JANET & THE VELVET ROPE
THE NEW ALBUM OUT 6TH OCTOBER 1997
FEATURES THE HIT SINGLE "GOT 'TIL IT'S GONE"

"THE VELVET ROPE" ALBUM PRODUCED BY JIMMY JAM AND TERRY LEWIS (FOR TLYTE TYRE PRODUCTIONS, INC.) AND JANET JACKSON MANAGEMENT: JOHN OKARI AND GABRIEL E. AMIN FOR SONY PAA ENTERTAINMENT. ©1997 BLACK SELL, INC.
Virgin duo take on US

by Paul Williams

Virgin Records president Paul Conroy says he is not looking for a big-name outsider to join the company as managing directors Ray Cooper and Ashley Newton relocate to Los Angeles to become co-presidents of Virgin Records America.

Instead, he is preparing to look within his existing team to carry on the success achieved by the pair and expects to make an announcement next week.

"I'm lucky I've got a great team here and there are some people who'll be able to step into the breach," says Conroy.

Cooper and Newton's departure comes just three months after Conroy reorganised the set-up of Virgin in the UK, taking the role of president and promoting his two deputies to joint managing directors.

The pair's American appointments follow a phenomenal run of success over the past year for UK-sourced Virgin acts in the US, with Spice Girls achieving more than 4m sales of their début album Spice and three Top 10 singles, while it has so far topped the chart in 14 other countries. It is set to become the second biggest-selling single of all time by a UK artist after ship-out of 25m units by the RIAA, later this week after being certified eight-times platinum by the RIAA.

"I'll protect UK music'

Arts minister Mark Fisher was also planning to out-touch keynote speech at the Glasgow Hilton, Fisher was due to take on the rôle of director of Recorded Music and chairman of the Virgin Music Group Worldwide.

Fisher's promise: "I'll protect UK music'

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Virgin Duo: Put Your Hands Where My Eyes Could See

Includes Desert Eagle Discs Remix

Out 6th OCTOBER on CD, 12" and CASSETTE

Taken from the album When Disaster Strikes

Out Now

Elton beats all UK records and closes gap on Crosby

Elton John's Candle In The Wind 1997 has become the most successful single of all time by a UK artist after ship-out figures surpassed 25m units by the end of the year.

The charity single ends the 33-year reign of The Beatles' I Want To Hold Your Hand, which achieved global sales of around 13m units. However, it is still trails both White Christmas by Bing Crosby, which is reported to have sold in the region of 50m copies, and Rock Around The Clock by Bill Haley & His Comets, which reached un-audited worldwide sales of 25m.

Candle In The Wind 1997 last week overtook Queen's Bohemian Rhapsody to become the second biggest-selling single of all time in the UK, reaching a unprecedented six-times platinum status, while it has so far topped the chart in 14 other countries.

But the single's fundraising efforts have been hit by a series of piracy copies. There have been reports of pirate CDs being sold in Northern Ireland and Germany. In Hong Kong a pirated double CD in an envelope containing both audio and video, while an Elton John compilation featuring the song has turned up in Singapore.

IPI's new head of enforcement Iain Grant says, "It confirms my assessment that pirates are simply low-life criminals, driven by greed. It goes without saying that anti-piracy investigators will be actively pursuing the culprits."

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MOBY'S RE-VERSION APPEARS ON THE MUTE ALBUM I LIKE TO SCORE CD STUMM 188
C5 plans prime-time slot for live Pepsi Chart Show

by Paul Williams

Channel Five is stepping up its commitment to music with plans to broadcast a prime-time chart show from the new year.

Initial Film & Television, producer of both the Brit Awards show and The White Room, and Broadcast Innovations are putting together the weekly Pepsi Chart Show which is expected to go out on Tuesday.

A slot for the half-hour show - based on the CIN-compiled Pepsi Network Chart - has yet to be announced, but Channel Five head of special events Adam Perry says it is being treated as one of the station's priorities. "It's a very important programme for us and we're going to take great care of it in scheduling terms," he says.

Initial managing director Malcolm Gerrie says the show is a fantastic opportunity to inject some life into a tired genre: "To try to make it an event we will try to go live," he says. "That's one of the problems with existing programmes like TOTP which have formats that were created a long time ago."

Gerrie promises at least twobig name acts will perform live on each programme, although it will be primarily video-based. "If you have a programme based purely on live acts in the studio you're at the mercy of what's available. If the right acts aren't available we'll do something else," he says.

There will be one presenter, says Gerrie. "The rotation idea is tired," he adds. "The problem with that is you don't get a sense of the face of the programme."

Steve Morton, a director at promotions company Intermedia, says the programme "will be crucial to its success. If Channel Five can deliver a good music show and put it in the right slot they can be on a real winner. More music stations are doing ok always but big is always about how it looks to the people."

Parsons director of promotion Malcolm Hill believes TOTP and the new show would be able to live alongside each other. "I don't think it will damage TOTP at all," he says. "TOTP is looking after those days, but is losing its audience in a stupid slot."

Aegean is first UK label to sell music on the net

Aegean Records has become the first UK record label to sell copyrighted CD quality music over the internet.

George Michael's label has linked up with US-based software supplier Liquid Audio to enable web browsers to download and purchase whole tracks. They will also be able to get the track on CD or cassette, which will be delivered within three days.

Aegean president Andreas Georgiou says the technology will enable Aegean to offer a huge range of acts and give users access to a library of material. The technology will also enable Aegean to track royalties. "It's an incredible piece of software. It's a great idea and the best out there and we have been able to do it because we are not a bunch of bureaucrats," says Georgiou.

Users will also be able to record music directly from the network so that they can offer articles or other network distribution deals, but Georgiou doesn't envisage the technology will herald the end of record stores. "Retail is not going to go away because everyone wants to have a CD in their hand," he says.

The first material available from Aegean over the internet will be Trigger's Chameleon, which will be available electronically from November 2.

Stones prove there's life in the old dog yet

However much they may prefer the company of computer giants Sprint and Microsoft, The Rolling Stones chose to launch their latest world tour from their spiritual home of Chicago's South Side - and left the State of Illinois screaming for more, after Chats of Whalley.

They treated the 60,000-capacity Soldier Field to a 30-track set, which featured only two cuts from their new album Bridges To Babylon.

The Stones had to work very hard to live up to their reputation as the greatest rock'n'roll band in the world.

For the first of their two hours on stage, Mick Jagger looked tense and unused to the fact he had to whip the audience into some sort of feverish while the twin guitars of Keith Richards and Ron Wood were often lost in Chicago's crush of crowds.

Rolling video cameras flashed up the band's every move on a huge circular screen suspended between the two gigantic golden goddesses which formed the centrepiece of a brilliantly Byzantine stage design.

But it was only after the Stones took a leaf out of U2's book and delivered a handful of songs from a mini stage in the middle of the stadium that the show finally caught light. Then it was literally fireworks and confetti bombs all the way as the band, augmented by keyboards, backing singers and a Bobby Keys-led horn section, played barnstorming versions of 'Tumbling Dice', 'Jumping Jack Flash' and 'Brown Sugar'.

The likelihood of any of today's crop of new rock rebels performing with such power and pizzazz when they're in their fifties is slim indeed.

Elton goes six times platinum

Elton John's Candle In The Wind 1997 reached unprecedented sales levels for a single last week after being certified six times platinum by the BPI. The album Come Find Yourself by Fun Lovin' Criminals and 10 by Wet Wet Wet reached platinum status with Frankie Goes To Hollywood's Are the Clones Turning Silver.

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NEWSFILE

Wootton re-elected as Bard chairman

Richard Wootton has become the first retailer to be re-elected chairman of Bard for a third successive year. He was unopposed last week that the British executive was being replaced as Epic president in America by Polly Anthony, president of Sony's £50 Music. A Sony spokeswoman says Griffiths, who is leaving Epic, is currently discussing various opportunities with the Sony Music Entertainment group.

XL postpones Prodigy release

XL Recordings is delaying the release of The Prodigy's Snack My Bitch Up, the third single from the double platinum The Fat Of The Land, because the single's artwork shows a crashed VW Beetle. The image was considered inappropriate following the death of Princess Diana and a spokesman for the group says the track, which had been given a firm release date, is now expected to be released in November. "We had to take account of public feeling, the single is slightly contentious as it is," he says.

Consumer Products and Services report from Strategy Analytics indicates market conditions are now attractive for MiniDisc because hardware prices have fallen and people are becoming dissatisfied with the sound quality of tapes.

Asda spices up range

Asda is preparing to launch a range of exclusive Spice Girls merchandise products in its stores in November following a deal reported to be worth £3m. More than 40 products will be included in the tie-in, including clothes, food, bean bags and sports gear. The range will be on sale until Christmas.

Chrysalis restructures for licence bids

Heart 106.2 FM's Kelvin Palmer has been promoted from deputy to overall programme controller as part of a series of moves at the Chrysalis Group's radio operation. Group programme director Keith Pritchle is giving up his present role to help prepare a number of Chrysalis Radio bids for upcoming radio licences, while head of music Gordon Crawford is taking on the extra responsibility of the programme research department.

Morcheeba single

Morcheeba's Shudio for Nolster single was omitted from last week's Radio One chart on the Airplay Profile page. The Indochina single received 13 plays on Radio One during the week ending September 20 and should have appeared in the chart in equal 30th position.

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MUSIC WEEK 4 OCTOBER 1997

TOUR DETAILS
Promoter: TNA International (Michael Gold)
Booking agent: (Europe): John Giddings at Globe Promotions
Lighting designer: Patrick Woodroffe
Sound: Robbie McEath
Band management: Rupert Lowe/managers list
UK dates: June/July 1997

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...www.dotmusic.com
by Robert Ashton

Nick Rowe, general manager and senior director of Island Records, is leaving the company in a move which heralds a top-level management reshuffle.

Rowe, who has worked for PolyGram for a decade, says he has completed building a team to succeed him and his departure has been decided mutually.

"I've put theory into practice and planned my succession, effectively making myself redundant," says Rowe, who is formulating a number of plans which include a move into artist management.

"You get a lot of ideas over the years and now is the time to take everything off the shelf and see what is viable. I'm good at managing people and sensitive to the needs of artists."

Island managing director Marc Marot adds that Rowe's role within Island became squeezing as his own experience and that of talented new staff had grown. "I needed Nick because he was someone who could put structures in place, but in the past few years I've learnt a few things and we've got ambitious people like head of marketing Clare Britt coming up and hitting a glass ceiling. Nick realised this and we have talked for several months to formulate his next move," he says.

Marot says he has made an incredible contribution to Island and will wish him the very best for the future. But we have now consolidated an excellent team at Island and look forward to progressing things."

New Smiths head promises support for Virgin Our Price

Newly installed WH Smith group chief executive Richard Handover has pledged his commitment to Virgin Our Price, which has attracted a great deal of interest about its future within the group through-out the summer.

"The 51-year-old says Virgin Our Price 'compares highly with other grocery businesses'." He's done a remarkable job and is extremely well thought of," says Marot.

Rowe takes over Tribe's former job. Marot says he is also considering bringing in another junior product manager.

Rowe has also poached Amy Howard from RCA to take over as head of press at the label and Nathan Thompson joins as A&R director of Island Records, is leaving the company in a move which heralds a top-level management reshuffle.

Rowe, who has worked for PolyGram for a decade, says he has completed building a team to succeed him and his departure has been decided mutually.

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Marc who admits a restructuring was needed following other recent high-profile departures, says it would have been patronising to create another role for Rowe.

Rowe describes his role at Island as that of a guiding light over press, promotion and marketing and adds that one of the highlights of his time at the company was breaking Fungi. Prior to joining Island nearly six years ago, Rowe was marketing director at Phonogram and before that worked at Arieta and as a product manager at CBS.

Rowe's departure has opened the door for Brit to join the Island board as director of marketing and Marot says she will assume many of the tasks previously performed by Rowe, who recruited her. "She is one of the most talented and dynamic people I've ever met," says Rowe. "She needs this opportunity and will be fantastic in the job."

Steve Matthews, formerly head of international, is also promoted to the board as director of international as a reward for his job on US and other acts.

"He's done a remarkable job and is extremely well thought of," says Marot.

Senior product manager Andy Tribe is also elevated to marketing manager and product manager Chris Dyer takes over Tribe's former job. Marot says he is also considering bringing in another junior product manager.

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IMF makes award for young managers

The IMF is introducing a Young Manager of the Year award at this year's British Music Roll of Honour event to recognise new management talent.

The new award will be presented on October 14 alongside the traditional induction of a high-profile industry figure into the Roll of Honour and the Peter Grant Award.

IMF chairman John Glover says more than 600 members of the management group have been canvassed to select this year's Young Manager Of The Year, who only qualify if they are working with their first artist. "Around 400 of our members are with their first act and these form the fastest growing part of our membership," he says. "Financially it will be a good thing for them, but also reflects the influx of good quality young managers the industry needs."

In addition to the Young Manager award, the IMF is also inviting The Guild of Record Producers, Directors and Engineers (Re-Pro) to present another two new awards - the Producer's Guild Fellowship and the Re-Pro International Recording Award.

Rowe to leave Island as label restructuring

Elton single: supply did meet demand

The release of the Elton John single was undoubtedly a major triumph for PolyGram manufacturing and distribution, given the short time available. Things will always go wrong in a unique situation but I do feel some of the comments in last week's letters page were a little inconsiderate. The unsigned letter complained about the fact that PolyGram "made sure everyone ordered more than they wanted". Excuse me but that sounds like the plea of a retailer who seriously doesn't want anyone to remember that legal parallel import is the law. I heard few peo-ple going to remember that legal parallel import is the law.

In addition to the Young Manager award, the IMF is also inviting The Guild of Record Producers, Directors and Engineers (Re-Pro) to present another two new awards - the Producer's Guild Fellowship and the Re-Pro International Recording Award.
BMG’s indie research points the way forward

by Robert Ashton

BMG is conducting one of the music industry’s most wide-ranging investigations into independent retailing in a bid to improve its trading links with the sector.

The company launched an in-depth research project in August and expects to introduce a raft of initiatives to help address issues revealed by the report by the beginning of next year.

BMG head of marketing services Tom Curran says the primary motivation behind commissioning the Attitudes And Needs of Independent Record Dealers report is to improve its sales and marketing support strategies. But comments about distribution and other issues will be reviewed, he adds.

“We realise how important the indie sector is to us and want to help them as much as possible. If the indie sector grows, we can be part of that growth,” he says.

An independent market research company conducted three focus sessions with more than 40 independents in London, Manchester and Glasgow during August.

Issues raised included the widespread belief that supermarkets and general multiples are damaging the business. The charts were also perceived to be too fast moving and there was dissatisfaction with the financial rewards for breaking new acts, which independents believe they are well equipped to do.

BMG, meanwhile, was perceived as having no clear strategy or initiatives, a lack of focus and a low profile. However, its sales reps were praised.

“They have been tough on us, but that’s the best way to get an overall sense of where we are at,” says Curran.

Curran says initiatives planned as a result of the report include buy-now, pay-later schemes, an in-store BMG CD with an information voiceover, a free phone line exclusive to indies, allowing them access to new releases before they are played on radio, loyalty schemes for customers and improved sales packs. He adds that several of the initiatives will be trialed in selected Indies, before being officially launched around the time of next year’s London Music Week.

