

4 Umbrella up  
High turn-out cheers  
seminar organisers



8 Going for goal  
Profile of Go! Discs'  
football-crazy MD

25 Bargain bonanza  
Budget records  
come of age

31



RECORD MIRROR  
UPDATE

# music week

The Business Magazine for the Music Industry

6 JULY 1991 £2.50

## Indies fear Our Price plan

Outraged independent retailers have slammed plans that could see multiples such as Our Price receive new releases before them.

Our Price is trying to persuade major distributors to provide its stores with product on a Saturday so they can be stocked ready to sell by 9am on Monday.

Indie dealers say the proposed model will give Our Price an unfair advantage.

Our Price buying and marketing director Tony Bennett says: "We are in the middle of talks with record companies to find ways of ensuring newly-released stock is available earlier in a Monday."

"Our Price Music is not seeking any more favourable arrangement for itself than for any other retailer, but we believe it is important in a fashion industry where there is so much interest in new re-

leases to have the product available as early as possible." Warner Music and PolyGram — both believed by many indies to have reached a deal with Our Price — have denied any involvement.

PolyGram Record Operations director Eric Wordsworth says: "We have not changed our policy on the delivery of new releases."

"All direct deliveries to stores are despatched on Mon-

days. Wholesalers will continue to get deliveries in the middle of the preceding week."

One other distributor is believed to have accepted the Our Price proposal "in principle" although no deal has been confirmed.

Indie retailers are reacting bitterly to the plans. "The main danger is that new releases could be sold on the Saturday," says Paul Assirati of See These in Norwich.

"Once again this shows there is one rule for the chains and another for the indies. We do the hard work breaking the acts for the majors then the chains get all the perks."

Neil Pearce, at Rival Records in Bristol, adds: "We will lose four hours of sales on a Monday to a multiple, which cannot be fair trade. If this works for Our Price, then presumably HMV and Virgin will want to do the same," he says.

## Warner lures PWL

Britain's most successful independent label PWL is switching distribution from Pinnacle to Warner Music on July 1.

PWL has been with Pinnacle ever since it was set up in 1987 by Pete Waterman and David Howells.

Managing director Howells says: "We have had two two-year deals with Pinnacle but we felt it was time to move into another league. In a way we have outgrown Pinnacle."

In 1990 PWL product accounted for more than a quarter of Pinnacle's 8.2% distributor market share for singles, with 2.1%. In albums, the label took almost one-fifth of Pinnacle's 4.9% share with a 0.9% cut.

Pinnacle chairman Steve Mason refuses to comment,



Waterman: quitting Pinnacle

but rejected the figures. Only last month Pinnacle took on some of Rough Trade's biggest labels under the reincarnation RTM, which will make up for the loss.

Warner Music Distribution director of operations Dennis Woods is delighted with the deal. The PWL album share would have boosted Warner's share to 12.9% to move it

above BMG into third place behind EMI and PolyGram last year. It would have given the major joint fourth place in the singles market share league with 12.5%.

PWL was courted by several other major distributors before concluding the deal with Warner, says Howells, who denies the move signals the end of PWL as an indie.

"We were an indie because Pete and I financed our company to become what it is," he says. "What stops us from being an indie now?"

PWL Records was set up at the start of 1987 with its first release, I Just Can't Wait by Mandy Smith. Its first hit came a year later with Kylie Minogue's number one, I Should Be So Lucky.

## Hype windfall for Brit School

London Records has reluctantly paid the £50,000 fine levied by the BPI committee investigating alleged chart buying — but in the form of a donation to the industry-funded Brit School in south London.

The PolyGram associate had considered seeking a judicial review of the committee's verdict. But MD Roger Ames says: "All our internal discussions about the BPI and

their neat handling of this matter and what to do about it, became a distraction."

"Taking this to court wouldn't have sold us a single extra record."

If the company had failed to pay the fine, it faced expulsion from the BPI.

Meanwhile the result of the investigation into an alleged buy-in by Virgin Records is expected next week.

## Distribution bosses resurface

Two new companies have risen from the ashes of distributors Spartan and Pacific.

Labels, including many that lost thousands of pounds following the demise of the two companies last month, are now being asked to ship through the new distributors.

Indie Music Distribution trading as Spartan Records plc, has taken over the company which was in receivership assisted by former Spartan directors David Thomas and Tom MacDonnell.

Former Pacific Records chairman Nigel Reveler has emerged as the new managing director of Creative Independent Distribution, which is preparing to relaunch from the former Pacific headquarters, Pacific House.

Pacific was left owing £800,000 when it called in the liquidator in May. But neither one of the new companies is taking on the debts of the defunct distributors.

No-one from CID was willing to comment on either Paci-

fic or the new company.

Sonet, VCA, Viceroys and Posh are among the labels believed to have made new deals with Spartan Records plc.

But Michael Clerklin, MD of Ritx Records, says: "I have no interest in going back."


He adds: "If they offered to talk about returning some of the money lost then I would consider it."

Doris Billing of IMD says: "Our sole activity is the former business of Spartan but we have not taken on the debts."

circuit

shelter me the mixes

out next week cools237



# ALICE *Hey Stoopid* COOPER

**Retail:**

National display package and London Underground poster campaign with HMV. National display campaigns with Our Price, Virgin and Woolworths and a window at Tower Piccadilly.

Priority display album with Sony Display Force in 300 independent stores nationwide.

**Press:**

Colour page adverts in Metal Hammer, Kerrang, Raw, Sky and Rock Power.

**Radio:**

20 second radio announcement during Network Chart Show on 30.6.91.

**Television:**

Co-op campaign with Our Price in the London Region week of release.

ORDER FROM SONY MUSIC OPERATIONS TEL 0296 395151; RABANS LANE, AYLESBURY, BUCKS, HP19 3BX

NEW ALBUM OUT NOW CD.TAPE.LP

468416 2.4.1



## Labels urged to join fight over sessions

Orchestras who dispute the level of session fees demanded by the Musicians' Union for video and film recordings are to invite record companies to join them, writes Phil Sommerich.

The dispute could escalate into a wholesale assault on the MU's negotiating powers.

Orchestra managers emerged from a preliminary meeting last week tight-lipped about what was discussed, but the summit's organiser, Nigel Warren-Green, MD of the London Chamber Orchestra, indicated that the next move would be to extend the challenge to audio sessions and even live concerts.

The orchestra bosses have agreed to ask the Association of British Orchestras to meet The Producers Association — representing the film and video industry — the BPI and PPL — tomorrow (Tuesday).

## New legal rows loom over Sunday hours

Megastore retailers Virgin and Tower are heading for legal confrontations with Westminster Council's hard-line policy on Sunday trading.

Virgin is vowing to keep its three central London stores open despite a threat of action by the council. Tower is considering applying for the striking out of an injunction against Sunday trading, which Westminster won four years ago.

Virgin managing director Simon Burke has written to the council arguing that European law now overrules the discredited 1950 Shops Act and that no action should be taken until after Parliament has reconsidered the issue.

# 'V' slams 'naff' pop performers

Television producers are being "let down" by shabby presentation of leading pop acts, according to the boss of BBC's Wogan show.

Peter Estall, executive producer of the valued prime time show, believes the music industry has a poor grasp of how to present artists on TV.

