies are examining their bottom line. The change in attitude is seriousness with which the business is looking at the possibility of a value-based chart.

Such a rundown would be based on the premise that a £3.99 single sale is worth twice as much as a £1.99 sale, thus discouraging labels from offering the cut-price deals. CIN is currently compiling an examination of the issue for the BPI and will this week issue a series of value-based test charts it has compiled.

A value-based chart is laden with problems however, says CIN charts director Catharine Pusey. To make such a chart work, retailers' organisation Chartwell has to change its long-standing resistance to supplying price data to CIN, she says. The alternative – and the method used to compile the test charts – is to send researchers out into stores to manually note down singles prices.

An additional difficulty is that the Epton chart return machines widely used by independent retailers simply do not collect price data. For a value-based chart to work, such units would have to be replaced with more flexible Epos machines.

Any change is clearly still some way off. In the meantime, Marsh insists that record companies should stick to their guns.

"It's all about how good is your nerve," says Marsh. "As an industry we will be a better place if we can bring singles back to their natural price." Martin Talbot

# Warner Chappell bounces back as arrivals resume their tussle

ANALYSIS

There are some things in life you learn to expect. That night will follow day, that Australia will beat England at cricket, that Alan Shearer will miss part of the season through injury—and that EMI Music and Warner Chappell will battle it out for the largest chunk of market share in UK music publishing.

At least, that's how it was until about 16 months ago. Then, Warner Chappell seemed to tire of the fight. As EMI roared on with a year of total domination in 1995, WC made some personnel changes and slipped back in market share.

For more than a year, WC has not even been in second place overall, as PolyGram became EMI's main rival for top position, and in the first quarter of 1997, things were even better—Warner Chappell slipped to fifth place in the overall market share tables.

But Ed Heine's company has suddenly turned things round, posting a year-on-year performance improvement of more than 125% in the second quarter market shares.

It scores an overall market share of 17.4% in the second quarter—up from 8.2% in the first quarter of 1997.

EMI, however, still leads after a fairly stormy quarter itself, improving to a full six percentage points overall to 21.6%. In doing so, EMI posts its most impressive figures since early last year. Its share is up by 33% year-on-year, its first gain for 16 months. PolyGram, which was separated from EMI by a single percentage point in the previous quarter, is now back in third, eight full points back on 13.6%.

The positions of the three leading companies are replicated in both the individual singles and albums listings. EMI claims 22.6% of the singles market, improving a whopping 7.6% percentage point on the previous quarter, having taken a half share of the Eternal hit, I Wanna Be the Only One, all of DJ Quicksilver's Bellissima, a majority of Shola Ama's You Might Need Somebody, and 100% of the early sales from Puff Daddy's reworked version of a song penned by their recent £20m signing, Sting—I'll Be Missing You. Eight more singles in Top 40 are either whole or part EMI-published.

EMI also recovers top spot in the album sale from PolyGram, increasing from 16.6% to 19.5%. The consistent chart success of Texas's White On Blonde, Jamiroquai's Travelling Without Moving, the EMI parts of Eternal's Before The Rain, and the spring release of Supergrass's In It For The Money, Gary Barlow's Open Road and Depeche Mode's Ultra accounted for that.

Warner Chappell's mammoth improvement from 7.8% to 18.6% of the singles share has everything to do with one massively successful release: Hanson's MMMBop, the biggest-selling single of the quarter, written by the three young brothers who are also the second most successful writers of the period. The other half-share of I Wanna Be the Only One and the re-release of The Rembrandts' I'll Be There For You assisted the change in fortunes and WC has whole or part shares in nine more singles in the Top 40.

The Charlatans' Tellin' Stories continued to be WC's album chart position, but it received its biggest boost by the release, in the final week of the quarter, of Radiohead's OK Computer.



HANSON

In becoming the second-biggest selling album of the period in that single week it pushes WC's album share to 15.2%.

Next down the albums rankings, PolyGram's figures fall for the first time in more than a year, from 19.0% to 14.8%. With PolyGram's hit writers Stannard & Rowe continuing to reap rewards from the Spice Girls album and the Lighthouse Family's Ocean Drive hanging on in the Top 10, PolyGram's album mainstays of the past few months continue to perform, but inevitably not as well as they have done.

In singles, PolyGram's performance improves on the last quarter, from 12.0% to 13.0%, through the successes of The Cardigans' Lovefool, Rosie



R KELLY

Gaines' Closer Than Close and a half share of Ultra Nate's Free.

BMG retains the same position it held 12 months ago, in fourth place overall. The Bee Gees, Ryzak Badu, Republics and Wu Tan Can help it take 7.8% of the album market, down less than one percent. It fares less well in the singles chart, falling from 10.6% last time to 7.2% and, despite half shares of Olive's You're Not Alone and Free, is overhauled in the singles list by the new leading independent publisher, Zomba.

The fact Zomba has claimed 8.7% of the singles market share is down to one man, the most successful songwriter of the period—R Kelly. Kelly has waded in with the second-biggest seller of the

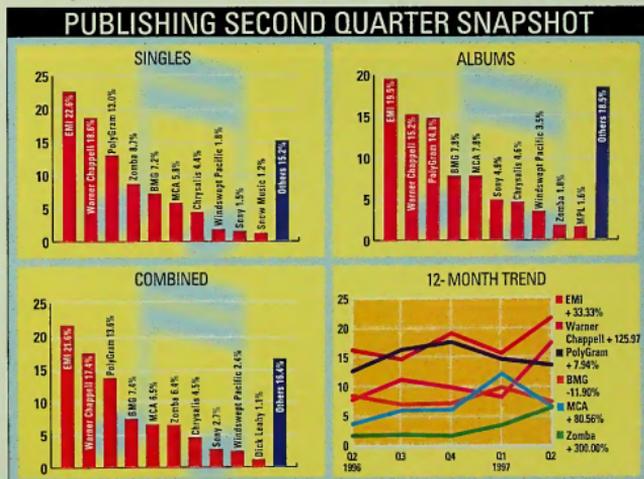
second quarter, his own I Believe I Can Fly, part of Blackstreet's Don't Leave Me This Time, and Jacko's Blood On The Dancefloor and 100% responsibility for Toni Braxton's Don't Want To.

Zomba thus takes 6.4% of the overall market and posts a 300% improvement year-on-year. It is only just edged out by MCA, which has fallen back from its exceptional first quarter performance. MCA's singles share has plummeted from nearly 13% to less than 6%, while its album performance is better, thanks to The Chemical Brothers' Dig Your Own Hole and the No Doubt album.

At 4.6% Chrysalis posts improved overall figures for the past three quarters. A half-share of Olive's You're Not Alone and the Wet Wet Wet album were instrumental in that result.

In contrast, Sony/ATV's shares continue to slide. An overall share of 2.7% means Sony has fallen 71% from its figure 12 months ago.

But the two giants are now looking pretty secure. WC can look forward to a whole period of Radiohead sales in the next quarterly shares, while EMI will be boosted by the single of the summer, I'll Be Missing You, and The Prodigy's Fat Of The Land. But with shares in another Spice Girls album to come before the year is out, PolyGram may well have its revenge yet. **David Knight**



Source: CMI. Compiled from MidWeek Brown data. Based on chart panel sales from the A-sides of the Top 100 singles and Top 50 albums from April-June 1997

TOP 10 SINGLES		
Title/Artist	Label	Publisher
1 MMBOP - Hanson	Warner Chappell	100%
2 I BELIEVE I CAN FLY - R Kelly	Zomba	100%
3 I WANNA BE THE ONLY ONE - Eternal (featuring Bebe Winans)	EMI 50%/Warner Chappell	50%
4 TIME TO SAY GOODBYE - Sarah Brightman & Andrea Bocelli	Chelsea Music	33%/copyright control 66%
5 BELLISSIMA - DJ Quicksilver	EMI	100%
6 LOVEFOOL - The Cardigans	PolyGram	100%
7 YOU MIGHT NEED SOMEBODY - Shola Ama	EMI	58.3%/41.7%
8 YOU'RE NOT ALONE - Olive	BMG 50%/Chrysalis	50%
9 I'LL BE MISSING YOU - Puff Daddy & Faith Evans	EMI	100%
10 CLOSER THAN CLOSE - Rosie Gaines	PolyGram	100%

TOP 10 SONGWRITERS		
Writer	Artist	Publisher
1 KELLY	R Kelly, Toni Braxton	Zomba
2 HANSON/HANSON/HANSON	Hanson	Warner Chappell/EMI
3 WINANS/BRIGHT	Sarah Brightman	Chelsea Music
4 QURAN/OTTO/SATORU/PETERSON	& Andrea Bocelli	EMI
5 DE DONATIS/TENZI	DJ Quicksilver	EMI
6 SVENSSON/PERSSON	The Cardigans	PolyGram
7 YORK/GREENWOOD	Radiohead	Warner Chappell
8 GREENWOOD/BRIEN/SELWAY		
9 SNOW/BYRNE	Shola Ama	EMI/Snow
10 KELLETT/FLOYD	Olivia	BMG/Chrysalis
11 BURGESS/COLLINS/COLLINS/BLUNT/BROOKES	The Charlatans	Warner Chappell

SECOND QUARTER PUBLISHING MARKET SHARES

When James Barton of Liverpool superclub Cream took on an A&R role at Deconstruction, he already knew that his first signing would be Bristol-based dance duo Way Out West.

Three years and two hit singles on, the duo - Cream's resident DJ Nick Warren and partner Jody Wisternoff - are ready to release their eponymously-titled debut album on September 1, preceded by the single *Blue*, an atmospheric house instrumental, on August 18.

Despite initially signing only a singles and development deal with Deconstruction, Way Out West had originally hoped to release an album last summer after the atmospheric club classic *The Gift* entered the singles chart at number 15.

Warren and Wisternoff, however, decided to spend the bulk of their time remixing other artists (including The Orb, Fluke and Debusay) to earn enough money to upgrade their own studio. Both the band and Barton now believe the delay will benefit the album.

"In the past couple of years, the climate has dramatically improved for dance artist albums," says Warren. "We see ourselves in the same market as credible underground acts like Leftfield and Underworld, who are now selling more albums than singles. When we started out, the only commercially successful house albums were safe compilations."

Barton adds, "When Way Out West's first Deconstruction single, *Ajare*, came out in late 1994, the UK market was very techno-orientated. That record was a massive club hit, but the time wasn't right for it to cross over into the mainstream. Musically, it was ahead of its time. Progressive house has since become a major force in clubland. It's



## WAY OUT WEST

### DANCE DUO SEEK CROSSOVER SUCCESS

no longer just hip, it's hugely commercial. That's why the timing is perfect for a track like *Ajare* to break through."

Not only is *Ajare* due to be re-released in the autumn, the Way Out West album features original versions of former hits *The Gift* and *Domination*.

Warren admits, "We were wary of including old material, but thankfully both these singles seem to have stood

the test of time. They are also both still very much in demand. We did scrap one early track called *Montana* because it

**"We see ourselves in the same market as credible underground acts like Leftfield and Underworld"**

definitely sounded like its sell-by date. But the likes of *Ajare* and *Domination* took several months and a lot of effort to produce and I think that comes across.

"Most dance tracks are made in a matter of hours. They may have a big hook that works at the time, but they don't have any depth. That's what

shortens their shelf-life, not the style of the music."

Former acid house DJ and Massive Attack collaborator Warren first met Smith & Mighty protégé Wisternoff five years ago. They collaborated on two singles released independently under the name Echo and, after changing their name to Way Out West, the pair put out two more hard trance singles on Peacock Of The Action before signing to Deconstruction.

Their so-called "sunrise" sound is a melodic, dreamy, predominately instrumental mix of house, mid-tempo breakbeat techno and ambient.

"I didn't originally sign Way Out West as an album act," says Barton. "The idea was to see how they evolved over a period of time. The experience they gained by remixing a lot of good records really helped. They started making the most of Jody's background in breakbeats, basslines and scratching. *Domination* was the first track that took them to another level."

The duo, who subsequently signed a multi-album deal with Deconstruction, played their first ever live show earlier this year at Tribal Gathering and are planning a club and university tour to start in October.

"Way Out West are still essentially a club band," says Barton. "We don't expect them to be headlining festivals at this stage. They have to hone their live skills in their natural environment before they can think about playing bigger venues."

"I'm certain that they'll move on quickly from there, though. They have already started work on their second album and, as a label, we have a great track record in taking bands from clubland and breaking them into the mainstream." Lisa Verrice

**One to WATCH**  
**SPRINKLER**  
 Instead of spinning vinyl, Sprinkler combine an organic mix of styles to create a sweet hybrid of soul, jazz, R&B and hip hop. It can be argued that the duo's silky debut single *Tinnet* Eyes out later the month.

Act: Way Out West Project; single/album Label: Deconstruction Songwriters: Warren/Wisternoff Producer: self Studio: own Publisher: MCA Music Publishing Released: August 18/September 1

# DENI HINES

## I LIKE THE WAY

THE BRILLIANT FOLLOW-UP TO THE TOP 40 HIT 'IT'S ALRIGHT'  
 RELEASED: AUGUST 25  
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'IT'S ALRIGHT' AND 'I LIKE THE WAY'  
 ARE BOTH TAKEN FROM DENI HINES' DEBUT ALBUM  
 'IMAGINATION' RELEASED: OCTOBER 27

FOR FURTHER INFORMATION, WRITE TO: DENI HINES, FREEPOST (S/M 8369), PO BOX 3397, LONDON SW6 2BR (NO STAMP REQUIRED)  
 TO PREVIEW THE NEW MIXES OF 'I LIKE THE WAY' CALL 'THE DENI HINES HOT LINE' ON 0800 100 755 (CALLS COST 50P PER MINUTE AT ALL TIMES)



Smarter than the Spice Girls, smarter than the Spice Girls, sassier than the Spice Girls—that's the schtick on London Records' hotly-tipped new pop act All Saints, who release their debut single I Know Where It's At on August 15. But whatever you do, don't mention the Spice Girls.

London Records' chairman Tracy Bennett says, "All Saints are going to be one of the biggest bands in the world." With those words, the potential war with the Spice Girls is elevated into a global, unit-shifting showdown.

"My only worry is the new Spice Girls' tag," Bennett adds. "We know comparisons will be drawn, it's inevitable, but this is a very different band. They are real music fans, obsessive. I promise you they can give you the barcodes on their record collection."

The group's hip credentials have been polished up by the involvement of Neneh Cherry and Massive Attack producer Cameron McVey in their debut album, due in November.

"He was suggested to us by the record label," says 21-year-old singer Melanie Blatt. "We like Neneh Cherry, but she's not a particularly big influence on us."

The album also features two other producer credits, K Goe of the Steve Jivier stable, and Johnny Douglas,

## ALL SAINTS DON'T MENTION THE SPICE GIRLS

who has previously worked with George Michael. Apart from one short session in Washington, the album was recorded in two London studios, Matrix and Metropolis.

For the moment, Blatt isn't giving too much away. "All I can say is, expect something fairly slow and groove-based," she says. "None of it is very fast, it's all very mid-tempo stuff."

All Saints started life as a duo four years ago when Blatt and Shaznay T Lewis, both 21, hooked up together and started recording in a studio in All Saints Road, Ladbroke Grove, London. They were briefly signed to ZTT Records, releasing a single, If You Wanna Party.

However, Blatt says, "We didn't know what direction we wanted to go in and ZTT didn't really know what to do with us, so it was a pretty short lived

thing. Our one release was deleted very quickly."

In 1995, the pair, who are still the group's co-songwriters, invited Canadian sisters Nicky, Z, and Natalie Appleton, 24, to join them as singers.

Now, their four-piece harmonies hit the mark, marking them out as an act who could offer a fresh twist on both En Vogue and the Spice Girls.

Bennett has previously signed Fine Young Cannibals and East 17 in his 20-year tenure at London, which includes the company's successes with all-girl group Bananarama. He instantly saw All Saints' potential, signing them to London last November.

"A friend of mine, John Benson, who manages All Saints, has been a guy about town for years. He's always bringing me things and they've all been useless, Morris Dancers and things like

'The day the Spice Girls call themselves artists, I'll kill myself.'

'We're much better looking and we've got more upstairs.'

that. You know how it is when a friend says, 'I've got something you might be interested in,' so when John turned up again with this tape of the All Saints I was a bit reluctant to hear it."

"But when I did put it on, I realised he had brought me the best demo tape in the whole world."

"There were six songs on them and they were all hits. I hadn't gone out looking for the band, I'd sat back in my office and it had landed in my lap. By the time the tape had reached the first chorus in the song Never Forever, which is going to be a massive second single, I was getting everyone into my office to give it a listen. I couldn't believe my luck. I've dealt with a lot of hands but Shaznay is the best songwriter I've worked with."

The single was actually written four years ago by the original two-piece and features a short rap by Shaznay.

"We bring a lot of influences into our music—rap, R&B, pop, soul," says Blatt. "We are real music fans. The Spice Girls are cool and it's amazing how they've burst out into this massive phenomenon, but the day they call themselves artists, I'll kill myself."

"We're much better looking and we've got more upstairs."

"You wouldn't believe the IQs of these girls," says Bennett, keen to make a point. "They are sexy and attractive, but there's something freaky about them, such as Shaznay in her big brace."

He also insists All Saints are being treated as an act with a long shelf-life. "This is a marriage. It's going to last, not just something to sleep or flirt with," says the hype-friendly Bennett.

"They are not the new Spice Girls or the new Bananarama, they will be around for a long time." Steve Mallis

## MARKETING LES GIRLS

The challenge for London Records' press and marketing departments is to build All Saints in a credible fashion, not an easy thing to do when the minefield of Spice Girls comparisons threatens to booby-trap the campaign.

"I don't think All Saints have anything to do with the Spice Girls," says Laurie Cokell, London's marketing director. "All Saints are more closely related to TLC, En Vogue and other R&B-based acts."

So far, the four-piece have been kept well away from the British tabloids, with the tone of the label's campaign achieving an initially credible build-up, rather than overnight sensationalism.

From the Ladbroke Grove chic of their names to their DKNY T-shirts, All Saints have been presented as streetwise in a classy,

taste-defining way, rather than sassily colourful. "The first bit of press we had on them was a feature in *The Face*, which ran the article after hearing their six-track demo," says Cokell. "The only other act on our label who started off in *The Face* is Goldie. I think that says it all."

In the wake of that stylish media introduction, the teen press have latched on to the band with interviews running in *Smash Hits*, *Top Of The Pops* and *Biz*.

Meanwhile, the group have already come face-to-face with their potential audience at Radio One roadshows and they have also undertaken roadshow dates for various commercial stations.

"These performances gave them the chance to prove they really can sing live," says Cokell. "They're also a lot more raunchy

than the Spice Girls and sing about sex in a more stylish way."

MTV and the Box have both started playing the promo video for the first single, I Know Where It's At, which is a deliberately unflashy introduction to the group.

They take the next step up the ladder on August 9, when they perform on BBC's National Lottery Live programme, which is a stable platform for the group to be launched as a major pop act.

However, London is wary about breaking them too fast and too big. Their second single is being talked up by London Records' chairman Benson and Cokell, as "the big one," taking them to phase two in what they promise will be a long campaign. "We're only interested in developing artists who stand the test of time," says Cokell.



**AQUASKY**

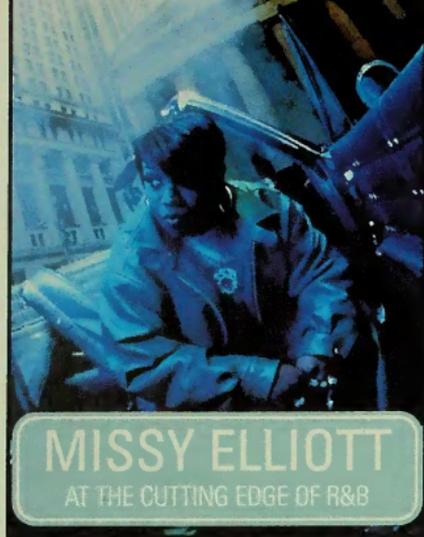
Now signed to Polygram along with their

inspired

Passion, this duo & bass trio have begun to

breakout their sound, adding hip-hop into the equation. The results can be heard on their new, classy mini album, Orange Juice.

Act: All Saints Project: single/album Label: London Songwriters: Lewis/Blatt Studio: Matrix, Metropolis Producers: K Goe/ McVey/Douglas Publisher: CBS Released: Aug 15/Nov



## MISSY ELLIOTT AT THE CUTTING EDGE OF R&B

Shooting straight into the US albums chart at number three may appear like a case of overnight success for multi-talented rapper/singer Missy Elliott.

However, that achievement is merely the icing on the cake in a year which has seen Elliott establish herself at the cutting edge of R&B, along with Timbaland, her production partner of 10 years.

Through their work with artists such as SWV, Aaliyah and Ginuwine, Elliott and Timbaland have introduced a new sound to a moribund R&B world, replacing the hackneyed sampling of old tracks with a sparse but infectiously syncopated sound. This is demonstrated to the full on Missy Elliott's current US single The Rain (Supa Dupa Fly) from the hit album Supa Dupa Fly.

Matt White, Kiss 100's R&B presenter, has little doubt that Elliott is one of the R&B scene's biggest stars for years. "She's just a complete all-

round talent - she writes, sings, raps and dances. Missy is the shit," he says.

Elliott's UK label East West has already begun working her product at street level. Mike Gillespie, product manager for US and affiliate labels at East West, says, "We've been waiting for this album for about a year. She's a superstar. We've already got good specialist radio and press support and Radio One is looking interested in the single."

However, it has not all been plain sailing for Elliott. She experienced the disappointments of the music industry with her first group *Sista*. Produced by Elliott's then unknown childhood friend Timbaland, the group were discovered by Jodeci's Devante Swing.

The four-piece girl group were groomed as a female version of Jodeci and they went as far as recording an album for Elektra, only to have it shelved because of corporate politics.

"When you do an album and you're

### CAN WE - SWV

Timbaland and Elliott's finest moment to date came with this song from the soundtrack for a film called *Boyz n the City*, which they wrote and produced. Vocal ad libs, courtesy of Elliott, blended with Timbaland's descending guitar. It was one of the group's best tracks for years. It is samples on SWV's best track for years. It is featured on the group's new album *Release Some Tension* whose title track Elliott also helped write.

### Cold Rock The Party - MC Lyte featuring Missy 'Misdemeanor' Elliott

Missy guest raps and sings on this inspired return to form for the veteran female rapper Lyte. The Pull Daddy remix nabbed bits of Diana Ross's *Upside Down* and was enough to send it into the UK charts at number 15.

### MISSY ELLIOTT'S GREATEST HITS

**The Rain (Supa Dupa Fly) - Missy 'Misdemeanor' Elliott**  
Elliott's debut single is based on Ann Peebles' classic *I Can't Stand The Rain*, expanding the rap intro used on SWV's *Can We*. A real grower with an excellent video to boot.

### Sweaty - Jodeci

From Jodeci's 1994 masterpiece *Diary Of A Mad Band*, Elliott provides the rapped intro for this steamy number while Timbaland provides the scratches.

### Four Page Letter - Aaliyah

The dynamic duo prove that they are well capable of writing ballads with this tear-jerker from Aaliyah's second LP *Queen Of Hearts*. It is the singer's latest single and comes with Timbaland's *Quiet Storm* remix.

Missy has assembled a stellar cast of rap and R&B talent with guests including Busta Rhymes on the intro and outro, Lil' Kim on *It's My Way*, Da Hee, Da Brat on *Sock It 2 Me*, *702* on *Beep Me 911*, Ginuwine on *Friendly Skies* and Aaliyah on *Best Friends*.

"With the old school, it was about fun. I wanted my LP to have the same feel. I didn't want to dwell on things like drugs and violence!"

However, rather than her contemporaries, Elliott says her key influences are still the old school rappers she grew up listening to, such as Salt N'Peas, Queen Latifah and Monie Love.

"With the old school, it was about fun. It felt different and I just wanted my album to have the same feel. I didn't want to dwell on things like drugs and violence," she says.

Although her position as flavour of the month means she is working flat out, Elliott maintains there is little chance of herself and Timbaland burning out.

Such are the duo's creative powers at the moment that Elliott's album took the pair just a week to record.

"It's true," she says, "Things like SWV's *Can We* took like an hour. It comes from the chemistry of me and Timbaland having worked together for so long."