The indie sector welcomed the research and the expected sales and marketing support which will result from it. Richard White, owner of Chalky’s in Banbury, says, “BMG has been left standing a bit, but I’ve been very impressed with them coming up with these innovations.”

The newly-expanded Ash line-up will reveal their new sound on a Life Less Ordinary, the band’s first single for 16 months. The song, which appears on the soundtrack of the film of the same name and is released by Infectious on October 13, features the guitar playing of Judd Lander.

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即便如此，阿什仍然被视作一种有创意的类比，一种通过让听众更进一步的了解。”

Joe Jackson signs to Sony Classical

Joe Jackson is signing with Sony Classical in a move described by the label’s president Peter Gelb as a bid to redefine the role of classical labels. “We want to return to the idea of classical music as an emotional experience for the listener,” he says. Jackson adds, “The so-called classical labels seem to be more open-minded than pop labels right now.”

Sleeper up for R1 Sound City event

Sleeper, Dubstar and Travis are among a line-up of more than 220 acts who will be playing this year’s Radio One Sound City in Oxford. Spiritualized, Embrace, The Supernaturals and The Wannadies are also scheduled to appear at the event which takes place from October 25 to November 2.

Holsten gig boost for unsigned acts

Unsigned UK bands are being given the chance to play before a wide audience in the second Holsten Pils Discovers A&R event. Forty bands chosen from demo tapes will be invited to play five 10 gig sets held at three Manchester venues from October 13. Four finalists will play a showcase in December and contribute a track each to a Holsten Pils Discovers CD, which will be sent to A&R departments. Entries should be addressed to Holsten Pils Discovers, St Peters House, Hewitt Street, Knott Mills, Manchester, M15 4GB.

Our Price pop quiz targets kids

Our Price is looking to build its appeal among school children by launching an inter-schools pop quiz this Friday (3). The Our Price Chart Challenge for 11 to 14-year-olds will initially run over eight heats around the country in October, culminating in two semi-finals and the grand final at the Children’s BBC Big Bash at Birmingham’s NEC on October 25.

Glitter goes gold at Basca lunch

Veteran chart-topping acts Gary Glitter and Frankie Vaughan will be among 14 people being recognised for their contributions to music at Basca’s 23rd annual Gold Badge Awards. Other recipients at the MCPS-sponsored lunch, which takes place at The Savoy, London, on October 15, will include Rick Wakeman, Eddy Grant, Ken Bruce, Kiki Dee and Judd Lander.

Universal Music UK

Universal Music UK, and not MCA Music International as stated in last week’s Music Week, has promoted senior A&R manager Jon Walsh to head of A&R for Universal Music UK, and not MCA Music International.

Louise and Eternal

Louise and Eternal are both signed to 1st Avenue/EMI and not EMI UK as reported in last week’s Talent pages.
American success beckons as dynamic duo cross the Atlantic

**NEWTON & COOPER**

**DOUBLE ACT**

Ray Cooper (b. December 16, 1943) and Ashley Newton (b. July 25, 1954) - following spells as a sales manager at Transatlantic Records and Arista/ABC and sales director at Jet Records, Cooper first teams up with A&R head Newton at Island Records where Cooper is director of sales and marketing, Newton, previously a junior at Atlantic subsidiary MCA's Epic and assistant to RS&B's managing director, is helping to set up dance label 4th & Broadway; at the time they begin their association with Virgin, by setting up the Circle label as co-owners in 1989. Their roles are expanded to oversee other Virgin associate labels including Pinkface Records, Real World, Sire, U and Virgin Records America. At this time they also start the Circle label in 1992. The pair are appointed joint deputy managing directors of Virgin Records UK under Paul Conroy with Newton taking an A&R role and Cooper responsible for marketing, sales, press and promotion.

With their successful careers, they feel confident they will be successful in America, says Virgin Records President Paul Conroy. "It's a tremendous opportunity for them. Not only have they got the skills to work in America, but they've got the skills to succeed."

Cooper believes they could not be going at a better time. "It's a very exciting time in Virgin's history," he says. "In America the company is doing really well financially because of a number of breaking acts."

The move comes some 13 years after the duo forged their partnership at Island Records where Newton was helping to set up dance label 4th & Broadway in his role as head of A&R, while Cooper was director of sales and marketing. They set up the Circle label within Virgin in 1987, signing acts including Massive Attack and Neneh Cherry, with their roles then expanding to cover Virgin's associate labels before they became joint deputy managing directors in 1992. They were appointed as co-managing directors in June.

Although this is unquestionably the biggest challenge in their lengthy careers, such is the strength of their partnership that both insist neither would have taken the new post without the other.

"We're inseparable," says Newton, who describes their relationship as like brothers. "We've made a commitment to each other, whatever way our career goes."

"They're joined at the hip," says Conroy.

> "It's a tremendous opportunity for them. Not many people from the UK industry get the chance to work in the US, but they've got the skills to succeed" – Paul Conroy

Conroy: "Both have very different talents. With Ray it's a tremendous ability in the marketing field and sales, while Ashley is the expert on the A&R side." Newton adds that while their approaches may be different, both share common goals.

"There's no doubt I can be very arty to the point of being pretentious, but Ray can counter-balance that with commercial pragmatism," he says.

Jon Webster, formerly Virgin Records International managing director, says both Cooper and Newton share a similar vision of how to work an act, unlike the situation in many record companies where the A&R and marketing departments appear to pull in different directions. "Both of them are very aware, particularly in the UK, of how the media's going and what's important to their acts," he says.

And, just as their industry expertise seems complementary, the same could be said of their personalities. While Cooper very much the party animal, although able to put in impressively early starts after his late nights - is always ready for a comment, Newton is more considered, quickly allowing his colleagues to do the talking.

Cooper, who starts full-time in the US on Monday, is keen to ensure that their new roles are as similar as possible to the ones they held in the UK. "I'll be dealing with a lot of the day-to-day running of the office, overseeing functions like sales, marketing, promotion and press," he says.

Meanwhile, Newton, who joins him in the second week of October, will take on the additional role of vice president of A&R for the worldwide group, allowing him to play an active part in UK-based A&R projects.

Countless trips across the Atlantic over the past few years have ensured the pair know the staff and office set-up in Los Angeles intimately, while they have been on familiar ground with long-time Virgin Music Group worldwide president Ken Berry, their immediate boss.

Nancy Berry is to become vice chairman, with former EMI Records UK commercial marketing chief Richard Cottrell heading the LA-based EMI Music Distribution.

Even the list of key autumn releases the two will be handling in America is almost identical to the UK line-up – Spice Girls, Janet Jackson and The Rolling Stones – while among the other acts breaking through is The Verve. "It's quite exciting at the moment because..."

Virgin is doing very well with Europe-originated projects like Spice Girls, Blue, Sneaker Pimps and Duff Puhn," says Cooper.

Other priorities include Ken Berry signing Yani, who sold 5m units of his last album, while they will also oversee acts such as Jon Secada and Gang Starr who have been inherited from some of EMI's recently closed companies. In addition, the compilations market, for a long time the foundation of Virgin's UK success, is being further successfully established in America, illustrated by Pure Moon's selling 1.7m units and this year becoming the first Virgin compilation to reach the US Top 10. However, they will have to adapt their thinking to a much slower moving market. "It's less about the product there," says Webster. "There are so many ways you can break a record in America, so many ways you can't, whereas in the UK there aren't that many routes; you sell a press story, you build it at radio. In America it can take months, even years, to get to one or two of the charts."

Columbia managing director Ged Dobler, who worked for four years in the US for Epic in international UK marketing and as senior vice president of the company, says the size of everything is what will first strike them. "The cost of breaking a hit from scratch is mind-boggling," he says.

But, providing they approach the task with the right attitude, he is confident they will succeed. "People over the years have gone in with an arrogant attitude, thinking because I was a kingpin in England I'm going to show these Americans how to do it. The Americans don't respond to that and you end up falling flat on your face," he says.

Though Cooper and Newton will be several thousand miles away, their old boss is already looking at how losing them can be turned to his advantage. "It's going to be tremendous for the UK market, we're trying to break it in America because of Ray and Ashley's knowledge," says Conroy.

So, while they may be directly lost to the UK music industry, their arrival in the US could turn out to be one of the biggest boosts in years to breaking UK acts across the Atlantic.
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rhubarb

- national tv advertising
- radio advertising
- national rock box posters
- instore p.a.s nationwide
- tour dates to be announced
- full media advertising

release date 6 october

compact disc raged6 vinyl ragelp6 cassette ragemc6
distributed by pinnacle telesales 01689 873 144
Flexibility and product breadth gives Pinnacle the upper hand

The independent distribution sector was shaken up this year by the Vital/RTM merger but the move vindicates one of Pinnacle's long-held beliefs.

"We've always said that the market can only accommodate two large independent distributors, and once again we have that situation," says managing director Tony Powell.

And the company remains bullish about its ability to stay ahead of the competition. Last year, an albums market share of 5.2% put it just ahead of Vital and RTM’s combined total of 4.7% and Pinnacle believes it can continue to increase its share well into the next millennium.

"As far as the Vital/RTM coalition goes, it really doesn't affect how we operate our plans for the future, as we've always had a strong view of how we'll continue to expand our business," Powell says.

Indeed, expansion has been the key word for Pinnacle in 1997. A new deal with Jive has resulted in both releases which include V2 and its associated labels Ge Street, Blue Rose, Blue Dog, Banana, Music Units, Snipp, Loaded, Deconstruction/Concrete, Rhythm King and Sidewalk.

Edel came back on board after an absence of six months, scoring Top 20 success with Chicane’s summer hit Offshore, which has now sold more than 500,000 units. Again, this customer for Pinnacle was Snapper which launched in March with a Peter Green album.

Aside from these new deals, Pinnacle has seen significant achievements for its established catalogue, notably Jive which had enjoyed chart success throughout 1997 with the Backstreet Boys, SWV, Smoke City, KRS 1, Joe, Billy Ocean and R Kelly. Over the past year, Pinnacle has continued to release material from cooker, while China Records achieved its eighth Top 20 Levellers hit in a row with What A Beautiful Day and had a Top 10 entry with the album Mouth To Mouth.

Pinnacle is particularly excited, and I Believe, Daniel O'Donnell's follow-up to the ®000-selling Songs Of Inspiration. Jive has just announced the November 24 release of R Kelly's fourth album R Kelly VIP - Jive. This Big Life is set to confirm the release date and title of the Gala album expected in November.

Pinnacle maintains that its strength is down to an ever-increasing diversity, resulting in an operation which has the flexibility to release Damage alongside Daniel O’Donnell and the BBC’s spoken word repertory.

"We have no overwhelming dependence on any one source of business," says Susan Bush, head of label management.

"We're as comfortable selling half a million records as we are selling 500 because, instead of enforcing a distribution blueprint on releases, we have a flexible approach to selling them."

Caroline Moss

KEY AUTUMN RELEASES

The October 21 release of 1 Bellewe, Rit's follow-up to Daniel O'Donnell's 300,000-selling Songs Of Inspiration, is supported by national TV, radio and billboard ad campaigns. TV appearances on Songs Of Praise and Surprise Summer and a 22-date autumn tour including dates at the NEC Birmingham and two nights at the Albert Hall, Rit's is also releasing a Daniel O'Donnell DVD on November 14.

PROLAPSE: The Italian Flag - Flag (Oct 6). Creased guitar combines with ferocious wit on this album which it's hoped will move Prolapse into the premier division. A two-month press campaign and autumn tour back the release.

SPACE MONKEYS: The Daddy Of Them All - Factory (Oct 6). Manchester’s Space Monkeys’ debut album includes their three singles to date and blurs the boundaries between rock and dance.

RODT/JOSSE: Rhubarb - Ragae/Axxe (Oct 6). Debut album from this pop/groove combo from the South West, who've released three singles and have attracted plenty of media attention. TV and radio advertising should help the band's profile across the country.

VARIOUS: Zeppelin - New Wave Club Culture - Stress (Oct 6). New and established artists including Sash!, Brothers in Rhythm and Redrock feature on this collection of 27 tracks on triple CD and vinyl, combining hit singles with new material, exclusive and sought-after remixes.

FAT STATIC: Science of the Gods - Planet Dog (Oct 13). The long-anticipated third album from the Bristol-based band combines technical workouts with hardcore, big hop,

chemical bass and drum & bass.

VITAL PRINCESS OF WALES: A Radio Tribute - BBC Radio Collection (Oct 13). Drawing from exclusive BBC archive material, this collection of material on Princess Diana and her acquaintances and never-before-heard as it was broken to the world.

JARS OF CLAY: Much Ado About - Atlantic (Oct 13). This, the second album from the alternative rock outfit who've notched up sales of 2 in their native Canada, gets a simultaneous worldwide release and should benefit from the band's live activity.

VARIOUS: Tip Tops Songs II - Tip (Oct 13). This collection of successful singles from the Northern Specialty specialist Tip Tops includes exclusive tracks from 2 Unlimited and The Prodigy as well as singles for Lost in Groove and Good Time.

VARIOUS: Street rave presents Colors The Full Spectrum (Mixed by DJ Mackintosh and Farley & Heller) - Limbo (Oct 27). Umbro's biggest project to date sees Scottish club and party promoters Street rave and Colors celebrating 10 years of house culture north of the border. Backed by a TV campaign, featured artists include Angel Monaco, Adewa, Yo Yo Honey, Funky Green Dogs and Kerri Cherish.

BRUTAL TRUTH: Sounds Of The Animal Kingdom - Ode (Oct 27). Musical masterpiece Brutal Albert presents an album which promises to leave no jaw unflored. Street level postcard and sticker campaign, full press ads and Kerang! and Metal Hammer support to launch the album and five dates have been set for next year.

THE MARK RALDUFF SHOW - BBC Radio Collection (Nov 3). Sketches and phone-in compiled by Ralduff from his evening show, which ended in February and attracts a record audience figure during its three-year run.

VARIOUS: Pavarotti & Friends Present Carry On Chabiling - West 2 Recordings/EU Trade Records (Nov 3). Pavarotti & Friends presents new single from album with metal band Korn and Main Event. The album will feature contributions from Markus Schulz and Edel's own Charlie Louvin, while a Top 5 hit hit with what "A Beautiful Day" and had a Top 10 entry with the album Mouth To Mouth.

CHARLIE LANDSBOURG: Further Down The Road - Jive (Oct 27). This album from singer/songwriter Landsbrough, whose previous two releases together sold more than 300,000 units in 16 months. An appearance on TV's Top of the Pops, a 27- date autumn tour and a national radio and Adshe (Ad) campaign are scheduled.

VARIOUS: Street Rave Presents Colors The Full Spectrum (Mixed by DJ Mackintosh and Farley & Heller) - Limbo (Oct 27). Umbro's biggest project to date sees Scottish club and party promoters Street rave and Colors celebrating 10 years of house culture north of the border. Backed by a TV campaign, featured artists include Angel Monaco, Adewa, Yo Yo Honey, Funky Green Dogs and Kerri Cherish.

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IT’S TIME TO GO
Talent

I f evidence were needed of what differentiates Janet Jackson from her peers in the female artists' superleague there could be none better than her new single Got 'Till It's Gone.