Recent performances by extras appearing with Jason Donovan and Kirsty MacColl are among those he lists as "below the standard expected from record companies who say Wogan is so valuable."

Estall says: "There are dancers who can't dance and look terrible and singers who can't sing. I had to rehearse the kids who turned up to sing with Jason Donovan myself."

"We are being badly let down. I am fed up with companies providing naff backing singers and dancers. I see it on



MacColl: 'let down' other shows too.

A spokesman for Kirsty MacColl comments: "If Peter had a problem why on earth couldn't he have said so at the time instead of telling us 'what a great show'?"

"Sales of Kirsty's single increased dramatically after the show was aired — in other words the viewers liked what they saw and heard and in our view that's what counts."

Polydor head of promotions, Jimmy Devlin, says of Jason Donovan's appearance with a group of children from a school choir: "This performance was under exceptional circumstances, two days before the premiere of Joseph."

He adds that there had been no opportunity to rehearse and commended Estall's ability to choreograph the children.

Estall adds: "I am not blaming just pluggers, it has to be the responsibility of the industry generally."

Neil Ferris, a TV producer and pluggier with Ferret And Spanner, says: "The onus is on the record industry to work with the programme makers."

"It is definitely part of the promotion team's job. If you are given three minutes on national TV you should not throw it away. We must be as creative as possible."

## London clinches JVC deal

London Records is to handle electronics giant JVC's new record label in the UK.

Victory Music, formed by Victor Musical Industries — the record division of JVC will be marketed by London and distributed by PolyGram in the UK.

Former Atlantic senior vice president Phil Carson heads the new company based in Los Angeles. Already he has signed big name acts such as David Bowie's Tin Machine and the reformed Emerson Lake & Palmer.

The decision to set up the

company has taken more than three years to come to fruition.

"I left Atlantic in 1985 and I was managing The Firm at the time. I had developed a relationship with JVC and they asked me if I would like to set up a label," says Carson.

Lengthy discussions and the development of a business plan have led to a 10-year-minimum deal with VMI's head of international Kaname Tajima.

Carson, who still has his own management company Phil Carson Associates, is now phasing out his management

deals with the likes of Motorhead, Bad Company and Bonham.

Victory Music's roster will be rock-based. Along with Tin Machine and ELP, Carson has signed new LA band The Apostles and is looking to sign one more major artist and another new act.

His decision to go with PolyGram worldwide came as a result of his own experience.

"My background is international and I wanted to be with a company that could handle the label properly on a global basis," he says.

## Music video takes hold despite trade dip

A drop in music video sales during the first quarter of 1991 hides a positive underlying trend as it establishes itself as the fourth album format, according to latest BPI figures.

Although trade deliveries dropped considerably, music video is continuing to establish itself as the fourth music format in the long-term.

Figures for the first three months of the year fell to a 1.2m unit trade delivery compared with 1.38m in 1990, a drop of 12.9%.

With trade prices rising on average 30p a unit, the value

of shipments fell by just 8.1% from £7.64m last year to £7.02m this year.

The figures show music video taking a slightly smaller share of the album market — with video considered the "fourth format" next to LP, CD and cassette. In the first quarter of 1990 it took 4.1% of the market, falling to 3.9% this year.

But BPI director of research and development Peter Scapay says: "Trade shipments shouldn't be taken as a direct reflection of retail sales."

Many retailers are probably not ordering more stocks be-

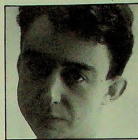
MUSIC VIDEO — THE FOURTH FORMAT			
	M. Vid units (m)	*overall album units (m)	M. Vid share of albums (%)
1986	1.7	132.0	1.3
1987	3.1	147.9	2.1
1988	4.3	164.5	2.6
1989	6.1	168.7	3.6
1990	7.0	156.6	4.5

\*With music video added in as fourth format. Source: BPI.

cause they are still left with some after a relatively quiet Christmas, he says.

While the size of the total sell-through market fell in

1990 to 36m units compared with 38m in 1989, music video maintained its position, increasing from 6.1m units in 1989 to 7.0m in 1990.



As Britain's biggest record retailer, Our Price is perfectly entitled to ask record companies for Saturday delivery of new releases to ensure they are ready for racking out first thing on a Monday morning.

Woolworth's stores have had the benefit of such an arrangement for some time. Provided retailers and their suppliers properly police it to ensure opportunistic store managers do not jump the gun and win an unfair advantage over rivals there is no problem.

But what's good for Woolworth's and Our Price must also be good for the UK's independent stores. Many have rung this office over the past few days to express the fear that they will not receive the same privilege and will be disadvantaged as a result.

Any attempt to restrict the goodies to the chains would not only be unfair, it would be yet another blow to Britain's independent stores.

The BPI's honest attempt to get to grips with attempted chat hyping has gone a little away.

The constant delays and breaking of self-imposed deadlines has not helped its PR. The discovery that there was no direct evidence to link either Rhythm King or London to suspected buy-ins made the fines on them look a little harsh.

The decision to keep secret the details the investigating committee did discover hasn't helped. And the fact that London could well have taken the issue to court raised the awful prospect of the industry washing its dirty linen in the full glare of publicity.

The industry's "court" is of course still out on Virgin Records, but when this particular affair — the most extensive investigation for four years — is concluded, it is probably time to reassess the way the industry deals with such matters.

If there ever is a next time, it will hopefully be a tidier affair.

Steve Redmond



**A** last year's BPI AGM, David Mellor spoke to the industry as Home Office minister responsible for the Broadcasting Bill. Since then, he has had a stint as Arts Minister and is now a Treasury Minister in the Cabinet. A year is a long time in politics.

The Broadcasting Bill was the occasion for the widely-reported and generally ridiculed "thump, thump, thump" debate in the Lords. Although it was of substantial importance to our industry, it deteriorated into a trivial uninformed affair.

The poor standard of that debate, with their lordships attempting to define "rock, pop and non-pop", highlighted one of the industry's key problems. This industry is about putting fun into people's lives, producing high quality art and entertainment which is popular, enjoyable and profitable. It is also about using the best available professional skills to achieve those objectives.

Our public profile makes it hard for people to understand both sides of our business. Government still finds it hard to comprehend what record companies actually do. That is not to say that we do not have excellent links with politicians. But the skill of this industry is to be both highly creative and professional. It is that elusive combination which we also need when speaking to Government.

**H**armonising copyright duration in Europe and obtaining an audio-visual copyright royalty are currently two key issues. At this year's AGM we will be showing a video made to help put record companies' interests on to the political agenda.

"As Will Rogers once said: 'I don't make jokes - I just watch the Government and report the facts.'"

We must ensure that the decision-makers have their facts right, then perhaps the jokes will be on someone else.

*John Dawson is director-general of the BPI.*

## NEWS

## Boots bolsters music in stores

Boots has unveiled plans to revamp its music division in a drive to convert more of its customers to the record buying habit.

The High Street chain is to allocate more space to its Sound And Vision sector, install new fittings and feature music in window displays for

the first time.

But chief buyer Steve Reynolds says the changes fall short of a total turnaround. "Music will be given more resources and a higher profile but we do not want to change our target customers," he says.

He admits Boots has failed to maximise music sales in the

past and comments: "Now we will pay more attention to that."