Long may it continue. **Tony Farside**

Act: Missy Elliott Project: single/album Label: The Gold Mind/East West Producers: Elliott/Timbaland Studio: Master Sound Songwriters: Elliott/Various Publisher: Various Released: August 14/14

## STEVE LAMACQ ON A&R

With the expansion of cable and satellite companies and then digital television, we're likely to be inundated with new TV channels over the next few years. So here's your chance, gang. You could revolutionise the business of A&R overnight (cue snappy jingle!). We present A&R TV. Just think about it. Start your day with the hottest new breakfast programme around, A&R TV's *Power Breakfast* with this week's guests on the sofa Neil Ferris, Alan McGee and Andy MacDonald. That will be followed by *Kiljoy*, where a group of A&R bods prop up a bar and discuss the issues of the day including Band X's advance, Band Y's "idiot manager" and Band Z's latest demo. Sounds like peppy stuff, eh?... Other shows will include a money programme (with features like *Which Lawyer?*) and an A&R version of *Friends*, which will be called *Acquaintances*, and a relaunched, all-new

version of *Jackanory*, where various industry types tell a series of exaggerated anecdotes about the mid-Eighties. Also look out for ER (as in, we're not sure), *Masterscout* and, of course, *Drop The Cred Junkie*... One of my A&R friends came up with an absolute cracker the other day as well: an A&R version of Mike Reid's old kids' programme *Runaround*. It would be worth the subscription just for that... You could have based the latter in Camden's *Monarch* last week for one of the hottest nights in ages, promoted by those enthusiastic Organ people. Among those justifying for position were A&R folk, journalists, agents and managers as two wildly different groups put in good performances. With *Polydor* band *The O* pulling out through injury, *Disco Pistol* were promoted up the bill and, by all accounts, sashayed into one of the best gigs they've played so far. By the time I arrived, journalists

were nearly throwing themselves at the band's feet. Okay, that's a Jackanory-style exaggeration but the new *Pistols* are cute, sparkly, slightly awkward and ambitious. They write the songs that will make 18th birthday parties swing and are currently working on plans for a second indie single for September... At the other end of the pop/rock scale, three-piece *No Santa* headlined with a rattling, helter skelter rock set which had elements of everything from early *Therapy?* to the lurching *I Am One-era Smashing Pumpkins*. The percussion sounded like bullets from a gun, while the guitars tipped around indignantly. An interesting proposition, plus they'll look good on telly.

● Steve Lamacq presents *Radio One's Evening Session*, Mon-Thurs 6.30-8.30pm



Once you've graduated from making chaotic night routes to blending funny indie pop with Agnetha's sound, *Wet's* Corner Shop arrives to release a third album of considerable inspiration and style. Eclectic, avant-garde and diverse, this is the sound of a band that has found itself.





# COLD CUT

## EIGHTIES DANCE STARS REINVENTED

The Eighties revival is gathering pace in the media and the return of Coldcut, with the singles Atomic Moog 2000 and Beats & Pieces, may give even more ammo to those trying to talk up a trend. The duo are still best remembered for late Eighties hits such as People Hold On, Say Kids What Time Is It and Stop This Crazy Thing with Lisa Stansfield and Yaz, plus an award-winning remix of Eric B & Rakim's Paid In Full.

For a while, in that golden period when British dance music was finding its feet, DJs Matt Black and Jonathon More bostrded the charts with music that was innovative yet highly commercial. But their momentum came to an end after messy disputes, first with Big Life and then Arista.

Most expected the duo to skulk off into the backwaters of nowhereville along with the likes of Guru Josh, Adamski and Stevie V. Instead, Coldcut retreated to their London Bridge headquarters, embraced the future and reinvented themselves as label owners

and electronic entrepreneurs, building a small, independent empire centred on the Ninja Tune label.

"After Arista, we had a plan to build Ninja as a label with a strong identity, an individual roster and good distribution, and then return to releasing Coldcut records. We've tried to hold a balance between being recording artists and businessmen," says More.

They appear to have achieved their objectives. Ninja Tune has become a byword for the trip hop scene thanks to artists such as Funky Pocieni, The Herbaliser and DJ Vadim.

Along with their partner at Ninja, Pete Quicke, they also set up a sister label, N.Tone, which specialises in ambient and leftfield electronic music. All the while, the duo have kept up their remix work and held down their weekly Solid Steel slot on London's Kiss FM, one of the few shows left from the station's pirate days.

Not content with that, the pair also ran the influential South club which played to packed houses at London's Blue Note club until they decided to bring it to an end.

"It was always packed, but we wanted to finish before it went stale," says More, who reveals they plan to bring South back to life for a tour of the US later this year.

Ninja Tune has also been innovative in the use of new technologies, producing CD-Roms, electronic artwork, a website and Playtime music authoring software well before these concepts became relatively common.

These skills were put to use for their multi-media installations at the Barbican and Glasgow's School of Art and interactive music videos CD1 titles for Philips and Virgin. "We haven't been sitting around," More points out. Distribution for Ninja Tune is handled by Charged, Vital's dance division, which is naturally handling the new Coldcut material.

"Everyone remembers Coldcut from their early stuff, so we can sell it to indie shops or shops that just do house because people are interested," says Phil Holland, dance manager at Charged. "They don't just get written about in NME's Vines section or *Melody Maker's* Orbit, but in the main parts of the paper."

Retailers are looking forward to the new material. "They're well respected

and sell well, particularly to the student crowd," says Scott Hendy of Bristol's Purple Penguin shop.

Andy Clement, manager at the Glasgow branch of Scotland's Fopp chain, adds,

"Coldcut haven't ever gone away, they've been doing remixes and the Ninja stuff. The album will do well." Beats & Pieces was originally put out in 1987, one of the earliest cut and paste sample records. Its re-release a decade later is an undoubted statement that the duo have survived.

The album, *Let Us Play*, which pays homage to the greats which inspired them, including James Brown's funky drummer Bernard Purdie, former Dead Kennedy Jello Biafra and Steinski, one of the original electronic pioneers as one half of Double D & Steinski. The album completes Coldcut's reinvention of themselves and makes way for a new incarnation. As ever, they have got the future mapped out.

The LP is accompanied by an interactive CD-Rom which features elements including a music sampling package, a quiz, video clips and a Coldcut A-Z.

More says, "We have a 10-year plan. I think there's clues about what we're going to be doing in the album releases. Free CD-Rom? Who else is doing that? We'll be taking that side much further."

— Jake Barnes

TALENT

# WATCH OUT.



One to WATCH  
Presenting  
THE KINGS OF INFINITE SPACE  
This Liverpool-based group, who are signed to V2, unleash a fierce, adrenaline-fueled tribute to extreme sports with their debut single SpaceWalker and demonstrate there's more to the city than Mersey beat.

SALES OF THIS POP MAGAZINE HAVE DOUBLED IN THE LAST YEAR AND THAT'S WITHOUT ANY TV EXPOSURE.

Act: Coldcut Project single/album Label: Ninja Tune Produced: self Songwriters: Black/More Publisher: Just Isn't Music Ltd Released: August 4/September 8

## SINGLES

**CORNERSHOP:** *Brimful of Ashes* (Willie Wilcocks). The Asian-rock outfit deliver their most eclectic slice of pop to date, mixing a Velvet Underground-style groove with a truly tickle-down byrds string and a top tune. **AAA/IAN:** *Four Page Letter* (Blackground/Atlantic AT010C01). Late night singer from the teen sealstress on this Missy Elliott-written track. **EARL 16 Steppin' Out (WEA 12000DJ). The Downtown team stitch a Penguin Cafe Orchestra theme into one of their Europop metronome beats and add veteran toaster Earl 16's relaxed and summery vocals to build a potent and summery mood. Intriguing. **DAVID ROWIE:** *Seven Years in Tibet* (RCA TIBET 1). This roaring, industrialized grunger, already a mandarin-language number one in Hong Kong, sounds like an out-lake from the Scary Monster years. But for all its gruff raucousness, it may be a little too one-dimensional.**

**THE BELOVED:** *The Sun Rising* (East West EW120C2). A reissue that makes sense. This classic 1989 ambient house hit is reworked by Global Communications into a dreamy drum & bass track, which is already getting Kish airplay.

**SOUL II SOUL:** *Repentant* (4th & Broadway CD068). The return of Jazzie's gang gathers pace with a triumphant single which refuses to be weighed down by message-laden vibe.

**SNEAKER PIMPS:** *Post Modern Steeze* (Clean Up CU1038CDS). A devilishly swirling, hypnotic track from the excellent Becoming X debut, and whose remixer reads like a litany of post-modern DJs (eg Matthew Roberts, Underdog, Boilerhouse Boys).

**TANYA DONELLY:** *Pretty Deep* (BAD BAD 790CD). The first single from the former Belly frontwoman concentrates on the poppy side of her style. Bodes well for the album.

**HUMAN NATURE:** *Whisper Your Name* (Epic XPCD 2186). An oh-so-sweet ballad from the Aussie boyband who have been supporting Michael Jackson throughout Europe. Could dent the



SNEAKER PIMPS: HYPNOTIC

## ALAN JONES TALKING MUSIC

Frank Sinatra founded the Reprise label and returns to it for *My Way* — The Best Of Frank Sinatra, a hit-studded retrospective on which Old Blue Eyes effortlessly and stylishly demonstrates why he is still, to many, "the gov'nor". Strong material like *Strangers In The Night* and *Fly Me To The Moon* make this a compilation that will stand out, even though Sinatra has to be the most over-complicated artist — 28 compilations of his work came out in 1996... **Backstreet Boys'** new album *Backstreet's Back* features some outstanding ballads and feisty uptempo songs, which demonstrate the

CONNOR REEVES: SOUL HOPEFUL

charts. **GISELE JACKSON:** *Love Commandments* (Manifesto 574769Z). Gisele Jackson's soaring vocals are enhanced by Danny Tonaglia's powerful production on her impressive debut single. **WILL WEB:** *Invasion* (United Sounds Of Astralwerks ASW4210). Web takes influences from Kraftwerk and Jeff Mills then adds dollops of fresh new sounds to mould the hit into a massive, breakbeat-driven tune.

**ALIBI:** *Sexual Healing* (Jugent/Arista 7432151020272). The south London brothers revive the Marvin Gaye classic in a poppy, drum & bass style. It works well and could herald their chart breakthrough.

**KATRINA & THE WAVES:** *Walk On Water* (Eternal/WEA120CD). This doesn't have the instant appeal of the Eurovision winner, but it's a quality AOR anthem and could succeed on the back of the band's Jubbin' triumph.

**BECK:** *Jackson* (Geffen GFST02276). The maverick artist could notch up his biggest hit to date with this mellow number, which samples It's All Over Now Baby Blue.

**4PM:** *I Gave You Everything* (Next Plateau NP142-3). The R&B band who went gold in their native US with their debut LP seek a UK breakthrough with a classic ballad, performed with a very complex vocal arrangement.

**YVETTE MICHELE:** *Crazy* (Loud/RCA CD7432151070Z). A catchy R&B track with a chorus reminiscent of *In The Air Tonight*. Remixes will help this strike a note in the pop/R&B charts.

**NO MERCY:** *Kiss You All Over* (Arista 743215144245Z). Exile's 'Seventies' success gets the house-meets-funk treatment from the Latin trio. A third huge hit for the boys.

**SALT TANK:** *Wank Intruder* (Ifr FXD1307). Salt Tank move on from last year's techno hit *Budget* in this slow and mellow tribal-tinged tune with its

group's solo and ensemble abilities. The severely under-rated Full Force contribute the particularly good *All I Have To Give* and *PM Dawn* set a very laidback version of their own *Sat Afloat* on *Memory Bliss*...

The continuing convergence of hip hop and R&B is demonstrated vividly by *SWV's* *Release Some Tension* album. If you're into soulful female trios but not rapping, you won't be impressed that eight of the 12 tracks feature guest rappers, weaving their wordplay around the girls' exquisite vocals. The interruptions dilute rather than enrich *SWV's* work when taken to

SOUL II SOUL: TRIUMPHANT RETURN

atmospheric, reverb-laden sounds and contrasting itchy synth line. **SOUL SUNSCHEEN:** *Catch Me In Falling* (Pulse 8 CD058117). Cool, chic and catchy, Sunscreeam again deliver the goods, with Lucia's gorgeous vocals apt a swirling beat.

**AWAY WEST:** *Blue* (Deconstruction Blue1). Using pianos and chords from cult film *Without a Pity*, *Way Out West* have produced a dreamy house track.

**CONNOR REEVES:** *My Father's Son* (Wildstar WILD 1). This new soul hopeful is 26, comes from south London and has a great voice. This fine debut could be a springboard to success.

**ZUM:** *FUNK* (Pharm CD PHARM 2). A Seventies-style track which moves along in a brassy P-Funk groove. House and hip hop mixes complete the package.

**DENIM:** *Summer Smash* (Ematic CD0581098). Denim, aka the offBeat Lawrence, has never enjoyed a smash hit — but he certainly deserves to with this poppy poke at summer song naiffness.

## SINGLE OF THE WEEK

**ALL SAINTS:** *I Know Where It's At* (London LOND383). The London-based four-piece girl group's label debut is virtually all strong chorus and instant rhythm. Could be a smart move, so watch this one with care.

## ALBUMS

**BLAZE:** *Basic Blaze* (Slip 'N' Slide SLIP CD 60). The house pioneers return with an album of jazzy, soulful house containing plenty of inventive percussion and poetry.

**DEADSTAR:** *Deadstar* (Discordant CORD 0008). Potent, crunchy retro guitar pop from the Anzax trio. It's too rough for Radio One, but deserves wider exposure.

**FLEETWOOD MAC:** *The Dance* (WEA

9326470Z). Back with the Remours-era line-up, Fleetwood Mac are sure to make waves with this live MTV-era-in-rehashing their massive Seventies hits.

**ROBYN:** *Robyn to Here* (RCA 7432150990Z). The Top 10 US success for the first of her irresistible little single *You Know* will fuel this seductive swing-pop excursion.

**ARMAND VAN HELDEN:** *The Sample Slayer - Enter The Meat Market* (Ifr 82984C2). A collection of cut-up hip-hop instrumental tracks. Further proof of his ever-ringing talent.

**VARIOUS:** *Mr. Bean OST* (Mercury 553 774). Eccentric mix of hits from *The Beach Boys*, *10cc* and *Katrina plus OMC* dissecting Randy Newman's *Love* and *Louise* doing *Molotov*. Sure to shift on the back of the movie.

**VARIOUS:** *Locked On - Volume II* (VVC Recordings CDVCR3). Compiled by Tink and Steve from *Pure Groove* and mixed with tracks from the likes of *Rosie Gaines*, *Ultra Nate* and *Todd Terry*.

**VARIOUS:** *The Only Club Album You'll Ever Need* (A&M 540786Z). A well-compiled (if badly mixed) collection of current house hits including *Ultra Nate's* *Free* and *Rosie Gaines' Closer Than Close*.

**VARIOUS:** *The Best of the Album* (Epic 660000). *Everlight* (TDCD127). All the favourites from old *John Holt/Jimmy Cliff* (Desmond Dekker) to new (*Aswad/Shaggy*).

**NOVACINE:** *Nervous Disposition* (Fire Records F1REC 07). Angry guitar-rock from the latest *Wish* export, featuring some solid, powerful guitar riffs.

**VARIOUS:** *EZ Of Funk FM Presents Underground Funks* (Breakdown BDR CD02). There's no denying the vitality of the London-based speed garage scene on the evidence of this collection of bass-heavy underground house tracks.

**LUNA:** *Pop Tent* (Epic 660000). **BOB CD194:** *Luna's fourth LP* features some great tracks that pull together fluid drumming with some magnificent swirling guitar.

**SCANNER vs SIGNS OF CHAOS:** *Michael Jackson* (Epic 660000). **ROBIN RIMBAUD (aka Scanner) teams up with *Signs Of Chaos'* Michael Wells to produce this collection of remixes. It features three tracks by each artist, with Scanner reminding *Signs Of Chaos* and vice versa.**

**ALBUM OF THE WEEK**

**OASIS:** *Be Here Now* (Creation CRE0213). The album everyone has been waiting for sounds — from the limited number of tracks heard to date — worthy of all the anticipation. Epic, anthemic and massively commercial, watch it fly.

**THIS WEEK'S REVIEWS:** Simon Abbott, Sarah Davis, Ben Drury, Paul Gorman, Sophie Moss, Ian Nicholson, Mike Patten, Martin Talbot and Paul Vaughan



this extreme. Having said that, this is a very strong LP and the upcoming single *Someone* is already number one on *RM's* urban chart... **Lam & Spoon** have produced some of the more stylish Eurodance music of the past few years. On their new album, *Kaleidoscope*, they have sacrificed some of their distinctiveness for variety, but it's a very strong, satisfying collection, with hispanic guitars, throbbing dance beats, ambient textures, short pop songs, experimentation and much more.

# THE OFFICIAL UK CHARTS



Gala gained ground but Britney's number one single for the sixth week out of the past seven is **Puff Daddy, Faith Evans & 112's I'll Be Missing You**.

After topping the 100,000 sales mark for the seventh week in a row, the single now has cumulative sales of more than a million, placing it among the 50 best-selling singles of all time in the UK.

Noirious **BIG**, the man whose debut is mourned, returns to the chart at number six with **Mo Money Mo Problems**, easily beating the number 13 peak of Diana Ross's 1980 hit **I'm Coming Out**, from which it borrows heavily.

Another dead rapper, **2 Pac**, also returns to the chart, debuting at number 15 this week with **Toss It Up**, the latest single from his **Makaveli** project.

The incredible staying power of **I'll Be Missing You** and **Gala's Free From Desire** result in a major disappointment for **Peter Andre**.

The Anglo/Australian's last album, **Natural**, spawned the platinum **Mysterious Girl** and a brace of number one hits in **Playsa** and **I Feel You**. Andre's latest single, **All About Us**, is the first from an upcoming album that is geared towards breaking him in America, but after entering at number three it is clearly not going to go platinum or reach number one here.

In a week with more new entries than most, **Love Lady**, the latest single by **Damage**, makes a disappointing start. Bringing to five the number of hits lifted from their debut album **Forever**, it enters at number 35, a major downturn in their fortunes compared with their last three singles, all of which made the Top 10.

In an era when sharp declines are the norm, it's still a shock to see **U2's Last Night On Earth** single plummet from its debut position of 10 to 29.

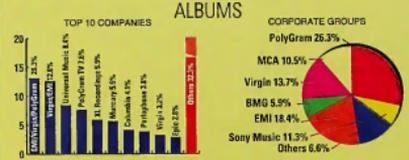
Last week, we noted that the **Top 10** albums to spawn three or more Top 10 singles before the current **Pop** was **Rattle & Hum**. The big difference is that while **Pop**, currently standing at number 15, has sold 290,000 units in five months, **Rattle & Hum** reached that figure after less than a week in the shops.

Another group to join the three-**Top 10**-hits-from-an-album club are **Texas**, who complete their hat-trick this week with **Black Eyed Boy** (number five), the third single from **White On Blond**, which responds by climbing to number two.

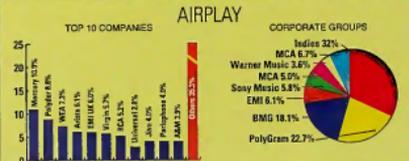
Although they have had 14 hits, before their current hot streak, **Texas** had only reached the Top 10 once, that with their very first hit, 1989's **I Don't**



## AT-A-GLANCE WEEKLY MARKET SHARE



**SINGLES:** Figures show top 10 companies by % of total sales of the Top 75; and corporate group shares by % of total sales of the Top 75. **ALBUMS:** Figures show top 10 companies by % of total sales of the Top 75; and corporate group shares by % of total sales of the combined Top 75.



**AIRPLAY:** Figures show top 10 companies by % of total airplay audience of the Music Control Top 50; and corporate group shares by % of total airplay audience of the Music Control Top 50.

**Want A Lover.** In the absence of strong competition, the Prodigy's **Fat Of The Land** album spends a fifth week at the top of the artist album chart. Even now, it is outselling its nearest challenger by a margin of two to one. Its weekly sales are falling steadily, though its cumulative sales of nearly 600,000 are exceeded only by the **Spice Girls'** **Spice Album** in 1997. For the past three weeks, however, the Prodigy album has been comprehensively outsold by **Now That's What I Call Music!** 37, which has sold 350,000 units to date and is still atop the compilation albums chart.

The second of six albums to receive the Classic Albums accolade and the best part of an hour's BBC1 television exposure is **Paul Simon's Graceland**. **Jimi Hendrix's Electric Ladyland**, the first to be so feted, reached number 47 last week, but Graceland does even better, returning to the chart this week at number 27. A number one album when first released 11 years ago, it is Simon's biggest-selling solo album with more than 1.5m sales to date, although it was selling at a rate of fewer than 500 per week before the exposure on the Classic Albums series gave it a boost. **Alan Jones**



Without a doubt, radio's favorite band of 1997, **Texas** register their third consecutive airplay chart topper with **Black Eyed Boy** narrowly seeing off a late and formidable challenge from **Meredith Brooks' Bush**.

**Texas** topped the chart for four weeks with **Say What You Want** and for a fortnight with **Halo**. **Black Eyed Boy** scores over the two previous **Texas** hits stations - via its **Trailer Park** mix - and stations such as **Heart** and **Melody** with the Motownesque retro style of the regular mix. **Spice Girls** were the last act to have three consecutive number ones, although their Pepsi-promoting **Step To Me** spoils that sequence by only peaking at number 31.

Former number one incumbent **Oasis** see support for **Yes I'm Not Drunk What I Mean?** tumbling rapidly. After three weeks in pole position, it falls this week to number six.

After debuting at number nine on the CIN chart last week, the **Mamas & Papas' oldie California Dreamin'** remains all but ignored by radio. It failed to gain a large enough audience to enter the Top 100 this week, even though it was played across the LLR network and on Radio One in chart countdowns last Sunday.

Contemporary radio's attitude to oldies has certainly changed over the years, commercial stations offering a re-think on whether or not they should play them after Radio One ditched its "golden hour".

Meanwhile, the **Backstreet Boys**, who also debuted in the Top 10 last week and struggled to gain airplay, are now gaining ground. **Everybody (Backstreet's Back)** climbs 60-22 this week, with **Capital** leading the way.

After topping the chart with their debut single **MIMBOp**, **Hanson** make a quieter start with their follow-up **Where's The Love**, which is attracting widespread but low level support. As its highly commercial nature becomes apparent, it is expected to kick in with some force. **Ditto Honey**, the introductory single from **Mariah Carey's** upcoming album **Butterfly**. Produced by **Sean "Puffy" Combs** aka **Puff Daddy**, it is getting more limited but higher profile plays than **Hanson's** single. Neither quite makes the Top 100 this week, although it will be a surprise if both aren't in the Top 50 seven days from now.

**Will Smith's Men In Black** continues its rapid growth, moving 15-seven. Some programmers are playing it back-to-back with **George Michael's FastLove**, drawing attention to their common debt to **Patrice Rushen's Forget Me Not**. As a result, **FastLove** climbs 123-92 this week. **Alan Jones**



**saran brightman**  
who wants to live forever

Her new single released 11th August available on

Limited Edition CD (COLA 014CDX) • CD single (COLA 014CD) • Cassette (COLA 014C)  
CD contains 3 previously unreleased tracks

Distributed by Warner Music UK

CHART FOCUS

THE UK'S OFFICIAL CHART SOURCE





# AIRPLAY PROFILE

## STATION OF THE WEEK



Stratford-upon-Avon's FM102 The Bear has been on air for a year and, later this week, will find out how well it is doing when its first Rajar figures are published.

Then it will see if its music mix of chart and songs from the Sixties, Seventies and Eighties is appealing to the 15-55 demographic it is targeting. The station is independently owned by local businesses and ILR stations Fox FM in Oxford and Mix 96 FM in Aylesbury. It tries hard to keep a high profile locally, not just in the music it plays but in the image it conveys to the community and visitors to the historic town.

It has to compete with 100.7 Heart FM, producing from Birmingham and Merca FM in Coventry, so it uses the slogan "Radio for Shakespeare Country and the Vale" and an unmistakable bear character – as its mascot for Warwickshire – as its symbol in every promotion.

Head of music Adrian Maughan complains the weekly playlist which he tries to make broad enough to appeal to a wide range of tastes. Most of the songs played during the day are oldies, while the emphasis switches to chart tracks from 6.30pm onwards when there is a non-stop music half-hour. "We carried out extensive audience research before we went on air and I am sure we have got the music right."

## THE BEAR TOP 10

- Tell Me It's True** 1340 (Disc International)  
**I Wanna Be The Only One** 1140 Eternal feat. Bebe Winans (1st Ave/EMI)  
**Bitter Sweet Symphony** The Verve (Hud)  
**Pictures Of You** Boyzone (Polydor)  
**Coco Jamboe** Mr President (Club Culture/WEA)  
**No More Talk** Dubstar (Food/EMI)  
**I'll Be Missing You** Puff Daddy & Faith Evans (Bad Boy/Arista)  
**Black Eye Boy** Texas (Mercury)  
**Free Ultra Mate** (AM/PM/ASAM)  
**MMMBop** Hanson (Mercury)

Songs FM102 The Bear  
 Sample of most-played track, July 25

We play a carefully-selected blend of hits from the previous three decades and the very best of the latest chart successes," he says, adding that he may introduce more specialist music to the evening schedule over the next few months.

The station is not known for its high rotation of tracks. In the week ending July 25, UB40's 'Tell Me It's True' was the most-played song even though it only received nine plays, while most songs in The Bear's top 20 received just five or six spins.

Nevertheless Maughan is in regular contact with pluggers and says more record companies are visiting the station. "We have good contact with EMI for example, while other pluggers have helped us get acts for roadshows and promotions," he says.

Steve Hemsley

## TRACK OF THE WEEK

### A CHANGE WOULD DO YOU GOOD: SHERYL CROW

There are two things A&M can be confident about whenever they release a Sheryl Crow single.