On the track Jackson takes equal billing with a sample from Joni Mitchell's Big Yellow Taxi and a rap from A Tribe Called Quest's Tip. Even supposing that Whitney Houston, Tbone Braxton or Mariah Carey would dare deliver such an experimental single, it's highly unlikely that they'd put it out as their new LP's first offering.

It is exactly this knack of pushing her musical parameters whilst still appealing to the mainstream that has marked out Janet Jackson from the pack. When matched with her keen eye for visual presentation, Jackson is one of the few big-selling female artists who have been able to sustain tastemaker kudos as well as commercial appeal.

Ewok Isham, editor of the style magazine Arena, is an unabashed Jackson fan. "She makes herself contemporary," Isham says. "She always has a frisson of cutting edge and what she does is very sophisticated. It feels like it's got some substance, which for a pop artist is difficult to do. Compare her to someone like Mariah Carey. It's not just about looking pretty."

Just last week saw the campaign around Jackson's fifth album, The Velvet Rope, start in earnest with a star-studded party in London attended by Jackson and reportedly costing $250,000. But such lavish expense appears justified when a listener to the album, one of Virginia's key releases for the year,

'She has a frisson of cutting edge and what she does is very sophisticated. It feels like it's got some substance, which for a pop artist is difficult to do. It's not just about looking pretty.'

reveals a handful of potential singles, as Virgin UK's outgoing managing director Ray Cooper is well aware. "We see this as an LP that can go on selling for the next two years. It's not unlike the George Michael album, Older, which is 18 months old and still generating Top 10 singles," he says.

Cooper is also confident that the favourable critical reaction that has greeted Got 'Till It's Gone will be extended to the LP. "When we heard it we all thought it was a major step forward," he says.

In terms of a first single, Got 'Till It's Gone has been a smart move. With R&B and rap increasingly dominating the US chart, but also the UK charts, the single re-establishes Jackson's credibility with the urban and youth market as a solo artist. There is a whole new generation of female stars vying for its attention.

The single Jackson says, 'I've always been a big Joni Mitchell fan, and Jimmy Jam knew that so he put the Big Yellow Taxi sample on. I know I wanted a rapper on this LP, but who on what song I had no idea until we did Got 'Till It's Going. Tip was the first person. His voice is mellow and laid-back like the vocal.'

Certainly, the album in Jackson's most adventurous to date. The key development she feels she's made compared with her last studio LP, 1994's Janet, is in the introspective and personal nature of many of the songs. "It took me six months to do it which is the longest it's taken with any album," she says. "But really I feel I've taken me 13 years to write this album because I've gone into my childhood, my teenage years, even my adulthood and dealt with a lot of issues I've never thought of dealing with and I never knew existed. It's taken me as a person to another level."

Aside from introspection, sexuality also features heavily on the lyrical agenda of The Velvet Rope. For example, My Noodle is about pleasing yourself, Rope Burn about sexual fantasies; and listeners will have to make up their own minds about Jackson's bizarre phone conversation with another woman on Speaker Phone. Musically, the LP is a conundrum of differing styles producers Jimmie Jam has deftly moulded into a unified whole, producing a cutting-edge sound embellished with some impressive production touches. All areas of Jackson's musical fun base are covered: Velvet Rope featuring violinists Vanessa Mae and You are archetypal funky Jackson-style cuts. Get Lonely is the LP's big ballad; and Together Again is a housey-style dance track just waiting for a host of big name remixers to get their hands on it. Add some rock-inspired tracks too like Rod Stewart's Tonight The Night, and the syrupy sweet child choir sing-a-long Special and you get the picture.

Jackson says the mix 'n' match style which she has been developing for her LPs since 1989's Rhythm Nation is entirely natural for someone who grew up as the ninth child in a house listening to everything from Stravinsky and P Funk to Tammy Wynette and Sly Stone. It was brother Randy incidentally who introduced Janet to Joni Mitchell as a child. "Because of that I'm all a part of me, all a part of my life," she says. "With my albums I'm able to do different types of music and it's acceptable because it is me."

The respect that Jackson still commands in the R&B world can be gauged by the fact that its current king Sean 'Puffy' Combs said recently that Jackson was the only artist for whom he'd make the effort to pick up the phone and push himself forward as producer.

In a career marked by massive success, failure could almost be a foreign concept for Janet. But when asked what it would constitute for her, she simply replies, "To not try is a failure."

By that criterion, any failure seems as far off as ever. Tony Foriside
No computer this accessible could possibly have anything to hide

Mac OS 8

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While record labels lean to get their hands on Scottish talent and political power about to be devolved to a Scottish Parliament in Edinburgh, how long will it be before the Scot Awards replace the Brit north of the border?

In the week when In The City visits Glasgow, Creation president Alan McGee believes the development of the Scottish music industry is a certainty. "I think the players are there, it's just waiting to be pulled together," he says. "If XFM gets a licence in Scotland, with its Scottish bias and Scottish staff, it could possibly be the centre focus."

McGee currently has the biggest UK-based roster of Scottish bands. To list a including Primal Scream, Teenage Fanclub and the underrated 18 Wheeler, he recently added Tonton, who has been described as "Pulp-like art rockers and ex-University of Strathclyde architecture students" and were much touted at Dublin's In the City last year. They're currently recording with producer Spike Dunleavy (Stooges, Alabama 3) and plan to release a debut single in January and an LP by May. Since McGee isn't considering decentralising his operation - "If it's good to have a label in London which is working firmly behind Scottish music it's unlikely that any of the majors will do so. We haven't, prevented A&R men spending considerable time north of the border over the past 12 months."

There is loads happening," concurs Karen McKean, a founder of Glasgow venue King Tut's Wah Wah Hut. "The amount of A&R men that phone me up is incredible."

They've signed a diverse set of promising bands (see box below) who may eventually eclipse this year's major label Scottish successes; Geneva, Travis, Finlay Quaye, Edwyn Collins and The Supranovas. According to The High Tide's Sean Dickson, cheap flightss (as low as £25), rather than devolution, will have more of an impact in Scotland's renaissance next year. "The biggest thing that happened in the past few years is EasyJet - it's made Scotland and England come together," he argues. However, the currently ascending leftfield stars are largely home-signed.

**NORTHERN EXPOSURE: THE NEW WAVE OF SCOTTISH TALENT**

The Rota Band (Regal/Parlophone). Threequarters Scottish four-piece, first gig was a four-song set at London's Water Rats in July. Sounds like mid-90s Mission or mid-90s Slowdive. Their debut single is the track on their forthcoming EP, released in November. They've played at the Glastonbury Festival and are tipped for big things.

Dawn Of The Replicants (East West). Edinburgh band who write songs as weird as their music. Sounds like some indie band from the mid-90s, they've recently supported Belle & Sebastian in Edinburgh. Their debut single is due in January.

The Lanterns (Columbia). The quirky pop trio with romantic tales from Irvine Welsh's heartland. They were signed to major label Arista and are currently recording their debut album. Their debut single, "Off The Wall," has been played on Radio 1 and is expected to be released soon.

STEVE LAMACQ

No In The City for me again this year, but like I mentioned 12 months ago, someone has to hold the fort. So you just go on and have a good time. No really, don't worry about us... Actually it's frightening to think that it's a year on since the last ITC (doesn't time fly, aren't the police getting younger every year, it was all fields round here when I was a kid etc etc...). And if anything the A&R climate is even more challenging than ever. The fracturing of mainstream alternative music, and the constant, thrilling progression in this country's dance scene over the past year has led us into a whole new post-Britpop era. Which is good news for punters, but less easy for A&R staff. Now more than ever, it's vision and a bit of bottle that you need to survive, instead of simply chasing a new version of Last Year's Big Thing...
IRISH FAMILY QUARTET THE CORRS released their first album ‘FORGIVEN NOT FORGOTTEN’ in 1995. It achieved: • 8 X Platinum in Ireland • 7 X Platinum in Australia • 2 X Platinum in New Zealand and Denmark • Platinum in Spain • Gold in Japan, Canada, France, Norway. Approaching Gold in the UK!

WHAT THE PAPERS SAID ‘A set of wonderful, simple, anthemic pop songs with harmonies and arrangements to melt the hardest of hearts’ THE INDEPENDENT • ‘Their songs are three minute slices of pop heaven’ THE TIMES

New album ‘TALK ON CORNERS’ released 20th October
New single ‘ONLY WHEN I SLEEP’ released 13th October

Album campaign to include TV ADVERTISING IN LONDON, CENTRAL, GRANADA, YORKSHIRE, TYNE TEES, SCOTLAND, NATIONAL PRESS CAMPAIGN
A background in Australian soaps offers a wealth of opportunity, most notably a dalliance with Europop and juggling a career between panto and Saturday morning television. Neither appealed to the canny former Neighbours star Natalie Imbruglia.

Instead she has spent the past year working with former Cure member Phil Thornalley and Radichead producer Nigel Godrich, to develop her own fresh rock sound which will astound those critics who’d labelled her just another pretty face. “If the label had tried to make me put on some hot pants and sing pop I just couldn’t have done that. It’s not me and my voice wouldn’t suit that,” she says.

Thornalley, who wrote her addictive debut single Form, cut on October 13, says, “Natalie was someone who was trying to do something other than another pop/R&B single record. There are so many artists doing safe pop so it was refreshing to find an artist wanting to do something with attitude and produce a more organic record.”

In the three years since disappearing from the A TV screen as Beth in Neighbours, Imbruglia has deliberately taken time out to allow her profile to die down. Now as removed from her past as she could probably get, Imbruglia’s image will be fully reinvented when she tours her country-dug songs about twentiesomething womanhood – most of which she has co-written – with a band she is currently putting together.

Imbruglia, who counts Shampoo co-writer among her favourite artists, adds, “I think I’m an entertainer, but then I think describing it all is bollocks. Creative people are creative people. We’re all in this together. This album is where I’m at. I just want to get on with it and keep getting better. I’m not doing it for any other reason…

Always keenly into music, Imbruglia started out as a singer and rejected a record deal before signing. “It took me a long time to shake off that soap thing and the space to do what I wanted to do. At first I didn’t think I could really get away with it. Then it’s like the opportunity presented itself to me and I did have the balls to do it!”

She met her now A&R consultant Mark Fox while searching for collaborators more than a year ago while he was creative director at BMG. “I listened to what she was saying; she wanted to be a developing artist rather than just a singles artist,” he says.

Fox introduced Imbruglia to Thornalley, whose lengthy career also includes producing Duran Duran, mixing Ash and playing bass for Edwyn Collins. In turn brought in Godrich, Fox, who made Imbruglia his first signing when moved to RCA, adds, “I’ve built my own agenda for her. It was never a case of getting a single out; I’ve been the publisher and the A&R man. It was a case of bringing writers and music to her which would counter her overwhelming quality.”

Imbruglia adds she had interest from a couple of labels but had been most impressed with RCA. “RCA’s not seen me as a puppet on a string. They’ve been behind me 100% and encouraged me to grow as an artist. I’ve heard the pressure on myself I have to,” she says.

Godrich says the tracks he mixed are not comparable to his previous work with Radiohead. “It’s not really what I did. It was light relief. It’s a definitely a rock record; very commercial and marketable and with the whole Alanis Morissette thing companies are trying to come up with something for that market.”

Other connections saw Imbruglia working on tracks in LA with Mark Goldenberg (Rush, in Nashville with Moby and Brandeis) and in New York with Mark Platt (Bowie, Doe-l lite). With such names involved, the surprisingly distinctive feel of the album, and Imbruglia’s ability to make it sound as though she could become as much a household name as Kylie.

As Thornalley explains, “I still think of it as a pop record. Just because it has got attitude does not mean it isn’t pop. So often you just think of Rock and Waterman as pop. It’s just that times change. Maybe that’s good.”

For Interscope president Tom Whalley it was one of those rare instant decisions. “Once every few years someone walks in your office and you get a feeling. They came in and played the finished album and it sounded great, like there were a bunch of hits on it. I totally wanted to sign them there and then.”

With a finished product placed in its hands the label was able to move swiftly to capitalize on the summer vibe of the single. “We put the single out to radio within a week of signing them and had it in the record stores two weeks later,” says Whalley.

Whalley also resisted any temptation to tinker with the LP. “We could have offered more input and remixed it, but it wasn’t necessary. We were happy with the record, it worked fine,” he says.

With the release of a new single in a couple of weeks, Whalley anticipates Push Yu Yang will sell over 1m units in the US by Christmas. Meanwhile Smash Mouth are taking it on Europe. “People are saying to us that it’s going to be a smash and we’re committed to breaking them round the world,” he says.

The band arrive in the UK in mid-October for TV promotion and a handful of live dates, at which point those SMASH MOUTH’s companions will come grinding to a halt.
Another 1,069,000 copies of Elton John's "Something About The Way You Look Tonight"/"Candle In The Wind 1997" were sold last week, bringing its total sales tally to 3,273,000. The only single yet to sell more copies in the UK is Band Aid's "Do They Know It's Christmas", and overtaking that is a formality which will have been completed by the time this issue goes to press.

The continued popularity of the single put paid, temporarily at least, to Oasis' chances of taking a second number one single from their Be Here Now album. Stand By Me debuts at number two, having sold 137,000 copies - more than enough to ensure it would have debuted at number one most weeks. But with all the attention given to Stand By Me and their current gigs, Oasis do rebound to the top of the albums chart, after selling a further 48,000 copies of Be Here Now last week. It's the album's fifth week at number one, and the group's 16th since getting off the mark when Définitely Maybe topped the chart just three years ago. The only act to spend longer at number one in the Nineties is Simply Red, who have spent 17 weeks at the summit. The Spice Girls have spent 15 weeks on top, and must be fancied to overtake both before the year is out.

Three singles in the Top 20 increase their sales this week - but all are on their way down. Dario G's "Sunchyme" (2-3), Chumbawamba's "Tubthumping" (3-5) and Tina Moore's "Never Gonna Let You Go" (9-11) are the records in first Top 40 hit for over five years last week, Chris De Burgh climbs 36-29 with "So Beautiful", which thus becomes his biggest hit since "Missing You" peaked at number three in 1988.

Last week, we reported how Blur's "M.O.R." debuted at number 15, spoiling their chances of becoming the first act to have four Top 10 hits this week. This week, we offer our congratulations to U2, who complete their own quartet of Top 10 hits with their third debut at number seven. Their previous 1997 hits are: "Discotheque" (number one), "Star 69" and "No Order". The Last Night On Earth (number 10). All four are taken from their Pop album, which rebounded 66-4 on a 13% gain in sales, but which has sold disappointingly by their standards despite its string of hit singles, with fewer than 450,000 units purchased to date, some seven months after its release. Incidentally, Blur's self-titled album continues its chart ascent, moving 47-29, even though MOR drops 15-41.

Glasgow Rangers become the first football club from Scotland to have a Top 75 hit, and the first club side to have a hit at this time of the year, debuting at number 54 with "Glasgow Rangers Night In A Row". The parenthetical title referring to their young-inducing run of nine consecutive Scottish Premiership championships. The "Gers" single was produced and co-written by new hands Mike Stock and Matt Aitken, and sold almost exclusively in Scotland.

Hard times for Lisa Stansfield, whose latest single "The Line" debuts at number 64. It's the fourth single from her self-titled number two album, and seemed destined for success after Top 10 dub success but a combination of lack of airplay and a £3.99 price tag have turned it into her least successful single since she hit the big time in 1989. And a belated release of New Order's Video Single 5.6.8 single is even less popular, debuting at number 81. Recorded in 1981 to tie-in with the opening of the Haçienda club in Manchester, it's a 23-minute long instrumental.