Boots estimates that 50 per cent of the female population visits its stores each week and now aims to attract more to make music purchases.

The updated music departments will include inquiry

points and new browsers and consumers are expected to provide a more refined product profile.

TBD will continue to rack Boots music under the new system, says Reynolds. It took over the service from Sainsbury after the Parkfield Group folded on July 1.

## Seminar turn-out cheers Umbrella

Indie organisation Umbrella has dubbed its fifth seminar the most successful so far.

Fears that there would be a low turn-out for the two-day event at London's ULU last week were not borne out, with more than 350 attending.

The event, featuring 17 seminars, also made a small profit which will go towards association funds. Organiser Greg Lynn described the event as a great success.

"The profile of the whole event has been taken up a step or two. I am happy with the way it went," he says.

While many of the seminars were dominated by the controversial issue of the indie chart, there was a number of other areas highlighted.

The keynote speech by FM Revolver MD Paul Birch slammed the recent US law restricting opportunities for new UK acts to tour and release product in the country.

"The US has effectively withdrawn itself from the international record business. In their market they have closed



*Lynn: profile lifted*

all the doors while they have increasing their portion of sales in the UK," said Birch.

Birch's speech provoked reaction and opinions from the audience ranging from tit-for-tat measures against US acts to moving away from the US towards greater exploitation of the eastern European and south east Asian markets.

At the selling/distribution/manufacturing seminar, speakers concluded that vinyl will soon leave multiple retailers' shops and find a home in specialist independent stores.

But one member of the audience, a manufacturer, warned the panel that if vinyl does become a limited market, raw

material supplies may not feel the format is worth supporting and could stop production.

The charts panel spent a lot of time arguing the pros and cons of the indie chart and the criteria for it. Panellists — Pinnacle's Steve Mason, Gall-up's John Pinder and MRIB's Pete Compton — answered a barrage of questions.

Mason stated his annoyance at the inclusion of compilation specialists such as Dino in the indie chart while others felt that major record companies — such as Virgin, which is a backer of the Hut indie label — should not be included.

The major label influence on the chart was also highlighted by Mason. "They want to buy 20% of Factory, 20% of Creation and Tam Tam — they are bloody scared," he said.

Other panel discussions included Indies v. Majors — during which Factory Records' Eric Lloyd said talks were continuing on the setting-up of a European distribution company involving Factory and Mute, among others.



*Pope, Rees-Parnall and Smith*

## PolyGram in video rethink

PolyGram Video International has recruited a new head of acquisitions to lead the company into the non-music sector.

Hugh Rees-Parnall, former director of acquisitions at the Video Collection, takes the same post at PolyGram where he also controls marketing. Rees-Parnall's brief includes a commitment to raise sport, comedy and self-produced children's titles to the same prominence as the company's music catalogue.

"Hugh's experience in the acquisition of video product is proving valuable," says PolyGram Video International MD Will Evans.

One of Rees-Parnall's first projects is to co-ordinate the July 9 release of Robert Smith's *The Cure's Picture Show*, directed by Tim Pope.

## Morgan Creek signs UK deal

Polydor has clinched a licensing deal to handle releases on the Morgan Creek Records label in all territories outside the US.

The long-term international deal includes marketing and distribution by PolyGram, which currently distributes the label in the US. Among the acts on the label are Little Feat, Mary's Danish Voice Farm and 2 Die 4.

Polydor managing director David Munns says: "Morgan Creek Records will be a viable new source of American product for Polydor."

The label also releases all soundtracks from films by its sister company Morgan Creek Productions. The first will be from the Kevin Costner movie *Robin Hood: Prince of Thieves*, released on July 15.

## DG classic relaunch cashes in on TV link

Deutsche Grammophon is relaunching its Herbert von Karajan recording of the popular classic *Holst's The Planets*, writes Phil Sommerich.

The TV-backed relaunch is also expected to capitalise on ITV's choice of the Jupiter section of its Rugby World Cup anthem in October, in a bid to repeat last year's World Cup success by PolyGram with Nessun Dorma.

DG, which passed up the opportunity to issue last year's Three Tenors smash hit, has put in a tender to ITV to use the von Karajan recording.

"Coverage of a British astro-

naut's participation in the June space mission makes this an excellent time to reissue *The Planets*," says DG marketing director Mike Sage.

"The much acclaimed performance by von Karajan in the early days of digital recording in 1983 sold well over 100,000 with very little marketing support, and has never been out of the classical charts."

DG has repackaged the recording and is also departing from its former policy by issuing the title on vinyl as well as CD and cassette in aim for a broader market, adds Sage.

## Warner moves in with Sony

Warner Music is set to move in with rival Sony Music under a new distribution deal covering the whole of Ireland.

Warner's Irish warehouse, at the record company HQ in Glasnevin, Dublin, is to be closed down as part of the deal which is now being concluded.

Warner was not willing to commit last week, but MD of Sony Music (Ireland) John Sheehan says: "It's a small market and it makes more economic sense for us to co-operate on distribution."

Warner will continue to run its own sales and marketing while ship-out will be handled from Sony's distribution centre in south Dublin, he adds.

## Fury over American visa law

A UK law restricting the number of US artists able to tour the country could be delayed for a year because of the outrage it has caused within the industry.

The new rules have been drafted by the US Immigration and Naturalization Service and are due to become law on October 1.

But sources in the US are hopeful there is time for more debate and possibly amendment.

The Recording Industry Association of America is discussing the measure with the INS to try to get a better deal for musicians.

As it stands, the proposed law will reduce the annual number of visas for P category artists (miscellaneous) from 78,000 to 25,000.

The O (outstanding artists) visa category will not be capped however.

RIAA vice president communications Tim Siter says: "Our position on this is that US musicians and music are so common in other countries that it would not be fair to restrict foreign artists in this country."

Siter rubbishes one of the key arguments for the proposed new rules — that foreign artists rob US musicians of potential jobs.

"We have no information that has led anyone to believe that American entertainers have been restricted from taking up any jobs," says Siter.

One of his biggest worries about the new law is that, in its current form, all the 25,000 visas will be snapped up when the law is introduced in October, leaving none for artists that want to tour the US later in the year or in 1992.

# UK acts storm US

EMI is spearheading a new attack on the US singles chart by British signed acts, with EMF and Jesus Jones leading the way into the top five.

There are currently six UK signed acts in *Billboard's* Top 25. It is believed to be the strongest showing by the UK in the US for four years.

EMI's Unbelievable is being tipped as a possible number one next week after moving into second place with a big sales gain to become a strong contender to three-week number one Paula Abdul.

With Jesus Jones at number five with Right Here, Right Now, the success proves the power of EMI's international division which was reorgan-



EMF: strong showing

ised a year ago, says international director of artist development, John Briley.

The two top fives follow six months of live showcases across the US by both acts, he adds, because a solid live base is still vital in North America.

"We put together comprehensive marketing plans, showcases and live tours," he says. "We even went big on radio exactly when we wanted

to. Everything has gone completely to plan. Maybe with these two acts we have the new Pink Floyd."

Each album has sold around 800,000 copies in the US and they're close to going platinum.

Following Virgin's number 10 with UB40's Here I Am (Come And Take Me), are three RCA UK signings, David A Stewart (16), Londonbeat (18) and Black Box (21).