One is that commercial radio will continue to play the song for months after it has left the C&I chart and the other is that the artist's self-titled album will receive a sales boost of around 200,000 units.

Both came true for her previous singles *Hard To Make A Stand*, *Everyday Is A Winding Road* and *If It Makes You Happy* and the label is following the same pattern with *A Change Would Do You Good*.

The song received early support on Radio One, which placed the song on its B-list four weeks before the June 30 release date and on the A-list a week later. Plays on the network remained in the mid-70s during the six weeks to the end of July.

When the single entered the sales chart at number eight on July 12, the album rose from 35 to 27 on the back of a total of nearly 1,000 plays, heard by a combined audience of just under 47m. A week later, the song's plays nationally had increased by nearly 50%



reaching more than 60m people, helped by growing support from Atlantic 252 and Virgin. By the beginning of August, the album had risen to number eight, while the single slipped quietly out of the top 30.

Sheryl is an album artist and every single is strong enough to earn lengthy airplay, which gives her long-term exposure," says A&M's head of regional promotions Jo Bennett. "The next single to test the label's album theory for Crow is *Home*, a slower number, which is due out on September 22."

Steve Hemsley



## RADIO 1

## ILR

#	Title/Artist Label	Weeks on Chart	Peak	ILR	W	TW
1	7 <b>Tell Me It's True</b> Sealakes (Capitol)	25	28			
2	2 <b>NO MONEY NO PROBLEMS</b> Mariah Carey (Bad Boy/Arista)	27	26			
3	2 <b>BITCH (NOTHING IN BETWEEN)</b> Meredith Brooks (Capitol)	14	25			
4	10 <b>BLACK EYED BOY</b> Texas (Mercury)	26	25			
5	5 <b>FLIMSTAR</b> Supergrass (Mercury)	28	24			
6	1 <b>LAZY DAYS</b> Robbie Williams (Chrysalis)	26	24			
7	1 <b>MEN IN BLACK</b> Will Smith/Columbal	19	23			
8	1 <b>PICTURE OF YOU</b> Boyzone (Polydor)	6	18	22		
9	20 <b>OUTLAW</b> Dave (EMI)	21	21			
10	12 <b>LAST NIGHT ON EARTH</b> U2 (Island)	15	21			
11	25 <b>FREED FROM DESIRE</b> Gals (Big Life)	20	21			
12	16 <b>ALMA MATTERS</b> Marianne Faithfull (Island)	18	21			
13	20 <b>NARAYAN</b> Prashant (Dun)	28	20			
14	1 <b>C WHEN U GET THERE</b> Cookies (Tennys Bay)	22	20			
15	12 <b>NOT DREAMING</b> of an Uncle Sam (Big Beat/Arista)	20	19			
16	12 <b>MAGIC PIERCE (OF LOVE)</b> Emma Collins (Giant)	17	18			
17	27 <b>WHAT A BEAUTIFUL DAY</b> Lewellers (Chrysalis)	12	18			
18	DO <b>DO YOU KNOW WHAT IT TAKES</b> Robyn (Chrysalis)	22	17			
19	3 <b>PIECE OF MY HEART</b> Shuggie Fish, Marsha (Virgin)	21	17			
20	19 <b>ONE BIG FAMILY</b> Embrace (Hut)	14	17			
21	13 <b>LOOK AT YOURSELF</b> David McNamee (Hut)	20	17			
22	15 <b>DO YOU KNOW WHAT I MEAN?</b> Oasis (Creation)	23	16			
23	19 <b>FREE</b> Ultra Mate (AM/PM/ASAM)	16	16			
24	12 <b>EVERYTHING YOU DO</b> Inspiral Carpets (Mercury)	7	16			
25	13 <b>GETTING HIGH</b> J. Blige (BMCA)	21	16			
26	22 <b>ALL ABOUT US</b> Pussie Andros (Microphone)	17	15			
27	23 <b>BITTER SWEET SYMPHONY</b> Venice (Hut)	14	15			
28	14 <b>I'LL BE MISSING YOU</b> Puff Daddy & Faith Evans feat. Marsha (Bad Boy/Arista)	16	14			
29	DO <b>BELO HORIZONTE</b> Hermeto (VC Recording)	1	14			
30	DO <b>BRUSHED</b> Paul Weller (Island)	10	14			

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#	Title/Artist Label	Weeks on Chart	Peak	ILR	W	TW
1	1 <b>I'LL BE MISSING YOU</b> Puff Daddy & Faith Evans feat. Marsha (Bad Boy/Arista)	1740	1756			
2	6 <b>BLACK EYED BOY</b> Texas (Mercury)	1312	1543			
3	1 <b>I WANNA BE THE ONLY ONE</b> Eternal Featuring Bebe Winans (1st Avenue/EMI)	1543	1516			
4	2 <b>FREE</b> Ultra Mate (AM/PM/ASAM)	1547	1515			
5	9 <b>PICTURE OF YOU</b> Boyzone (Polydor)	1175	1415			
6	8 <b>BITCH (NOTHING IN BETWEEN)</b> Meredith Brooks (Capitol)	1052	1415			
7	5 <b>A CHANGE WOULD DO YOU GOOD</b> Sheryl Crow (A&M)	1325	1341			
8	9 <b>WHERE HAVEN ALL THE COWBOYS GONE?</b> Pussie Andros (Warner Bros)	594	1149			
9	25 <b>MEN IN BLACK</b> Will Smith/Columbal	745	1129			
10	15 <b>FREED FROM DESIRE</b> Gals (Big Life)	946	1116			
11	7 <b>SOMETHING GOING ON</b> Todd Terry (Manhattan/Mercury)	1187	1061			
12	4 <b>DO YOU KNOW WHAT I MEAN?</b> Oasis (Creation)	1443	1043			
13	14 <b>C WHEN U GET THERE</b> Cookies (Tennys Bay)	951	1004			
14	17 <b>GOTHAM CITY</b> R Kelly (Jive)	911	990			
15	18 <b>BITTER SWEET SYMPHONY</b> Venice (Hut)	929	904			
16	10 <b>YOU ARE THE UNIVERSE</b> Brand New Heavies (Poly/Interscope)	1052	904			
17	13 <b>MMMBop</b> Hanson (Mercury)	1171	955	860		
18	18 <b>HISTORY</b> Michael Jackson (A&M)	895	741			
19	22 <b>BLINDED BY THE SUN</b> Sealakes (Capitol)	713	734			
20	DO <b>TUBTHUMPING</b> Chubbbumz (EMI)	325	670			
21	26 <b>LAZY DAYS</b> Robbie Williams (Chrysalis)	758	669			
22	23 <b>LOVEFOLLY</b> Candice Stone/Chrysalis/Polydor	651	635			
23	19 <b>SO HELP ME GIRL</b> Gary Barlow (Jive)	785	627			
24	DO <b>EVERYTHING</b> Mary J. Blige (Jive)	393	614			
25	25 <b>EQUADOR</b> Sheryl Crow (A&M)	606	577			
26	DO <b>ALL ABOUT US</b> Pussie Andros (Microphone)	378	566			
27	DO <b>DO YOU KNOW WHAT IT TAKES</b> Robyn (Chrysalis)	238	564			
28	12 <b>GUIDING STAR</b> Casci (Polydor)	965	561			
29	DO <b>AINT GONNA CRASH AGAIN</b> Prince Eric (Chrysalis)	470	526			
30	24 <b>YOU MIGHT NEED SOMEBODY</b> Sheila Amis (WEA)	617	520			

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## VIRGIN

#	Title/Artist Label	Weeks on Chart	Peak	ILR	W	TW
1	1 <b>A CHANGE WOULD DO YOU GOOD</b> Sheryl Crow (A&M)	42	40			
2	3 <b>BITTER SWEET SYMPHONY</b> Venice (Hut)	41	36			
3	5 <b>BLACK EYED BOY</b> Texas (Mercury)	24	35			
4	3 <b>DO YOU KNOW WHAT I MEAN?</b> Oasis (Creation)	24	35			
5	9 <b>WHERE HAVEN ALL THE COWBOYS GONE?</b> Pussie Andros (Warner Bros)	25	29			
6	DO <b>HUNDRED MILE HIGH CITY</b> Ocean Colour Scene (BMCA)	24	29			
7	DO <b>LAZY DAYS</b> Robbie Williams (Chrysalis)	24	29			
8	DO <b>GUIDING STAR</b> Casci (Polydor)	28	29			
9	DO <b>ALMA MATTERS</b> Marianne Faithfull (Island)	28	29			
10	7 <b>BLINDED BY THE SUN</b> Sealakes (Capitol)	20	27			
11	DO <b>LAST NIGHT ON EARTH</b> U2 (Island)	23	27			

## ATLANTIC 252

#	Title/Artist Label	Weeks on Chart	Peak	ILR	W	TW
1	3 <b>BITTER SWEET SYMPHONY</b> Venice (Hut)	42	46			
2	4 <b>A CHANGE WOULD DO YOU GOOD</b> Sheryl Crow (A&M)	55	53			
3	1 <b>ALRIGHT</b> Jamiroquai (Jive)	57	62			
4	7 <b>I'LL BE MISSING YOU</b> Puff Daddy & Faith Evans feat. Marsha (Bad Boy/Arista)	46	58			
5	4 <b>I WANNA BE THE ONLY ONE</b> Eternal Featuring Bebe Winans (1st Avenue/EMI)	55	55			
6	1 <b>FREE</b> Ultra Mate (AM/PM/ASAM)	45	45			
7	DO <b>C WHEN U GET THERE</b> Cookies (Tennys Bay)	37	41			
8	DO <b>MEN IN BLACK</b> Will Smith/Columbal	29	40			
9	DO <b>GOTHAM CITY</b> R Kelly (Jive)	37	38			
10	DO <b>DO YOU KNOW WHAT I MEAN?</b> Oasis (Creation)	47	39			

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# TOP 50 AIRPLAY HITS

9 AUGUST 1997

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UK

The hit	Weeks on chart	Title	Artist	Label	Total plays	Plays % + or -	Total audience	Audience % + or -
<b>1</b>	4	<b>BLACK EYED BOY</b>	Texas	Mercury	1670	+18	63.51	+22
2	11	BITCH (NOTHING IN BETWEEN)	Meredith Brooks	Capitol	1508	+22	58.45	+38
3	3	I'LL BE MISSING YOU	Puff Daddy & Faith Evans (feat. 112)	Bad Boy/Arista	1918	+1	53.61	n/c
4	5	PICTURE OF YOU	Boyzone	Polydor	1496	+35	51.48	+1
5	2	FREE	Ultra Nate	AM-PM/A&M	1633	-4	49.30	-15
6	1	D'YOU KNOW WHAT I MEAN?	Oasis	Creation	1169	-37	48.85	-29
7	16	MEN IN BLACK	Will Smith	Columbia	1265	+46	48.31	+28
8	12	FREED FROM DESIRE	Gala	Big Life	1234	+20	47.26	+17
9	6	C U WHEN U GET THERE	Coolio	Tommy Boy	1131	+5	45.45	-10
10	14	BLINDED BY THE SUN	Seahorses	Geffen	915	+4	44.59	+17
11	9	I WANNA BE THE ONLY ONE	Eternal Featuring Bebe Winans	1st Avenue/EMI	1616	-3	43.14	-3
12	7	A CHANGE WOULD DO YOU GOOD	Sheryl Crow	A&M	1481	n/c	42.13	-8
13	3	BITTER SWEET SYMPHONY	Verve	Hut	1057	-3	42.03	-2
14	23	LAST NIGHT ON EARTH	U2	Island	457	+41	38.27	+45
15	8	LAZY DAYS	Robbie Williams	Chrysalis	756	-13	38.21	-17
16	13	SOMETHING GOING ON	Todd Terry	Manifesto/Mercury	1147	-12	35.21	-15
17	23	NO MONEY NO PROBLEMS	Notorious B.I.G.	Bad Boy/Arista	421	+30	30.47	+21
18	21	WHERE HAVE ALL THE COWBOYS GONE?	Paula Cole	Warner Bros	1199	+16	29.90	+10
19	16	GOTHAM CITY	R Kelly	Jive	1064	+8	26.90	-27
20	21	EVERYTHING	Mary J. Blige	MCA	668	+49	25.69	+22
21	20	SO HELP ME GIRL	Gary Barlow	RCA	659	-25	25.08	-11
22	80	EVERYBODY (BACKSTREET'S BACK)	Backstreet Boys	Jive	444	+134	24.94	+141
<b>MOST ADDED</b>								
23	22	TUBTHUMPING	Chumbawamba	EMI	678	+105	23.55	+12
24	12	DO YOU KNOW (WHAT IT TAKES)	Robyn	RCA	622	+116	22.12	+76
25	33	I'LL BE THERE FOR YOU	Rembrandts	Elektra	538	+3	21.86	+3
26	14	PIECE OF MY HEART	Shaggy Feat. Marsha	Virgin	456	-10	21.54	-42
27	35	MOMENT OF MY LIFE	Bobby D'ambrosio Featuring Michelle Weeks	Ministry Of Sound	435	+36	21.04	+15
28	43	ALMA MATTERS	Morrissey	Island	224	+40	20.74	+39
<b>HIGHEST CLIMBER</b>								
29	30	OUTLAW	Olive	RCA	450	+71	20.36	+50
30	14	ALL ABOUT US	Peter Andre	Mushroom	630	+73	20.22	+39
31	25	YOU ARE THE UNIVERSE	Brand New Heavies	Firrr/London	950	-19	20.10	-21
32	29	LOVEFOOL	Cardigans	Stockholm/Polydor	668	-2	19.98	-15
33	25	CLOSER THAN CLOSE	Rosie Gaines	Big Bang	530	-7	18.60	+6
34	44	SAY NOTHING	Omar	RCA	254	+12	18.46	-4
35	17	HISTORY	Michael Jackson	Epic	795	-21	17.83	-83
36	43	FILMSTAR	Suede	Nude	78	+86	17.68	+8
37	18	ECUADOR	Sash!	Multiple	612	-7	17.53	-33
38	15	GUIDING STAR	Cast	Polydor	642	-65	17.33	-65
<b>BIGGEST INCREASE IN PLAYS</b>								
39	43	WHAT A BEAUTIFUL DAY	Levellers	China	211	+140	17.04	+14
40	27	MMMBOP	Hanson	Mercury	872	-13	16.36	-47
<b>BIGGEST INCREASE IN AUDIENCE</b>								
41	36	YOU'RE THE ONE I LOVE	Shola Ama	WEA	472	+40	16.23	+157
42	41	YESTERDAY	Wet Wet Wet	Precious Organisation/Mercury	570	+1	14.79	-10
43	32	JUST A GIRL	No Doubt	Interscope/Trauma/Universal	411	-25	14.66	-55
44	57	TELL ME IS IT TRUE	UB40	Dep International	410	+33	14.37	+26
45	32	YOU MIGHT NEED SOMEBODY	Shola Ama	WEA	560	-21	14.07	-36
46	18	NOTHING LASTS FOREVER	Echo And The Bunnymen	London	237	-50	13.85	-24
47	34	ALRIGHT	Jamiroquai	Sony S2	205	-8	13.52	-15
48	51	LOOK AT YOURSELF	David McAlmont	Hut	258	+74	13.49	+7
49	42	NARAYAN	Prodigy	XI	41	+5	13.40	-1
50	37	HOW COME, HOW LONG	Byaface And Stawie Wonder	Epic	453	-9	12.90	-34

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## TOP 10 GROWERS

Pos.	Track Artist (Label)	Total plays	Increase in no. of plays
1	MEN IN BLACK Will Smith (Columbia)	1265	398
2	PICTURE OF YOU Boyzone (Polydor)	1496	384
3	TUBTHUMPING Chumbawamba (EMI)	678	348
4	DO YOU KNOW (WHAT IT TAKES) Meredith Brooks (Capitol)	622	334
5	BITCH (NOTHING IN BETWEEN) Meredith Brooks (Capitol)	1508	289
6	ALL ABOUT US Peter Andre (Mushroom)	630	265
7	BLACK EYED BOY Texas (Mercury)	1670	259
8	EVERYBODY (BACKSTREET'S BACK) Backstreet Boys (Jive)	444	254
9	EVERYTHING Mary J. Blige (MCA)	668	221
10	FREED FROM DESIRE Gala (Big Life)	1234	202

© Music Control UK. Chart shows tracks registering greatest increase in the number of plays

## TOP 10 MOST ADDED

Pos.	Track Artist (Label)	Total stations	Stations + plays	Adds this week
1	TUBTHUMPING Chumbawamba (EMI)	57	44	15
2	ALL I WANNA DO Danni Nweke	38	25	14
3	HOW DO I LIVE Trisha Yearwood (MCA Nashville)	23	15	12
4	HONEY Mariah Carey (Columbia)	25	10	10
5	ALL ABOUT US Peter Andre (Mushroom)	53	47	9
6	EVERYBODY (BACKSTREET'S BACK) Backstreet Boys (Jive)	56	36	8
7	WHERE'S THE LOVE Hanson (Mercury)	40	17	8
8	CONGO GIGLES (Virgin)	19	6	6
9	MY FATHER'S SON Connor Reeves Brooklyn Funk (Telstar)	22	12	5
10	KARMA POLICE Radiohead (Parlophone)	22	10	5

© Music Control UK. Chart shows tracks basing greatest number of station adds (add defined as four or more plays)

AIRPLAY

Music Control  
 UK monitors  
 24 hours a day,  
 seven days a  
 week. Airplay  
 Alpha 503  
 FM, Atlantic  
 252, WIP FM  
 BBC Radio 1,  
 BBC Radio 2,  
 BBC Radio  
 Scotland, BBC  
 Three, Classic  
 BBC, Solent,  
 Beacon, BRMB  
 FM, Breakfast,  
 Capital FM,  
 Central FM,  
 Campus FM,  
 Chiltern, Choice  
 FM, Cuckoo FM,  
 Bournemouth,  
 City FM, Classic  
 FM, Cuckoo FM,  
 FM, Essex, Fax  
 Fests FM,  
 Galore, GUL,  
 Great North  
 Radio, GWR,  
 FM, Heart FM,  
 Heart 106.2,  
 Heart FM,  
 Home 103 FM,  
 Invisia FM, Key  
 103, Kiss FM,  
 Kiss 102 FM,  
 Kiss 107.5 FM,  
 Leicester,  
 Sound, Lincs  
 FM, Manx FM,  
 Manx Radio,  
 Mellow FM,  
 Mersey, Metro  
 FM, MTR,  
 103.4 FM,  
 Mopac FM,  
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 Ocean FM,  
 Ockbrook FM,  
 Power FM, The  
 Pulse, QUB  
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 Sea FM, SCR  
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 91

# THE OFFICIAL CHARTS - 9 AUG

WV **music week**

AS USED BY



# SINGLES

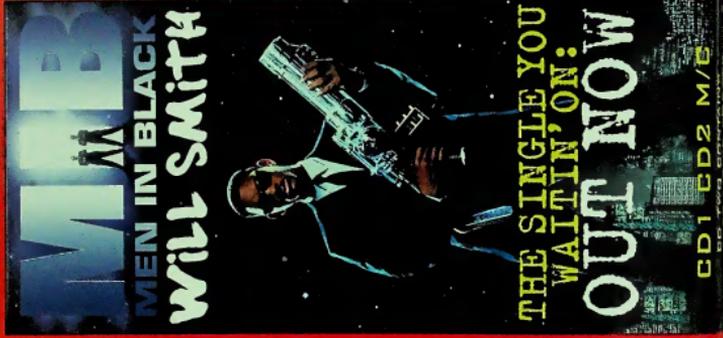
## 1 I'LL BE MISSING YOU

1	<b>I'LL BE MISSING YOU</b> Puff Daddy & Faith Evans	Capitol
4	<b>FREED FROM DESIRE</b> Gala	Big Life
3	<b>ALL ABOUT US</b> Peter Andre	Mushroom
3	<b>EVERYBODY (BACKSTREET'S BACK)</b> Backstreet Boys	Jive
5	<b>BLACK EYED BOY</b> Texas	Mercury
6	<b>MO MONEY MO PROBLEMS</b> The Notorious B.I.G.	Puff Daddy/Arista
7	<b>PICTURE OF YOU</b> Boyzone	Polydor
8	<b>BITCH</b> Meredith Brooks	Capitol
9	<b>CU WHEN U GET THERE</b> Coolio featuring 4Thevz	Tommy Boy
10	<b>O'YOU KNOW WHAT I MEAN?</b> Oasis	Creation
11	<b>FREE</b> Ultra Nate	AMP/PM
12	<b>CALIFORNIA DREAMIN'</b> The Mamas And The Papas	MCA
13	<b>WHAT A BEAUTIFUL DAY</b> Levellers	China
14	<b>BRUSHED</b> Paul Weller	Island
15	<b>TOSS IT UP</b> Makaveli	Interscope
16	<b>ECUADOR</b> Sash! featuring Rodriguez	Multiple
17	<b>GET UP! GO INSANE!</b> Stretch 'n' Vern presents Maddog fir	RCA
18	<b>TARANTINO'S NEW STAR</b> North And South	RCA
19	<b>BITTER SWEET SYMPHONY</b> The Verve	Hut/Virgin
20	<b>SOMETHING GOIN' ON</b> Todd Terry	Manifesto
21	<b>GOTHAM CITY</b> R Kelly	Jive
22	<b>I WANNA BE THE ONLY ONE</b> Eternal featuring Bebe Winans	1st Avenue/EMI
23	<b>PIECE OF MY HEART</b> Shaggy featuring Marsha	Virgin
24	<b>BLINDED BY THE SUN</b> Seal	Capitol
25	<b>THE BI</b>	

# ALBUMS

## 1 THE FAT OF THE LAND

1	<b>THE FAT OF THE LAND</b> The Prudery	XL Recordings
4	<b>WHITE ON BLONDE</b> Texas	Mercury
3	<b>OK COMPUTER</b> Radiohead	Parlophone
2	<b>SPICE</b> Spice Girls	Virgin
8	<b>SHERYL CROW</b> Sheryl Crow	A&M
9	<b>DO IT YOURSELF</b> Seahorses	Geffen
7	<b>THE BEST OF Michael Jackson &amp; Jackson Five</b>	PolyGram TV
8	<b>COME FIND YOURSELF</b> Fun Lovin' Criminals	Onyx/Island
9	<b>HEAVY SOUL</b> Paul Weller	Go/Discs/Island
10	<b>NO WAY OUT</b> Puff Daddy & The Family	Puff Daddy/Arista
11	<b>ESSENTIALS</b> David Gates & Bread	warners.asp/Jive
16	<b>OPEN ROAD</b> Gary Barlow	RCA
21	<b>POP U2</b>	Island
13	<b>VANISHING POINT</b> Primal Scream	Creation
30	<b>ALWAYS ON MY MIND - ULTIMATE LOVE SONGS</b> Elvis Presley	RCA
19	<b>ALISHA RULES THE WORLD</b> Alisha's Attic	Mercury
17	<b>BEFORE THE RAIN</b> Eternal	1st Avenue/EMI
14	<b>TRAGIC KINGDOM</b> No Doubt	Interscope
18	<b>STOUSH</b> Skunk Anansie	One Little Indian
3	<b>SONGS FROM NORTHERN BRITAIN</b> Teenage Fanclub	Creation
15	<b>BLOOD ON THE DANCE FLOOR</b> Michael Jackson	Epic
26	<b>TRAVELLING WITHOUT MOVING</b> Jamiroquai	Sony SZ
24	<b>FALLING INTO YOU</b> Celine Dion	Epic



CD1 CD2 M/V





# [BEATS PIECES]

ROGER SANCHEZ will be hitting the UK in late August for a short tour with dates at the Ministry Of Sound (23), The Gallagher, Sheffield (24), and the KCC Stage at Notting Hill Carnival (25). Sanchez will also be sitting in for Danny Rampling on his **RADIO ONE** show on Saturday August 23 and 30. In addition, **HARMLESS RECORDINGS** will be releasing a retrospective compilation, 'Roger

Sanchez - 5 Man Classics', next month... The **MINISTRY OF SOUND's** Classics tour will be at Pacha in Ibiza every Friday throughout the summer until September 12. A host of top name DJs will be appearing over the weeks including Todd Terry, Erick Morillo, Fabio Grooverider.

The Ministry will also be producing a daily broadcast on Ibiza's most popular radio station, **Caleta 40**, to be aired at 10pm Monday to Thursday with a two-hour mix show on Fridays between 9pm and 11pm... **CONCRETE RECORDS** has started a new weekly Sunday night club at

London's 333 Old Street, called **SACRILEGE**, the club will feature DJs Barry Ashworth, Richard Norris and Kieron Accelerator who will be providing a blend of breakbeat, techno, disco and dubby hip hop... Along similar lines, the **HEADRIILAZ SOUND SYSTEM** will be appearing this Friday (8) at DeViance, a new club from the **Weird Beats Collective**. Deviance happens every other Friday at London's Bar Rumba... Finally, it is **Desert Eagles Recordings** rather than **Desert Storm Recordings** as we reported last week who will be featuring on Boilerhouse Records.