Another underachieving single, Kylie Minogue's "Some Kind Of Bliss", descends to number 92 after three weeks in the shops. It's poor performance has resulted in the forthcoming Kylie album being pulled, and rescheduled for 1998. 

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**music week DIRECTORY 1998**
Ashford. Once they tune in, they will hear a mix of tracks from the Sixties to the present day, but it keeps the sound of the music fresh and appealing to all of the station's listeners. The music must be melodic, and the amount of chart tracks we play does tend to be limited. We would have around eight at any one time, which means the songs would be played virtually every two or three hours.

One of the reasons why Channel 107.6 doesn't play too much new music is that it finds it impossible to receive any product from record companies and pluggers. In fact, the station is bowing all of its music from Salisbury-based Spire FM. Kerr says that the station would like to introduce more specialist shows. For example, there is pressure from our programmers. In fact, the effect of the Princess's death and her funeral meant that in the September 13 airplay chart the song 'Just For You' at number one on August 16, at a time when it was still receiving 25 plays a week. The song went on to spend four weeks at the top and had only dropped to number four by the end of September after seven weeks on the chart.
## Music Control UK Chart 4 October 1997

### Top 50 Airplay Hits

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<th>No.</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
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<th>Plays Increase</th>
<th>Total Audience</th>
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<tr>
<td>1</td>
<td>Just for You</td>
<td>M People</td>
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<td>1874</td>
<td>+13</td>
<td>58,29</td>
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<td>Bellini</td>
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<td>Atlantic</td>
<td>1929</td>
<td>-11</td>
<td>51,06</td>
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<td>Brand New Heavies</td>
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### Top 10 Most Added

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<td>The Way I Feel</td>
<td>Roxanne</td>
<td>Columbia</td>
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<td>Creation</td>
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**THE OFFICIAL CHARTS - 4 OCT**

**SINGLES**

1. **SOMETHING ABOUT THE WAY / CANDLE IN THE WIND 1997**
   - Elton John
   - Rocket

2. **STAND BY ME**
   - Oasis
   - Creation

3. **SUNDERME**
   - Dario G
   - Eternal

4. **ARMS AROUND THE WORLD**
   - Louise
   - 1st Avenue/EMI

5. **TUBTHUMPING**
   - Chumbawamba
   - EMI

6. **GOT 'TIL IT'S GONE**
   - Janet feat Q-Tip & Joni Mitchell
   - Virgin

7. **PLEASE U2**
   - Island

8. **JUST FOR YOU M People**
   - M People/BMG

9. **MEN IN BLACK**
   - Will Smith
   - Columbia

10. **THE DRUGS DON'T WORK**
    - The Verve
    - Hut/Virgin

11. **NEVER GONNA LET YOU GO**
    - Tina Moore
    - Delirious

12. **SAMBA DE JANEIRO**
    - Bellini
    - Virgin

13. **OH LA LA LA 2 Evissa**
    - Club Tools

14. **NIGHT NURSE**
    - Shy And Robbie featuring Simply Red
    - East West

15. **FIX Blackstreet**
    - Interscope

16. **SPIDERWEBBS**
    - No Doubt
    - Interscope

17. **I'LL BE MISSING YOU**
    - Puff Daddy & Faith Evans
    - Puff Daddy/Arista

18. **YOU HAVE BEEN LOVED / THE STRANGEST THING '97**
    - George Michael
    - Virgin

19. **WHERE'S THE LOVE**
    - Hanson
    - Mercury

20. **4 SEASONS OF LONELINESS**
    - Boyz II Men
    - Motown

21. **ANYBODY SEEN MY BABY?**
    - The Rolling Stones
    - Virgin

22. **DEBAASE Pixies**
    - 4AD

23. **EVERY DAY OF MY LIFE**
    - House Traffic
    - Logic/Arista

24. **HONEY / MARRIED Life**
    - Seal

**ALBUMS**

1. **BE HERE NOW**
   - Oasis
   - Creation

2. **MARCHIN' ALREADY**
   - Ocean Colour Scene
   - MCA

3. **MAVERICK A STRIKE**
   - Finley Quaye
   - Epic

4. **HOMOGENIC**
   - Bjork
   - One Little Indian

5. **WHITE ON BLONDE**
   - Texas
   - Mercury

6. **BUTTERFLY**
   - Mariah Carey
   - Columbia

7. **OK COMPUTER**
   - Radiohead
   - Parlophone

8. **THE FAT OF THE LAND**
   - The Prodigy
   - XL Recordings

9. **OLDER**
    - George Michael
    - Virgin

10. **STATIC & SILENCE**
    - The Sundays
    - Parlophone

11. **THE VERY BEST OF**
    - Supertramp
    - PolyGram TV

12. **EVOLUTION**
    - Boyz II Men
    - Motown

13. **MUCH LOVE**
    - Shola Ama
    - WEA

14. **NEW FORMS**
    - Roni Size Reprezent
    - Talkin Loud

15. **SPICE Girls**
    - Virgin

16. **LOVE SONGS**
    - Elton John
    - Rocket

17. **MOTHER NATURE CALLS**
    - Cast
    - Polydor

18. **GOODBYE**
    - Dubstar
    - Food/EMI

19. **DOTS AND LOOPS**
    - Stereolab
    - Duophonic UHF

20. **REMASTERS**
    - Led Zeppelin
    - Atlantic

21. **BACKSTREET'S BACK**
    - Backstreet Boys
    - Jive

22. **BLURRING THE EDGES**
    - Meredith Brooks
    - Capitol

23. **DO IT YOURSELF**
    - Seahorses
    - Geffen

    - The Gravedigger
    - Gee Street
Top of our club chart for the past three weeks, Martha Wash (pictured) looks set finally to have a hit with her garage anthem 'Carry On'. First released in 1993, the track is the latest in a long line of recycled garage smash following the recent success of Tina Moore's 'Never Gonna Let You Go' and Rosle Gaines' 'Closer Than Else'. Not that Martha is any stranger to the Top 10 having been featured vocalist on both of Todd Terry's recent hits 'Jumpin' and 'Something's Going On In My Soul'. Further back, Martha was of course one half of The Weather Girls who had a huge UK hit in the early Eighties with 'It's Raining Men'. The new package of 'Carry On' features fresh mixes from Tuff Jam, Full Intention and Danny D as well as the originals from Masters At Work and Todd Terry. Martha Wash's 'Carry On' is released by Delirious on October 13.

Lynn Cosgrave is leaving her post as label manager and director of the Ministry Of Sound to set up her own management company. Cosgrave joined the Ministry Of Sound in 1991 when she was responsible for promoting the club's Saturday nights. More recently she had become label manager for Ministry Of Sound Recordings. During her time at the label, Cosgrave helped develop compilation series such as 'The Annual' and 'Dance Nation' which have become brand leaders in the dance market.

"I have learnt an enormous amount while at Ministry Of Sound," she says. "It is an amazing organisation that although six years old has only just started to expand and I will still be working closely with them as they continue to grow."

Ministry Of Sound managing director Mark Rodolli says, "Lynn may be leaving but her influence on the whole of the Ministry Of Sound will remain apparent for a long while. The future plans for the Ministry are very exciting as we expand around the world and we will still work closely with Lynn to achieve our ambitions."

Meanwhile, the Ministry is set to launch a glossy mass-market dance magazine. Called Ministry, the first issue will hit the stands on December 4 and is launched in partnership with Dennis Publishing.

The magazine will be edited by Pauline Haldane who has formerly edited TV Hits and MTV's Blah Blah Blah. Haldane feels there is still room for a new magazine in the competitive dance magazine market led by Emap's MixMag.

"We've spotted a gap that hasn't been filled yet so the other magazines don't need to worry," she says. "We're looking at a youth market with a mainstream magazine covering a broad base of subjects."

Aside from Haldane, the other members of the Ministry Of Sound's creative director Scott Parker who becomes the magazine's art director.
Paul Roberts of Klass, one of the UK's most successful house production and remix teams, has announced the formation of his own label, Kingpin. The label will be run via the Twolove Label Collective and Twolove label manager Sarah Feeney will oversee its day-to-day activities and provide A&R input.

Roberts says the label will be house-orientated. "We definitely want to define a sound for the label. It'll be house and very much away from the Euro and trance thing. Just well-produced and well-put-together tracks. It will be rhythm tracks rather than the type of commercial things I do with Klass," he says.

The first release will be Soundscapers' "Soundscapin" which has already featured in AMI Cool Cuts chart. This will be followed by two tracks from Belgian artists Syndicate Of Law and Space 2000. However, overall Roberts would like to see the label function as an outlet for rhythm tracks rather than the type of commercial tracks his name is a bit too well known at.

"We had the problem when we started of people not taking us seriously because of where we came from. But the stuff from around here is as good as anything," he says.

Klass, meanwhile, are putting the finishing touches to their LP which will be coming out before the end of the year. The LP will feature a variety of vocalists such as Bobby Brown and Kathy Sledge, Rachel Macfarlane and Paul Williams. The group have also just finished remixes for Mica Paris and Tony de Vito.

Tony de Vito's new label—Klass—launches

Monday: flew out to IBIZA for a Kiss 100 beach party with Greg Young who produces my KISS SHOW (Wednesday 1am – 4am). It was great but very different to playing in a club. In the evening, I just went out for a meal. CHILLING OUT, SNORKELLING and JET SKIING. To me there's a lot more to Ibiza than clubbing. On Tuesday night/Wednesday morning, I played SPACE for the first time which was really brilliant. From there we went to the airport and flew back to London. When we arrived we went straight to KISS for a meeting about my show. Then we found out that I'll be replacing a Saturday evening show. I knew that my show was going to be moved but I was shocked to say the least when I found out where. Thursday: I was in the STUDIO all day doing a follow-up to my single. My Love/Get Loose' with SIMON PARKIN who does everything with me on my TVR label. I'd be going out on Friday: in the morning, I met with solicitors about a RECORD SHOP! I'm going to open in Birmingham. It's the second city and it's ridiculous that there isn't a good record shop. The shop will be called TOY RECORDS and should be open in about six weeks. That evening, I always take my singles to the STUDIOS in Luton to DJ. It was a good gig, quite studenty but they were really up for it. Saturday: I always check my records in the morning, usually with my best mate ALEX. Then mid-afternoon I caught a plane to EDINBURGH to play at JOY. We did an interview at FORTH RADIO and got really taken care of and the night really blew me away. Sunday: flew back and went straight to MixMag's Sunday session at JULES. I was shattered but this was quite a quiet week."

UK garage team Tuff Jam — Karl 'Tuff Enuff' Brown and Matt 'Jamm' Lament (pictured left) — will be benefiting from a reshuffle of Kiss 100 FM's Friday and Saturday night programming following the departure of presenter Judge Jules. The changes will also see Mr C, Alex P and Brandon Block become permanent presenters on Kiss 100. Brandon Block and Alex P will take over Jules's old Friday slot of 6pm - 8pm. "They were a natural choice for Jules's old show," says Paul Thomas, specialist show producer at Kiss. "When you get the pair of them together on air they sound like a couple of nut-nuts." Meanwhile, Graham Gold will take over Jules's old Saturday slot of 4pm - 7pm. "We're relaunching Graham's show completely to fit in its new slot," says Thomas. It is also rumoured that Carl Cox will be getting a new Friday evening show of 8pm - 10pm, although Kiss declined to comment saying an announcement would be made shortly. Tuff Jam will be moved from Thursday nights to a new prime slot on Saturday evenings, 7pm - 9pm. "We were looking for a new way to get them off nights and this, I think, will be the perfect time for them — same with Tony de Vito," says Thomas. De Vito will also be moved from Tuesday nights 1am - 4am to Saturday 9pm - 11pm. Mr C will take over Tony De Vito's old slot. "Mr C has been a fill-in DJ for Kiss almost since the station started" says Thomas. "So we felt it was time we finally gave him a proper show of his own."
UK garage continues its onslaught first appeared in May. He names its main re-entry for a record which will as the definitive speed garage track, resulting in a vastly reshaped Top 10, which contains this week's highest climber. It's Sash!, up 21 places to eight with 'Stay', and if their last lot more action within the chart than of late, which has attracted. "We've been tracking sales, one of the records currently challenging the genre.

Another UK garage track blowing up across the nation is this week's highest new entry at 29, "THE ESSENTIAL ELECTRONIC WITH PETE TONG ON FRIDAY SEPTEMBER 26 (6.00pm-10.00pm)."

One DJ Nicky Campbell has used the track as his "PUT YOUR HANDS... Busta Rhymes (ft. Kathy Brown)" on a completely different tip, Epie Eden Blackman, national radio and TV plugger with the track for its second release. The reactions are above and beyond what we buzz around the track for its second release. "The reactions are above and beyond what we had the first time around," says Blackman, who's keen to drop the "London thing" tag which speed garage has attracted. "We've been tracking sales, and demand for the record has been creepNG up the country through Birmingham, Manchester, Leeds and now up to Glasgow."

Leading jungle DJ duo KEDIINSKY & STORM will be mixing their first mix CD with the release of 'Arcture 4' which is out on Read later in the month...On a completely different tip, Epic Records aided by Goldmine Records have been digging in their crates and compiled one of the strongest Northern Soul compilations by a major company with 'SOU! TIME VOLUME 1'.

[BEATS&PIECES]
**TUNE OF THE WEEK**

**COCO 'I NEED A MIRACLE' (POSITIVA) (HOUSE)**

A recent Greensleeve offering gets the full release it deserves in a promo package with mixes from Vinnie Luxems, Matthew Roberts and The Sol Brothers. Imbrore recreates the original 12" mix in all its glory – nice and light on the build-ups and including the all-important quality vocal. Matthew Roberts, very much on a roll right now, still lets the vocals do the work while the mix just snuggles it nicely. The Sol Brothers offer further mixes of this cracking song.

**SYBIL 'WHY' (COALITION) (HOUSE)**

Mark Picchiotti handles Sybils latest more than adequately. His 'Anthem Journey Vocal' is a little bland but his 'Non-Stop Dub' - completed with huge Dan Hartman appreciation section - is a successful, if cheesy, floor-filler. You won't want to hear it too many times but its a harmless bit of fun. Lisa Marie Experience mixes to follow.

**RAKIM 'IT'S BEEN A LONG TIME' (UNIVERSAL) (HIP HOP)**

Rakim reinforces his return by using previous classic lyrics such as "It's been a long time...Rakim, the microphone soloist", and his distinct delivery hasn't dated, rather been updated. With production by Primo and DJ Premier on scratches, this will actually surface as a b-side to 'Guess Who's Back'.