US chart analyst Paul Green says: "Six out of the top 25 singles is a formidable achievement." The last two big attacks on the US charts by UK acts were in 1987 with U2 and Kim Wilde and before that in 1983, led by Dexy's Midnight Runners and The Police.

## Whenham tipped for BPI

The BPI is set to appoint its first woman council member in nine years at its AGM this week.

Alison Whenham, MD of Canifer Records, is one of the candidates standing for the six vacant places on the council. The last female member was Ann Miller, of Multiple Sound Distributors, in 1982.

Martin Mills, Tony Powell and Jon Webster are up for reelection while Whenham, David Munns and Paul Birch hope to fill the places vacated by Maurice Oberstein (who becomes chairman), David Betteridge and former Island MD Clive Banks.

The full list of candidates to be considered are: Whenham, Conifer Records MD and a member of the BPI Classical and Brits Committee. She says: "I can contribute to the council's work in its efforts to widen understanding of the crucial role this industry plays in issues such as copyright, broadcasting, retailing and EC



Alison Whenham: crucial role

developments."

● Birch, FM Revolver Records MD and a member of the BPI's copyright strategy committee says: "I have lobbied the Government and senior DTI officials over the increasingly protectionist stance by the US government, shown by their latest move to reduce the number of visas to musicians and performers."

● Mills, Beggars Banquet Records MD and a member of

the BPI's copyright and chart supervisory committees says: "I am the BPI council's longest-serving independent voice. I am a member of the chart supervisory committee and committed to a re-examination of the chart."

● Munns, Polydor Records MD and a member of the charts committee says: "I am a supporter of the copyright dispute and of the introduction of a blank tape levy."

● Powell, MCA Records MD, chairman of the BPI's charts committee and a member of the retail liaison committee says: "I hope that my experience over the past 20 years in the business will continue to provide valuable support in all council business."

● Webster, Virgin Records MD and a member of the BPI's retail liaison committee says: "If elected I would still strive to eliminate the air of divisiveness which pervades the BPI."

Our Price won the multiple sell-through retailer of the year award at the British Videogram Association Video Showcase '91 at the International Conference Centre in Birmingham on Thursday. Adrian's Video, of Wickford, Essex, run by Adrian's Records owner Adrian Rondeau, won independent sell-through retailer of the year for the third time in a row.

The BPI has signed up 11 companies for its DTI sponsored mission to New York's New Music Seminar in two weeks: Demon; EMI; FM/Revolver; Hazardous Dub Company; Lafayette Music Factory; Music of Life Power Promotions; Profile; The Solution; and Trojan.

Jason Donovan's manager Richard East is setting up a new publishing company, Bright Spark Songs. Head office is in Australia and there is a UK office in Notting Hill, London.

Rebel MC, Gilles Peterson and Jala are among the panelists set to discuss Music and Censorship at a forum organised by the Socialist Workers Party, at ULU in London on July 9.

New Note has secured new distribution deals for the Windham Hill instrumental music label, previously with A&M, and GRP Records, a subsidiary of MCA previously with Pinnacle.

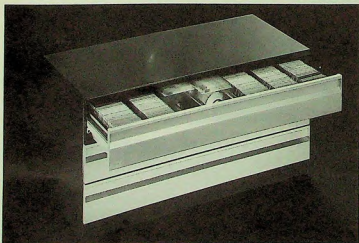
Pickwick Video has signed a distribution deal with Lifetime Vision, the video arm of the Lifetime group of independent film, television and video companies. First product is due in July.

FM-Revolver is launching a new dance label, FM Dance, at the end of July. DJs interested should contact Malcolm Bell on 0902 340286.

## CD Storage Cabinet.

Secure and organised storage for up to 1600 CDs on Lifts Register Card system.

Reduced housekeeping and increased efficiency. Storage Cabinets clip together to form a flexible shop counter system. Available for music and video cassettes. All your stock at your fingertips.



LIFT LTD., Unit 13, Triangle Business Park, Quillers Way, Wendover Road, Stoke Mandeville, GB-BUCKS HP22 5 BL, Phone: 0296 / 615151, Fax: 0296 / 612865

**LIFT**  
Systems with future

# BPI angry after pirate freed

Anti-piracy investigators have again been disappointed by the result of a court action against one of the slickest bootlegging factories ever exposed.

Although the head of the Huddersfield factory, David Beumont, pleaded guilty on 18 counts, he was freed without a fine.

A six-month jail term was suspended for two years by the judge at Huddersfield Crown Court and Beumont is ordered to pay just £100 costs.

Tim Dabin, whose BPI anti-

piracy unit raided the factory last June, says he is "disappointed" by the sentence.

"I was looking for a two to three month jail sentence," says Dabin. "The deterrent just isn't there. If we are going to frighten the pirates maybe we are going to need a few jail sentences."

The result came in the first test of the 1988 Copyright, Designs and Patents Act on bootlegging factories.

The raid uncovered 2,500 bootleg masters, 500 video masters, 12 video cassette re-



Dabin: 'no deterrent'

orders, a duplicator and three portable recorders used for live concert recordings. Together with around 3,000 completed cassettes, it is estimated that the equipment would be worth about £100,000.

The news came in the same week that the unit also scored a success by raiding a counterfeit cassette factory in Islington, north London, with Notting Hill Police and officer from the No 6 Regional Crime squad. Three people were arrested and charged with conspiracy to defraud.

Dabin says: "This result is something of a landmark as I believe it signals the demise of large counterfeiting operations in the UK."

He adds: "I am confident we now have the counterfeiters on the run."

Seven high-speed duplicators, with a capacity of 15,000 cassettes a week, were seized together with thousands of tapes, inlay cards and labels.

It is believed the factory supplied outlets in London as well as Wales and Scotland.

## Alto boss targets Europe

The rescuer of the failed Alto chain says the shops will be the foundation for a new pan-European chain of record stores.

Property tycoon Roger Gawn, who heads the Alto Ltd sister company Alto Music Retail plc, bought the four most profitable stores in Kingston, London's Victoria station and Heathrow and Gatwick airports last month.

Gawn, 44, is now spearheading a search for strategically-placed sites in various European cities as well as domestic sites.

He says: "It is at an early stage but we are investigating potential cities that would suit what we are doing."

The profile and nature of the stores — specialising in "compact music" — makes them perfect for airports and major

transport interchanges, he adds.

The chain is not intended to be upmarket but appeal to all tastes across the board. Alto will be the Next of the record market, he says.

Gawn set up Alto Music Retail plc under the Government's Business Expansion Scheme in September to develop the Alto brand. See People, p31.

## RPO seals Kodak deal

The Royal Philharmonic Orchestra has secured a sponsorship deal with Kodak for a new recording due for release in October.

Berlioz's Symphonie Fantastique conducted by Andre Previn, which is expected to sell more than 100,000 copies, will be used to promote Kodak's own move into CD — the Photo CD system.

The new service will allow photographic dealers to trans-

fer existing prints on to CDs for playback on TV using special Photo CD players, which will also be able to play audio discs.

Details of the system are to be included on the inlay sleeve of the recording, which will be released on its own label.

"This recording epitomises the audio quality of the new CD players," says Geoff Fields, Kodak's manager of new business development.