## on the airwaves

(By caroline moss)



UK garage, speedcore, call it what you like, but it is making its first on the airwaves. Last week saw the mark of 'Jam' Tuff Cruft Brown and Matt 'Jam' Lamont's weekly Thursday night slot on Kiss 100 between 1am and 4am. The station's head of specialist programming Paul Thomas says the duo have only just been able to commit to a regular show as they've been in so much demand for remixes. "The timing's great as we recently did some research among 18-year-olds, asking who they'd like to hear on Kiss who wasn't already on the station, and it was overwhelmingly Tuffjam. The music suits our format really well," says Thomas.

There's an increasing number of UK garage tracks bubbling around the Airplay 40. Bobby D'Ambrosia's 'Moment Of My Life' makes it into the top five, climbing four places from nine, and there's a new entry at 35 from Nu Birth on XL.

with 'Anytime'. Still around but sliding are Rosie Gaines' 'Closer Than Close', dropping to 17 after 13 weeks on the chart, and TJR featuring Xavier's 'Just Gotta Better' at 27.

Tina Moore's 'Never Gonna Let You Go' still hasn't charted, but Music Total is about to be serviced with the radio-friendly dub mix, so that should soon put in a strong appearance.

Elsewhere, the top five remains defiantly Biggie-orientated, led by 'Mo'Nasty's 'Mo Problems' making the top and **Puff Daddy & Faith Evans'** tribute hanging on to third place after 10 weeks on the chart.

**Olive** is the highest new entry, in at 15 with 'Outlaw', thus finishing eight places short of May's entry position of 'You're Not Alone'. The highest climber is **The Blue Boys'** 'Sandman', up 19 places to 13.

Different label, different vocalist, but it will share the airplay longevity of 'Remember Me?' Time will tell.

## pete tong playlist



- Olive (RCA) • 'GET UP! GO INSANE!' - Strimz & Vern (Fin) • 'TO SLAM THE TRACK - THE END OF THE WORLD' (white label) • 'EVERYTIME' - Lutful (Poo) • 'CHROME' - REMEMBER WOOD (I) BARKING BEAKS - BT (Parlophone) • 'CARLOS'S REVANGE' - 'THE KID CRIES 3'3 Digital Durgonez • 'YOUNG HIGH' - Byron Stingily (Parlophone) • 'EVER REST' - Myrica (Perfecto) • 'VISION (I) FEEL MAY' - C4 (Wash) • 'DEM YOUNG SCONES' - Moody Man (Planet B) • 'TOW' - Sid (Dirty Rhythms) • 'CHARIE' - Cabal (Mer) • 'BREATHE' - The Prodigy (V2) • 'PROFESSIONAL MISTON' (MAN HELDEN MIX) - 'Soul Annex East West' • 'BORN SLUPPY' - Underworld (Junior Boys Own) • 'TWO LIGHTS' - Ultraviolet (Music Man) • 'SHARE THE FALL' - Roni (A&M) (Virgin) • 'NUP BIDES CHOICE' - Bulge (Kou (Washwood)) • 'SONG CLUT OF MY HEAD' - Puffery (Siam) (J&R) • 'AROUND THE WORLD' - Dub Punk (Virgin) • 'LEARN I LOVE U.S. REMIX' - Kim English (Nervous) • 'SONG FOR MY BROTHER (KEMUNO 12" MIX) - George Sanson (Siam) (Mer) • 'I LOVE THE WAY YOU FEEL' - 'DASH' (Mer) • 'BACK TO KNOWLEDGE' - Byron Stingily (Nervous) • 'NOT ME ONE (REVERSE OF CERTAIN)' - New Edition (white label) • 'SATISFACTION GUARANTEED' - Todd Terry (Mer) • 'CLOSER THAN CLOSE (CLASSIC FRANKIE MIX)' - Rosie Gaines (white label) • 'COMERCE DE BEL MUNDO (CLUB PAID MIX)' - Jovanotti (Dolby) • 'PRESSURE PART 1' - SLIMESTON CULSUNDAY MIX (white label) • 'CAN YOU SEE THE LIGHT' - Voices (white label) • 'YAKUZA (GRANT NELSON'S DIVINE GOSPEL REMIX)' - Frankie Knuckles (East & Ricky Deford (V2)) • 'LET THE BEAT HIT ME (DUNN & STINGOY'S VOCAL MIX)' - Shema (V2)

AS FEATURED ON RADIO ONE'S ESSENTIAL SELECTION WITH PETE TONG ON FRIDAY AUGUST 11 6.30pm-10pm

## danceairplayforty

UK	LAST WEEK	ARTIST	TRACK	RECORDS
1	2	MO MONEY	NO PROBLEMS	Notorious B.I.G. / Bad Boy/Arista
2	7	SOMETHING GOING ON	Todd Terry	Manifesto/Mercury
3	10	I'LL BE MISSING YOU	Puff Daddy & Faith Evans	Bad Boy/Arista
4	15	FREE Ultra Hate	AMP/AM&M	
5	6	MOMENT OF MY LIFE	Bobby D'Ambrosia	Miracle Of Sound
6	4	C U WHEN U GET THERE	Coolio	Tommy Boy
7	8	CRUED FROM DESIRE	Gaia	Big Life
8	6	G.H.E.T.T.O.U.T.	Changing Faces	Big Beat/Atlantic
9	7	MAGIC CARPET RIDE	Mighty Dub Katz	frfr/London
10	17	SAY NOTHIN'	Omar	RCA
11	23	MEM IN BLACK	Will Smith	Columbia
12	14	3 GOTHAM CITY	R Kelly	Jive
13	32	SANDMAN	The Blue Boys	Sidewalk
14	15	HISTORY	Michael Jackson	Epic
15	25	OUTLAW	Olive	RCA
16	11	PANTHER PARTY	Mad Moses	Polydor
17	10	CLOSE THAN CLOSE	Rosie Gaines	Big Bang
18	28	CRUSH	Zhane	Illtown/Motown
19	17	NOT TONIGHT	Lil' Kim	Undero/Big Beat/Atlantic
20	23	LET THE BEAT HIT EM	Tina Moore	VC Recordings
21	27	EQUADOR	Sash	Multiply
22	25	YOU'RE THE ONE I LOVE	Shaia Ame	WEA
23	13	PIECE OF MY HEART	Shaggy Feat. Marsha	Virgin
24	27	LUCHINI AKA (THIS IS IT)	Campla	frfr/London
25	24	DOWN TO EARTH	Gaia	Perfecto/East West
26	28	LADY DAME	Gaia	Big Life
27	20	JUST GETTIN'	BETTER T.J.R. Feat. Xavier	Multiply
28	26	GET UP! GO INSANE!	Stretch & Vern	frfr/Spot On
29	12	CLOUDS	SOUND	XL
30	38	BEL HORIZONTI	Heartlights	VC Recordings
31	30	SWEETEST THING	Lauren Hill	Columbia
32	12	I WANT BE THE ONLY ONE	Central Feat. Baha Men	103/Atlantic/EMI
33	39	DO YOU KNOW (WHAT IT TAKES)	Robyn	RCA
34	21	REACH 4	THE MELODY VISION	James SC
35	20	ANYTIME	No-3irth	XL
36	20	HOLD YOUR HEAD UP	POGA (Feat. Dapone Presents Bawon)	Perish/EMI
37	32	BEYOND THE WORLD	Puff Daddy & The Family	Puff Daddy/A&M
38	34	FLAMING JUNE BT		Perfecto
39	42	SOUVERNE DE PARIS	Dimitri From Paris	East West
40	40	SOMEONE SWIV FEAT. PUFF DADDY		RCA

Statistics measured between 00.00 on 24.07.97 and 24.00 on 30.07.97. No. 100. Saw 102. Kiss 100. Chart 1 (London & Birmingham). Genre '97. 1. West Central UK. SS 50. Jan. 20. London. ECM 144K. Tel: 0171-334 6936.

# eternity magazine

Q. You read Eternity because...

...just a sample of some answers taken from our readers survey in June 1997

- it mixes music with lifestyle
- it covers the whole dance music scene
- it's got everything for the modern upright youth of today
- it's turned on, tuned in, tripped out!

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If you require media information please telephone Louise on the number opposite

25	THE B.I.	
26	G.H.E.T.	
27	PACIF	
28	HISTO	
10	29	LAST
18	30	SPEAK
22	31	MMM
32	32	ELECT
33	33	LOVE
34	34	IS THE
26	35	COCO
24	36	MAGI
19	37	ROCK
17	38	LAZY
27	39	ILL B
33	40	LOOK

Bullethead files

U response view 87 pages





## FUTURE RELEASES

### AUGUST

SLACKER YOUR FACE  
THE SOURCE CLOUDS  
NU-BIRTH ANYTIME

### SEPTEMBER

PRODIGY SMACK MY BITCH UP  
ROY DAVIS JR GABRIEL  
JONNY L PIPER



[www.xl-recordings.com](http://www.xl-recordings.com)

19 '18 THE BEST ALBUM IN THE WORLD - EVER 6

19 SPAWN - THE ALBUM (OST)

20 BONHOE + JULIET (OST)

Reese's Soundtracks

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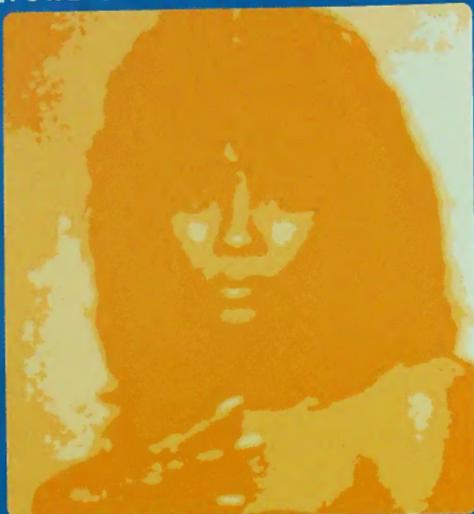
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response [www.4779468](http://www.4779468)

### hot vinyl

[on the decks: james hyman, nicky black market, daisy & havoc, brad beatnik, andy beavers, tim jeffery, chris fman, danny mcmillan, sarah davis]

### TUNE OF THE WEEK



**PRAXIS FEATURING KATHY BROWN 'TURN ME OUT (TURN TO SUGAR) (FFRR) (HOUSE)**

Here comes that vocal again... this time on the much talked about Van Helden Meets Kathy Brown mix by Sol Brothers. It's obvious but it's also a pretty fab record and until someone else makes better house music than young Mr V H, this blatant rip-off does the job better than lame copies. The ever-popular old Delorme mix is included alongside a cool-as-a-cucumber mix from Krump. Still enormous.

●●●●●

D&H



**MRS WOOD**  
featured in *Jack On Her Box*  
R/17 issue dated December 17, 1994)

### mrs wood's

#### steamin' 10 tips for the week

- 1 'A PACO DI BANGO'S WORLD' Playboy (Tag)
- 2 'FEEL SO GOOD (SCALLYWAG MIX)' Mrs Wood (Read)
- 3 'FILTER' Jan Driver (Formaldehyde)
- 4 'MAGICAL RIVER' Misjah (Friends)
- 5 'BEGRENZER' RB Sense (Absense)
- 6 'MASCULINITY' Secret Cinema (E.C.)
- 7 'ALIASING' Ram Circle (Allitude)
- 8 'DIRTY NUTRA (WHITEWOOD REMIX)' Felix Da Housecat (Manifesto)
- 9 'FIREWORKS' Latidback Live (Subspace)
- 10 'STEPS OF A RIGHTEOUS MAN' Exis De Earth (Poison)

### MAAS 'LOOK AT ME NOW, FALLING' (TECHNO) (SOMA)

The first single from the much-lauded 'Latitude' LP is this luxuriously mellow breakbeat-backed excursion with swathes of gently strings, rippling keys and techno touches. Remixes: some from Paris-based I-Cube - his atmospherically laden Naive mix shuffles along very nicely, while the housed-up Simple mix with its sumptuous synths is the most floor-friendly cut here. Last but not least, Maas heads off towards Air territory with the gorgeous Zoyd & Prairie mix. Vinyl to wallow in.

●●●●●

AB

### MAINLINE 'URI' (CERTIFICATE 18) (DRUM & BASS)

That hotbed of drum & bass creativity, Ipswich (no, seriously) comes up trumps once again with this hard-driving, soft-skinned excursion backed by the darkest 'Dakota'. Expect both to appear on the soundtrack for the next documentary about weird creatures from the depths of the sea. ●●●●●

AB

### ELECTRO TUNE OF THE WEEK

#### TERRANOVA 'TOKYO TOWER/CLONE' (ALL GOOD VINYL) (ELECTRO)

Berlin-based act Terranova hook up with cult electronics legend Manuel Goettsching (of 'E2-E4' fame, which became the crux of 'Sueno Latino') for a Santana-swaying drum & bass track whose glowing tones lie below a distinct, often melancholy Hammond. Although designed for play at 45, playing it at 33 with some positive pitch transforms the track into an immediate psychedelic stoner's classic. Equally experimental is 'Clone', bubbling along all analogue, assisted by submerged organ and plucked strings. ●●●●●

JH

#### CRICCO CASTELLI 'YOU ASKED FOR IT EP' (KULT US) (HOUSE)

This EP features 'Life Is Changing' from the DJ Sampler Vol 4, apparently Kult's most frequently-requested tune - hence the title. It's a chunky house bumber with jazzy piano and sax solos linked together by a naggingly effective piano loop. Don't miss it this time around, especially as the EP features an additional version, 'Life Has Changed', which has a more spacey disco feel. There are also three more cuts: 'Street Player' relies heavily on the Chicago tune (sampled most famously by The Bucketheads); 'It's Party Time' is a solid piano-powered affair; and 'Tropical Fruit Salad' gets funky with some jazzy flute themes and latin-tinged brass. ●●●●●

AB

### HOUSE TUNE OF THE WEEK

#### LOST TRIBE 'THE DISTANT VOICES EP' (HOJO GHOOHS) (HOUSE)

After a quite monstrous mix on Level's 'Good Morning' which is coming soon on Wonderboy, Matt Darcy produces this brilliant four-track EP. 'Gammaster' is probably the peak of the bunch - solid funky warped synth sequences on full power with a dream of a break. 'Angel' appears twice, first as a light breakbeat affair and then in its four-four full-on style incorporating a sleek piano line. 'My Soul', another hard-edged hookey piano-topped drive rounds off this four-tracker with absolutely no weak link at all. ●●●●●

CF

#### KADOC 'ROCK THE BELLS' (MANIFESTO) (HOUSE)

Another easy picking for the energy sets, Kadoc came in this package on three mixes. The Wippenburg mix opens

# S

1 **1** PUFF DA

4 **2** FREED

3 **3** ALL AT

4 **4** EVERY

3 **5** BLACK

3 **6** MO MC

2 **7** PICTO

6 **8** BITCH

7 **9** CU W

5 **10** D'YOU

8 **11** FREE

9 **12** CALIF

13 **WHAT**

14 **BRUSH**

15 **TOSS**

11 **16** EQUAL

17 **17** GET U

18 **TARAN**

12 **19** BITTEL

15 **20** SOME

17 **21** GOTH

14 **22** IWANN

13 **23** PIECE

20 **24** BLIND

(Compiled by Alan Jones from a database of more than 900 titles - fax: 0171-520 2401)

Chart	Week	Title	Artist	Label
1	1	PLASTIC DREAMS	(DAVID MORALES/ANGEL MORALES/MI YK MIXES) Jaydee	R&S
2	2	LOVE COMMUNICATIONS	(LOOP DA LOP/DANNY TENGAJUAN/DANING DRAZ/JASON NEVINS MIXES) Gisela Jackson	Manifesto
3	20	HOUSE OF JOY	(ROGER SANDOZ/RHYTHM MASTERS/SUOHIN 'OO' FLEMING MIXES) Wicki Sue Robinson	Logic
4	13	OUTLAW	(MATTHEW ROBERTS/WILLIAM ORBITAL/INGE PADE BROTHERS/BUG MIXES) Olive	RCA
5	1	WEY DON'T YOU DANCE WITH ME	(KUBBERHEADS/COMMANDER TOMO D.N.S./SHARAFUTURE BREEZE MIXES) Future Breeze	AM/PM
6	13	X-RAY Spacelink		S3
7	27	HUG YOUR HEAD IN THE	(DULGOSCH/ROCK 'N' ROLL/LOUIS HUNZELER/BO CARTELLI/VALEZZI/JOHN MIXES)	Philly
8	5	CATCH	(ANDY LING/MATT DAREY/REV. SERGEI'S PRESERVATION SOCIETY MIXES) Sunscreen	Pulse 8
9	10	TURN ME UP (TURN TO SUGAR)	(JOY BROTHERS/DELOIRME MIXES) Praxi featuring Kathy Brown	Ittr
10	7	DIRTY MOTRA	(WHITE & WOODCO/PERRÉ/LOOP DA LOP/OLOUR SYSTEM INC. MIXES) O'Neil & Felix Da Hovecast feat. Lynn Crouch	Manifesto
11	13	WITCH DOCTOR	(RHYTHM MASTERS/FRAMPHUS/GREENFIELDS MIXES) Armand Van Hellden	ZYX
12	17	ANYONE	(JUSTIFF 'N' JAM/SANTO/JOJOY/MOWATT/DANING DRAZ MIXES) No-Birth	XL Recordings
13	1	NEVER CONNIA LET YOU GO	Tina Thoma	Definitive
14	6	WELCOME TO THE HEAT WHEE!	THE FUNK PHENOMENA	Hot House
15	10	LEARN II LOVE	(NUSHANDY/MOWAT/R.L.P./PUFF JAM/TOMMY MUSTO MIXES) Kim English	Hi-Life
16	22	WHOOOSH	(BURGER CUE/ET/BEASY DOC MIXES) Whooosh	Wonderbar
17	16	TRIPPING	(ERIC 'MORE' MORILL/D/PHIN/TEBREE MIXES) Smooth Touch	AM/PM
18	4	FREE DJ	(QUICKSILVER/BUSS/KONSTANT DRUM MIXES) DJ Quicksilver	Postiva
19	19	BLUE Way Out West		Decomposition
20	9	YOUR FACE Slacker		Loaded/XL Recordings
21	15	POST MODERN SLEAZE	(MATTHEW ROBERTS/DJ SNEAKS/SALT CITY ORCHESTRA MIXES) Sneaker Pimps	Clean Up
22	28	STRICTLY ROLLY	(ARTHUR MASTERS/SHAW/HELLING/DIVAS/OL. SEZ/DM. JAVI/LOUIS/SINIGRA BROWN & CO/VEY/STITCHER & JEEG/GRANTS/TROPLE/DANES/First Class	3CA
23	24	LOVERWOMAN	(ERIC KUPFER/KAM/INTO BEN/TOSTI/LINTEAN MIXES) Groove Kings	Pukka
24	4	BE MY BART	(SASARANNA/SOLJ PRICE-K/GRYCHCO/DEFORE MIXES) TURN IT UP AND DOWN (TODD TERRY MIXES) Capella	Nulleez
25	10	FEVER	(BOBIS DULGOSCH/JAY NEGRO/THE KNOW/LEGERBOB/TISSERA MIXES) D.J. Jaimin & Daybe	Sandman/XL
26	11	YOU GOT THE LOVE	(LISA MARIE EXPERIENCE/STONEBRIDGE & NICK NICE/COURTIS & MOORE MIXES) T2 feat. Robin S. Champion	East West
27	32	V.D.A.T. Moonchild		XL Recordings
28	4	CLOUDS	(WYON/BOBIS DULGOSCH/JOHN TRIE/LOVE/SAR/PUNION THE DENTIST MIXES) The Source feat. Taka Bacon	Trielnet/XL Records
29	3	ROCK THE BELLS	(SASHI/DJ QUICKSILVER/WIPPER/BUSS MIXES) Kadeo	Manifesto
30	10	LOVE IS A WONDERFUL THING	(CURTIS & MOORE MIXES) Fatima Rainey	Coalition
31	47	WAVE	INTRUDER/PSk Tech	Ittr
32	12	CYSTY BOY	(DAVID MORALES/MI YK) Urban Soul	DeepBlueDot
33	24	ANGEL	(MOUNT RUSHMORE/SCIENCE FRICTION/FISHHEAD/TALL PAUL/W.L.P. MIXES) Tina Cousins	AM/PM
34	14	SATISFIED	(TAKE ME HIGHER) (LISA MARIE EXPERIENCE MIX/NOBODY'S BUSINESS (SOUL CITY MIXES) #20 feat. Billie Vega	Eastern Bloc
35	21	HOME	(CHAKRA/SPACE BROTHERS/SOLAR STONE/GALT TANK/ROB GREEN & DANNY HOWELLS MIXES) Chakra	AM/PM
36	5	ICE COLD	The Priest	VEA
37	23	THE DISTANT VOICES EP	(ANGEL (MIXES)/GAMEMASTER/MY SOUL) Lost Tribe	Plastic Surgery
38	52	BUSY CHILD	(DJ TAYLOR MIXES) The Crystal Method	Hoi! Choony
39	38	I LIKE THE WAY	(DAVID MORALES MIXES) Deni Hines	S3
40	38	GAMING SOME LOVE	(HYSTERIC EGDANDY & THE LAMBOMETRO MIXES) Gina G	Mushroom
41	10	ALL THIS LOVE THAT I'M GIVING	(MOUNT RUSHMORE MIXES) United State	Eternal
42	10	GET UP GO INSANE	(MIXES) Stretch & Vern	Indochina
43	26	MEN IN BLACK	(POKS & TONE MIXES) Miki Smith	Spot On
44	10	NO FEAR	(HYSTERIC EGO MIXES) X-Avia	Columbia
45	37	DANCE TO THE MUSIC	(THE COUNCILLORS/LONDON CONVICTION MIXES) Smokin' Vibes feat. Deborah Woodson	Pressure/FXU
46	31	BERGAMOT	(TALISMAN MIXES) Bergamot	Kasmo
47	30	ANSWER MY PRAYER	(MOUNT RUSHMORE/REVOLUTION/SIVA MIXES) Danny Campbell	Chromaloe
48	32	MOMENT OF MY LIFE	(M&S/RICHE JONES/RIP MIXES) Bobby D'Ambrosio	Jackpot
49	3	CLOSER	(INTERFRED MIXES) Mischief	Ministry Of Sound
50	34	PARTNER PARTY	(DEX & JANESEY/DILLON & DICKINS/TODD EDWARDS MIXES) Mad Moses	Wycle Recordings
51	45	MR. MANAC	Genside II	Hi-Life
52	43	LET IT GO	Black Magic	Northwestside
53	42	LET IT GO	Black Magic	US Strictly Rhythm
54	10	SONG FOR MY BROTHER	George Benson	US Giant Step
55	42	JOY	(MARIO GRAND LARCENY MIXES) Shax	Champion
56	43	SANDMAN	(FIRE ISLAND/SOL BROTHERS/THE BLUEBOY MIXES) The Blueboy	Sidewalk Music Inc.
57	10	REPRESENT	(MATTIS/DILL INSIDE MIXES) Soul II Soul	Island
58	24	FLOWTATION	(ARIEL/JANDY C/O/NJ/DOOL. COOL MIXES) Vincent De Moor	XL Recordings
59	21	THAT ELVIS TRACK	(SOL BROTHERS/MASTER BLASTER/DC MIXES) Sol Brothers	Fresh
60	43	FUNK	(ZUM/SUMIS IS PURE/WAWAN/ONLY CHILD MIXES) Zum	Pharm

[commentary] by Alan Jones



After two previous releases in 1993 and 1995 failed to get the Club Chart alive—the latter despite mixes by the Rhythm Masters—JAYDEE's 'Plastic Dreams' debuts at number one this week, hurtling past GISELA JACKSON'S 'Love Communications' (which unluckily holds at number two despite receiving enough support to be number one in 77% of typical weeks. Gisele's single is the latest major club success to emerge from Manifesto... 'Plastic Dreams' is the fourth record so far this year to top both the Cool Tots and Club Charts, its illustrious predecessors being the Spice Brothers' 'Shine', Ultra Nate's 'Freak' and 'Something Going On' by Todd Terry. More impressively, it's only the second record to debut at number one on the Club Chart in the past 19 months, the other being JT Player's 'Just Playin', which debuted in pole position in January. The massive success of Spice Girls has met with surprisingly few attempts to launch rival girl groups so far, but RCA is putting heavy promotion behind launching FIRST CLASS. Primarily an r&b band—and thus more rivals to Eternal—First Class's debut single 'Strictly Rollin', which they co-authored with producer Lucas Secoo, climbs 58-22 this week, while debuting at 37 on the Pop Chart and slipping 31-38 on the Urban Chart. This three-promoted chart action leaves nothing to cherish with no fewer than five different 12-inch promos containing 10 different mixes. Since the space given to the chart doesn't allow them all to be namechecked, there's here the full team: Rhythm Masters, Joe T. Vannelli, A&G Division (Marc Auerbach & Ian Green), Lucas Secoo, Mike Hamilton, C Swing, A Brown & D Coffey, Outfitter, and Joe, Iggorants and Triple D.

First Class, of course, borrow their moniker from the Seventies Beach Baby hitmakers of the same name... Last week it looked like OLIVE'S 'Outlaw' was down if not out, after it held at number 16. But this week it zooms to number four, thanks to a nick-of-time extra promo, featuring sprightly reworkings courtesy of Space Brothers and Bug. It's more of a grower than the instant 'You're Not Alone', so this may also be a factor in its halting progress.