**HOUSE OF '909 'THE MAIN EVENT' (PAGAN) (HOUSE)**

Taken from this summers 'Deep Distraction EP', 'The Main Event' now arrives with three new remixes. First up 16B gives it a deep jazzual treatment with enough funky flourishes to ensure that things do not get too serious. Overleaf, Terry Francis toughens the tune up with technoid touches, while still keeping things pretty deep, and Appaloosa finish off in style with some laidback and

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**Slight declines in support for both SASH! and LOUISE leave the former still just ahead of the latter at the top of the chart, with the act most likely to take over at the top now being SPICE GIRLS who, despite a lukewarm reception from radio and some positive reviews, debut at number three with 'Spice Up Your Life', which is indeed spiced up enough by David Morales and Mark to give it sufficient weight to challenge for the top. It's closely followed by a couple of remixes - IN-TRANCE's take on 'Do Ya Think I'm Sexy' complete with original Rod Stewart vocals, getting a 59% hike in support moves 7-4, while NOMADIC MOTION's take on shock rockers Kiss' 'I Was Made For Loving You' surges 36-5. However, the makeover applied to LALO SCHIFRIN's cult movie theme Bullitt, which recently gained a new and enthusiastic audience via its use in ITV adverts for the Ford Puma, is more genuinely jolting. It has been reworked in a contemporary style by the BLACK OOG, ahead of commercial release later this month, and debuts this week at number 34. Two records already in the shops continue to climb, something of an unusual occurrence in a chart usually dominated by promos. OARIO's 'Sunchyme' advances 8-6, while BELLINI's 'Samba De Janiero' scoots 35-16.
CD2 features remixes by mark picchiotto & additional basement boys remixes.
Dverleaf it is a game of two halves with the unimpressive downtempo ‘Remembering Yesterdays’ before getting seriously twisted with a nagging hook, waves of crowd noise and the filters on full. The ‘Border’ vocoding. Mother don’t bother with much vocals either in their synth-buzzing jazzy hip-hop DJ Q ‘LANDING SOON ON A PLANT NEAR YOU EP’ (GO BEAT) (TECHNO) has included News at Ten, so who’s to say this won’t knock Elton off number one? • • • • • JH

stammering echoed, almost rapped stop/starting mix and a shorter ‘Version K’. Massive média attention instrumental. With remixes that are so far removed, what’s the point? • • • JH

187 Lockdown’s ‘Borderline’ mix places longue firmly in cheek by only using time-stretched “South of the Border”. Reworking the ‘88 acid house anthem ‘What Time Is Love’ with help from the Williams Farey Brass Band, the National Retired Life Boat Men’s Choral Society and “A Dream”, the De Barge track that Blackstreet sampled for ‘Don’t Leave Me’ and 2Pac for ‘I Ain’t Mad At Ya’... The PUFF DADDY & THE FAMILY dates which were meant to have taken place this month have been post on this week’s rescheduled shows or can be refunded before October 25 at the point of purchase...THE WIZE GUYS are putting on a one-off at The Subterania, Ladbroke Grove this Thursday (October 2) featuring Afrika Bambaata, Jay Strongman and Brother Ras Rugen. Entrance £8...

spacy slo-mo drum & bass. Deep house fans should also look out for House of 9699’s impressive ‘Soul Rebels’ LP, also out on Pagan. • • • • AB

ROBBIE WILLIAMS ‘SOUTH OF THE BORDER’ (CHRYSALIS) (HOUSE) 187 Lockdown’s ‘Borderline’ mix places tongue firmly in cheek by only using time-stretched “South of the Border” vocoding. Mother don’t bother with much vocals either in their synth-buzzing jazzy hip-hop instrumental. With remixes that are so far removed, what’s the point? • • • • • JH

2K ‘***KTHE MILLENNIUM’ (BLAST FIRST) (ALTERNATIVE)

ALTERNATIVE)

ROBBIE WILLIAMS ‘SOUTH OF THE BORDER’ (CHRYSALIS) (HOUSE)

The OFFICIAL CHARTS - 4 OCT

THE OFFICIAL CHARTS - 4 OCT

THE JAVELIN - BLUE AMAZON

THE JAVELIN - BLUE AMAZON
Matt Thompson, Kiss 102 jock and runner of Manchester’s leading underground club Prescription, is carving out a niche for himself in Cyber DJ culture. He cut his DJ teeth on the island of Gozo three years ago and since then has been on the move around the UK and Europe. His radio show is a hotbed of underground tunes and cool guests, including DJ Shadow, Rob Playford, Darren Emerson, David Holmes and Propellerheads.

**Top 10**

**1. KEEP THE NOISE** Public Enemy (Def J)  
2. JIMPESTER (Kudos)  
3. THE PHANTOM’ Renegade Sound Wave (Mute)  
4. CAPITAL D’ Source Direct (Science)  
5. JIMPESTER (Kudos)  
6. MORGANGEIST (Clear)  
7. ULTRAVOX (OM)  
8. SID (Hospital)  
9. HEADSTONE LAI  
10. SCRUTINY EST (Hospital)

**Jock’s Steamin’ 10**

1. CAPITAL D’ Source Direct (Science)  
2. PERENNIAL PLEASURES EP Jimpster (Kudos)  
3. LINKING TUNNELS’ Mongezi (Doo)  
4. COME TO RAOXY’ Aphex Twin (War)  
5. PLANET PLAN’ PFM (UPD Tunic Loud)  
6. SUNSET COMMUNICATIONS Underground Resistance (STG)  
7. UNSTILLED’ Headstone Lane (ESV)  
8. SCRUTINY’ CBT (Hospital)  
9. MODUS OPERANDI’ Photek (Science)  
10. GARY SUPER MACHO (DUST BROTHERS MIX) Sukka (MO Wax)

**51 Days’ Paper Moon (Toulouse)**  
This is probably my favourite house tune of all time. It came out in 1994. There’s absolutely no difference playing it then or now. So much dance music is throwaway but any DJ in his right mind would play this in his set. It’s like being in the womb or being in the arms of your partner. It’s warm and you get immersed in it. I don’t let anyone speak when I play it in my house — speaking would be sacrilege!
1 NEW ***K THE MILLENNIUM/ACID BRASS 2K (Brass breaks, hymns and acid house all living up to the hype) Blast First
2 NEW ROCK THE FUNKY BEAT Natural Born Chillers (Drum & bass anthem gets a major release) East West
3 (7) LOST AND FOUND O’Note (Danny Tenaglia turns in two excellent mixes) VC
4 (5) DON’T GIVE UP Michelle Weeks (Swimming garage with mixes from Matthew Roberts, K-Klass and M&S) Ministry Of Sound
5 NEW SING A SONG Byron Stingily (With mixes from Mousse T, Joey Negro and 187 Lockdown) Manifesto
6 NEW SPICE UP YOUR LIFE Spice Girls (Murr and Morales give the girls some belated credibility) Virgin
7 NEW BANG ON The Propellerheads (Thrashing breakbeats and guitars) Wall Of Sound
8 (6) MAGIC ORGASM House Heroes (Tough New York dub house) Twisted
9 (9) EVERY LITTLE TIME Peppermints (Pumping crossover house with mixes from Greenlight and Baby Blue) Excession
10 NEW SCREAM Invisible (Tough breakbeat house from William Orbit and pals) Strictly Rhythm
11 NEW ZEITGEIST Varials (Tracks from B.P.R.D., Sunday Club, Freefall and Freelance Icebreakers) Distinctive
12 NEW GOT FUNK The Funkjunkies (Roger Sanchez does an Armand) Distinctive
13 (14) AS The Knowledge (Italian cover of the Stevie Wonder classic now in new Joey Negro mixes) Distinctive
14 NEW HOT SHOT ’97 Karen Young (Disco classic brought bang up to date) Concrete
15 NEW ROCCO Death In Vegas (Bassy heavy tunky groove) RCA
16 (13) MIRACLE Olive (Featuring mixes from Murr, The Beloved and 187 Lockdown) Freskanova
17 NEW REAL HEAVY SCIENCE Mad Doctor X (U.K.-produced abstract hip hop) Positiva
18 NEW BENEDICTUS Brainbug (Pizzicato trance with choral vocals) Distinctive
19 NEW DON’T THINK ABOUT IT Adeva (With mixes from Nu Birth and Murk) white label
20 NEW 101 Afrowax (Pumping American underground house) white label
INTERNATIONAL FOCUS

US CHARTWATCH

Finally released in America last Tuesday, Elton John’s Candle In The Wind 1997 is certain to debut at number one later this week. Demand for fan-issued supply, with huge queues forming at shops throughout the country. The Los Angeles Times reports that the Virgin Megastore in Costa Mesa ordered 4,000 copies but received only 950, all of which were sold on the first day. The Washington Post noted how a Fourth Street shop and found the ‘sold out’ signs were up by 10pm on the day of release, after 1,000 CDs and 400 cassettes were cleared in next to no time. And in New York, HMV’s outlet at 5th & 48th sold its initial order of 2,500 copies in a little over five hours.

Candle In The Wind’s record-breaking 500,000 sales of 2 Become 1, which holds at number eight on wmcn snarels vocals this week, while Say You’ll Be There dips 41-44. Other Brits on BeBees. The chart are Mark Morrison Fleetwood Mac continue (25-31), Peach Union (45-45), the do well with The Dance, which 41-39-35. Afterwards, Bee Gees (75-81) and Lisa Stansfield (91-31). On the album chart, several British acts simultaneously make big downward moves, with Spice Girls’ Spice (7-12), losing its Top 10 status after 32 weeks, while Prodigy (10-19), Oasis (17-27), Jamiroquai (24-41) and even Elton John (61-75) also take a dive. Spice Girls can certainly comfort themselves with the fact that Spice has been certified platinum for the fifth time, even though its weekly sales are now below 90,000 a week. The big decline in British fortunes here, Elton John’s back catalogue, and sales of albums containing the original version of Candle In The Wind have risen significantly. In the US alone his Love Songs collection is reclaiming the album chart, while his Greatest hits 2 has returned a week ago to the top of Billboard’s Chart.

Bono says Candle In The Wind 1997 is affecting plans for John’s new album The Big Picture. “For example, we were planning another single very soon and now we won’t be able to do that because whatever we put out at the moment will disappear,” he says.

Meanwhile, John is pressing ahead with a busy promotional schedule for the album, which will include a week’s trip to the US and television appearances on VH-1, the Today Show and Rosie O’Donnell. He begins his world tour in the US on October 8, making his way to the UK in December, back to the US early in the new year, followed by Australia, Far East and Europe. By then the full extent of Candle In The Wind’s record-breaking achievements will be fully known. — Paul Williams

ARTIST PROFILE: ELTON JOHN

When he was at the peak of his commercial powers back in the mid-Seventies, Elton John could hardly have imagined that his international profile would ever rise any further.

But more than 20 years after he placed the last of six consecutive number one singles at the top of the US albums chart, the seasoned superstar has seen the media spotlight turn on him globally like never before.

The response to his reworked version of Candle In The Wind in The Wind has not only given him the biggest hit single of his own long and distinguished career, but has now become the best-selling single worldwide by a living act. Just over two weeks after its release the single has already shipped more than 21 million copies, including a record 8 million in the US where it is just behind the top three by a single by a UK act to debut at the top of Billboard’s Hot 100 chart.

“It’s a phenomenon. There’s no other way I can put it,” says Mercury Records international product manager Audrey Brown. “His profile couldn’t be any higher. There are people coming out buying the single because they probably haven’t bought a single in the past 10 years.” As in the UK, the single toped the charts in France, Germany, the Netherlands and Switzerland after only one day’s sales, while PolyGram is also selling it into territories such as Israel and parts of Latin America which traditionally do not have a singles market. The interest is spreading to Elton John’s back catalogue, and sales of albums containing the original version of Candle In The Wind have risen significantly. In the US alone his Love Songs collection is reclaiming the album chart, while his Greatest Hits has returned a week ago to the top of Billboard’s Chart.

VIRGIN RADIO CHART

<table>
<thead>
<tr>
<th>Track</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>Candle In The Wind</td>
<td>Elton John</td>
</tr>
</tbody>
</table>

TRACKWATCH: ELTON JOHN

- Candle In The Wind 1997: smashes into more than 21 million units worldwide
- Biggest UK single worldwide of all time
- Nineteen in one chart around the world
- Love Songs re-entering commercial charts

INTERNATIONAL FOCUS

UK WORLD HITS

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

FRANCE
1. Elton John
2. Bette Midler
3. Sea Area
4. Faithfull
5. The Very Best Of Elton John

AUSTRALIA
2. Elton John
3. Sea Area
4. Faithfull
5. The Very Best Of Elton John

GERMANY
2. Elton John
3. Sea Area
4. Faithfull
5. The Very Best Of Elton John

SWITZERLAND
2. Elton John
3. Sea Area
4. Faithfull
5. The Very Best Of Elton John

NETHERLANDS
2. Elton John
3. Sea Area
4. Faithfull
5. The Very Best Of Elton John

SWEDEN
2. Elton John
3. Sea Area
4. Faithfull
5. The Very Best Of Elton John

* Artists, tracks and sales figures are as of the publication date.