**TURN UP THE VOLUME**

To sell contemporary music, you need display units with the contemporary look.

Look no further than Norank Murrell's New Music Systems brochure.

Inside are a range of state-of-the-art units that show off what we've learned working with Britain's top music chains.

Stunning new designs that push up sales.

These are units that don't just look great — they work hard, too. Displaying CDs, records, cassettes and videos to the best possible advantage. With compatible counter and storage units to complement the system.

Making product easy to find and buy. Making restocking and maintenance swift and simple.

But the real beauty of Norank Murrell's New Music Systems is their total modularity.

This means you can build-on indefinitely, and rearrange displays as required.

And because the system will grow with your business, it's

perfect for any size operation.

Phone our Hotline or fax us now for the New Music System brochure.

**NORANK MURRELL**

# Demo sets itself tricky A&R task

No music paper, however well-informed, has yet managed to take the leg-work out of A&R.

When signing new bands, priority is still given to trawling the country's small clubs and listening to the plethora of uncommissioned demo tapes which arrive daily in the post.

The UK Demo Chart and its accompanying magazine *Demo* ambitiously aims to eliminate some of that A&R graft — as well as offering unsigned bands a route to record company recognition. It is already discovering that it has set itself a difficult task.

Formed two years ago by Stu Gray and Lucy Henniker — “two musicians without a deal” — the UK Demo Chart lists the top 100 tracks chosen from the 200 or so tapes it receives every month.

It is not purely a benevolent organisation. A fee of £14.50 is demanded for each track, regardless of whether or not it makes the chart.

Henniker justifies the cost: “It’s a small amount for people who are reasonably serious about what they’re doing,” she says.

The income is split between what is described as a token fee for the demo judges — who all work in the industry — and production of the monthly magazine, which also includes gig reviews and features.

More than 3,000 tracks have already passed through the UK Demo Chart, but record companies are reluctant to take it seriously.

“It sounds fine in theory, but in practice it can act as a warning to record companies rather than an advertisement for the bands featured within its pages. Most bands are losers and names such as Loose

**UK DEMO CHART April 1991**

TRACK LIST:

Rank	Artist	Track
1	Bad Luck Crew	Ring Alarm Bells Straight Away
2	Jesus Jones	Blurred
3	Baz Barrow	Equally Unimpressed
4	Tim Briffa	Compelled
5	Julie	Save Me From The Circular Fire
6	David Ramsden	231-228 2998
7	Jo McCaul	Opening Track
8	Ricky Lee Jones	Pop Jazz
9	Suzanne Vega	While Sometimes
10	Catherine/Clint	Spring Promotions

**DEMO**

**STUDIO**

**NO.1**

**UK DEMO CHART April 1991**

**FREE**

**BEAT UP RECORDING PRESSURE**

Demo: more than 3,000 tracks have passed through the chart, but record companies are reluctant to take it seriously

Foot and Bad Luck Crew ring alarm bells straight away,” says Food’s Andy Ross, who has signed Jesus Jones and Blur.

Atlantic’s head of A&R Baz Barrow is equally unimpressed: “I came across an issue of the magazine about a year ago, but I haven’t seen it since. The one I saw didn’t compel me to get a subscription or follow up any of the acts.”

Indeed, even those artists which have reached the top of the chart have failed to get much reaction.

Tim Briffa, the current number one, believes that will change. “Given time it is inevitable that some of the acts featured will get deals and

perhaps make the national charts,” he says.

“When that happens it will improve the credibility of the magazine.”

In the meantime, Briffa doesn’t feel that he has been ripped off. “You are not risking too much with £14.50,” he says.

But for those dozens of bands who believe it will take them straight to the record company A&R departments, the UK Demo Chart may prove a disappointment.

It could yet shape up as a vital quality control tool for the record industry — but only if efforts are made to ensure it reaches the people who matter. **Leo Finlay**

## THE EAR

MW’s Talent TipSheet

### WEST YORKSHIRE

#### THE HEADMEN

With an average age of just 18, this four piece have plenty of time to fine-tune their brash, exuberant pop. Reach The Sky, their single on Positive Records, is a sprightly indie gem, lacking only a polished production. The Milltown Brothers are an obvious reference point, but Power Of Dreams also springs to mind. **Contact: Chris Ellis**  
Tel: 0484 514325

### RHYL

#### GOODNIGHT SAID FLORENCE

Released by students of the Music Management course at West Lothian College, this is more than just a good school project. Nick Holden’s strong, sandpaper-tinged vocals give this quintet’s blend of indie dance a mature feel, and their sound is no less effective for it. The opening track on their debut 12-inch, *OV*, intriguingly sounds like the Moonflowers fronted by Chris Rea. **Contact: Different Class Records**  
Tel: 0506 634948

### GLASGOW

#### GYPSKI

Gypski is the solo project of Ian Watson who has written, performed and produced everything on his two-track demo. The end result is an odd mix of hi-energy dance and hard rock on Dance and a post-Human League groove on Julie. Saved from the circular fire by the fine vocals. **Contact: David Ramsden**  
Tel: 031-228 2998

### BELFAST

#### IN DUST

This trio’s current demo shows a band becoming progressively more underground and in-

creasingly aggressive. The chunky rhythms of Bewilderment, and the mainly instrumental Focus show that their coming hometown support to Dinosaur Jr is appropriate and well worth catching. **Contact: In Dust**  
Tel: 0232 381889

### COVENTRY

#### DEEP WATER CONSPIRACY

There is more than a hint of mid-Eighties OMD to this duo’s studio dabbings. Long Way Down is a tiny techno exercise fleshed out by Richard Priest’s likeable vocals and neat piano playing. Never Get To Heaven shows the all-important sense of humour needed to crack the market. **Contact: Richard Priest**  
Tel: 0203 632092

### LONDON

#### JONES

Firmly in the Seal school of song-based dance comes Jones, a man whose soulful tones show definite potential. Natural Meaning Of Life, co-written with Bass-O-Matic’s Matthew Vaughan impresses, but A&R folk would do better to concentrate on the smooth white soul vocals. **Contact: Jones**  
Tel: 071 630 9941

### BERKSHIRE

#### JO McCAUL

The opening track of McCaul’s demo, Chevy 64, is pure early Ricky Lee Jones — all pop jazz and simple blues boogie — but the other tracks reveal a broader talent. Daddy’s Little Girl is a harrowing tale of sexual abuse a la Suzanne Vega, while Sometimes is a fine folk-tinged jazz swing. Not predictably commercial, but then neither was Vega. **Contact: Catherine/Clint (Spring Promotions)**  
Tel: 081 673 2285