15 **18** THE BEST ALBUM IN THE WORLD... EVER! 8

16 **19** SPARKY - THE ALBUM (OST) 8

17 **20** BOHEMIA + JULIET (OST) 8

18 **21** ... 8

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# The BlueBoy

## Sandman

OUT 11TH AUGUST  
CD, 12" & MC

Includes remixes by  
**FARLEY & HELLER & THE SOL BROTHERS**

SIDWALK MUSIC INC.

25 **THE BI**

26 **G.H.E.T**

27 **PACIF**

28 **HISTO**

29 **LAST**

30 **SPEAK**

31 **MMMM**

32 **ELECT**

33 **LOVE**

34 **IS THE**

35 **COCO**

36 **MAGN**

37 **ROCK**

38 **LAZY**

39 **ILL BI**

40 **LOOK**

Bulletted titles

15 **18** THE BEST ALBUM IN THE WORLD... EVER! 8

16 **19** SPARKY - THE ALBUM (OST) 8

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57 **60** ... 8



[commentary]  
 by Tony Iversides



No great shake-ups at the top this week but a good chance to do a bit of flag-waving with two new UK arrivals in our Top 10 courtesy of the perennially popular **SOUL II SOUL** and new soul newcomer **CONNOR REEVES**. Staying with Brits, **LEWIS TAYLOR** is obviously drawing a dancefloor reaction with the Kruter & Dorfmeister remix of 'Lucky', which jumped 27 to 19. **BROWNSTONE** look set to follow up '5 Miles To Empty's club success with 'Kiss & Tell' (23-10) while highest climber **MISSY ELLIOTT's** 'The Pain (Supa Dupa Fly)' (38-14) begins breaking through at club level, having already been on radio for ages. Although mentioned here before, it's worth repeating that anyone who hasn't heard the soundtrack for **'SPURDUN'** (on Quincy Jones's Owest label) should definitely hunt down a copy. Among excellent tracks too numerous to list is without a doubt one of the finest r&b track in ages: **BONNIE & CLYDE's** 'Since You've Gone Away (The Lockdown Anthem)', which features a wicked deep vocal over samples from Mobb Deep's 'Shook One Part II'. If it gets a 12 inch release it will fly... Definitely set for release are **URBMAN** (Tribal Catalyst Quest's production company) and their's of the new single from **THIN CONDITION**, 'Let Me Be The One'. There are two mixes, one featuring Q Tip and another Phife, which is more up-tempo. Mint Condition will also be doing another one-off date when they come to the UK as support on the Toni Braxton tour next month.

TR	TR	WKS	NEW	REV	REV	REV	REV	REV	REV
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Artist	Label
SWU featuring Puff Daddy	RCA
Puff Daddy & The Family	Motown
Zune	Big Beat/Atlantic
Lil' Kim	Universal
KCi & JoJo	Island
Soul II Soul	Universal
Harry J. Blige	Bad Boy
The Notorious B.I.G. featuring Puff Daddy & Mase	Wildcat
Connor Reeves	MLJ/Epic
Brownstone	Motown
Tina Turner	RCA
Omar 'Mastermind' Elliott	East West
Jay-Z	Northeast
D-Influence	Sche
Demash	Rhythm Series/Parlophone
Yvette Michelle	Loud
Lewis Taylor	Island
Shirley Anna	WEA
Jay-Z	Owest
Mario Winans	Motown
Alvin	Urban
Will Smith	WEA
Marsha	Columbia
Ronnie Hewson	Diesel
Ashley	Motown
Laticia McNeal	Asante
Wycle Jean	Telstar
D.C.	Payday/Epic
Chaenging Faces	Big Beat/Atlantic
Deni Hines	Mushroom
D.C. featuring Yvette Michelle	Payday
Marline Girault	Opaz
Laurena	Yah Yum/Epic
Puff Daddy & Faith Evans (featuring 112)	Puff Daddy
First Class	RCA
Sprinkle	4th & Broadway
Uncle Sam	Epic

**BEST OF THE ALBUMS**

**VARIOUS 'THE SINGLES' (TIP) (TRANCE)**

Trance may not be the trendiest dance genre at present but it is one of the most enduring with a hardcore set of fans who are devoted to the sound, so much so that a continuing demand for Tip's deleted singles has led the label into releasing a compilation with a fine mix of classic deletions, current singles and new mixes by some of the best-loved trance acts including The Infinity Project, Green Guns and Sandman. ●●●●● SD

**ART OF NOISE 'STATE OF THE ART' (CHINA) (ELECTRONICA)**

The Art of Noise may be the most excited act in dance history – no less than 38 remixes, and they're all here on this boxed CD set, a compilation of three separate remix albums. First is 'The Ambient Collection', remixed by Youth and Alex Paterson in 1990; next up, 'The Fon Mixes From '91', a techno extravaganza with remixes by Puff, LFO, Carl Cox and 808 State among others. Last, but not least, 'The Drum & Bass Collection' has a set of remixes by Doc Scott, Lamon D, PFM and other luminaries in the field. An intriguing sonic adventure. ●●●●● SD



**DERRICK MAY**

**DERRICK MAY 'THE MAYDAY MIX' (OPEN) (HOUSE/TECHNO)**

It's been a long time since Derrick May has released any of his own tracks so in the meantime, you will just have to get by with this. In the past two years this and Jeff Mills' 'Live At The Liquid Rooms' have been the only two DJ mix albums worth their salt. May creates an atmosphere live in your living room, having developed his mixing skills through years of globe-trotting. On this LP, he continuously works his records for the duration with step-starts, spin-backs and ED work-outs. Tracks include 'The Message To Love' by Fruit Loops, Lil' Louis's 'French Kiss', 'Alarm' by Jeff Mills, Basement Jaxx' 'Aubrey' and 'Jibaro's' plus Kenny Larkin's remix of 'Silent Phase'. Awesome and inspiring. ●●●●● DM

**VARIOUS 'SPAWN' (EMI) (ALTERNATIVE)**

This OST to the upcoming film, based on the US comic, takes collaborations to a new level: Marilyn Manson with the Sneaker Pimps, Orbital with Kirk Hammett (Metallica), Prodigy with Tom Morello (Rage Against the Machine), Henry Rollins with Goldie and Soul Cougthing with Roni Size. The cream of the crop are superb and finally equate indie with dance and vice-versa. ●●●●● JH

**VARIOUS 'HIP HOP DON'T STOP' (SOLID STATE) (HIP HOP)**

Comfortably reliable 27-tracker featuring more than two hours of classics with spotters most likely to welcome Kurtis Blow's 'The Breaks', Eric B & Rakim's 'Move The Crowd (Democratic 3 Mix)' and Schooly D's 'Saturday Night', three tracks that don't tend to crop up on similar compilations. ●●●●● JH

and a dub boosted by additional keyboards. Sharp's System Vocal teases with "final" snippets and synth washes before working itself into a chunky four-fer throbbing stomper. There are also Eric Kupper's more breezy radio friendly Classic Funkmix, David Morales' 12" Choice mix, Sharp's Funky Mirror dub and a handy a capella. ●●●●● JH

**PLAYBOY 'A PACO DI BANGO'S WORLD' (TAG) (HOUSE)**

Orlando Voom marks his debut with one of the most original concepts this year. The record's based around two blokes having a conversation regarding the current state of house music. One guy says he wants something to bang his head on while the disco house groove is playing, so Paco whacks in some heavy tribal bassline. "No, I need something a bit harder, something to bang my head on" comes the reply. By the end of the track, the intensity peaks and the guy can't take the heat. But if you think you can, grab a copy now before the shops close. Excellent. ●●●●● DM

**OBELEX 'WHATEVER' (TECHNO) (OFFSHOOT)**

Obelex consists of Richard George and Corin Tremblain from Bath who make their debut for Hard Hands subsidiary imprint Offshoot. The duo deliver two pumping tech-house tracks that seem to be a bit of a fave with British producers at the moment. 'Whatever' keeps everything simple with deep synth touches and sparse percussions. 'Sublime' sees the two get funky on the keyboard with some cool chords and the added extra of filtering later on. Also there is a Steve O'Sullivan remix of 'Whatever' that is also worth checking. Solid stuff. ●●●●● DM

15 18 THE BEST ALBUM IN THE WORLD - EVER 6  
 19 SPAWN - THE ALBUM (OST)  
 20 RHODES + JULIET (OST)

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Battered files

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25	THE BI								
26	G.H.E.T								
27	PACIF								
28	HISTO								
29	LAST								
30	SPEAK								
31	MM								
32	ELECT								
33	LOVE								
34	IS THE								
35	COCO								
36	MAGI								
37	ROCK								
38	LAZY								
39	TIL BI								
40	LOOK								

# the TOP CHART

[handbag]

THE LW Wks Pos

1	30	2	GIMME SOME LOVE
2	26	2	BE MY BABY/TURN IT UP AND DOWN
3	28	2	OUTLAW
4	12	2	SANBA DE JANEIRO
5	1	4	DONT GO AWAY/ SEXY THING/EVERYBODY JUMP AROUND
6	13	2	RITMO DE LA NOCHE
7	7	3	CALL ME
8	27	7	FREE DAY & HAPPY
9	5	12	ECUADOR
10	NEW	NEW	YOU SEXY THING
11	NEW	NEW	I BELIEVE IN DREAMS
12	19	14	FREED FROM DESIRE
13	NEW	NEW	HOUSE OF JOY
14	NEW	NEW	FALLING INTO YOU
15	NEW	NEW	ONE MORE TIME
16	NEW	NEW	YOUNG HEARTS RUN FREE
17	16	5	BODDY ROCK
18	NEW	NEW	X-RAY
19	NEW	NEW	WHY DON'T YOU DANCE WITH ME
20	35	2	I LIKE THE WAY
21	20	3	HEY LITTLE GIRL
22	4	5	DEEP IN YOU
23	4	5	WHOOOSH
24	NEW	NEW	SOMETHING GOIN' ON
25	10	8	CATCH
26	36	2	REACH 4 THE MELODY
27	15	7	ALL I WANNA DO
28	7	6	JOY
29	29	6	STAY WITH ME TILL DAWN/AMOREUSE
30	NEW	NEW	WHO WANTS TO LIVE FOREVER
31	NEW	NEW	HISTORY GHOSTS
32	5	5	YOUR CARESS (ALL I NEED)
33	33	6	LOVE COMMANDMENTS
34	NEW	NEW	FREE
35	27	2	DUCHESS
36	NEW	NEW	STRICTLY ROLLIN'
37	NEW	NEW	WITCH DOKTOR
38	NEW	NEW	TALLER THAN GOD
39	NEW	NEW	I BELIEVE I CAN FLY
40	18	3	

Artist	Label
Gina G	Eternal
Cayenne	Nakazur
Oliver	RCA
Bellini	Orbit/Virgin
Clock	Power Station
Brasil Fiesta	RCA
Le Click	Logic
Paradee Purple featuring Kym Mazelle	Nemesis/Virgin
Sasha featuring Rodriguez	Multiply
T-Shirt	Eternal
Jackie Rowe	Almighty
Real McCoy	Big Life
Kym Mazelle	Logic
Delicious	Neoteric
Spacetime	Arista
Prince Disease	EMI
Dani Hines	Almighty
Icehouse	SS
Ultra Nalo	AM-PM
Kevin Joy	Mushroom
Whooosh	Central/Eat
Todd Terry featuring Martha Wash & Jocelyn Brown	AM-PM
Sunostrem	Undiscovered/MCA
Victoria Wilson James	Wonderboy
Danni Minogue	Manifesto
Staxx	Palace 5
Blasive	SS
Sarah Brightman	Eternal
Michael Jackson	Klimate
DJ Ravens	Cavaliers
Giselle Jackson	Epic
My Life Story	All Around The World
DJ Quicksilver	Manifesto
First Class	Paraphone
Armand Van Helden	Positiva
Strawpeople	RCA
Kamocology featuring Louise Ennis	ZTX
	Epic
	Branded

### [commentary]

by alan jones



Topping this chart for the fourth time from five singles releases, GINA G's 'Gimme Some Love' nevertheless fought a tough battle with CAPPELLA's 'Be My Baby'/'Turn It Up And Down' and OLIVER's 'Baby', all three records improving by more than 20 places, and finishing astoundingly at the top. Gina's victory is due, at least in part, to fellow Eternal label signees T-SHIRT, whose cover of Hot Chocolate's 'You Sexy Thing' is this week's highest debut at 10, drawing much of its support from DJs who previously backed Clock's version of the same song, causing the latter to slump 1-5. Celine Dion's tender interpretation of 'Falling Into You' was too genteel for clubs...but GUESS WHO? have hammered it into dancefloor submission, their NRGETic reworking earning a number 14 debut. This is the group formerly known as Chimera, whose equally raucy remake of 'Show Me Heaven' was a Pop Chart staple for 15 weeks earlier this year, and is currently 'wowing' 'em at continental hotspots, a sure sign that it will be a CIN sales hit here before the end of the year...Other continental favourites making a home here include BELLINI's 'Samba De Janeiro' (already on two Virgin compilations) and GRAND FIESTA's 'Ritmo De La Noche', while FELICIDAD's extremely irritating 'Dum Dum Deo' is nearing the Top 40...Pop breakers this week include: N-SYNC, TRANS ATLANTIC AIRWAVES, VANILLA, ZIGGY MARLEY, Q-TEX, UB40, PETER ANDRE (promoted as PJA), CODE RED, BACKSTREET BOYS and FRESHBEAT.

CD1: LIMITED EDITION DANNII POSTER PACK ON THE MIX: TROUSER ENTHUSIASTS, CANTARA, DIZZY & SHARP  
 CD2: CD EXTRA INCLUDING THE VIDEO ON THE MIX: TROUSER ENTHUSIASTS, XENOMANIA & D-BOP  
 CASSETTE INCLUDES RADIO EDIT & TINY TIM & THE MEKON DUB

## dannii

ALL I WANNA DO...

IS TOUCH YOU ON... AUGUST 11TH



(TOUCH-TONE-PHONE-ME ON)  
 0591 681 887

SMALL TEXT: NOT RESPONSIBLE FOR THE RECORDS RELEASED AND PROMOTIONS FROM THE RECORDS PROMOTED. THE PHONE TOLL IS NOT AVAILABLE IN CALIF. TO THIS SERVICE. SERVICE PROVIDED BY COLUMBIA SONY. INTERNATIONAL PROMOTION SERVICE UNAVAILABLE IN ANY AREA.

1	1	TILL	Putt Da
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23	23	PIECE	
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Dave Pearce got hooked on radio and club DJing in his mid-teens, starting on a show on Radio Jackie. He then landed a dance music show on BBC Radio London, later moving to GLR. At the same time he launched his own rap label. He joined Kiss FM and later moved to Radio One where he now has three shows: the weekend breakfast show, the After Hours Show and a new show, Radio One Dance Anthems. He also co-hosts the R1 beach parties

# JOCK

dave pearce  
ON HIS BOX

PIC: GP

## top[10]

'YEKE YEKE' MORY KANTE (FR)

"A classic that always evokes a strong reaction – a real feel-good track that works well as a transformation track when following on from someone else's set. I play it all the time."

'LONDON XPRESS' XPRESS 2 (JUNIOR BOY'S OWN)

"This reminds me of my Friday nights in Windsor – a great builder. Junior Boy's Own is one of my favourite labels."

'XRAY FOLLOW ME (SPACE MIX)' SPACE FROG (ENERGISED)

"This is a tune from Germany. It's not that old but it has the most incredible breakdown into an echo-ey, organ-ey bit. Definitely one for a full-on crowd."

### DAVES STEAMIN' 10

- 1 'DON'T BE AFRAID' Moccasin (Heat)
- 2 'WOOSH' Woosh (Wonderbe)
- 3 'GET DOWN/PARTY JUMPING' Brainbushers (Jumping Shocks)
- 4 'LOW DOWN DIRTY MOTHER' Felix Da Housecat (Manhattan)
- 5 'NUCLEAR SHOWER' UK Gals (Tidy Tiar)
- 6 'JUST GETS BETTER' TAR feat Xavier (Catch)
- 7 'SHARP TOOLS VOL 3' The Sharp Boys (Sharp)
- 8 'DREAM MISSION' Global Trance Mission (Spot On)
- 9 'DOWN WITH THE UNDERGROUND' Trevor Peely (white label)
- 10 'WOLD YR HEAD UP' (JONAN BAD BOY MIX) Boris Dugosh (white label)

'NOBODY BEATS THE BIZ' BIZ MARKIE (COLD CHILLIN')

"I played this on my radio show a few times recently. It's from the mid-Eighties when Cold Chillin' was blowing up. It's just so cool."

## [cv]

**BORN:** Walton On Thames, June 14, 1963. **LIFE BEFORE DJING:** "I started DJing at a very early age – on Radio Jackie when I was 15 and still at school."  
**FIRST DJ GIG:** "It was a Radio Jackie gig. I was about 16 and it was at this club in Sutton, but I can't remember what it was called."  
**MOST MEMORABLE GIG:** *Best* – "The first night I put on with Kiss FM at the Astoria. There were about 1,500 people outside trying to get in and the place was rammed. It was in the rave days and there was just such an electric, emotional atmosphere." *Worst* – "Doing a hip hop night at The Wag and Afrika Bambaata walked in to check the night out; at the time he was one of the coolest people on the planet. Just as he came in half the crowd system packed in and everyone started booing. It took ages to get it going again. Also, I was booked to do a night at a reggae club in Luton – it was not a reggae night though – and there was only one turntable there. At the time I wanted to die."  
**FAVOURITE CLUBS:** Progress, Dirty, Sound Factory Bar, New York. **NEXT THREE GIGS:** Cream at Annetta, Ibiza (August 7), Radio One dance party Torquay (15), Liberty's, Torquay (15), DJ TRADEMARK: "My aim when I go out is to play quite an uplifting set. I like to get the crowd what they want. I start light and end up quite banging." **LIFE OUTSIDE DJING:** Presenter of Radio One weekend breakfast show, After Hours show and new show Radio One Dance Anthems; mixed 'Carry On Clubbing', out on Eel in September; compiling a hip hop album; 'trying to decorate my house'



'HALLELUJAH' DOCTOR ALBAN (DUBS)

"A really anthemic vibe. I play this on special occasions and when it breaks down into the chorus it always gets a top reaction. It's guaranteed to put a smile on the face and to send knickers and handtags flying thru the air!"

'FUNK AND DRIVE' ELEVATORMAN (WIRED)  
"I think this came out around 1994. It's got a nice funk, housey feel to it."

'TEARS' FRANKIE KNUCKLES (FFRR)  
"My God what a record! For late night it's my dirty of heaven!"

'FUNKY NUT'  
"I don't know who the artist is and I think it's from Holland. It's sort of hardbop. It changes tempo dramatically several times in the tune. A fun track that never fails to work for me."

'TURN UP THE BASS' TYREE COOPER (DJ INTERNATIONAL)  
"I found this original Chicago hiphouse when I was clearing through some old tracks recently. It still sounds wickedly pumping."

'BORN SLIPPI' UNDERWORLD (JUNIOR BOY'S OWN)  
"What can you say about this track? In my opinion, it's one of the top tunes of the Nineties. Nuff said really."

(COMPILED BY SARAH DAVIS, TEL: 0181-948 2320)

Viggo

Epic

Renée Bourbonais

15 18 THE BEST ALBUM IN THE WORLD - EVER 6

19 SPAIN - THE ALBUM (OST)

20 ROMEO + JULIET (OST)

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- 25 THE BIT GOES ON Snakebite Multiply
- 26 G.H.E.T.O.U.T. Changing Faces Atlantic
- 27 PACIFIC MELODY Airscape Xtravaganza/Epic
- 28 HISTORY/GHOSTS Michael Jackson Epic
- 29 LAST NIGHT ON EARTH U2 Island
- 30 SPEAK TO ME SOMEONE Gene Polydor
- 31 MMBOP Hanson Mercury
- 32 ELECTRICITY Spiritualized Dedicated
- 33 LOVE LADY Damage Big Life
- 34 IS THERE SOMEONE OUT THERE? Code Red Polydor
- 35 COCO JAMBOO Mr. President WEA
- 36 MAGIC CARPET RIDE Mighty Dub Katz ffr
- 37 ROCK ME GOOD Universal London
- 38 LAZY DAYS Robbie Williams Chrysalis
- 39 I'LL BE THERE FOR YOU The Rembrandts East West
- 40 LOOK AT YOURSELF David McAlmont Hut/Virgin

↑ Bullseyed titles are those with the biggest sales gains over last week.

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**MEN IN BLACK THE ALBUM**

**TOP TWENTY COMPILATIONS**

**1 NOW THAT'S WHAT I CALL MUSIC! 37**  
EW/Pop/Gam

**2 NOW THAT'S WHAT I CALL MUSIC! 37**  
EW/Pop/Gam

**3 IN THE MIX 97 - 3**  
Vip/Df

**4 MISS MIX 97**  
Pop/Gam TV

**5 THE BEST DISCO ALBUM IN THE WORLD...EVER!**  
Vip/Df

**6 MEN IN BLACK - THE ALBUM (OST)**  
Columbia

**7 THE FIRST SUMMER OF LOVE**  
San Francisco TV

**8 THE BEST SUMMER ALBUM IN THE WORLD...EVER!**  
Vip/Df

**9 CLUB CUTS 97 - VOLUME 2**  
Taste TV

**10 A DECADE OF IBIZA - 1987-1997**  
Taste TV

**11 100% SUMMER MIX 97**  
Taste TV

**12 THE MOTHER OF ALL SWIMS II**  
Taste TV

**13 MISS MEXI - SMOOTH GROOVES**  
PolyGram TV

**14 HARDROCK HEAVEN - VOLUME 2**  
Hearst Music

**15 THE ULTIMATE SUMMER PARTY ANIMAL**  
Total Infection

**16 SIXTIES SUMMER MIX**  
Taste TV

**17 THE BEST CLUB ANTHEMS...EVER!**  
Vip/Df

**18 THE BEST ALBUM IN THE WORLD...EVER 6**  
Vip/Df

**19 SPANNI - THE ALBUM (OST)**  
Epic

**20 ROMEO + JULIET (OST)**  
Pirella Göttsche

- 25 SHEETER The Brand New Heavies ffr
  - 26 ALL THAT I AM Joe Live
  - 27 GRACELAND Paul Simon Warner Bros
  - 28 OLDER GEORGE Michael Virgin
  - 29 OCEAN DRIVE Lighthouse Family Wild Card/Polydor
  - 30 EVERGREEN Echo & The Bunnymen London
  - 31 TIMELESS Sarah Brightman Coalition
  - 32 BLUR Blur Food/Parlophone
  - 33 SECRETS Toni Braxton LaFace
  - 34 IT'S MY LIFE - THE ALBUM Sash! Multiply
  - 35 MIDDLE OF NOWHERE Hanson Mercury
  - 36 THE BEST OF BOB DYLAN Columbia
  - 37 DESTINATION ANYWHERE Jon Bon Jovi Mercury
  - 38 THE ROCK 'N' ROLL YEARS Cliff Richard EMI
  - 39 MOTHER NATURE CALLS Cast Polydor
  - 40 TELLIN' STORIES The Chordattans Beggars Banquet
- © CIN. Produced in co-operation with the BPI and BARD, based on a sample of more than 1,000 record outlets.

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# INTERNATIONAL FOCUS

## US CHARTWATCH

British acts have had an uninterrupted presence in the Top 10 of *Billboard's* Hot 100 singles chart since Spice Girls' Wannabe vaulted 11-6 on February 1. But that sequence comes to a close this week as Mark Morrison's Return Of The Mack slides 6-11 ending a 15 week run in the top tier. His decline is primarily due to sales buoyancy on the record, which has sold 1.2 million units so far, though in US terminology a "max-single" (12 inch or multi-mix CD) counts as two units.

The chart continues to be dominated by Puff Daddy, Faith Evans & 112's I'll Be Missing You. Now in its ninth week at number one, it has scorched past 3m sales, making it the biggest seller since Los Del Rio's Macarena. Puff Daddy also debuts at number one on the album chart with his first album, No Way Out, selling nearly 561,000 copies. The only debut album to sell more copies on its first week was Stoop Doggy Dogg's Doggy Style, which found 603,000 buyers within seven days of its launch in 1993.

Puff Daddy aside, the highest new entry on the album chart is rock band Lacey's Got The Crap, at number 133, but there's much jockeying for positions with every record in the Top 10 showing movement. Prodigy are displaying admirable tenacity, and their The Fat Of The Land album also has a notch to number six while slightly increasing its six-week-or-week sales. Its total sales in four weeks is \$50,000.

Meanwhile, the pre-release attention attracted by Spice Girls' 2 Become 1 - now in heavy rotation on MTV and in the Top 20 of *Billboard's* airplay chart - has boosted their album



yet again. Spice rises to number three after selling a further 140,000 copies. In the six months since it was released, it has now sold more than 3.2m, according to SoundScan, which compiles the sales information on behalf of *Billboard*.