© CNN Music Control
R&B SINGLES

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
<th>Label Cat. No. (Sub-label)</th>
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<tbody>
<tr>
<td>1</td>
<td>NEVER GONNA LET YOU GO</td>
<td>Tina Moore</td>
<td>Delicious 74221/15115101 (BMG)</td>
</tr>
<tr>
<td>2</td>
<td>MEN IN BLACK</td>
<td>Will Smith</td>
<td>Columbia CD:6648692 (SM)</td>
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<tr>
<td>3</td>
<td>NIGHTNURSE</td>
<td>Boyz II Men</td>
<td>Motown CD:0302832 (F)</td>
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<tr>
<td>4</td>
<td>FIX</td>
<td>Jive/StingRay</td>
<td>Interscope CD:9196751 (BMG)</td>
</tr>
<tr>
<td>5</td>
<td>4 SEASONS OF LONELINESS</td>
<td>Crystal Waters</td>
<td>Motown CD:0302832 (F)</td>
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<tr>
<td>6</td>
<td>I'LL BE MISSING YOU</td>
<td>SF's &amp; The Five</td>
<td>Motown CD:0302832 (F)</td>
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<td>7</td>
<td>HONEY</td>
<td>Mariah Carey</td>
<td>Columbia CD:665219182 (SM)</td>
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<td>8</td>
<td>KISS AND TELL</td>
<td>Brownstone</td>
<td>Epic CD:8549240 (SM)</td>
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<td>9</td>
<td>WHO'S THE MACK!</td>
<td>Mark Morrison</td>
<td>WEA CD:WEA-1203401 (CD)</td>
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<td>10</td>
<td>YOU'RE THE ONE I LOVE</td>
<td>Shania Twain</td>
<td>Brokenwood/WEA CD:WEA-121301 (CD)</td>
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<td>11</td>
<td>MO MONEY MO PROBLEMS</td>
<td>The Isley Brothers</td>
<td>Interscope CD:9196751 (BMG)</td>
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<td>12</td>
<td>GUANTANAMERA</td>
<td>Wyclef Jean And The Refug</td>
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<td>13</td>
<td>THE LOVE SCENE</td>
<td>LF</td>
<td>Jive JIVET353 (P)</td>
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<td>14</td>
<td>WE COME TO PARTY</td>
<td>N-Tyce</td>
<td>Telstar CD:CDSTAS 291314 (SM)</td>
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<td>LET ME BE THE ONE</td>
<td>Mini Condition</td>
<td>Wild Card/Polydor ST173311 (V)</td>
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<td>16</td>
<td>THE LINE</td>
<td>Lisa Stansfield</td>
<td>Arista 492321125931 (SM)</td>
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<td>17</td>
<td>EVERYTHING</td>
<td>Mary J Blige</td>
<td>MCA CD:MCATD-480259 (BMG)</td>
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<td>18</td>
<td>CU WHEN U GET THERE</td>
<td>Conel featuring Afros</td>
<td>Tommy Boy CD:TCGD0165 (UDSD)</td>
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<td>19</td>
<td>WE JUST WANNA PARTY WITH YOU</td>
<td>Shaggy Dogg Dogg</td>
<td>featuring DJ G</td>
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<td>20</td>
<td>WHEN DOES CRY</td>
<td>Ginuwine</td>
<td>Epic CD:6549240 (SM)</td>
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<td>21</td>
<td>SOMEONE</td>
<td>SWV featuring Puff Daddy</td>
<td>RCA 74221/5239441 (BMG)</td>
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<td>22</td>
<td>MY FATHER'S SON</td>
<td>Corner Reeves</td>
<td>Whistler 120018111 (V)</td>
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<td>23</td>
<td>I LIKE THE WAY</td>
<td>Dies Icies</td>
<td>Mushroom MUSICOX 2190/SM</td>
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<td>24</td>
<td>THE SWEETEST THING</td>
<td>The jungle Aces featuring Larry Gill</td>
<td>Columbia CD:6648692 (SM)</td>
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<tr>
<td>25</td>
<td>TOO GONE, TOO LATE</td>
<td>En Vogue</td>
<td>East West E603877 (V)</td>
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<td>26</td>
<td>MY BABY DADDY</td>
<td>B-Real &amp; The Bizz</td>
<td>LaFace 74221/4851330 (BMG)</td>
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<td>27</td>
<td>THE RAIN (SUPA DUPE JAY)</td>
<td>Missy &quot;Misdemeanor&quot; Elliott</td>
<td>East West E603877 (V)</td>
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<td>28</td>
<td>NOT TONIGHT</td>
<td>Lil Kim</td>
<td>Atlantic AT 00717 (V)</td>
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<td>29</td>
<td>I WANNA BE THE ONLY ONE</td>
<td>Eternal featuring Bebe Winans</td>
<td>EMCD CD:EMCD7421 (E)</td>
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<td>30</td>
<td>GOTHAM CITY</td>
<td>R Kelly</td>
<td>Jive JIVET473 (P)</td>
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<td>31</td>
<td>I BELIEVE I CAN FLY</td>
<td>R Kelly</td>
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<td>32</td>
<td>4 PAGE LETTER</td>
<td>Aaliyah</td>
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<td>SPACE COWBOY</td>
<td>Jamiroquai</td>
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<td>TRIUMPH</td>
<td>Wu-Tang Clan featuring Capone y Nino</td>
<td>Loud 7102/HEMAT (BMG)</td>
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<td>TOSS IT UP</td>
<td>Makaveli</td>
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<td>36</td>
<td>YOU BRING ME UP</td>
<td>K-Ci &amp; Jojo</td>
<td>MCA MCTD-4859317 (BMG)</td>
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<td>37</td>
<td>HISTORY/GOHOSTS</td>
<td>Michael Jackson</td>
<td>Epic CD:9504962 (SM)</td>
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<td>38</td>
<td>HOW COME, HOW LONG</td>
<td>Babyface featuring Snow</td>
<td>Warner Bros 98620 (SM)</td>
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<td>39</td>
<td>YOU MIGHT NEED SOMEBODY</td>
<td>Shola Ama</td>
<td>Frankie/Kareena -60</td>
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<td>40</td>
<td>HYPNOTIZE</td>
<td>The Notorious BIG</td>
<td>Puff Daddy/Arista 74221/15115101 (SM)</td>
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DANCE SINGLES

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<th>Title</th>
<th>Artist</th>
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<tbody>
<tr>
<td>1</td>
<td>SANCTUARY</td>
<td>Omri Tres</td>
<td>Moving Shadow SHADOW115 (SMO)</td>
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<td>CIRCLES</td>
<td>Aditif F</td>
<td>Positive 12E202 (E)</td>
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<td>3</td>
<td>JUST GETS BETTER</td>
<td>Tull featuring Xavier McReary TRUNKY (BMG)</td>
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<td>BURNIN'</td>
<td>Daft Punk</td>
<td>VST VSTCD118911 (E)</td>
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<td>5</td>
<td>JOANNA</td>
<td>Miss Wood</td>
<td>React 12FACT117 (V)</td>
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<td>6</td>
<td>ENERGIZE/ASYLUM</td>
<td>DJ Fred/Mickael</td>
<td>Trouble On Vinyl TIMO/628 (SM)</td>
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<td>7</td>
<td>TO BE IN LOVE</td>
<td>Masters At Work</td>
<td>MAW M 691/98 (P)</td>
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<td>8</td>
<td>SUNCHYME</td>
<td>Denzil G</td>
<td>Eternal WEA127 (V)</td>
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<td>PSYCHE ROCK</td>
<td>Pierre Henry</td>
<td>Hi-Life/Polydor 4552311 (F)</td>
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<td>10</td>
<td>OH LA LA La</td>
<td>2 Enervo</td>
<td>Club Tools OOXG070/CL (P)</td>
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<tr>
<td>11</td>
<td>7 HEROES</td>
<td>Ron Sos Represen</td>
<td>Talon Label TX927 (V)</td>
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<tr>
<td>12</td>
<td>THE LINE</td>
<td>Lisa Stansfield</td>
<td>Arista 74221/15115101 (BMG)</td>
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<td>13</td>
<td>SAMBA DE JANEIRO</td>
<td>Baleari</td>
<td>Virgin DINST181 (SM)</td>
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<td>14</td>
<td>DIRTY CASH</td>
<td>&quot;Adventures Of Stavey &amp; Awa Taza&quot; AVEX70057 (P)</td>
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<tr>
<td>15</td>
<td>NINE WAYS</td>
<td>JOS</td>
<td>&quot;Fix&quot; 316 (V)</td>
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<td>NEVER GONNA LET YOU GO</td>
<td>Tina Moore</td>
<td>Delicious 74221/15115101 (BMG)</td>
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<td>17</td>
<td>TURN ME OUT (TURN TO SUGAR)</td>
<td>&quot;Fixes&quot; featuring Kathy Brown</td>
<td>&quot;Fix&quot; 316 (V)</td>
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<td>18</td>
<td>PLASTIC DREAMS</td>
<td>Jaydee</td>
<td>R&amp;B RS 9171 (V)</td>
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<td>19</td>
<td>YOU GOT THE LOVE</td>
<td>&quot;Cheating On A&quot; Charlie CHAMP1203261 (BMG)</td>
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<tr>
<td>20</td>
<td>JUST FOR YOU</td>
<td>M People</td>
<td>People/BMG 74321/15206101 (SM)</td>
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<td>21</td>
<td>HOLD YOUR HEAD UP HIGH</td>
<td>Boris Dlugosz</td>
<td>presents &quot;Bounty&quot; Freedom 1217 (V)</td>
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<td>MONT BLANC</td>
<td>Britney</td>
<td>Heat Recordings HEAT201 (V)</td>
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<td>EVERY DAY OF MY LIFE</td>
<td>House Traffic</td>
<td>Logo/Anita 74221/454411 (BMG)</td>
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<td>24</td>
<td>OFFSHORE '97</td>
<td>O/Chicane with Power Circus</td>
<td>&quot;Dancing In The Dark&quot; O/DISCO</td>
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<td>DISCOBUG '97</td>
<td>Freshman</td>
<td>Xline/Phonix 0081280/EXT (P)</td>
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<td>26</td>
<td>STRINGS FOR YASMIN</td>
<td>Tin Tin Out</td>
<td>VC Recordings VCST128 (V)</td>
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<td>27</td>
<td>IT'S LIKE THAT</td>
<td>Run-DMC vs Jason Nevins</td>
<td>&quot;Swingin'&quot; SWINGIN' (SM)</td>
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<td>CLOUDBURST</td>
<td>Niagara</td>
<td>FreeFlow2FLV/DVAM (SM)</td>
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<td>29</td>
<td>MAGIC CARPET RIDE</td>
<td>Mighty Dub Katz</td>
<td>&quot;Fix&quot; 316 (V)</td>
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<td>NO MISTAKE</td>
<td>Concept 2</td>
<td>&quot;Raven&quot; RAVN19 (SM)</td>
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DANCE ALBUMS

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<td>1</td>
<td>WHEN DISASTER STRIKES</td>
<td>Buizza Rafael</td>
<td>Trax&quot; 7559601542 (BMG)</td>
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<td>2</td>
<td>THE PICK, THE SICKLE AND THE SHOVEL</td>
<td>The Gravediggaz</td>
<td>Trax&quot; 7559601542 (BMG)</td>
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<td>3</td>
<td>EVOLUTION</td>
<td>Boys II Men</td>
<td>Motown -7500024 (V)</td>
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<td>4</td>
<td>MY WAY</td>
<td>Usher Raymond</td>
<td>Arista/75000249441</td>
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<td>5</td>
<td>NEW SHINES</td>
<td>Ron Sos Represen</td>
<td>Talon Label TX927 (V)</td>
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<tr>
<td>6</td>
<td>MODUS OPERANDI</td>
<td>Phatkem</td>
<td>Science CEELP1195 (VE)</td>
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<td>7</td>
<td>KISS IN BIZA 97</td>
<td>&quot;Fixes&quot;</td>
<td>Perfecto 75000245941</td>
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<td>TRIP JAM PS/GLÖDÖNFREQUENZER 1</td>
<td>Various Samples</td>
<td>74221/1494871/20121/1494871 (BMG)</td>
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<td>9</td>
<td>BUTTERFLY</td>
<td>Mariah Carey</td>
<td>Columbia 66521/1483724</td>
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<td>10</td>
<td>ESCM</td>
<td>B-Real</td>
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© DIN Compiled from data from a panel of independents and specialist multiples.
time to choose the video that

With massive spends backing the blockbuster videos due in the run-up to Christmas, Karen Faux says there's something in store for all retailers

A s video distributors prepare to do battle in the final quarter, those which have devoted time to forward planning will almost certainly have the edge over their competitors. Many distributors have kept their promises to present product earlier and, with more co-op campaigns this Christmas, this should ease what remains a notoriously volatile market.

"By November of last year we already had 1997's release schedule, and we started talking to retailers about this Christmas campaigns in June," says CIC director of retail sales Dave Beale.

"Our aim is to get the right amount of product in position without cannibalising the market.

CIC's Tom Cruise feature Mission Impossible is taking the biggest slice of the company's marketing budget, with a £2m spend that includes biggest-yet investment in TV advertising. Billboard cut-outs of Cruise will dangle from shop ceilings and be tagged with the sell line - "End the suspense and buy the video now".

Similarly high-impact visuals will also characterise PolyGram's campaign for Cats, with the distinctive feline eyes featuring on packaging, outdoor posters and in TV and press ads.

This is a particularly strong release for music stores because there will be a simultaneously released soundtrack," says Steve Chipperington, marketing director at PolyGram Video.

It comes as no surprise to see an unprecedented flood of releases for the last, lucrative quarter of 1997 following the restraint of video distributors in the first eight months of this year, writes Karen Faux.

But retailers are ready as they've never been before. And if all goes according to plan, they believe this could be their best Christmas yet.

Most music multiples expect to treble their video sales during the final quarter and, accordingly, many will expand or re-organise the space devoted to video.

At Tower Records in Piccadilly, London, which increases its floor quote by around 25%, basement manager and video buyer Tony Gordon feels the re-issued Star Wars trilogy will be a winner.

"We are particularly impressed by Fox Video's imaginative PrS and we'll be using a variety of special stands, racks and posters to maximise awareness," he says.

At jazz and classical specialist Farringdons, films such as The English Patient and Evita are on the priority list. "We'll be increasing space for these titles as they are right up our street," says Simon Price, manager of the City store. "The respective soundtracks are still bestsellers for us and the videos should prove equally bankable."

"Virgin Our Price's senior product manager for video, Garry Blackman, agrees. "Product such as Evita, The English Patient, Remo and Star Wars will make this Christmas feature film ind once again," he says.

Other collectable feature films cited by retailers include VFL's Fever Pitch and Secrets And Lies, along with Front's Blue Velvet and Dance With Wolves. At Music Mania in Glasgow, owner Pat Garry says, "We always do well with cut-edged budget films because they suit the taste and the pockets of our student customers."

On the omni front, there is a general consensus that VFL's Billy Connolly, BBC's Fast Show and PolyGram's Roy Chubby Brown will be front-runners.

"Comedy is shaping up well with some sizeable campaigns and a wealth of top notch product," says Andy Spofforth, music and video buying manager at Asda. "We're expecting Joe Pasquale, Jefferey and They Think It's All Over to perform spectacularly."

BVFL's enhanced Cinderella release is also expected to steam out in November, although some feel it should be released earlier. But the BBC's Teletubbies looks likely to eclipse all other children's product." says Andy Spofforth, music and video buying manager at Asda. "We're expecting Joe Pasquale, Jefferey and They Think It's All Over to perform spectacularly."

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Traditionally, music videos get allowed out of position in the Christmas rush, but this year the release of the new Spice Girls video, provisionally titled Spice World, should certainly see the genre fighting back. "We've still done really well with the first one and there's no doubt the next is going to be huge," says Frank Daramo, marketing and buying director of Now. Other music videos tipped to top the charts are Hanson and Peter Andre.

Of this season's big promotions, few will rival the breadth of PolyGram's campaign for its video of the stage musical Cats. With £1m marketing budget, many stores believe it could repeat the success of Riverdance and Les Miserables. "With the right level of support, it should do brilliantly in our Debenhams concessions where there is a slightly older cus-tomer," says Now's Daramo.

As the buying frenzy sets in, the most encouraging factor for music retailers is the willingness of video companies to work in partnership with stores. As one video buyer says, "They seem to trust us now and we are prepared to listen to our views. It certainly bodes well for profitability."
FEATURE FILMS

UNCOVERED BLUES (Warner Home Video 5013003). Out now. Kathleen Turner is on top comic form in this yarn about a couple of counter intelligence agents who marry, have a baby and retire to New Orleans.


SECRETS AND LIES (VC/Film Four 3597). September 29. The Mike Leigh-directed movie – nominated for five Oscars – has a heavyweight campaign behind it spanning national TV, radio and women's and specialist film press.

STAR WARS, THE EMPIRE STRIKES BACK, RETURN OF THE JEDI (Fox Video 5014478/8W/9W). October 6. Since the videos were last available to buy, the cult trilogy has been re-released accompanied by a raft of high-profile merchandising. Each video contains new footage and enhanced sound.


DANCES WITH WOLVES (4 Front 0466563). October 13. The Kevin Costner film that originally grossed more than £10m at the UK box office and sold more than 650,000 units at full-price. Strong PoS will alert gifters.

THE LONG KISS GOODNIGHT (Entertainment in Video 1236). October 27. Samuel L Jackson stars as a dead-beat détective out to help school teacher Qeena Davis discover her true identity. Jackson’s presence provides a cult edge.

THE HITCHER (WHV/Big Picture 5013005). October 27. One of four top-notch action thrillers, including Polterball and Point Blank, being released at budget. Strong PoS for the range will help indie stores to capitalise.

THE GLEMMER MAN (Warner Home Video 5014417). November 17. Steven Seagal is summoned to catch an LA serial killer and finds himself implicated in a macabre conspiracy. With the support of WHV’s substantial pre-Christmas marketing drive, prospects look bright for this 1996 box office hit.