# TALENT

7-12 • CD • CASSETTE

ALL FORMATS FEATURE NEW MIXES

ON ONE LITTLE INDIAN RECORDS

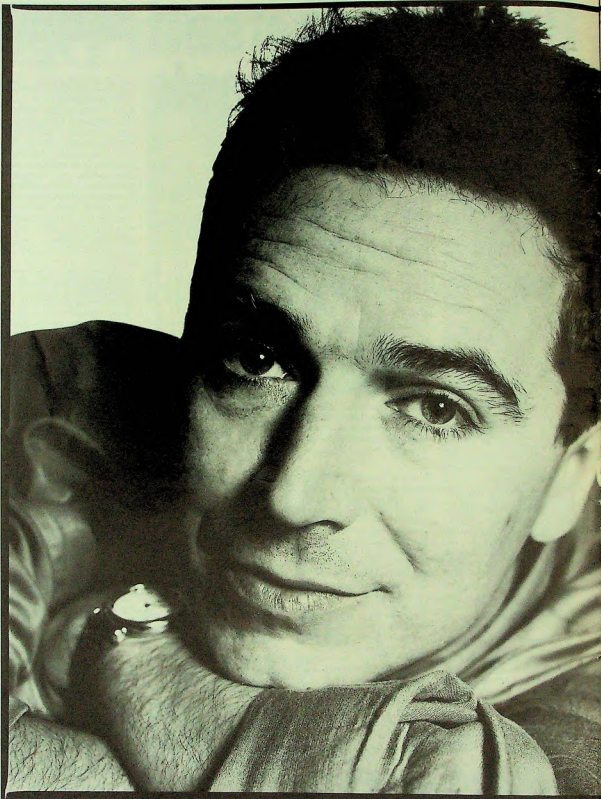


OUT 15 JULY

HEAR IT NOW • 0898 600055

45p PER MINUTE. 34p PER MINUTE CHEAP RATE

# Major league contender



CURRICULUM VITAE

**NAME:** Andrew Thomas Macdonald.

**BORN:** March 3, 1956.

**PARENTS:** Father — Admiralty photographer. "He took underwater photographs of Royal Navy vessels — to assess torpedo damage and so on." Mother — teacher.

**EDUCATION:** Seven O-levels, four A-levels and law degree from Dorset Institute, Bournemouth.

**CAREER:**

**1979** Left college "with vague thoughts of becoming a lawyer". Bummed around Europe for a year.

**1980** Returned to Sheffield, signed on for 10 months, "grabbing a few quid here and there" by compiling crosswords, including the *Private Eye* Christmas crossword 1981, and doing "amateurish" music reports for an Italian radio station.

**1982** Press officer at Stiff. "I told Dave Robinson I wanted to go into A&R, but he wasn't completely sold on the idea."

**1983** Launched Gol Discs with £1,500, "a kamikaze manoeuvre".

**1984** Signed worldwide licensing deal with Chrysalis.

**1986** Year of the Housemartins: their top three hit Happy Hour was followed by the Christmas number one Caravan Of Love.



## Football crazy MD Andy Macdonald tripled Go! Discs' turnover in 1990. Now his goal is music's First Division, says Phil McNeill



The first thing you notice about Andy Macdonald's office is a crude Xerox of Pele Sellostaped to the outside of the glass wall. Nearby hangs a

Housemartins silver disc, draped with a football scarf bearing the title of the album: Hull 4 London 0. Andy Macdonald, it is immediately obvious, is a football fan.

Ask anyone about Go! Discs' managing director and, sure enough, it's one of the first things they mention. "Nice chap, Andy Macdonald," growls Maurice Oberstein, chairman and chief executive of PolyGram, which has a stake in Go! Discs. "Supports Arsenal."

Billy Bragg racks his brains for something critical to say about his label boss. "I could never deal with the way Andy Macdonald changed his allegiance from Southampton to Arsenal," is the best he can manage.

Even Terry Edwards, a man with a grudge against Go! Discs after the unceremonious dumping of his group, Butterfield 8, agrees that it is Macdonald's weakest point. "I always got on quite well with him," Edwards admits. "The main problem is he supports Arsenal."

Along with football paraphernalia, his office also sports a large white noticeboard with a grid for days of the month. Each day carries cryptic notes in various colours — today, the blue felt-tip says "Osaka", while the green says "Studio" — and in the top left corner there's a colour key: blue for the La's, who are touring Japan; green for Billy Bragg, who is finishing his eighth album; red for The Beautiful South, who are writing their third LP; gold for Beats International, who are working on their second album; brown for The Trash Can Sinatras, whose debut LP *Cake* has just topped 100,000 sales in the US; purple for Father Father, whose debut LP *We Are All So Very Happy* was released last month; black for The Southernaires, whose first LP *Deeds Not Words* came out in May; and maroon for Sound System, whose first single *Play All Night* is released on July 22.

Set up in 1983 with just £1,500, Go! Discs' UK turnover in 1990 was £6.7m — nearly three times more than the previous year. Three of its 13 single releases last year reached the Top 10, a strike rate bettered only by PWL and Factory. The label is now, in Macdonald's words, "just about ready for promotion to Division One".

Where Macdonald differs from Arsenal's George Graham is that his record is always metaphorical open.

"You can always go in and have a go at him," says Bragg cheerfully.

Indeed, until last year, the door to Macdonald's office didn't even exist. The area was open-plan. Now, six of Macdonald's jaunty paces will take him to the office of his partner in both business and marriage, Juliet Macdonald.

No doubt Juliet's presence adds to the feeling that Go! is like a chaotic extended family. A&R man Cathal Smyth, better known as former

Madness frontman Chas Smash, joined last year.

"When I met them, I thought, 'What a lovely family atmosphere,'" he says, with only a hint of irony. "It felt like Stiff used to feel."

Smyth's recollection of Stiff Records is unsurprising; that was where Macdonald spent his first year in the business, as a press officer. He didn't even have to apply for the job.

"He sent in this tape called *The Singing Dog*," recalls former Stiff general manager Alan Cowderoy, now head of international at Go! Discs. "It had a dog on the front and a long funny letter pretending it was his dog playing the synthesizer."

Chrysalis International president Paul Conroy, who was Stiff's marketing director at the time, remembers it as a "brilliant" letter. "He was one of those people who inspired you to give him a chance," says Conroy.

Macdonald moved down from Sheffield and effectively took a crash course in how to run a record company.

When he left, armed with his £1,500, he approached Sheffield band The Box. The first Go! Disc, a five-track 12-inch, came out early in 1983, the label's first big break coming that summer when Macdonald discovered Billy Bragg.

"He was enthusiastic when no one else would touch me with a barge pole," says Bragg, who has managed to combine political radicalism with sustained commercial success — a feat he attributes to Macdonald. "He's got the enthusiasm of a fan with the head of a businessman."

Macdonald's competitors are in no doubt about his business acumen — and his determination.

"He's very forthright and gutsy," says Conroy. "I hate him when we're in competition for an act, he's a very fierce rival."



Maurice Oberstein shares that respect. "When we have a dispute, he screams a lot," says Obie. "But that's no problem because I scream too."

We discuss times at the top of our voices. Macdonald needed all his steely resolve last year when he released The La's album against the band's wishes. "That was probably my most difficult decision," he says. "But we'd let them make the record about seven times, so we were fairly tolerant."

The La's have condemned that decision from the pages of the rock press, but Paul Heaton of The Beautiful South thinks Macdonald handled it well. "He's had so many difficulties with The La's," says Heaton, "but he's still their biggest fan. It's not purely about money."

The La's have also been as managing director with a bias towards A&R. "I'm the middle general, the Platini of the side," he says.

Tactically, Macdonald has worked to a unique game plan. "I thought a better way to structure a record company could be to guarantee more time on the records and more enjoyment within the company."