2 Become 1 is expected to debut inside the Top 10 of the singles chart but this week is a quiet one for Brits, with declines for Mark Morrison, Spice Girls (Say You'll Be There, 13-17), the Bee Gees (35-41), White Town (50-56), Depeche Mode (67-69) and Gina G (62-74). U2 move up (Last Night On Earth, 68-64; Staring At The Sun, 96-94) while Sneaker Pimps reach a new peak of 53 with 8 Underground, which has been stuck at 55 for three weeks. The only new entry from these shores is Lisa Stansfield's cover of Barry White's Never, Never Gonna Give You Up, which debuts at 90.

US's Lisa's first American hit in five years. She started her US career with All Around the World, a 1m-selling major three weeks in 1990 but her next four hits were of increasingly smaller dimensions. Lisa's arrival coincides with the exit of Faithless' Insomnia, which rode the chart for 19 weeks without ever climbing higher than 62. Alan Jones

## UK WORLD HITS

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

GERMANY		FRANCE	
1	TIME TO SAY GOODBYE Sash Brighton/Bocelli	1	IM DREAMING OF YOU Wendie Astor
2	RED MEGGINIA Sheak Australia	2	WHO DO YOU THINK YOU ARE? Shabana Auzan
3	I WANNA BE THE ONLY ONE Eternal	3	YOU MIGHT NEED SOMEBODY Sha Sha Awa
4	YOU'RE NOT ALONE Olav	4	ALONE Dee Dee
5	NAME Depêche Mode	5	JUST BECAUSE YOU LEFT Shabana Auzan
Source: Media Control		Source: IFPI	
AUSTRALIA		SWEDEN	
1	ALONE Eveline	1	YOU KNOW WHAT I MEAN? Dennis
2	YOU SING 2 Bliss	2	I WANNA BE THE ONLY ONE Eternal
3	I WANNA BE THE ONLY ONE Eternal	3	YOU'RE NOT ALONE Olav
4	FOREVER Dannage	4	LOVE SHINE A LIGHT Katie & The Waves
5	INSOMNIA Faithless	5	BITTER SWEET SYMPHONY The Verve
Source: ARIA		Source: GfK IFPI	
AUSTRIA		NETHERLANDS	
1	I WANNA BE THE ONLY ONE Eternal	1	I WANNA BE THE ONLY ONE Eternal
2	LOVE SHINE A LIGHT Katie & The Waves	2	YOU MIGHT NEED SOMEBODY Sha Sha Awa
3	TIME TO SAY GOODBYE Sash Brighton/Bocelli	3	YOU'RE NOT ALONE Olav
4	RED MEGGINIA Sheak Australia	4	BITTER SWEET SYMPHONY The Verve
5	REMEMBER ME The Blue Sky	5	LOVE SHINE A LIGHT Katie & The Waves
Source: IFPI		Source: Decca/Mega Top 100	

## ARTIST PROFILE: CODE RED

South East Asia is rapidly turning a deep shade of Code Red after Polydor launched an elaborate operation to break the boy band in the region.

Nothing has been left to chance by the PolyGram company with a four-pronged invasion plan which has even seen the act recording different versions of the same song for individual territories to maximise possible sales.

"Right from the start we felt the group had major potential in Asia so we put together a fairly conclusive plan," says Alastair Farquhar, Polydor's acting head of international. Farquhar is seeing that foresight paying off with a string of impressive sales across the region, including 75,000 units for a low-price mini-album in Indonesia and 40,000 sales in the Philippines.

An initial visit to Thailand was followed in March this year by the launch of the seven-track mini-album, This Is Our Song... Introducing Code Red, to coincide with a four-week promotional blitz to the region.

"We went to Malaysia, Singapore, Indonesia, Hong Kong, the Philippines and Thailand and we really worked the act," he says.

So successful was the trip that in Cebu in the Philippines alone 8,000 fans turned up to watch them perform at a shopping mall show. Strong support has additionally come from both MTV and Channel V, a situation which will be clearly illustrated on November 18 when the band pick up the best newcomer award and perform at the Asian music channel's awards ceremony in India. Broadcast to 36 countries, the show is expected to attract an



audience of around 200m.

The band are now embarking on the second phase of the operation with a six-week visit starting today (Monday). It incorporates the South East Asian release of their first full album, Scarlet, on August 11. The album, which will not come out in the UK or mainland Europe for several months. It will then be re-promoted for the strategy's third stage with the addition of the debut *Use Me Make It*, which the band will be recording with a local female superstar in each territory.

A tour will follow in the first quarter of next year to complete the Asian plan, by which time efforts to break the band elsewhere will be under way, including in America. "New America has gone post-punk with Hanson, Spice Girls and Backstreet Boys, our US label is very interested," says Farquhar.

Paul Williams

## TRACKWATCH: CODE RED

- 75,000 mini-album sales in Indonesia
- Same album sold 40,000 in Philippines
- Full debut album having initial 17,500 ship across Asia
- Polydor target of half a million album sales by Christmas

## THE PEPSI CHART

#	Title/Artist	Label	#	Title/Artist	Label
1	1. ILL BE MISSING YOU (feat. Faith Evans & 112)	Black Beat	21	21. LAST NIGHT ON EARTH U2	Island
2	2. FREED FROM DESIRE Guns N' Roses	Big Life	22	22. GOTHAM CITY R Kelly	Urban
3	3. ALL ABOUT US Peverly Anice	Meridian	23	23. ILL BE THERE FOR YOU Boyz II Men	Eternal
4	4. EVERYBODY (BACKSTREET'S BACK) Backstreet Boys	Meridian	24	24. TUB THUMPING Chuckie & Friends	BMG
5	5. BLACK EYED BOY Tony Toni Toné	Meridian	25	25. YOU ARE THE UNDISCOVERED COUNTRY New Realities	BMG
6	6. NO MONEY NO PROBLEMS Houston B.G. (feat. Jay-Z)	Meridian	26	26. MIMMOPO Peverly	Meridian
7	7. PICTURE OF YOU Boyz II Men	Meridian	27	27. WHAT A BEAUTIFUL DAY Leavelle	BMG
8	8. BITCH (NOTHING IN BETWEEN) Mavis Staples & Brother 5	Meridian	28	28. CLOSER THAN CLOSE ROSES Big Dipper	Meridian
9	9. C U WHEN U GET THERE Corina	Meridian	29	29. LOVEFOOL Corina	Meridian
10	10. D'YOU KNOW WHAT I MEAN? Puff Daddy	Meridian	30	30. CALIFORNIA DREAMING Warren G & The P.D.s	Meridian
11	11. FREE (feat. Ice Cube)	Meridian	31	31. GUIDING STAR Cass	Meridian
12	12. I WANNA BE THE ONLY ONE Eternal	Meridian	32	32. REMO OF MY LIFE (feat. Dennis Haysbert, Ricki Lake)	Meridian
13	13. A CHANGE WOULD YOU BELIEVE Good Boyz	Meridian	33	33. JUST A GIRL, The Dells	Meridian
14	14. BITTER SWEET SYMPHONY The Verve	Meridian	34	34. PIECE OF MY HEART Shaggy feat. Monie	Meridian
15	15. SOMETHING GOING ON Don Terry	Meridian	35	35. HISTORIC MYSTERY Michael Jackson	Meridian
16	16. MEN IN BLACK Will Smith	Meridian	36	36. EVERYTHING H&M J. Bogen	Meridian
17	17. WHEN WILL ALL THE COWBOYS GO? Pink D'Leo	Meridian	37	37. GET UP! GO INSANE! Jamiro Q. & Project "Beauty" (feat. Jay-Z)	Meridian
18	18. BLUNDED BY THE SUN Anthonio	Meridian	38	38. BRUSHED Paul Weller	Meridian
19	19. EQUADOR Capital	Meridian	39	39. TELL ME IT IS TRUE U2	Meridian
20	20. LADY DAYS Rebbie Williams	Meridian	40	40. TARANTINO'S NEW STAR Herbie And Sons	Meridian

## VIRGIN RADIO CHART

#	Title/Artist	Label	#	Title/Artist	Label
1	1. WHITE ON BLONDE Tene (Mercury)	Mercury	21	21. GRACELAND Paul Simon	Mercury
2	2. OK COMPUTER Pink Floyd	Mercury	22	22. TELLIN' STORIES The Chiffons	Mercury
3	3. SHERYL CROW Show Crew	Mercury	23	23. FLAMING PIE Paul McCartney	Mercury
4	4. DO IT YOURSELF Suburban	Mercury	24	24. GUNS IN THE GHEETTO U2	Mercury
5	5. I COULD HATE YOURSELF Fun Lovin' Criminals	Mercury	25	25. REPUBLICA Republica	Mercury
6	6. HEAVY SOUL Paul Weller	Mercury	26	26. ODEAL Back	Mercury
7	7. SONGS FROM NORTHERN BRITAIN George Jones	Mercury	27	27. BLUE IS THE COLOUR The Beautiful South	Mercury
8	8. VANISHING POINT Paul Simon	Mercury	28	28. GLOW IN THE DARK	Mercury
9	9. ALISHA RULES THE WORLD Alisha Aydin	Mercury	29	29. JAGGED LITTLE PILL Alisha Aydin	Mercury
10	10. STOOH Sash Australia	Mercury	30	30. THE BENDS The Bends	Mercury
11	11. POP U2	Mercury	31	31. THE WAR OF THE WORLDS Jethro Tull	Mercury
12	12. WHAT'S THE STORY... MORNING GLORY Oasis	Mercury	32	32. SOME OTHER SUCKER'S PARADE De La Soul	Mercury
13	13. EVERGREEN Echo & The Bumpkins	Mercury	33	33. SET PEPPER'S LONELY HEARTS CLUB BAND The Real Gone Band	Mercury
14	14. TRAVELLING WITHOUT MOVING James Taylor	Mercury	34	34. THE JOSHUA TREE U2	Mercury
15	15. OCEAN DRIVE Lighthouse Family	Mercury	35	35. EVERYTHING MUST GO Music Street Productions	Mercury
16	16. IN THE BEST OF US Ben Diner	Mercury	36	36. MOSELEY SHIELDS Oasis	Mercury
17	17. OLDSER George Michael	Mercury	37	37. DEFINITELY MAYBE Oasis	Mercury
18	18. DESTINATION ANYWHERE Jon Bon Jovi	Mercury	38	38. THE BEATLES 1967-1970 The Beatles	Mercury
19	19. BLUR Blur	Mercury	39	39. IN IT FOR THE MONEY Boyz II Men	Mercury
20	20. MOTHER NATURE CALLS Corina	Mercury	40	40. BLUE LINES Massive Attack	Mercury

# R&B SINGLES

This	Last	Title	Artist	Label	Cat. No. (Distributor)
1	1	I'LL BE MISSING YOU	Puff Daddy & Faith Evans	Puff Daddy/Arista	HQ2-4991 (BMG)
2	2	C U WHEN U GET THERE	Cozbi featuring 40 Thru	Tommy Boy CD/TBCD	785 (VIRUS)
4	NEW	TOSS IT UP	Makavi	Interscope	INT 85521 (BMG)
5	4	G.H.E.T.T.O.U.T.	Changing Faces	Atlantic	AT 00327 (W)
6	3	GOTHAM CITY	R Kelly	Jive	JIVET 423 (F)
7	1	I WANNA BE THE ONLY ONE	Eternal featuring BeBe Winans	EMI	CD-CEEM 472 (E)
8	NEW	LOVE LADY	Damage	Big Life CD/BLPDA	124 (P)
9	6	HISTORY/GHOSTS	Michael Jackson	Epic	- (S&M)
10	8	HOW COME, HOW LONG	Babyface featuring Stevie Wonder	Epic	EP-56462 (S&M)
11	5	SAY NOTHIN'	Omar	RCA	74215/503991 (BMG)
12	NEW	FEEL THE NEED	G Nation featuring Rosie	Cocacola	12CDJOL 327 (E)
13	NEW	EXPRESS YOURSELF	Jimi Polo	Perfecto	PERF 1487 (W)
14	9	LOOK INTO MY EYES	Bone Thugs-N-Harmony	Epic	6647886 (S&M)
15	10	ALL THAT GOT IS YOU	Ghostface Killah	Epic	6648846 (S&M)
16	13	YOU ARE THE UNIVERSE	The Brand New Heavies	Irish	BNHK9 (F)
17	23	ON & ON	Eykhah Badu	Universal	UNT 56117 (BMG)
18	16	I BELIEVE I CAN FLY	R Kelly	Jive	JIVET 415 (F)
19	12	SOMEBODY LIKE YOU	Elate	VC Recordings	VCRT 22 (E)
20	18	YOU MIGHT NEED SOMEBODY	Shola Ama	WEA	CD-WEA 057001 (W)
21	15	SLOW FLOW	The Braxtons	Atlantic	AT 00171 (W)
22	17	HARD TO SAY I'M SORRY	Az Yet	LaFace/Arista	74221/481481 (BMG)
23	20	IN MY BED	Dru Hill	Fourth & Broadway	CD/BRCO 353 (F)
24	14	STOP BY	Rahsaan Patterson	MCA	MCS1 48555 (BMG)
25	11	BABY COME TO ME	Alexander O'Neal & Cherelle	One World	OWE1 (DISC)
26	19	WE TRYING TO STAY ALIVE	Wyclef Jean/Refugee Allstars	Columbia	CD-6646815 (S&M)
27	22	I'LL BE	Foxy Brown featuring Jay Z	Def Jam	5710431 (F)
28	30	HYPNOTIZE	The Notorious B.I.G. Puff Daddy/Arista	7432/465611 (BMG)	
29	21	I DON'T WANT TO	Toni Braxton	LaFace	CD-74321/468812 (BMG)
30	33	BLOOD ON THE DANCE FLOOR	Michael Jackson	Epic	CD-664625 (S&M)
31	31	WHAT'EVER	En Vogue	East West	EW 23627 (W)
32	NEW	REMEMBER ME	The BlueBoy	Pharm	12PHARM 1 (TRC/BMG)
33	38	WONDERFUL TONIGHT	Damage	Big Life	CD-BLPDA 134 (P)
34	24	HEY DJ! (PLAY THAT SONG)	N-Type	Telstar	CD-CCSTAS 2855 (BMG)
35	28	CAN WE	SWV	Jive	JIVET 423 (F)
36	28	CRUSH ON YOU	Lil' Kim	Atlantic	AT1009 27 (W)
37	29	NEVER, NEVER GONNA GIVE YOU UP	Lisa Stansfield	Arista	CD-7401490385 (BMG)
38	32	DON'T WANNA BE A PLAYER	Joe	Jive	JIVET 410 (F)
39	NEW	TWISTED	Ke\$ha Sweet	Elektra	EKR 2237 (W)
40	25	DAYS OF YOUTH	Laurena	Epic	66486336 (S&M)

© C.M. Compiled from data from a panel of independents and specialist multiples.

# DANCE SINGLES

This	Last	Title	Artist	Label	Cat. No. (Distributor)
1	NEW	GET UP! GO INSANE!	Stretch 'n' Vern presents Maddog	Irish	FX 304 (F)
2	NEW	MO MONEY MO PROBLEMS	The Notorious B.I.G. Puff Daddy/Arista	7432/492491 (BMG)	
3	NEW	BELO HORIZONTI	Heartsize	VC Recordings	VCRT 23 (E)
4	2	MAGIC CARPET RIDE	Mighty Dub Katz	Irish	FX 306 (F)
5	1	MOMENT OF MY LIFE	Billy 2/Arca featuring Melih Wally	95and103 CD/95M51	
6	3	LET THE BEAT HIT 'EM	Sharna	VC Recordings	VCRT 26 (E)
7	NEW	PACIFIC MELODY	Airscape	Xtravaganza/EMI	0081160 EXT (TRC/BMG)
8	NEW	DON'T BE AFRAID	Moonman	Heat Recordings	HEAT12 009 (W)
9	NEW	DANCING IN OUTER SPACE (MASTERS AT WORK)	Amoska	Dorian/Recordings	SUSA-15-RTM05G
10	NEW	TOSS IT UP	Makavi	Interscope	INT 85521 (BMG)
11	8	FREED FROM DESIRE	Gala	Big Life	BLRT 135 (P)
12	NEW	GET UP STAND UP	Phunky Phantom	Distinctive	DISNT 30 (ADD)
13	NEW	THE BIT GOES ON	Sraksibe	Multiply	12MULTY 22 (TRC/BMG)
14	NEW	EXPRESS YOURSELF	Jimi Polo	Perfecto	PERF 1487 (W)
15	6	SOMETHING GOIN' ON	Todd Terry	Manifesto	FEK 35 (F)
16	17	G.H.E.T.T.O.U.T.	Changing Faces	Atlantic	AT 00327 (W)
17	9	FLAMING JUNE	BT	Perfecto	PERF 1487 (W)
18	14	TOKYO STEALTH FIGHTER	Dave Angel	Fourth & Broadway	12BRW 355 (F)
19	4	CASH TILL/SUB ZERO	Mask & Swabe/3 Way	Dope Dragon	DRRAG018 (S&M)
20	NEW	THE MISSION	Hoax	Moving Shadow	SHADOW 105 (S&M)
21	NEW	SPIRIT - THE REMIXES	Kraichi	React	12DOP 005 (W)
22	NEW	THE CYCLE OF LIFE	Adriatic Ocean	Eastern Bloc	BLOC 1067 (P)
23	26	NUCLEAR SHOWER	Uki Gold	Tidy Trax	TIDY 109 (TW/P)
24	NEW	FOLLOW THE SUN	Triple J	Cued	CUED 218 (S&M)
25	NEW	SUNSTROKE	Chicane	Club Tools	003596 CLU (P)
26	25	SPIN SPIN SUGAR	Sneaker Pimps	Clean Up	CLUP 032 (W)
27	NEW	LOOK AT ME NOW, FALLING	Maas	Soma Recordings	SOMAS 54 (W/DISC)
28	NEW	CRUSH ON YOU	Lil' Kim	Atlantic	AT1009 27 (W)
29	NEW	FEEL THE NEED	G Nation featuring Rosie	Cocacola	12CDJOL 327 (E)
30	10	VOLUME THREE	Sharp Tools	Sharp	SHARP 009 (W)

# DANCE ALBUMS

This	Last	Title	Artist	Label	Cat. No. (Distributor)
1	NEW	ALL THAT I AM	Joe	Jive	HIP 183/PAPO 103 (P)
2	1	NO WAY OUT	Puff Daddy & The Family Puff Daddy/Arista	781232/138-37024 (BMG)	
3	2	THE FAT OF THE LAND	The Prodigy	AL/Reprise	NLP 021/0143C 126 (S&M)
4	3	TUFF JAM PT'S UNDERGROUND FREQUENCIES - 1	Various	Savanna	342794801/3401749884 (BMG)
5	NEW	THE ART OF WAR	Bone Thugs-N-Harmony	Epic	4983801/4893804 (S&M)
6	NEW	HIP HOP DON'T STOP 2	Various	Solid State	SOLIDLIP 11/501/0106C 11 (V)
7	NEW	BIOLOGICAL RADIO	Dreadzone	Virgin	- (TCV 2803 (E))
8	NEW	TURN THE DARK OFF	Howe B	Polydor	537384/53753344 (E)
9	5	MEN IN BLACK - THE ALBUM (OST)	Various	Columbia	48811221/48811224 (S&M)
10	NEW	KISS MIX 97	Various	Polygram	TV 553842 (F)

# SPECIALIST CHARTS

9 AUGUST 1997



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# MUSIC VIDEO

This	Last	Artist	Title	Label	Cat No	56	13	BACKSTREET BOYS Backstreet Boys	Virgin	VCD34
1	1	SPICE GIRLS	Spice Official Video Volume 1	Virgin	VCD34	14	14	MICHAEL JACKSON	Video Greatest Hits - History	SMV Epic 50125
2	2	MICHAEL JACKSON	History On Film - Volume II	SMV Epic	50122	18	21	THE PRODIGY	Electronic Punks	XL Records/A&M 1157
3	3	SPICE GIRLS	Spice Power (audio/short)	Virgin	VCD34	19	21	JOE SATRIANI, ERIC JOHNSON, STEVE VAUGHAN	Live In Concert	SMV/Columbia 5157
4	4	BACKSTREET BOYS	Live In Concert	Virgin	VCD34	20	25	TINA TURNER	Without Tears	Feedback/Fusion 1581
5	5	OASIS... There & Then		Capitol	50123	21	25	ORIGINAL CAST	Body-Body Body Story	Video Collection VCD356
6	6	QUEEN	Live At The O2 Arena	Capitol	50123	22	27	SHREY CAS	Live From The Palatium	VAL 45083
7	7	MICHAEL FLATELY	Live On The Dance	Capitol	50123	23	24	QUEEN	Live At Heavens - The Files	Watersworld VCD360
8	8	JON BON JON	Destination Anywhere	Capitol	50123	24	26	BOYZONE	Said And Done	VAL 45083
9	7	PETER ANDRE	Natural - The Video	Mushroom	VCD360	25	26	ULTRA	Official Global Network Jankies	Dubzone VCD360
10	12	BILL WHELAN	Riverdance - The Show	Mushroom	VCD360	26	27	LUCIANO PAVAROTTI	The Official Story Of Pavarotti	Feedback/Fusion VCD375
11	16	MICHAEL BALL	The Musicals... & More	BMG Video	VCD4034	27	22	DANIEL O'DONNELL	The Classic Live Concert	Riz 40320
12	13	BILL WHELAN	Riverdance - New Show	BMG Video	VCD4034	28	29	RADIOHEAD	25 12 - The Astoria Live Concert	PHM 1MPE4103
13	18	BOYZONE	Live At Wembley	Capitol	50123	29	29	CROWDED HOUSE	Forever To The World	PolyGram Video VCD4104
14	10	BLES BROTHERS	The Best Of	Video Collection	VCD4104	30	29			
15	11	LUCIANO PAVAROTTI	Pavarotti	Music Club	MC219	31	31			

# INDEPENDENT SINGLES

This	Last	Title	Artist	Label	(distributor)
1	1	C U WHEN U GET THERE	Cozmo feat 40 Thvez	Backstreet Boys	Tommy Boy TBCD75 (D/MS)
2	2	EVERYBODY (BACKSTREET BACK)	Backstreet Boys	Jive JIVECD426 (P)	2
3	3	D YOU KNOW WHAT I MEANT?	Oasis	Creation CRECD26 (3MV/V)	3
4	3	FREED FROM DESIRE	Gala	Big Life BRLD135 (P)	4
5	4	GOYAKIM CITY	R Kelly	Jive JIVECD426 (P)	4
6	4	THE MAGIC PAPER (OF LOVE)	Ewlyn Collins	Setsna SETCD041 (P)	5
7	5	PROMISE	Delirious?	Farjana T CDUR915 (TP)	7
8	6	SHAKE YOUR BODY (DOWN TO...)	Full Intention	Sugar Daddy CDSTR12 (P)	8
9	5	THE INTERNATIONAL LANGUAGE...	Super Furry Animals	Creation CRECD269 (3MV/V)	9
10	7	OUT OF MY HEAD 97	Marradonna	Sogoa SPCD1 (MO)	10
11	8	PUSSYCAT	Mulu	Dedicated MUL90CD1 (V)	11
12	8	BABY COME TO ME	Alexander O'Connell & Cheryl	One World Entertainment ONE021 (DIS)	12
13	9	DIRT	Death In Vegas	Creation CRECD269 (3MV/V)	13
14	10	THE AGE OF LOVE - THE REMIXES	Age Of Love	React CDREACT100 (V)	14
15	9	MR.FIXIT	Rootjones	RAGE RAGECD3 (P)	15
16	9	AIN'T THAT ENOUGH	Teenage Fanclub	Creation CRECD269 (3MV/V)	16
17	12	I BELIEVE I CAN FLY	RKelly	Jive JIVECD415 (P)	17
18	13	WHATEVER	Oasis	Creation CRECD 195 (3MV/V)	18
19	14	THE JOURNEY	Lowclub	Palings PLAT3CD (SM)	19
20	15	DANCE 2 DISCO	Com 2	Top Banana TOPCD9 (D/MS)	20

# INDEPENDENT ALBUMS

This	Last	Title	Artist	Label	(distributor)
1	1	SONGS FROM NORTHERN BRITAIN	Teenage Fanclub	Creation CRECD196 (3MV/SM)	Creation CRECD178 (3MV/SM)
2	2	VANISHING POINT	Primal Scream	Creation CRECD196 (3MV/SM)	Skunk Anansie
3	2	STOOSH	Skunk Anansie	One Little Indian TPLP 85CD (P)	Oasis
4	3	(WHAT'S THE STORY) MORNING...	Oasis	Creation CRECD 189 (3MV/V)	Beggars Banquet BB0CD190 (RTH/D/MS)
5	4	TELLIN' STORIES	Charlatans	Dedicated DEDCD104 (3MV/V)	Paradise Lost
6	4	LADIES & GENTLEMEN WE ARE ...	Spiritualized	Musica For Nations COMFNX222 (P)	Lincoln
7	5	ONE SECOND	Paradise Lost	Line Vinyl UNL00522 (P)	Oasis
8	6	DISSENT	Lincoln	Creation CRECD 168 (3MV/V)	Sneaker Pumps
9	7	DEFINITELY MAYBE	Oasis	Clean Up CUP 02CD (V)	Delirious?
10	8	BECOMING X	Sneaker Pumps	Furiosa? FURYCD1 (11 P)	Big Life
11	9	KING OF FOOLS	Delirious?	Big Life BRLCD21 (P)	Suede
12	14	FOREVER	Damage	Nude NUDE 6CD (3MV/V)	Elevator Music ELEVCD28 (2 V)
13	16	COMING UP	Suede	Nude NUDE 6CD (3MV/V)	Space
14	10	PLACED	Elevator Music	Go! Discs GDC1 (11P)	Depeche Mode
15	18	SPIDERS	Space	Mute CDSTUMM148 (RTH/D/MS)	Stone Roses
16	15	ULTRA	Depeche Mode	Silverstone DRCD 502 (3MV/V)	Skunk Anansie
17	11	Slow Roses	Stone Roses	One Little Indian TPLP 85CD (P)	Backstreet Boys
18	17	PARANOID & SUNBURNT	Skunk Anansie	Jive JIVE 519 (P)	Bentley Rhythm Ace
19	20	BACKSTREET BOYS	Backstreet Boys	Skint BRASS15CD (3MV/V)	
20	20	BENTLEY RHYTHM ACE	Bentley Rhythm Ace		