DRAGONHEART (CIC Video 6010). November 24. Stunning special effects feature in this tale of swashbuckling knights and ferry dragons. Sean Connery provides the voice of the dragon, THE PreACHER’S WIFE (BVHE tbc). December 8. Following the success of the Oscar-nominated soundtrack, the Whitney Houston film is now poised to be a smash on video. BVHE will focus on the national and women’s consumer press in a wide-ranging campaign.

WHITE CHRISTMAS (CIC Video VHR 4476). December. A re-release of the 1954 classic musical, starring Bing Crosby, Danny Kaye and Rosemary Clooney with a score by Irving Berlin.

CHILDREN’S
ACTION MAN – A TIME FOR ACTION (Abbey Home Entertainment 0475349). Out now. The toy character that was originally launched in 1996 makes his video debut. Strongly-branded packaging will fuel pester power for this 56-minute tape that combines live and animated footage.

INSEKTORS BUMPER SPECIAL (Channel Four Video CH40047). Out now. The toy character that was well received as a pre-school spin-off to the popular animated series that was well received when it debuted on TV in the summer. It will be trailed on more than 2m 101 Dalmatian – Live Action packs and merchandise alongside Sesame Street videos.

MAGIC GIFT OF THE SNOWMAN (Channel 5/4 Front 0475653). October 27. Snowden the snowman off on an adventure to an enchanted kingdom where there are no grown-ups. Many will be reaching for their hankies while catchy sing-along songs will appeal to the very young.

THE NUTCRACKER (Channel 5 0475543). November 24. Massive consumer advertising across TV, radio, the tabloids and consumer press will ensure the quality of this digitally-restored classic. Superb packaging will also encourage gifters.

MUSIC
BOBBIE: THE VIDEO COLLECTION (PolyGram MC2163). Out now. Fans will be keen to acquire this collection of clips that move from Seventies tracks such as Space Oddity and John ‘I’m Only Dancing through to the Nineties’ Fame 90. Video collections from Queen, Duran Duran, Tina Turner, Cliff Richard and Morrissey are also included in this latest batch of reissued PMI product.

TONY HADLEY (Wineerworld WNR 2072). Out now. An in-depth look at the Spandau Ballet singer with live performances and behind-the-scenes footage of the making of his new album. Hadley is appearing on GMTV, Blind Date and The Chart Show to boost both releases.


PETER ANDRE: LIVE AT WEMBLEY (PolyGram Video 0550103). October 27. Seventy minutes of Andi’s acclaimed live show that features dancers, a six-piece band and breathtaking American acrobats. Strong press support will help this to do the business.

CATS (PolyGram Video 0475523). November 3. Directed by David Mallett (Lord Of The Dance) and featuring Elaine Paige, this video version of the West End show – now in its 17th year – is bound to be a smash.
If You Were There
November 1997
Cat no. 2007772
For the first time, the definitive collection of WHAM! hits together on one video

Lightning Seeds
Like You Do
The Greatest Hits
10th November 1997
Cat no. 2007702
Video features all the hits including 'Three Lions', plus exclusive interview footage

Billy Joel
Greatest Hits The Video
10th November 1997
Cat no. 501622
Video includes the smash hit singles 'We Didn't Start the Fire' and 'River of Dreams' as well as two brand new tracks 'Hey Girl' and 'To Make You Feel My Love'

Rage Against the Machine
3rd November 1997
Cat no. 501602
Exclusive live footage plus limited edition CD

4 ESSENTIAL VIDEOS FALLING THIS AUTUMN FROM
DIANA TRIBUTES TO HELP CHARITY
There is more than an outside chance that Princess Diana’s two tribute videos could outsell the season’s biggest video blockbuster.
BBC Video’s Diana: A Celebration and Warner Vision/ITN’s The People’s Princess were both rushed released within two weeks of the funeral without sacrificing high production standards. Both offer sensitively compiled footage, spanning Diana’s early career as a nursery school teacher, her marriage to Prince Charles, the birth of the princes and her later charity work. The BBC Video also contains excerpts from her Panorama interview. Both companies have promised profits to the Diana, Princess Of Wales Memorial Fund. A spokesperson at ITN says, “By guaranteeing a minimum donation from each video sold we are determined to ensure a substantial amount of money goes to the Fund.”

At HMV, video buyer Rob Edwards believes the videos will maintain their grip on the chart until Christmas and beyond. “Many people feel a Diana video is the perfect gift and the charity element makes it especially appropriate at Christmas,” he says.

Unlike other product, the Diana videos are being displayed discreetly, with low-key POS. “These videos can’t be compared with other documentary releases,” says Virgin Ours Price’s video buyer Garry Blackman. “They are part of a unique, tragic circumstances and in a class of their own.”

MUCH LATER WITH THE BEAUTIFUL SOUTH (P/6 Video cat no 16b), October 6. All the music and the background story of their appearance on Jocey Richards’ TV show earlier this year. Joining them on stage are James Dean Bradfield from the Manic Street Preachers, Iris Dement and soul singer Sam Moore.

OZZY OSBOURNE: THE MAN COMETH (SMV cat 100), November 3. The companion video to the new compilation album that provides the highlights fom Ozzy’s wild career. A joint campaign will span the music and lifestyle press and national fly posting.

LIGHTNING SEEDS LIKE YOU DO – THE GREATEST HITS (SMV 2007702), November 10. Fourteen tracks including life of Riley – Match Of The Day’s Goal Of The Month theme – and the Euro ’96 theme, Three Lions. A heavyweight campaign will promote both this and the new companion album.

HANSON: THE VIDEO (PolyGram Video 0479223), November 10. Hanson’s video debut will include four promo clips, live performances, behind-the-scenes and interview footage. A hefty TV, radio and press campaign will have teens clamouring for it.

WHAM! IF YOU WERE THERE... THE BEST OF (SMV 2007772), Mid to late November. Expect big returns on this definitive compilation which will ride on the back of the simultaneously-released album. George Michael will be helping to promote both formats, and TV advertising will run from release until Christmas.

SPICE GIRLS: SPICE WORLD (provisional title) (Virgin Video 106), Released December 1. With more than 700,000 units of the Spice video having been sold to date, most retailers are banking on a massive uptake for its successor. This video marks the third phase of the campaign following on from the new single and album.

COMEDY

IBAN IS BACK VOL 1 & 2 (VCI 6263/64), October 13. The ultimate present for Beanholics, containing episodes from all of his TV series along with previously unseen footage. VC’s campaign will stress collectability.

BILLY CONNOLLY TWO NIGHT STAND – LIVE (VVL 0479230), October 20. With Connolly having sold more than 2m videos to date, retailers have this tipped as one of their biggest comedy performers this autumn. Recorded live during his sell out UK tour earlier in the year, it features shows in London and Glasgow.

JOE PASQUALE: TWIN SQUEAKS (VCI 06584), October 20. The squeaky-voiced comic performs before a live audience on his recent sell-out tour. A simultaneously released audio tape and book will help to build a strong in-store presence.

RODY CHUBBY BROWN:

OBSCENE AND NOT HEARD (PolyGram Video 0475168), October 27. Brown’s ninth video builds on sales of more than 3m to date and with the promise of “footage more outrageous than ever before”, this should live up to his previous track record.

JETHRO: BEAST ON BODMIN Moor (PolyGram Video 0475203), October 27. In the past three years the comedian has sold more than 800,000 videos, and his current round of live shows in the north and Midlands will ensure this achieves monster sales. THEY THINK IT’S ALL OVER – FULL THROTTLE (BBC Video BBCV 6216), November 3. Nick Hancock, Gary Lineker, Rory McGrath, David Gower and Lee Hurst compete in a specially filmed Formula One race at Silverstone. The last in the series – No Holds Barred – notched up 520,000 sales, so expect this to be a fast mover.

THE FAST SHOW – CHRISTMAS SPECIAL (BBC Video BBCV 61199), November 3. Christmas bits include Ted and Ralph as carol singers who insult folk on their porches while Colin Hunt is the life and “arsehole” of the party. Also includes previously unreleased skits and out-takes.

ABSOLUTELY FABULOUS – ABSOLUTELY NOT (BBC Video BBCV 6293), November 2. Forgotten lines, bits of spontaneous mirth and general cock-ups make this an amusing behind-the-scenes look at the series.

LEE HURST – LIVE (PolyGram Video 0478223), November 3. Hurst’s first video will get a boost from his 85-date autumn tour and PolyGram is backing it with a £300,000 marketing spend, including TV advertising, national press and radio.

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MUSIC WEEK 4 OCTOBER 1997
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SINGLES

SPICE GIRLS: Spice Up Your Life (Virgin VSCD01669). As incomparably catchy as any of their previous singles, this larger-than-life production should see the girls soma their way to a record-breaking five number ones from live releases.

JAY Z: Sunshine (Westcoast/WSDS/2). Currently one of the US's biggest rap stars, Brooklyn's Jay Z delivers his most melodic and commercial single to date.

JIMMY RAY: Are You Jimmy Ray? (Sony Soho Square 6505124-S). Pouting Jimmy looks the part of a pop artist and this self-penned song with well-thought-out romance should catapult him to stardom.

WILL SMITH: Just Da Way (Columbia 65). The follow-up to the summer platinum smash Men In Black should again benefit from its position on the movie soundtrack, and profiles Smith at his laid-back best.

MIND: Silenced Girl (Echo ECDD 040). Truly a gorgeous slice of timeless pop—its delicate framework leading to a haunting chorus—reeling Dusty in Memory of David. If it gets the radio attention it deserves, it should fly at retail.

PRINCE: September (Warner Wheel (Creation CDRS 0277). The third single from the Vanishing Point album is a Sixties-style groovie covection of Pink Floyd or The Who, backed by an excellent mix from the Chemical Brothers.

TRAVIS: Happy (Independente ISOM 5919). Hanging onto the success of their Top 5 hit, Smash Mouth: Walkin' On The Sun (Interscope 1N 9555). This fun-loving US quartet have managed to fuse The Doors with Soft Cell to create a deliciously frug-inducing slice of slacker pop. A cracker.

SCARF: Cruel World (Bluff 053CD). Yet to build on the generally favourable press reaction to their recently-released Luxury Plane crash album, the track's lack of any interesting features but this XFM favourite boasts a compelling sense of urgency.

ZZ TOP: The Million (Black Label/EMI, BTP4 146CD). This sprawling 13-minute reworking of What I'm Love Ends Jimmy Cauty and the Bill Drummond. In collusion with Acid Brass and the National Retired Lifesavers, these Guys are leading the charge for a new wave of acoustic guitar, sweet vocals and with a chorus swathed in strings...Record Collector magazine lists an issue of the 500 most collectable artists yearly, based on its readership survey. Madonna is the top female artist but consistently running her a close second is Petula Clark. Pet's popularity is increasing all the time, as her constantly swelling CD catalogue attests. "Sequel has added three more releases to this growing pile. Today and Warm & Tender are expanded versions of 1971 albums, each helmed by Tony Hatch. The former is the most collectable item of the trio, with all three albums are destined to be steady catalogue items.

ALAN JONES

TALKING MUSIC

Christian rockers Delicious? have quietly registered two Top 20 hits already this year, and are destined to complete the hat-trick with dePeR, a strong four-track EP on which they sometimes sound like a poppy U2. Their success has come about despite negligible support from radio and press and the EP should increase their visibility noticeably.

Eternal have only released three albums to date, so a Greatest Hits collection seems a little premature, even though they've managed to cram 13 hits into these albums. Here Is, however, with a trio of new tracks to entice wavers. The new tracks are well up to their usual high standard, with the upcoming single Angel Of Mine particularly uplifting and enjoyable...Jay-Z's success so far has been linked to fellow rapper Foxy Brown. His latest, Sunshine, once again features Foxy as his foil, while the pretty chorus is sung by Babyface. A sinewy electro groove provides the backbone for the intrepid trio's magic, and the result should be another hit for the fledgling Northwestsound...The much-mooted return of the KLF materialises in the form of 2K, whose typically chaotic...The Millennium is a 14-minute burst of pure energy, in which they use their Time Is Love template and doodle mayhem and madness over the top. Nothing too new or innovative here but their fans will welcome them back...Like The Verve, Mansun are maturing rapidly and making increasingly vital and classic records. Their latest, Closed For Business, is their best yet, a moody piece replete with acoustic guitar, sweet vocals and with a chorus swathed in strings...Record Collector magazine lists an issue of the 500 most collectable artists yearly, based on its readership survey. Madonna is the top female artist but consistently running her a close second is Petula Clark. Pet's popularity is increasing all the time, as she constantly swelling CD catalogue attests. Sequel has added three more releases to this growing pile. Today and Warm & Tender are expanded versions of 1971 albums, the former helmed by Tony Hatch, the latter by Arif Mardin. Christmas...Joyeux Noel collects together all Pet's seasonal songs spanning 1954-1970. They won't break any sales records but all three albums are destined to be steady catalogue items.
**BEHIND THE COUNTER**

**GILES COWLEY, Andy's Records, Bury St Edmunds**

"It has been encouraging to see an upturn in business this week and hopefully sales shouldn't dip between now and Christmas. Singles have been really busy – even outside of Elton John's Candle in The Wind – with Janet Jackson and Oasis leading the pack. Jackson really seems to have moved with the times and there is a substantial fanbase around who will ensure that the forthcoming album does well for us. The Oasis single has also been up to scratch and this time we made sure we ordered a big stock quota to keep us going. On Saturday we're having a Yard Safe, where we set up stalls behind the store and sell all the old stock that has been lurking in the vaults. The last one we did was really popular and it wouldn't surprise us if there were queues again."

**FRONTLINE**

**ON THE ROAD**

**ANGUS BROOKS, IPA rep for East Midlands**

"It's still mad for Elton John this week, while the Oasis single is going well and U2 is flying out. Album-wise, Oceania Scence is still selling really well along with Oasis. The Chris De Burgh single is continuing to do okay. There's also Jonny Lang, the 17-year-old blues guitarist, who did a gig at the Borderline on Monday. Coming up we've got East 57th Street on AM:PM and next week both Paul Weller and The Jam. And in a couple of weeks' time there's a new single from Sheryl Crow, which is the title track from the new James Bond film, Silver Sun's first single being reissued and the soundtrack to A Life Less Ordinary. We've just done our dealer roadshows around the country to independent retailers. I went to the one in Birmingham and it seemed to go well with lots of different ideas coming from the dealers."

**IN THE SHOPS THIS WEEK**

**NEW RELEASES**

Autumn sales started to kick in with a healthy cross section of new singles and albums. Some stores were caught out by big demand for Bob's new album while Pinky Quaye, The Sundays and No One Line Dancing Album also stormed out. On the singles front, it was a close thing between Oasis and Janet Jackson, followed by Daft Punk, Rolling Stones, U2, Sleeper and LouLou.