That enjoyment is reflected in some of Macdonald's more creative marketing ideas, such as his link-up with *Viz*. The comic regularly brings Go! Discs to the attention of its million buyers via the *Billy The Fish* strip.

"I was watching Arsenal beat Crystal Palace," Macdonald explains, "and Palace had Virgin plastered all over them. We thought maybe it would be a better allocation of marketing money to sponsor Fulchester United: it cost us £2,500 for a year. We also paid £19.99 to get eight records in the *Viz* Top 10."

But the crucial strategy was to stay small. Paul Dowling, head of marketing, outlines how it works: "Each act gets total commitment throughout their LP and single. Each record is marketed aggressively. All our releases get a video as well as a good radio advertising budget. And we always use two retail strike forces — no other company does that with every record."

Go! has seen personnel swell from five to 18 people in two years. Already Macdonald has his eye on larger premises — yet for Billy Bragg it was a real shock when Go! moved out of its first tiny office.

"I was the prophet of doom about Go! Discs moving out," says Bragg. "I thought it was the big sell-out. But I've got to give Andy his due: he hasn't become an industry yep-man."

Others didn't survive the process, however. One band with a grievance is Butterfield 8, an instrumental duo comprising saxophonist Terry Edwards and ex-Madness bassist Mark Bedford.

"We were given a free hand to provide any LP we wanted," Edwards recalls. "But they didn't give it their best shot in promotion. Andy was away and although he likes to delegate responsibility around the company, he won't let them make decisions. He still wants to run it as a one-man band."

"The deal just petered out. Andy is not very good at returning calls. I was extremely angry — it's very rude."

With experience at the opposite extremes of Stiff and WEA, Conroy counsels: "Andy has to be careful not to get too greedy. He mustn't get too big and lose the direct contact."

But Macdonald appears to know exactly where he's going. His plans include Go! Films and Go! TV, which is producing a pilot for a music programme called Pele Never Played For Red Star Belgrade.

"In two years' time, I'd like to have 28-30 people working on a roster of 12 to 15 artists who are all very creative, making albums with no fucking rubbish on them, and maximise every record we put out," he says.

"Plus the odd double platinum album. That'll suit me fine."

And no thoughts of leaving Go! Discs, for example if a major made him an offer he couldn't refuse? "No, this is way too much fun," he replies.

"Mind you, if George Graham quits and Arsenal give me a call, it's a distinct possibility..."

1987 Signed licensing deal with PolyGram, which also bought a "minority" stake in the company. Go! Discs moves to larger premises known as Son Of Go! Mansions. "People walk past and think it's a religious foundation."

1989 Welcome to The Beautiful South is Go!'s first million-selling LP.

1990 Number ones from Beats International and Beautiful South both sell over 500,000 copies in the UK.

## MAINSTREAM

### Albums

It's a long time since he trudged down Rocky Mountain Way, but Joe Walsh still explores some interesting musical avenues. His new Pyramid/Epic album, *Average Ordinary Guy*, is unlikely to be entering the precious metal stakes, but it's a solid album from a man who has never taken himself too seriously. Trademark guitar licks punctuate a strong collection of songs.

The award for inappropriate title of the week must go to the new Dino compilation *Hardcore Dancefloor*, which actually includes only one hardcore track, but is nevertheless a highly serviceable compilation of recent pop/dance hits. With just one album

under his belt, Vanilla Ice has surprisingly chosen to spotlight his limitations by releasing a live album, *Extremely Live*. His rapping rhythms aren't the most natural in the world, but they are not bad, particularly on *Road To My Riches*. But there is also an embarrassing adaptation of the Rolling Stones' Satisfaction, and some rather flaccid interjections of his hits. But Ice's firm fan base should guarantee a few weeks of high chart profile.

Those old theatrics that have served him so well surface again on the new Alice Cooper album, *Hey Stoopid*. It's not as unlikely to win new converts, but the success of the title track should give it a respectable showing.

#### PICK OF THE WEEK

**TOM PETTY & THE HEARTBREAKERS.** *Into The Great Wide Open.*

(MCA 10317). Teaming up with fellow Traveling Wilbury Jeff Lynne who co-produced this first solo album in four years, Petty is in fine form, controlling his tendency to whine Dylan-like and turning in some fine vocal performances on a strong selection of songs, notably the current hit single *Learning To Fly*.

### Singles

Guns N' Roses latest release, *You Could Be Mine*, comes from the upcoming Schwarzenegger movie *Terminator 2—A Judgement Day*, but it's quite a let down. Very much a rock-anthem-by-numbers effort, it completely lacks crossover appeal.

Meanwhile, Bros return with *Are You Mine?*, a crucial release if they are to halt the decline that saw each of their last three



*Violet Hour*: potential singles peak at a lower position than its predecessor. They are said to be cultivating a rockier image, but if that's the case, *Are You Mine?* is hardly typical. Gentle to the point of being lightweight, with whispny synth washes and a tremulous girly vocal from Matt, it is likely to attract some who don't normally buy Bros records.

After producing big hits for SAW stars Sonia and Jason Donovan, Nigel Wright's latest effort is *The Lucky 7 Mixmaster*. Credited to UK Mixmasters, it's a

montage of Kylie Minogue hits. A fair facsimile of the originals, it's wholly disposable, horribly bouncy and a hit.

One of the more unusual efforts of the week is *Falling*, the debut single from the Violet Hour, whose avowed intention is to play "intelligent pop with Sixties influences". Spookily enough, they do. Lead vocal Doria's powerful voice cuts through a complex and pretty string arrangement to great effect. A band with potential.

#### PICK OF THE WEEK

**D/H FEATURING STEFFY.** *I Like It RCA PB 44741*. Recent hitmakers from Rimini return with a compelling disc sampling Aretha Franklin which is faithful to the potent formula developed by their compatriots Black Box. A smash.

Alan Jones

## FOLK

Much excitement as Runrig and Richard Thompson carry the flag into the national charts.

But rather than indicating folk's time has finally come, instead it justifies the long-held view that in folk circles, success doesn't come overnight.

Runrig's *The Big Wheel* debut at number four was the result of years building a fanatical following. In fact, sales of Runrig product in their native Scotland are so strong the BPI once suspected (wrongly) that the dark hand of hype was involved. It seemed the only explanation for staggering sales in the Shetland Isles.

Thompson's links with folk go right back to the late Sixties when he was a founder member of Fairport Convention. Finally he has been able to turn almost over-powering critical acclaim into solid sales with *Rumour And Sigh*.

The Fairports, of course, continue to this day. The History Of... (Island) provides just that, while the band's one-time singer, the late Sandy Denny, crops up on a couple of Island reissues. North Star Grossman and Sandy. Slightly lesser, but of period appeal is the reissued Sandy Denny And The Strawbs (Hannibal). Expect further Fairport activity after the annual Cropredy event concerts on August 16, 17.

In the Clannad mould, a new band, Capercaille, release their debut single, *Coisich A Ruin (Walk My Beloved)* on Survival Records, through BMG, and the vocals of Karen Matheson are particularly striking.

#### PICK OF THE WEEK

**RON KAVANA: Home Fire.** Special Delivery. A more intensely "fish out of water" coming from the now prolific Kavana, who has made impressive inroads as *Alias Ron Kavana*, the touring band that has broken the back of the pop circuit.