# COUNTRY

This	Last	Title	Artist	Label	(distributor)
1	1	SONGS OF INSPIRATION	Daniel O'Donnell	Riz RITZCD 709 (P)	11
2	2	SO LONG SO WRONG	Alicia Krauss & Union Sn	Rounder ROUND0805 (DIR)	12
3	4	WITH YOU IN MIND	Charlie Landsborough	Riz RITZCD 078 (P)	13
4	3	LEE ANN WOMACK	Lee Ann Womack	Universal MCD1185 (BM)	14
5	5	STONES IN THE ROAD	Mary Chapin Carpenter	Columbia 476792 (SM)	15
6	7	EVERYWHERE	Tina McGraw	Capr CDRC0039 (P)	16
7	8	BLUE	Laura Rimes	Capr CDRC0028 (P)	17
8	5	BLUE ROSES FROM THE MOONS	Nanci Griffith	Elektra 75593052 (W)	18
9	6	IN PIECES	Garth Brooks	Liberty CDST 2112 (E)	19
10	9	MUSIC FOR ALL OCCASIONS	Mavericks	MCA MCD 1134 (BM)	20

# MID PRICE

This	Last	Title	Artist	Label	(distributor)
1	1	PABLO HONEY	Radohead	Parlophone DCPCS 7360 (E)	11
2	2	BLUE LINES	Massive Attack	Wild Bunch WBRC0 1 (F)	12
3	3	MTV UNPLUGGED EP	Maxwell	Columbia 488252 (SM)	13
4	4	STONE ROSES	Silvertone	Creation CRECD 502 (P)	14
5	18	OFF THE WALL	Michael Jackson	Epic 4508961 (SM)	15
6	3	CMC&C AD...	Enigma	Virgin International COVR 15 (P)	16
7	9	TRACY CHAPMAN	Tracy Chapman	Elektra EKT4602 (W)	17
8	4	THE PIANO - OST	Michael Nyman	Virgin COVEX19 (E)	18
9	11	A NORTHERN SOUL	The Vevee	Hot CHUT12 (P)	19
10	7	BROTHERS IN ARMS	Dixie Straits	enigma 484592 (F)	20

# ROCK

This	Last	Title	Artist
1	1	TRAGIC KINGDOM	No Doubt
2	2	STOOSH	Skunk Anansie
3	10	ELECTRIC LADYLAND	Jimi Hendrix
4	4	DESTINATION ANYWHERE	Jon Bon Jovi
5	3	ONE SECOND	Paradise Lost
6	5	GLOW	Roaf
7	6	CRYPTIC WRITINGS	Magadhath
8	7	NEVERMIND	Nirvana
9	9	THE COLOUR AND THE SHAPE	Fo Fighters
10	8	ALBUM OF THE YEAR	Faith No More

# SPOKEN WORD

This	Last	Title	Artist	Label	(distributor)
1	2	I'M SORRY I HAVEN'T A CLUE 3	Original Radio 4 Cast	BBC 2B8C 1889 (P)	
2	1	RUTH RENDELL - ROAD RAGE	George Baker	Random House BC21 (EBS)	
3	3	SIR LES PATTERSON LIVE	Barry Humphries	Music Collection BBC Radio Collection 2B8C2802 (P)	
4	4	THE NAVY LARK - ADMIRAL'S...	Original Cast Recording	Harpur Collins HCA49 (TRC)	
5	5	THE X FILES - SOULIZEE	Keyi Shals	Time 21255 (DISC)	
6	10	BARNEY'S FAVORITES	Original Cast Recording	Macmillan MAB10 (TRC)	
7	8	THE UNOFFICIAL X-FILES COMPANION	Bob Sherman	Macmillan MAB10 (TRC)	
8	4	BARNEY'S BEST IMAGINE	Original Cast Recording	Time 21255 (DISC)	
9	9	THE NATION'S FAVORITE POEMS	Original Radio 4 Cast	BBC 2B8C 1889 (P)	
10	9	THE NEW UNOFFICIAL X-FILES...	Bob Sherman	Macmillan MAB10 (TRC)	

## BEHIND THE COUNTER

## ANTHONY ORTON, Way Ahead, Nottingham

"New releases have been thin on the ground this week, but we're still coasting with The Prodigy's album. We're selling it at a very competitive price and our windows are plastered with posters and record sleeves advertising the fact. The only new album that is picking up substantial sales is the Spawn soundtrack, which is selling to our core dance/indie customers. We would have expected loads of kids to be in at this time of year, but it's surprisingly quiet. A lot of people have been asking about upcoming albums from The Wildhearts and DJ Shadow. Portishead should also be really big for us in September, despite the fact they've been off the map for a couple of years. Personally, I'm looking forward to the Gravediggaz' new one, but as a hip hop fan I seem to be in a minority around here."

## ON THE ROAD

## JANE CULPIN, EMI rep, West End and N London

"Peter Cox is selling really well around London this week, even though the single only went in at number 37. We're working hard on building profile for Howard New whose next Parlophone single has the potential to be massive. There is a real buzz about Meredith Brooks at the moment. A lot of people reckon she is the next Sheryl Crow or Alanis Morissette and her forthcoming album is really going to get noticed. We've currently got some great deals going for indie stores with our Pink Floyd, Beatles and Parlophone campaigns. The limited-edition boxed sets and samplers have made the Pink Floyd 30th anniversary promotion particularly popular. Next week, we're getting lap-top PCs so we'll be able to dazzle customers with complete account histories right at our finger-tips."

## IN THE SHOPS THIS WEEK

## NEW RELEASES

It was a very quiet week for new albums, although indie stores made a killing with the Spawn soundtrack. Its nearest contenders were Drezzone and Hip Hop Don't Stop 2, with other TV advertised albums such as Kiss Mix 97 rearing up towards the weekend. Single business was led by Peter Andre, Texas, 2Pac, Paul Weller, Belle & Sebastian and China Drum.

## PRE-RELEASE ENQUIRIES

Singles - Kym Mazelle, Will Smith, Human Nature, Genevieve, The Wildhearts, Chumbawamba, Mary J Blige; Albums - The Verve, Gravediggaz, DJ Shadow, Portishead, Oasis, The Wildhearts, Divine Works, Fairport Convention, SWV

## ADDITIONAL FORMATS

Texas single in Digipak with poster, Paul Weller album in Digipak, Primus album in collector's packaging, Hardcore Heaven Vol 2 in Digipak with velcro patches

## IN-STORE

Windows - Will Smith, Fresh Hits 97, Kym Mazelle, Totally Wired 18, Pure Hits 97, Autentico Hits 97 - Frank Sinatra, Olive, Mary J Blige, Wet Wet Wet, Fairport Convention, Fresh Hits 97 - Will Smith, Barry Manilow, Divine Works, Billy Ocean, Best Dance Album In The World...Ever!, His Zone Summer 97

## MULTIPLE CAMPAIGNS

Single - Kym Mazelle; In-store and press ads - British composers promotion, Kym Mazelle, Divine Works, Totally Wired 18, Discover The Classics, TV advertising - Fresh Hits 97 (Anglia)

Single - Will Smith; Album - Fresh Hits 97; In-store - L1 Kim, Olive, Mary J Blige, Wet Wet Wet, Pure Hits 97, Best Dance Album In The World...Ever!, Frank Sinatra, U2, Billy Ocean, Best Latin Carnival Album In The World...Ever!, Vibrations, Divine Works, Dream Mixes, Summer sale with CDs from £2.99

In-store - The Prodigy, Oasis, Gary Barlow, Essential Bread, Royal Paganini Of The Horse, Sarah Brightman, Classic FM Midnight Moods, Erika, Cinema Choral Classics, Voices From Heaven, Friends, 101 Dalmatians - Live Action, Buy Alaska and Get Andre The Seal for £2.99, Flipper, Babystyres' Club

Windows - Illumination, Ry Cooder, Andrea Bocelli, David Helfgott; In-store - discounted Nimbus box sets, EMI All Time Greats, Musicians Of The Globe, Maria Callas, Piano Dreams, Collins Classics

## TELEVISION

**9.8.97**  
Mashead, featuring Human Nature, ITV, 9.25-11.30pm  
Four Gates To Eyndshourne: Marc Laho sings the title role in Rossini's La Comte Doy, Channel 4, 7-10pm  
National Lottery Live, features Damage, BBC1 7.45-8.05pm  
**10.8.97**  
Folly Booked, featuring Human Nature, BBC2 9.30pm-noon  
**11.8.97**  
The Bridge: Shawn Colvin special, VH-1, 10.30-11pm

Classic Albums: Stevie Wonder - Songs In The Key Of Life, BBC1, 11.20pm-12.25am  
**12.8.97**  
National Lottery Live, featuring Human Nature, BBC1, 9.8-15pm  
**14.8.97**  
Videotext, featuring Danni Minogue, Carlton, 6.20-7pm  
The Proms 97, the BBC National Orchestra Of Wales performs Beethoven's Pastoral Symphony, BBC1, 10.50-11.40pm  
**15.8.97**  
Phoenix Festival, with Jamiroquai, Black Grape and David Bowie, MTV, 9.30-10pm

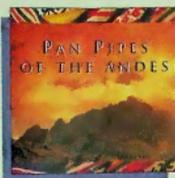
## 9.8.98

Nanci Griffith In Concert, during her recent UK tour, Radio Two, 5.30-6.30pm  
Prims 97, featuring a programme of Vaughan Williams, Sibelius and Sir Michael Tippett, Radio Three, 7.28-10pm  
The Brecon Jazz Festival, featuring Courtney Pine, Radio Two, 10.03-11pm  
**10.8.97**  
DJ Nicky Holloway reports from Ibiza on the 12th anniversary of its club scene, Radio One, 9-10pm  
**11.8.97**  
Radio One Roadshow, with Dolly and The

Supernaturals, followed by Jon Bon Jovi (12.8), Mark Owen (13.8) and Divine Comedy (15.8), Radio One, 11.30am-12.30pm  
**12.8.97**  
Prims 97: Pierre Boulez conducts the Gustav Mahler Youth Orchestra, Radio Three, 7.9-15pm  
**14.8.97**  
The Deniece Williams Show, featuring Glen Campbell, Radio Two, 9.03-9.30pm  
**15.8.97**  
India Five 01, presented by John Peel and featuring Black Star Liner and Future Soundz Of India, Radio One, 10pm-midnight

## EXPOSURE

## RADIO



CD 300172 / MC 300174



CD 305932 / MC 305934



CD 303542 / MC 303544



CD 307612 / MC 307614



CD 301772 / MC 301774

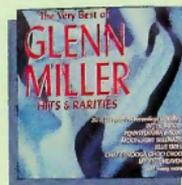
12 extra reasons  
why more people  
continue to buy  
HALLMARK  
than any other  
budget album  
label\*



CD 302032 / MC 302034



CD 350822



CD 301192 / MC 301194



CD 390132



CD 391192



CD 330012 / MC 330014



\*Hallmark - the No. 1 budget album label  
from 1996 to June 1997 (Source: CIN)



CD 300012 / MC 300014

There are over 800 titles in the Hallmark catalogue.

Order from Technicolor Telesales on 0181 810 5061 or Fax on 0181 810 5761  
or from your Carlton Home Entertainment Sales Representative

The packaging of budget releases has often veered towards the cheap and cheerful rather than the stylish and elegant. But that is all in the past...

The days when budget releases could be instantly identified by fuzzy photos, minimal packaging and poor-quality sleeve designs are long gone. Majors such as EMI, PolyGram and BMG are helping to bury the cheap-and-nasty past by taking a more serious, aggressive approach to re-priming their extensive back catalogues.

They are now offering ever grander, more up-market packages and designs to gain further respect and support from retailers and record buyers. Inevitably this means that labels' profit margins are squeezed. But if they do not offer classily designed covers,

extensive sleeve notes and full track details, they will struggle to attract increasingly sophisticated and discerning consumers. Indeed, labels can no longer afford to offer anything less if they are to win the battle for shelf space.

For many, the challenge is to out-innovate their competitors. Next year, for example, Castle Communications, one of the sector's longer-established specialists, is hoping to introduce laser-cut designs in a bid to stay ahead of the market.

"You have to do something different now to get noticed," says Castle's label manager Ken Thurgood. "It's not so bad with established artists such as Nat King Cole or John Lee Hooker, but we are all looking to get an edge with collections of hits from the Sixties and Seventies and stuff that everyone else has."

Nevertheless, as Michael Neidus, head of product development at Sound & Media, says, there are still labels which fall far short of the industry's standards. "When we launched two and a half years ago, we decided that under no circumstances would we compromise any release by downgrading design," he says. "Regardless of price point, the products must stand up beside full-price releases. If it's back catalogue, it should be made to be collectible. It beggars belief that some companies still don't appreciate this."

Neil Kellas, product manager at Target Records/Delta Music, agrees. "Most sales for low-price product are impulse buys, so the product has to be desirable to the customer at first sight," he says. "It has to look professional and be attractive, informative and special."

But not all low-price labels adopt the same approach. Classical market-leader Naxos, for example, has always opted for a low-key generic look for its vast catalogue of low-price albums.

Naxos promotions manager Alex Spicer claims the policy sends out a specific message which customers easily understand. "Classical records are very expensive to record. By using distinctive white sleeves with a discreet photograph, we show people that what they are paying for is the music and not the packaging," she says.

Usually in the low-price sector, Naxos concentrates largely on original recordings rather than licensed catalogue and is hoping this formula will

"You have to do something different now to get noticed."

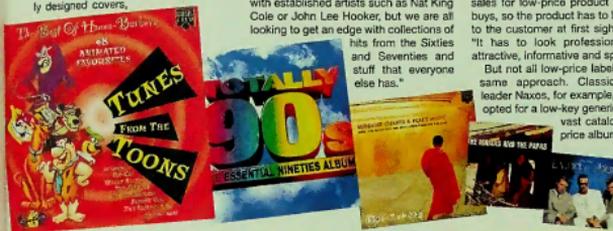
We are all looking to get an edge" - Ken Thurgood, Castle

prove equally successful when applied to its new jazz range, which was launched last month.

Other labels prefer to tailor designs to individual releases even when in the case of MCI's Music Club and Sound & Media's Club Classics imprints, they are trying to establish immediately recognisable branding.

Many, such as Tring International, now have their own in-house studio and design teams dedicated to creating ever

Continued on page 29 >



## HALLMARK ENJOYS CHART-TOPPING PERFORMANCE

Not only did Carlton's Hallmark label retain its title as the number one low-price label for the fourth quarter in succession, but it also boosted the period's best-selling album, too, with Best Of New Country Line Dance, which has racked up more than 50,000 sales since it was released in January.

### LOW-PRICE MARKET SHARES BY COMPANY (% SECOND QUARTER 1997)

1	Carlton	13.8
2	EMI Gold	10.1
3	Music Collection	9.7
4	Castle Communications	7.5
5	HNH (Naxos)	5.3
6	Entertainment Today	4.0
7	Crimson	3.8
8	Tring	3.3
9	Camden BMG	3.2
10	EMI Premier	2.8
11	PolyGram Classics	2.6
12	Universal Music	2.3
13	Spectrum	2.2
14	Virgin	2.1
15	Columbia	2.0
16	Dicky Communications	1.8
17	Delta	1.8
18	BMG Conifer	1.4
19	The Hit Label	1.3
20	Sound & Media	1.3

Source: C/I

Carlton revived the Hallmark label two years ago and it quickly made its mark.

It now has a range of more than 650 titles aimed squarely at lapsed buyers and non-traditional outlets, embracing a broad cross-section of styles - including jazz, country, reggae, easy listening, musicals and pan pipes - and a wide

range of big name artists such as Eric Clapton, Nat King Cole and Luciano Pavarotti.

A deal struck with Asda at the end of 1995 to provide the supermarket chain with an exclusive super-budget product line played a key part in helping the label keep its position at the top during the April to June period.

"We're obviously delighted to be top of the tree and we aim to stay there," says Carlton's head of audio product Graham Budd. "We studied the market before we launched and came to the conclusion that it's basically down to the people wanting familiar artists and familiar songs rather than serious music buyers."

Carlton is hoping the label will scale new heights later in the year with its television advertising campaign in the Central TV region for its new releases. "If it works, we'll consider airing it in other regions," says Budd.

Carlton ended the quarter nearly six points clear of its nearest competitors with 13.8% of the low-price market. Meanwhile, EMI Gold and Music Collection were slugging it out for second place. Both added to their market share and less than half of one percentage point separated them, with the major bearing the independent 10.1% to 9.7%.

The fact that EMI Gold had a title in the quarter's top 10 - Dr Hook's Sharing The Night Together - may have been the deciding factor, although it should be noted that Music Collection put on a greater surge to increase its share of the market by 14%.

Indeed, just to prove that individual bestsellers are not always a reliable market share indicator at the budget

price point, Castle Communications, with titles at number seven (The Best Of The Kinks) and number nine (Hits of The 70s - Love Hurts), tumbled from second to fourth position, shedding 31% of its first quarter share along the way to settle with only 7.5% of the quarter's business.

At the same time, PolyGram's Spectrum imprint, with three Top 10 titles - The Best Of Elkie Brooks, Abba's The Music Still Goes On and James Last's Tenderly - only reached the number 13 position.

Further down the chart, the Woolworth/EUK-created Crimson range appeared with a 3.8% share. But the biggest jump of all was made by BMG's Camden label which gained 3.2% of the quarter's low-price market, an 88% market increase over the 1.7% it gained in the first three months.

Although only the 20,000-selling Best Of Sonny M release made it into the quarter's best selling list, the label has galloped into the Top 10 thanks to the aggregate sales of a string of releases including first low-price hit collections by Elvis Presley and Dolly Parton.

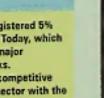
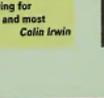
The label's success vindicates BMG's commitment to Camden, an old RCA imprint revamped and relaunched with its own dedicated team last year and which aims to have 100 titles in the range by September.

Camden label manager Andy Street says: "The support from retail for campaigns has stretched right across the range from HMV to Sainsbury's and the independents as well. We've been very fortunate in that our product crosses over traditional and non-traditional outlets and the fact that we have a good mix of mainstream country

and easy listening alongside more specialist things. That has given us the opportunity to get into different types of retailers. You need to have a big range before you become credible and the multiples accept you. Our intention is to grow this label."

If Camden's surge continues, Naxos

### TOP 10 LOW-PRICE TITLES (SECOND QUARTER 1997)

1	VARIOUS - Best Of New Country Line Dance (Hallmark/Carlton)	
2	ELKIE BROOKS - Best Of (Spectrum/PolyGram)	
3	MAMAS & PAPAS - Best Of (MCA)	
4	DON McLEAN - The Very Best Of (The Hit Label)	
5	DR HOOK - Sharing The Night Together (EMI Gold)	
6	BONEY M - Best Of (Camden/BMG)	
7	THE KINKS - Best Of (Kaz/Castle)	
8	ABBA - The Music Still Goes On (Spectrum/PolyGram)	
9	VARIOUS - Hits of the 70s - Love Hurts (Kaz/Castle)	
10	JAMES LAST - Tenderly (Spectrum/PolyGram)	

Source: C/I

and Tring - which both registered 5% dips - and Entertainment Today, which lost 1.7%, could find the major breathing down their necks.

So it promises to be a competitive summer in the low-price sector with the leading companies jockeying for position before the final - and most lucrative - quarter. Colin Irwin

LOW-PRICE

DESIGN & PACKAGING

# Low-price releases reflect a move by labels to improve the quality of their product

The latest low-price releases reflect a move by labels to improve the quality of their product

The low-price sector is gearing itself up for a bumper Christmas with an unprecedented launch of carefully-researched new titles, elaborate packages, classic artists and attractive boxed sets. Quality control is being applied ever more stringently as low-price moves to give the sector the same level of perceived value associated with full-price product.

EMI Gold is launching its Totally series - including Totally Nineties, Totally Rock, Totally Disco and Totally Christmas - which it hopes will become a compilations market leader. "The Totally series has its own logo and the aim is to give it the sort of identity that this price point that Now! has at full price," says EMI Gold's head of promotions Jo Pratt.

EMI's commitment to creating a perception of quality is further underlined by the launch of its Special Collections.



Edison boxed set series, led by the release of the triple Bing Crosby set, The Complete United Artists Sessions. Marking the 20th anniversary of the crooner's death.



The set contains every one of the 54 tracks Crosby recorded for the label and comes with a 20-page booklet. Nectar Masters also has a Bing Crosby double-CD set complete with an eight-page booklet, while Hallmark is releasing a dozen three- and four-CD boxed sets before Christmas, featuring proven megalomaniacs such as Nat King Cole and Bob Marley, as well as exhaustive sets of country, reggae, banjo pipes and Fifties, Sixties and Seventies compilations.

MCI is also about to launch its Emporio 3 range of triple CDs covering country, banjo pipes, jazz, sax, Irish, gospel and mood music, with a £4.76 dealer price. Authoritative sleeve notes and quality photography will be the key components in the packaging of these releases.

One of the highlights of BMG Camden's upcoming release schedule is a Willie Nelson collection, which was held back from earlier in the year while the label found a strong cover photograph. "We eventually found the right one in the RCA archives in New York," says Camden label manager Andy Street. "We

wanted something evocative and reflective rather than another live shot, which are 10 a penny."

Labels have regularly employed a variety of experts to act as consultants, compilers or sleeve note writers to add credibility to the more specialist releases. Castle, MCI and Carlton regularly use well-trusted names such as John Crosby, Ian McCann and Music Week contributor Michael Heslidge to help compile collections of world music, reggae and classic pop.

It helps the credibility of the whole project to use somebody authoritative in the field to compile specialist albums," says Carlton's head of audio Graham Burt. "We have a creative A&R team working on product. We go to great lengths to make sure the product looks right and we do a lot of picture research to get the right look."

The rise in demand for low-price line damping projects led Target/Delta to recruit Ruth Lambden - Rodeo Turf of leading line dance act Boot Scoot - to help compile title tracks and dance steps for its forthcoming triple CD boxed set, The Line



coming Royal Philharmonic Orchestra collection of Bond themes.

Meanwhile, Nectar Masters has established a policy of involving the original artists in the presentations of their own reissues.

A forthcoming Dogs D'Amour release has a sleeve designed by the band's singer Tyla, who also wrote the liner notes, while an imminent Television Personalities album was compiled by band founder Ed Ball and long-time fan Alan McGee of Creation Records.

"I've always tried to involve the artist or somebody who knows their material well," says Nectar product manager Darren Taylor. "Sometimes it can be painstakingly slow as we make adjustments to get the perfect look and style. But with so many companies banging out albums left, right and centre, we think we must offer our customers that little bit more for their money." Colin Irwin

## Pop and rock

**JIMI HENDRIX: Live At The Scene Club NYC (QED282)** Out now. Re-issued and repackaged to include rare photographs.

**THE THREE DEGREES: Let's Get It On (QED286)** Out now. A mixture of live and studio material released to coincide with the group's summer tour.

**VARIOUS ARTISTS: Summertime Reggae (EMI CDQ 2387)** Aug 4. A reggae compilation aimed at the holiday-maker market.

**VARIOUS ARTISTS: Reggae Scorcher (Emporio 3CD EMTB 905)** Aug 11. Triple CD set including Boris Gardner, Errol Dunkley, Pluto Shervington and Max Romeo.

**VARIOUS ARTISTS: Girls Just Wanna Have Fun (QED303)** Aug 11. The Shirelles, Shangri-Las, Chiffons and other female groups of the Sixties.

**VARIOUS ARTISTS: The Best Of Four Pack (QUAD021)** Aug 11. Compilation put together by producer Mike Bennett.

**STARSHIP: We Built This City (The Very Best Of) (Camden 74321 511912)** Aug 25. A 17-track collection including number one hiting Gongus and Buss.

**ODYSSEY: Greatest Hits (Camden 74321 511952)** Aug 25. Includes Native New Yorker, Use It Up and Wear It Out and Going Back To My Roots.

**PAUL ANKA: My Way (Camden 74321 511929)** Aug 25. Romantic collection including Moon River, Diana and I Can't Stop Loving You.