**PRE-RELEASE ENQUIRIES**


**ADDITIONAL FORMATS**

Blacklisted limited edition 12-inch single, Janet Jackson 12-inch with extra mixes, Oasis limited edition seven-inch single in gatefold sleeve

**IN-STORE**


**MULTIPLE CAMPAIGNS**

Radio single – Eternal, Windows – Rolling Stones, three CDs for £25; In-store and press ads – Poppies, Tor Rose, The Stranglers, Brian Teasdale, A Life Of Agony, The Big Chill, Joe Jackson, Stangelove


Windows – Kurt Weil, Palestina, Pietro, Musique D’Absurd, Kathleen Ferrier; In-store – Tin' label of the month, John Tavener, Tributes to Georg Solti, Classic FM British music promotion

**TELEVISION**

4.10.97 Live And Kicking with Peter Andre and Eternal, BBC1: 9.15pm-12.15am
The Best Of Noel’s House Party featuring Boyzone, Wet Wet Wet, Cyndi Lauper and The Lightening Seeds, BBC1: 7.75am
The Great Hunger: The Life And Songs Of Shane MacGowan with Christy Moore, Nick Cave and Brendan O’Connor, BBC2: 11:15pm
6.10.97 The O Zone featuring Spice Girls and Janet Jackson, BBC2: 11.30pm
Now Mind The Buzzcocks featuring Shellie Potts from Allo’s Antics, Midge Ure and Music Week 4 October 1997

**EXPOSURE**

**TELEVISION**

4.10.97 Live And Kicking with Peter Andre and Eternal, BBC1: 10.10-10.30pm
7.10.97 Music Of The Millennium with Beth Orton, followed by Will Self (90) and Joan Sanders (101), Channel Four: 7.25pm
9.10.97 The Bridge: Gary Moore Special, VH-1: 11.25pm
8.10.97 The Ba Ba Zaa: Music Goes To War, featuring Lacky Duze and Papa Wemba, Channel Four: 11.05pm-12.10am
10.10.97 VH-1 To 1: Genesis, VH-1: 5.30-8pm

**RADIO**

4.10.97 The Genesis Story, presented by Nick Wakeman, Radio Two: 5.30-6.30pm
Kaliedoscope Feature – Paul McCartney, talking about his Liverpool Oratorio, Radio Three: 7.25-7.50pm
Sarah Brightman Special Invitation, In concert at London’s Sadlers Green, Higgodrome, Radio Two: 7.30-8.30pm
5.10.97 Desert Island Discs, features Joelle Holland, Radio Four: 12.15-12.55pm
7.10.97 John Peel with a session from Black Star

**LINEAR**

Line Radio One: 8.40-10.30pm
8.10.97 Schumann Revealed With Steven Isserlis as the guest and in Schumann’s Dello Concerto, Radio Three: 7.30-9.05pm
Jim Lloyd With Folk On Two featuring singer Pete Castle and trio Wax, Radio Two: 8-8pm
John Peel presents Bowery Electric in session, Radio One: 8.30-10.45pm
10.10.97 John Peel featuring Girlfriends, Radio One: 8.40-10.30pm
Saal Provider With Robbie Vincent featuring Bobby Womack, Radio Two: 9.30-10pm
The debate about electronic article surveillance (EAS) and source tagging continues to concern the retail industry.

According to British Retail Consortium (BRC) statistics, shrinkage is costing the UK’s entertainment retailers 1.5-2% of sales, Culliton believes that without sufficient security measures at HMVs, shrinkage could increase by 25% to 40%, equating to losses of around £500,000.

One of the big issues in retail security has been EAS system use to the microphone. The music retail sector is one of the few to have agreed on the acoustic-magnetic (AM) system from Sensormatic. All the big chains have either installed acoustic-magnetic systems or have them on trial at present.

“We are currently changing to AM technology which has a wider coverage on the doors,” says Derek Culliton, head of security for Tower In Europe and the Middle East. “It means we can keep theSTM flowing in and out of the store moving and have an effective security system.”

Rob Tudor, Sam Goody’s distribution and retail operation coordinator, says the chain has always been live racking, but adds “At stores where, due to size or location, we have not been able to display live material we have noticed significantly higher shrinkage.”

Asda is currently testing AM tagging on its entertainment products in two stores. “It has cut back queues and gives the sales staff more time to spend on active selling. Sales have definitely gone up as a result,” says Store Storey, technical director of Asda.

Shrink-wrapping and CD “safers” such as those made by ProLoc and Retail Safes are often used in addition to tagging. However, HMV’s Colin Culliton such as CCTV and extra staff should be used in conjunction with tagging. HMV is currently running a trial of non-shrink-wrapped and non-security-cased live racking at two stores and will be starting a trial at its Piccadilly store at the end of the month.

“Personally, I don’t find CD security cases very attractive and shrink-wrapping is becoming costlier due to EU packaging waste rules. We need to investigate alternatives” – Colin Culliton

INTELLIGENT TAGGING: THE FUTURE?

While debate continues to rage about the use of electronic article surveillance (EAS) and source tagging for the music industry, retail technologists in the UK and Europe have plans to move the debate forward with the introduction of “intelligent tags”.

Intelligent tags are silicon chips which carry all the information a manufacturer, distributor or retailer needs to know about the product. The tag can tell the retailer a product’s price, bar code, date of manufacture and guarantee, and can be used to track and count inventory, as several tags can be read simultaneously through boxes or pallets.

The tag is also a security device, it will set off an alarm if it is taken out of an electronically-defined zone before being deactivated.

Unlike a standard EAS tag, which is literally an on/off switch, the intelligent tag is not only readable but also rewritable and renders that companies like Texas Instruments, Motorola and Checkpoint Systems could have the new technology up and running in the UK by 2000.

This February, radio frequency tagging specialist Checkpoint formed a joint research team with Mitsubishi to look into intelligent tagging. “The impact intelligent tagging will have on the retail industry will be far reaching,” says managing director Ray Higgs. “The link between ourselves and Mitsubishi will undoubtedly be regarded as the beginning of the next generation of security products.”

Mark Stafford, director of source protection, also believes intelligent tagging is the way forward. “It is one of our priorities. We are researching how best to evolve our systems into intelligent tagging when the time is right,” he says.

At this early stage, tags are expensive, costing 60p each compared with an average for EAS tags of between 2p and 6p. But as the retail trade becomes more aware of intelligent tagging, prices could drop to around 15p in the next 18 months. Swinglow urges retailers to think ahead and be prepared. “It is going to have a more profound effect on retailers than the introduction of the barcodes in the two decades ago,” he says.
in-store security

Music retail industry as it moves towards its goal of live racking

MUSIC ZONE RACKING GOES LIVE

Music Zone Trade Direct in Stockport is a progressive independent music specialist retailer. Within 100 yards of the local HMV and Our Price, and with 8,000 square feet of storage space, it offers direct competition to the major chains.

The spacious warehouse-style store has old photographs, paintings and statues throughout instead of the usual promotional posters or cardboard cutouts. Instead of CD browsers, it has a specially designed flat wall racking system.

It was in a bid to retain the feeling of being a free spirit yet encourage better sales growth that managing director Russell Grainger first tested electronic article surveillance tagging last year and plastic security cases or "safes" three months ago. "We believed that live merchandising is the way forward in music retailing and examined all the options," says Grainger. "We wanted to rid the store of the mass merchandising system and obviously counter this with a reliable combination of security systems."

Grainger chose Sensormatic's acosto-magnetic (AM)-based Ultramax EAS system for Music Zone's flagship store. The approximately six-foot wide doorway had two pedestals installed on either side and staff began the process of tagging the store's inventory. After a few months Music Zone tried out plastic security safes from Pro-Loc, which supplied some cases with live AM tags already attached. The trial was a success and now the store has both systems.

But it has not been a cheap exercise. "Most smaller independents couldn't afford even one of these systems, but it was important for us not to keep our customers waiting, to improve the working situation for the staff and cut back on shrinkage," says Grainger. "Without any doubt, the live merchandising has been a success. I wish I had a pound for every time a customer brought a CD case to the till and the disc itself couldn't be found. Although it is early days and I can't reveal any shrinkage figures yet, we will be installing both systems when we re-fit our other stores. And all our new stores will be automatically be fitted with EAS and safer systems."

Music Zone has two other stores in Leigh and Wigan and will be opening its fourth store in Huddersfield at the end of the month. There are also plans to open another three to five stores next year in key cities in the North. Grainger has no doubt where the future lies. "Ultimately we look forward to source-tagged CDs. That is certainly where we hope the industry is going."

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Distributors wanted all areas
ARTIST OF THE WEEK

JIMMY NAIL – THE NAIL FILE

Jimmy Nail’s new album, The Nail File, released next week through East West, will be nationally TV advertised in conjunction with Asda and Woolworths for three weeks, then solo TV advertised through to Christmas. A nationwide poster campaign taking in Adshels, Super 6 sites and bus sides will begin next week and the album will also feature on the Little Chef menu during October. Press ads will run in the nationals and there will be in-store displays with multiple and independent retailers.

COMPILATION OF THE WEEK

PACIFIC STATE

Déviant is backing its latest compilation, due out next week, with a press-led marketing campaign. Ads will run in i-D with Virgin, The Wire, DJ, Dazed & Confused, Knowledge, The Guide, Immune, Muzik, MixMag, The Guest List, Implant, Bassline and Jockey Slut. The album is an Our Price recommended release and it will feature on Virgin listening posts. Deviant is also running a restaurant and club postcard promotion and will be plugging the release on specialist radio shows.

MBI EASTERN EUROPEAN REPORT 1997

Eastern Europe is undergoing a major transition process, with growing economic stability and openness to Western influences. As dynamic changes occur many countries are shaping up to become lucrative markets for the music industry in the future – the first half of the nineties witnessed an impressive growth in volume and value of over 30%.

Making sense of the complexity of East Europe’s music markets is no easy task. However, the MBI Eastern European Report contains all the crucial information needed to effectively operate in the region’s eight major markets and smaller sales territories.

- Designing to offer more than just statistical analysis, for example on music sales figures, charts, genre shares, retail distribution and the local media, the MBI Eastern European Report also offers in-depth micro and macro economic overviews of the region as a whole. The report not only provides the very latest market information, but also includes long-term trend projections up to 2005.

Price: UK £595 / US $965

For further information on how to order any of the Reports in this series, please contact:

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**DISTRIBUTORS**

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APPOINTMENTS

Caroline International Ltd
A Virgin Company

is reorganising its Dance Sales Department, in conjunction with other areas of expansion in the company. Caroline International is the UK’s longest-establishing independent wholesale music exporter with a sound customer base and experienced sales teams. We now need the following:

**International Dance Sales Manager**

A vacancy has arisen for the above position, and we are looking for someone, already at a senior sales level, to take over the dance sales department. He or she will have a high degree of individual responsibility for purchasing and sales, and will be expected to substantially increase sales turnover by the Dance Department.

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This position would suit someone less senior but still with some experience and with a good knowledge of dance music. We are looking for someone with all the right qualities of enthusiasm, determination, self-motivation, and with the ability to negotiate with suppliers and customers and meet deadlines and when necessary deputise for his/her manager.

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Please include a brief letter in your own handwriting outlining your current job and stating clearly which position you are applying for.

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Fax: 0181 746 2129
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needs management/record deal
Has innovative sound, own songs (R&B/pop), line-up is new, gigs, have albums and ready to explode
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Music Week 27 September 1997

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- Turnaround?
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In a Different League
DOOLEY'S DIARY

Remember where you heard it:
Ray Cooper, one half of the latest US-invading Brit sensations, will no doubt be totally thrilled with this tribute his old boss Paul Conroy gives him: "He's got the stamina of an ox. And the features of an ox," says the true diplomat...But at least Cooper got off more lightly than his unfortunate other half Ashley Newton who, going by The Times last Tuesday (23), has undergone some kind of sex change, as it refers to him in a story as "Ms Newton".
Meanwhile, at long last, Cooper's Coopperman has revealed what has kept him together with the most definitely male Ashley all this time. "He's the only person in the world who laughs at my jokes," reckons Sheffield's answer to Stan Boardman...

The doors were just a backside away from stealing the limelight in this shot, but it wasn't enough to put off these fine folk carrying out their all-important cheque-holding duties at the Nordoff-Robbins Charity Race Day. Pictured (from left) are Willie Robertson, of insurers Robertson Taylor, Neil Wareacre of The Agency and concert promoter Andrew Miller with the winnings of Clef Of Silver which has been running for the music therapy charity during this year's flat racing season.

The Wind is dragging lapsed music buyers into record stores worldwide, with Canada's The Record reporting one elderly lady complaining that the single was not available on eight-track...Good news for the Roger Cook who is still invited to industry bash. The veteran songwriter created a rarity for an Englishman after being inducted into the National Songwriters Hall Of Fame in Nashville...Service unquestionably comes with a smile at HMV's branch in Sheffield Meadowhall after staff picked up two customer service awards voted for by the centre's management and customers...Anglo Plugging might well end up changing its name to Anglican Plugging after revealing it is moving into the old Bishop of London's former residency of Fulham Palace on October 6th...Four-piece band Annie Christian were set to quickly lose their unsigned status after playing ITC on Saturday night (27). Immediately after the gig, they were scheduled to become the first signings to V2 man Ronnie Gurr's new Scottish-based label Equipe Ecosse...And Miller Freeman's dotmusic boys were proving to be a real ITC hit after their on-line Battle Of The Bands received more than 350 visits in its first three days...Marillion have their fanclub to thank for finding their latest 26-date tour of the US, which wound up in Chicago last Wednesday (24). The band's fans dug deep into their striped, baggy pants to whip up the $40,000 needed to put on the shows after Marillion's US label Red Ant went into Chapter 11 and was unable to finance the tour. Manager John Arnison is chuffed with dedicated Marillion fan Jeff Woods of North Carolina who put out a call on the internet. The band rewarded those who stumped up the cash with a limited edition live LP signed by all the members...With Dino Entertainment going into administration, its royalty accountant Jo Doyle has set up JMD Music, her own royalty administration and auditing service. Ring 0585 740975...

Incorporating Record Mirror

music week

Proud managing director Andy Ross leant out of his London office window last week to survey Food Records' new flag heralding the celebrations surrounding its 100th release in 13 years. The label took over Camden's Good Mixer for the week during Cancan Mu - renaming it the Good Food Mixer and put on a different act, including Strangelove and Dubstar, every lunchtime. And a party held at Dingwalls on Thursday night was definitely the place to be seen in London last week. Big Andy is pictured with (from left) admin executive Ellie O'Ready, marketing executive Jo Power and A&R executive Matthew Rumbold.

Music Week 4 October 1997
Sash - Encore Une Fois • Space - Dark Clouds
The Course - Ready or Not • Porn Kings - Amour
The Blueboy - Remember Me • Rosie Gaines - Closer Than Close
Basement Jacks - Fly Life • Sash - Equador
N-Trance - D.I.S.C.O • Disco Citizens - Footprint

You WON'T FORGET - These....

TJR featuring Xavier - Just Gets Better
DJ Flavours - Your Caress (All I Need)
Sharada House Gang - Gypsy Boy, Gypsy Girl
Scott Garcia - A London Thing • Mama Mystique - Tremendous
Zum - Funk • The Fabulous Baker Boys - Oh Boy
N-Trance featuring Rod Stewart - Da Ya Think I'm Sexy
Rosie Gaines - Surrender • Delirious? - Deeper
Aswad - Roxanne • Dj Supreme - Horns Of Jericho

These....

Shirley Bassey - The Birthday Concert
Various - Introspective Of House
Various - King Of The Beats • The Fall - Levitate
Steel Pulse - Rage And Fury • Space - Invasion Of The Spiders
Porn Kings - Clubland - The Ride Of Your Life
N-Trance - Mind Of The Machine • Aswad - Big Up
Black Lace - What A Party!

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