**LATIN QUARTER: Radio America (Camden 74321 511942)** Aug 25. An 18-track compilation from the Eighties left-wing world music band.

**VARIOUS ARTISTS: Disco Nights (Lasersight CD0686)** Aug 25. Odyssey, Koolha, The Gang, Evelyn Thomas, Rose Royce and Sister Sledge feature.

**GUY MITCHELL: Singing The Blues (Lasersight CD0690)** Aug 25. All the well-known hits by the Fifties crooner.

**GERRY & THE PACEMAKERS: Best**

## Colin Irwin reviews the top new low-price LPs

**Or... (Lasersight CD0687)** Aug 25. How Do You Do It, You'll Never Walk Alone, Ferry Cross The Mersey and all the other Sixties hits.

**JONATHAN KING: Creations And Relations (Summit SUSD4129)** Aug 25. JK in his various guises as pop star extraordinaire.

**ODYSSEY: The Best Of Odyssey (K-Tel EMI CD396)** Sept 6. Features many of the same tracks as the Camden collection.

**VARIOUS: Totally Nineties (EMI CD/TO GOLD 1102)** Sept 15. A 16-track collection including EMI Carter USM, Jesus Jones and Tiesmin Archer.

**VARIOUS: Totally Rock (EMI CD/TO GOLD 1098)** Sept 15. This 20-track collection includes Pat Benatar, Doobie Brothers, Talking Heads and Marillion.

**VARIOUS: Totally Christmas (EMI CD/TO GOLD 1100)** Sept 15. A 20-track collection including Tawara, Andy Kim and George McCrene.

**THE SPECIAL: Live At The Moonlight Club (MCA For Pleasure CD 5011)** Sept 15. A reissue of the Two Tone live album recorded in 1979.

**VARIOUS: The Axeman Cometh**



**(QED285)** Sept 25. A compilation of guitar heroes, including tracks by JOHN HENDRICK, Jimmy Page and Eric Clapton.

**JIMI HOLT: I Want To Wake Up With You (Lasersight CD0694)** Sept 29. Pop-reggae crossover material.

**VARIOUS: The Best Ever Rock'n Roll Revival (K-Tel ECD 3392)** Oct 6. A double CD of 50 rock'n'roll favourites, including Chubby Checker, Del Shannon, The Platters, Bobby Vee, Duane Eddy and Little Richard.

**VARIOUS: The Best Ever Sixties Reggae (K-Tel ECD 3392)** Oct 6. Fifty tracks from the Sixties, including The Troggables, Marmalade, Gerry & The Pacemakers, Billy Fury and Swingin' Blue Jeans.

**VARIOUS: The Best Ever Soul Revival (K-Tel ECD 3393)** Oct 6. Eddie Floyd, Gloria Gaynor and Ben E. King are among the featured artists on this 50-track double CD.

## Jazz

**RONDO BRISKER QUINTET: The Gift (Naxos Jazz 86002-2)** Out now. A new recording featuring the great sax player with trumpeter Tim Hagan.

**RON MCLURE QUINTET: Pink Cloud (Naxos Jazz 86002-2)** Out now. The for-

mer Blood, Sweet & Tears bass player fronts a quartet including rising sax star Rick Margitza on an album of cool contemporary jazz.

**SAM YAHIEL: Searchin' (Naxos Jazz 86004-2)** Out now. The recording debut of the rising swing Hammond organist.

**HAVANA FLUTE Summit (Naxos Jazz 86005-2)** Out now. Joyful Cuban jazz featuring the four flutes of Jean Burnett, Orlando Valde, Celine Valde and Richard Egues.

**MIKE KNOCK TRIO: Not We But One (Naxos Jazz 86007-2)** Out now. The pianist, who is also artistic director for Naxos Jazz, in company with bassist Anthony Cox and drummer Tony Readus.

**VARIOUS: All That Jazz (Emporio 3CD EMTB 901)** Aug 11. Triple CD including Stan Getz, Chris Baker, Louis Armstrong, Dizzy Gillespie, Ella Fitzgerald, Duke Ellington, Coleman Hawkins, Sarah Vaughan and many others.

**BRECKHER BROTHERS: Sneaking Up Behind You (Camden 74321 511992)** Aug 25. A first time low-price release from the band's highest rated session players in modern jazz.

**BARBER, BALL AND BILK: Jazz Jamboree (Kaz/Pulse PDS CD514)** Aug 25. A compilation that brings together three stalwarts of British jazz: Chris Barber, Kenny Ball and Ackar Bilk.

## Country and Irish

**VARIOUS: Line Dance Spectacular (Pulse PLS CD220)** Aug 11. More classic fillers complete with suggested steps.

**VARIOUS: The Essential Country Collection (Emporio 3CD EMTB 904)** Aug 11. Triple CD with Waylon Jennings, Glen Campbell, Patsy Cline, Billie Jo Spears, Johnny Cash and more.

**VARIOUS: An Irish Celebration (Emporio 3CD EMTB 307)** Aug 11. Triple CD of various musicians performing famous Irish songs.

**DELTA LINE DANCE BAND: Boot Scootin' Boogie (Lasersight CD0680)** Aug 18. Tracks include Elvira, Bush Coffee, One Step Forward and Checkmate Boogie.

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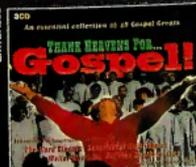
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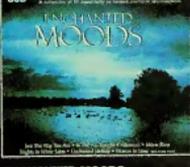
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# LOW-PRICE

► **CHARLEY PRIDE:** Through The Years (Camden 74321 511972) Aug 25. Includes Crystal Chandeliers, I'm Just Me and On The Southbound. **VARIOUS:** Country Legends (Kaz/Pulse PDS CD501) Aug 25. A compilation that includes some of the biggest names in country music. **PATSY CLINE:** The Very Best of Patsy Cline (Kaz/Pulse PDS CD507) Aug 25. Includes Crazy and other Cline classics. **VARIOUS:** Line Dance Album II - The Moody Brothers (Summit SUMCD 4136) Aug 25. Follow-up to Summit's previous line dance bestseller, this features favourites like Achy Breaky Heart, Black Coffee and Elvira. **CHARLEY PRIDE:** The Best Of... Live (K-Tel EMC 2316) Sept 8. The most successful black country artist featured live in concert. **VARIOUS:** Celtic Dream (Laserlight Celtic CD21113) Sept 15/Memories Of Ireland (Laserlight Celtic CD21126) Sept 15/Beautiful Irish Ballads (Laserlight Celtic CD21127) Sept 15/The Beginning (Laserlight Celtic CD21128) Sept 15. A new range of Celtic releases featuring many familiar tunes.

## Folk/Blues/Gospel/World

**VARIOUS:** Blues Blues Blues (Emporio 3CD EMTX 3030) Aug 11. A triple boxed set including Buddy Guy, Sonny Boy Williamson, John Lee Hooker, Koko Taylor, Paul Butterfield and Isaac Scott. **VARIOUS:** Thank Heavens For Gospel (Emporio 3CD EMTX 3030) Aug 11. Triple CD featuring 5 Blind Boys, Rev. James Cleveland and Vanessa Bell Armstrong. **VARIOUS:** Kings Of Calypso (Pulse PLSCD 229) Aug 11. A compilation that includes most of the leading calypso artists, past and present.



**VARIOUS:** Native American Chants & Dances (CED294) Aug 25. Aimed to key in to the public's love affair with the Sacred Spirit collections - the first time the music has been issued on budget.

**VARIOUS:** Bhangra Beat (Summit SUMCD4125) Aug 25. Mixing Eastern music with western styles.

**VARIOUS:** The Sound Of Ska (Summit SUMCD4124) Aug 25. A selection of early reggae dance sounds.

**VARIOUS:** The Very Best Of Cajun (Summit SUMCD4136) Aug 25. A selection of authentic cajun classics.

**VARIOUS:** Precious Lord - The Best Of Gospel Music (Laserlight CD6100) Aug 25. A compilation featuring Mahalia Jackson, Aretha Franklin and the Rev. Gary Davis. **JOHN MAYALL:** Bluesbreaker (Hallmark 307802/4) Aug 25. Early recordings by the influential British blues legend.

**ALTAI:** Essential Altai/The Very Best Of... (Nectar Masters NTMCD597) Sept 22. First low-price release of the leading Irish band.

**KEVIN BURKE:** In Good Company/The Very Best Of (Nectar Masters NTMCD 560) Sept 22. Compilation of the great Irish fiddle player, famed for his work with the Boddy Band and Patrick Street.

**VARIOUS:** The Story Of The Blues (Laserlight CD6100) Sept 23. A chronological selection of key blues artists including Leadbelly, Jimmy Reed, Lightnin' Hopkins, Howlin' Wolf, Muddy Waters and John Lee Hooker.

## Shows/soundtracks

**PAUL BROOKS:** Rhapsody In Blue - The Music Of George Gershwin (K-Tel EMC2395) Aug 3. Gershwin tribute

album, including instrumental arrangements of I Got Rhythm, Swanee and A Foggy Day In London Town.

**MARK RATTRAY & MAAGIE MOONE:** Musical Magic (Pulse PLS MC 238) Aug 3. Live recordings from the show that has been hitting the seaside resorts this summer.

**PHILHARMONIC POPS ORCHESTRA:** The Musicals (Kaz/Pulse CD519) Aug 25. Includes theme tunes from various 25. Includes theme tunes from various musicals. Part of an expanding range of show and musical highlights from QED, which also includes: Songs From Me And My Girl (CED250)/Songs From Showboat (CED251)/Songs From Sweet Charity (CED252)/Songs From Wizard Of Oz (CED254)/Highlights From Phantom Of The Opera, Cats and Starlight Express (CED501).



## Easy listening

**SOUNDS ORCHESTRAL:** The Best Of Sounds Orchestral (Pulse PLS MC229) Aug 10. Orchestral arrangements of a popular tunes by a band which had a series of hits.

**MANTOVANI:** The Way We Were (Pulse PDS MC 510) Aug 25. The Mantovani orchestra plays a selection of classics.

**VARIOUS:** Pan Pipe Dreams (Emporio 3CD EMTX 302) Aug 11. Triple CD including Orinoco Flow, I Will Always Love You and Take My Breath Away.

**VARIOUS:** The Sensual Sex Collection (Emporio 3CD EMTX 306) Aug 11. A triple CD set of 60 songs including How Deep Is Your Love, Against All Odds and Candle In The Wind.

**VARIOUS:** Enchanted Moods (Emporio 3CD EMTX 310) Aug 11. Triple CD collec-

tion of 60 romantic melodies including Whiter Shade Of Pale, Nights In White Satin and Albatross.

**VARIOUS:** Enchanted Moods (Emporio 3CD EMTX 310) Aug 11. More than three hours of pan pipe versions of tunes like Unchained Melody, I Will Always Love You and Wonderful World feature on this triple album.

**VARIOUS:** Dedicated To The One I Love (GED302) Aug 11. A collection of love themes.

**FAIREY ENGINEERING WORKS BAND:** Top Brass (Summit SUMCD4131) Aug 25. Top order brass band music.

**VARIOUS:** The Celtic Harp (Summit SUMCD 4133) Aug 25. Includes Riverdance, My Lagan Love and other favourite Celtic tunes.

**MAX BYGRAVES:** Singalongamax (Pulse CD228) Aug 25. Reissue of an album of favourites that found a huge audience when it was originally released.

**THE ANDREWS SISTERS:** Best Of The Andrews Sisters (Pulse CD222) Aug 25. Don't Sit Under The Apple Tree and other classics from the Spice Girls of their day.

**BING CROSSBY:** The Complete United Artist Sessions (EMI CD BING1) Sept 15. A lavish triple CD boxed set of 54 remastered tracks, out-takes and studio chat.

**TONY BENNETT:** Tony Bennett Swings With The Count Base Orchestra (Laserlight CD6097) Sept 29. Classic combination of the crooner singing with his favourite band.

**PEGGY LEE:** Let's Do It (Laserlight CD6102) Sept 29. A selection of standards by the singer who became an international star in the Fifties.



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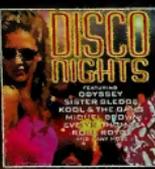
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## RETAILERS REAP THE REWARDS

"Low-price packaging is getting better and better all the time," says Mark Jones, assistant manager on the ground floor at HMV in London's Oxford Street. "We are always reluctant to stock compilations with real cheesy, unoriginal sleeves. The best ones have a clear picture of an artist on the sleeve and look like a full-price album. They don't attract returns and they sell."

"The Oasis album from Hallmark is racked up well because it had a well designed sleeve and it sold well, too. We wouldn't have racked it if it had looked cheap. Then again, we wouldn't have bothered with it had it been a full-price Oasis album. Price and packaging work together."

"It's a similar story at Tower Records in London's Piccadilly, which has tripled low-price sales by mounting a Three For £10 campaign. "Things have changed for the better," says rock & pop manager Andy Smith. "Packaging has improved enormously. Sometimes I think the product is priced too cheaply."

Some people tend to think that if something is only £2.99 then it must be crap, whereas some of these releases are excellent."

Smith adds that customers are growing ever more discerning and are less easily satisfied. "We've had a lot of boxed sets returned after customers have got home and realised the hits aren't always performed by the original artists," he says.

Disky elicits praise from HMV and Tower for its classy sleeve designs. "We racked up a Teddy Pendergrass album from Disky and it looked terrific," says HMV's Jones. "It sold really well, too. And BMG has done a really good job with the Pointer Sisters' Dare Me album. It is amazing what you can sell if the



product looks good. Blow Monkeys, Johnny Hates Jazz, Curiosity Killed The Cat... all these bands you wouldn't expect to sell on budget, but they do well."

Mark Griffiths, managing director of leading distributors Lifetime Entertainment, which has been instrumental in expanding the non-traditional retailing sector for low-price product, says, "Packaging these days is almost as important as the music. MCI has led the way - it started using clear trays and eight-page booklets and really set the standards in beautifully-presented low-price material. Labels like Castle, MFP and Spectrum have had to respond to that."

"We are shifting an awful lot of low-price material now, and one of the main reasons is the fact that it is made to look like a £15 product. That's the key."

► Continued from page 25

more imaginative sleeves in consultation with label and marketing managers.

"Having an in-house studio allows us to produce artwork quickly and cost-effectively," says Graham Betts, promotional brands manager at Tring. "We are now producing four-page booklets as standard and have made a conscious decision to promote other albums the purchaser might be interested in. It's also vital to us that the covers we design can be readily interpreted around the world."

BMG Camden also has its own packaging studio. "We find it very beneficial," says Linda Neville, BMG Camden catalog manager. "Low-price gets exactly the same attention as full-price product and we spend a lot of time, money and effort on each release."

Other labels prefer to employ outside design houses to prepare their products for the market. MCI is one company which regularly commissions a variety of different sleeves and booklets.

"It is a false economy to save on packaging," says Danny Keene, marketing director at MCI, which is credited by many as pioneering upgraded packaging in the sector.

"Two and a half years ago, we were the first label to use clear tray cases in low-price. It cost a few extra pence per unit but, when we went to the retailers, they all thought it was fantastic. We put out a Gene Pitney compilation in a clear tray. There were a lot of other Pitney albums around, but ours went on to become one of our bestsellers. Now everyone uses clear trays."

"It's a very competitive area," he adds. "People don't usually go into stores with the idea of buying a Perry Como or Dionne Warwick CD or whatever. So if you have something that makes them pick it up, you've won half the battle."

"Packaging is as important on low-price as full-price releases," says Mark Stockdale-Hughes, general manager of Peacock Design, which has created many low-price sleeves for EMI and other labels.

"In designing for low-price products, the only constraints are the obvious ones of limited photographs and the need to come up with a satisfactory design solution quickly to stay within budget," he says.

However, the increasingly widespread availability of royalty-free images and the



The new Sound & Media Club Classics range is a good example of the sophisticated packaging approach now being applied.

The CDs are 20-minute 3-track CDs featuring classic dance artists like Average White Band, Shalamar, Fern Kinney and Rocker's Revenge at a £2.43 dealer price. The original record label logo is being replicated on a clear CD tray showing the Club Classics logo behind the CD in an album jewel box with a four-page booklet. "We spent three months working on three main design concepts," says Michael Neidus.

"The packaging had to be enticing and we feel we've done that by creating a mini 12-inch single all the way from the semi-generic disc bag cover to the record label style CD label."

fact that today's designers can take full advantage of computerised technology has helped cut back on the need to resort to expensive outside suppliers.

Nevertheless, the creation of a successful low-price album design can often mean juggling with the conflicting requirements of the traditional and non-traditional retailers.

"The problem is how to please the various different constituencies," says Targeta-Miel-Kellas. "The racking companies often want everything bright and vulgar and in primary colours so that they will stand out in supermarkets and garage forecourts, while record stores want covers that are generally darker and classier. Then you have to think about the export market as well. It's a balancing act."

Colin Irwin

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CAMPAIGNS OF THE WEEK

COMPILATION OF THE WEEK

ARTIST OF THE WEEK



**MORRISSEY - MALADJUSTED**  
 Record label: Island. Media agency: Target. Media executive: Ceri Ward. Product manager: Chris Dwyer. Creative concept: Island/Morrissey  
 Morrissey's new album *Maladjusted*—released next Monday through Island—is backed with a press and retail-led marketing campaign. There will be times ads in *NME*, *Melody Maker*, *Q*, *Vox*, *Guardian* and *The Times* plus extensive posters including a London Underground campaign. In-store and window displays will run with Virgin, Our Price, HMV, Sam Goody and 100 independents. MVC is including the release in its mail order catalogue and Virgin Our Price are featuring it on listening posts.

PETE TONG'S ESSENTIAL SELECTION SUMMER '97

Record label: London/PolyGram TV. Media agency: The Media Business. Media executive: Tina Digby. Product managers: Nigel Godfoss/Lisa Blofeld. Creative concept: Little Kings  
 London and PolyGram TV are working together to promote Pete Tong's Essential Selection Summer '97 compilation which includes tracks from Ultra Nate and Todd Terry and is released next week. The campaign will focus on national TV advertising on Channel Four and a regional ITV roll-out. There will also be ads on Sky and MTV and radio ads on Kiss. The campaign includes music press advertising and in-store promotions by Virgin Our Price and HMV.



ARTIST/TITLE/LABEL

ARTIST/TITLE/LABEL	RELEASE DATE	TV	RA	IRL	CAMPAIGN
AQUASKY Orange Dust (Polydor)	August 11	•	•	•	Ads will run in the specialist music press including <i>Muzik</i> , <i>Wax</i> and <i>Jockey Slut</i>
ARIANNA Fresh Meat (WEA)	August 11	•	•	•	Music and style press ads are backed by a poster campaign, fanbase mailout and festival leaflets.
BOLNITY KILLER Ghetto Gramma (Greenleeves)	August 4	•	•	•	Ads will run on Kiss, Choice and selected I.R. stations backed by ads in the music and black press.
CRYSTAL WATERS Crystal Waters (Mercury)	August 11	•	•	•	This album will be promoted with ads in the specialist music press.
THE GANJA CREW DJ Hyde Presents (RCA)	August 11	•	•	•	Press ads will run in the specialist dance press.
MISSY ELLIOTT Supa Dupa Fly (EastWest)	August 4	•	•	•	Ads will run on Kiss and Choice and there will be specialist press ads and posters.
MORRISSEY <i>Maladjusted</i> (Island)	August 4	•	•	•	Heavyweight press and poster campaign and in-store displays with multiples and independents.
OHAR This is Not a Love Song (BMG/RCA)	August 4	•	•	•	Ads will run on Kiss and in the specialist music press. There will be a London based poster campaign.
PINK FLOYD Piper At The Gates Of Dawn (EMI)	August 4	•	•	•	This re-release will be advertised on Channel Four as part of EMI's Pink Floyd catalogue campaign.
RUSH <i>Retrospective I and II</i> (Mercury)	August 11	•	•	•	Advertising in the specialist music press including <i>Record Collector</i> and ads at retail displays.
FRANK SINATRA My Way - The Best Of (WEA)	August 4	•	•	•	There will be TV advertising on Channel Four and TV plus national press ads and a database mailout. Radio ads will run later.
SWV Release Some Tension (BMG/RCA)	August 4	•	•	•	Ads will run in the specialist press and there will be a database mailout. Radio ads will run later.
VARIOUS The Best Lesbian Carnival Album...Ever! (Virgin)	August 4	•	•	•	There will be national TV advertising plus radio ads on dance and I.R. stations.
VARIOUS <i>Calif. Del Mar Vol. 4</i> (Mercury)	August 11	•	•	•	Press ads in <i>DJ</i> and <i>Muzik</i> are backed with radio ads on Kiss and flyers distributed through clubs.
VARIOUS <i>ZZ Presents Underground Flaws</i> (Breakdown)	August 11	•	•	•	Radio ads on Kiss and I.R. stations stations are backed with specialist music press ads and posters.
VARIOUS <i>Hardcore Heaven Vol. 2</i> (Heaven)	August 4	•	•	•	An all-media campaign will be backed by ads on TV and Channel Four and support from all retailers.
VARIOUS <i>Our Friends In The North</i> (Telstar)	August 4	•	•	•	Ads on Channel Four, ITV and satellite backed by press and radio ads and a poster campaign.
VARIOUS <i>Pete Tong's Essential... (London/PolyGram TV)</i>	August 4	•	•	•	National Channel Four and regional ITV ads are backed with national press advertising.
VARIOUS <i>Pure Hits 97</i> (Telstar)	August 11	•	•	•	TV ads on national Channel Four, selected ITV regions and satellite plus radio ads on Kiss.
Compiled by Sue Sillitoe: 0181-757 2225	August 4	•	•	•	Channel Four and ITV ads backed by radio ads on Capital, Atlantic and the Network Chart show.

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 Online Distribution  
 Games Without Frontiers: Video Games vs. Music  
 Low And Dirty: Music On The Internet  
 Amending The Web: Website Basics

NEW ARTISTS AND THEIR MUSIC

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 The Artist Currently Known As Label  
 The Artist Panel  
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 The Songwriters Panel

WEATHERING THE MUSIC BUSINESS STORM

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 Downward Spiral: The Record Sales Slump  
 Oh La-Di, Oh La-Da: Life After The Industry Kicks You Down  
 Keeping Your Company About In Hard Times

INDEPENDENT/DIY INTERESTS

Indie Labels  
 The Independent Hip-Hop Panel  
 My Way: The DIY Music Industry

Record Rates: DIY Touring  
 You Oughta Be In (Independent) Pictures

YOUR CAREER

More Than Meets The Ear: Alternative Careers In The Music Business  
 Oh-La-Di, Oh-La-Da: Life After The Industry Kicks You Down  
 My Way: The DIY Music Industry  
 The XX Files: Women And The Music Industry

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Marketing A New Artist 97  
 Face Value: The Importance Of Packaging  
 Keeping It Real: Maintaining Indie Cred On A Major Label  
 K11 Zinations: The World Of Fanatics TV Party: Marketing Music Through Television

GENRE PANELS

Oh Blues Panel  
 The DJ Demonstration

The Independent Hip-Hop Panel

The Industrial Panel  
 The Jazz Panel  
 The R&B Panel  
 The World Music Panel

FILM & VIDEO

Dewet Effect: Crossing The Lines Of Film And Video  
 Score Card: The Art of Scoring A Film  
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 You Oughta Be In (Independent) Pictures

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 We'll Manage: Managing Without A Manager

SOCIAL ISSUES

In The Name Of Love: Social Consciousness In Music  
 Too Hyped: Mythologizing Negative Aspects Of The Hip-Hop Culture  
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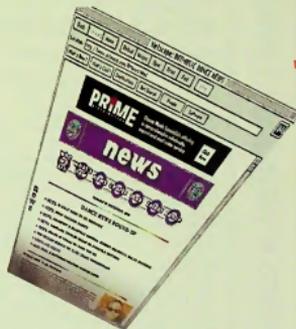


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**Aziz Rahman or Beverley White**  
**Music Week - Classified Department,**  
**Millie Freeman House, 30 Alderwood Street, London SE18 6QH**  
 Tel: 0181 316 3015  
 Fax: 0181 316 3111  
 All Box Number Replies to Address above

## APPOINTMENTS

**Virgin Records**  
 require the following  
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- Know the Roster?
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Write to Sue Henry, Personnel Manager, Virgin Records Ltd.,  
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For further details and an application form, please contact BBC Recruitment Services (quoting ref. 25115/MS) by August 13th on 0181-849 0849, Minicom 0181-231 9231. Alternatively, send a postcard to BBC Recruitment Services, PO Box 7000, London W3 2WY, or e-mail [reserv@bbc.co.uk](mailto:reserv@bbc.co.uk) quoting ref. 25115/MS and giving your full name and address. Application forms to be returned by August 18th.

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### INDUSTRY OVERVIEW

Content: Record Company Structure, International Affairs, Publishing, Artist Management, Royalty Calculations, Marketing & PR, Recording Agreements, A&R, Manufacture, & Distribution, Multi-Media, News and Views on Current Industry Topics.

### DANCE MUSIC

Content: The Role of The DJ, How to Set Up a Dance Label, The Role of Removers, Dance Distribution, Club Promotions, Sampling and Copyright Clearance, Licensing Agreements, Dance A&R, Dance Management and much more.

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