Duncan Holland

## REISSUES

Definitely worth a listen are Columbia's Beach Boys reissues. EMI made its Beach Boys re-releases the event of last year by (in the main) doubling up two albums per CD, including unissued alternative takes and wrapping up the package with comprehensive sleeve notes. With Columbia you get no sleeve notes, no bonus tracks, just the original album at mid price. But the albums are far better than their reputation suggests.

Best of the bunch — and crying out for sleeve notes — is unrivalled by its mysteries is undoubtedly the legendary Surf's Up (EPC 4678345-2). Almost as good as the much under-rated Holland (467837-2) and Sunflower (467836-2). Interesting rather than essential are So Tough (468349-2) and The related Pacific Ocean Blue (468351-2), a solo outing from Dennis Wilson.

Sequel releases another set of related records charting the ever-changing career of Leon Russell. The ragged but intriguing *Asylum Choir II* (NEXCD 152) sees him firmly in cult corner with fellow songsmith Marc Benno. Will O' The Wisp (NEXCD 157) features Russell the popster while *Stop All That Jazz* (151), signalled a final disengagement with rock 'n' roll.

Lastly a pair of twofers catches that A&M is hardly

telling anybody about: Suzanne Vega's first two albums, her eponymous debut and *Solitude Standing* (397 135-4) and Bryan Adams' *Reckless* and *Into The Fire* (397 139-4). The Adams has more hits but the Vega has the edge.

#### PICK OF THE WEEK

**IAN & SYLVIA: Early Years.** Ocean (Vanguard VMD 79175). In reaction Ian veers towards the hush puffs and baggy sweater band of folk singing, but in the main he and Sylvia are both stirring and innocent. Particularly fine are the title track, the first version of Gordon Lightfoot's classic, and the "fake" cowboy ballad, *Darcy Farrow*.

Phil Hardy

## CLASSICAL

This month's releases from Sony Classical show the label honing its identity.

Michael Tilson Thomas's second Richard Strauss release with the London Symphony Orchestra — also Sprach Zarathustra and Don Juan — signals an ongoing MTL/SO partnership. Following soon are a disc of Octet ballet music, plus a Janacek coupling of the *Galagotis* Mass and *Sinfonietta*.

Likewise, the release of Ron-Pekka Salonen conducting the London Sinfonietta in the fourth disc of his Stravinsky cycle (*Pulcinella*, *Copet*, etc), signals big plans for the sultry-looking young Swede. Coming soon: Nielsen with the Swedish Radio Orchestra and Stravinsky with the Stockholm Chamber Orchestra.

But autumn will bring even more dramatic changes: pianist Murray Perahia switches into mid-romanticism with

recordings of Brahms, Franck and Liszt; Guilini conducts a Beethoven cycle; Ferruccio Furlanetto conducts opera; and Rostropovich acts as both conductor and cellist.

Warner's three component labels have their A&R images in sharp focus this month. Teldec launches its first budget series, *Esprit*, with 15 titles from back-catalogue mainstays such as Vaeclav Neumann, Joseph Keilberth and Nikolaus Harnoncourt; Erato launches its Libretto mid-price opera series and has a major disc of Boulez conducting Boulez; and Nonesuch offers the Kronos Quartet and London Sinfonietta Soloists playing works by Gorecki.

#### PICK OF THE WEEK

**SHOSTAKOVICH: Chamber Symphony.** SCHOENBERG: *Verklarte Nacht*, Kreisler String Orchestra. *Dolphin*. New Note. The prize-winning Kreisler SO needs no conductor to summon up taut ensemble and fine-honed sonority, not to mention enormous energy in the sometimes ungainly orchestration of Shostakovich's Quartet No. 8. Exciting playing of twentieth century music.

Phil Sommerich

## DANCE

Recent imports include *Turn Table Terror Break* (Dutch Mid-Town MID-91105), noisy fierce raver in 12.9bpm Techno, 122.9bpm Surprise, 113.8bpm Swingbeat Mixes; *Pal Joey Flight 801* (US Loop D' Loop LDLZ 103), coolly vibed 118bpm Japanese jazz-funk and tinkling 121.8bpm *Spend The Night*; *R.A.F. We Gonna Get*... (Italian GFB 016), surging 123.4bpm Italo

house raver; *The Sound Of Now Vol. 1* (Dutch STR 1291), rave EP with 122.5bpm *It's Time 4 House*; 123.7bpm *Play The Tones*, 123.9bpm *Rev Extravaganza*, 124.7bpm *Drum*; *Double Sense You Make Me Feel* (Italian X Energy X-12096), Frank De Wulf remixed 123.6bpm jittery jangler; *Leaders Of The New School* Subb Star (US Elektra E-66545), skinily rolling 103bpm rap; *Maurice Melody Remix* (US ID 1007), attractive 117.8bpm garage looper; *YBU Feet Jonell Soul Magic* (Italian Flying FIN 023), sinuously swaying 101.8bpm jagger. Out here are *Klubzone 1 Boom Ah!* (Oh Zone ZONE 008, SRD), breezily bounding 125.8bpm flutery bleeper; *The Kick Squad What You Searchin' For?* (Kickin/GT KICK 6, SRD), swirling 128bpm ragga-techno mayhem; *Carouche Feel The Groove* (Brothers Reorganization 12, BORG 28, TRC/BMG), UK remixed 122.5bpm Euro pop disco; *Nu-Luv featuring Tongue 'N' Cheek Is This A Dream?* (Gem GEMX 001, TB), instant brightly bashing 122bpm groove bouncer; *Trust Your Work It Out* (Xpox3 Beat Music Club BEAT 001), epically crisp 121.6bpm wriggly strider; *Tara Kneck Piece Of My Heart* (Giant WWO48T, WM), ponderous jolting 101.3bpm squeaky jiggler; *12 Bang* (Hardware HW002, LTD), twittersy 128.4bpm bleeper.

#### PICK OF THE WEEK

**SUBJECT 13: The Promise.** Vinyl Solution STORM 29, SRD. Nervily frantic 128bpm thrashing blippy raver with a skittery bounding 127.6bpm Ambient Urban.

James Hampton

# music week

# datafile

The Information Source for the Music Industry

6 JULY 1991

## CHART FOCUS

No change at the top of the singles chart this week, but **Bryan Adams'** first ever Top 10 hit (Everything I Do) I Do It For You vaults to number two, and will be looking to oust **Jason Donovan's** Any Dream Will Do next week. Adams' single is from the new Kevin Costner movie Robin Hood — Prince Of Thieves. It's the third hit related to the legend of Robin Hood, and easily the biggest. **Dick James**, who went on to become one of Britain's most successful independent music publishers, reached number 14 with his interpretation of the TV series theme in 1956, despite strong opposition from eight other versions. **Clannad's** Robin (The Hooded Man), from a more recent TV adaptation (Robin Of Sherwood) starring Jason Connery, reached number 42 in 1984.

The loss of a fifth format may yet prove the undoing of the dance music boom. **Driza-Bone**, for instance, held at number 16 with their single, Real Love, which would



certainly have climbed strongly had Fourth & Broadway been able to commercially release the Up All Night remix which is currently massive in the clubs. Having already issued the single on standard 7-inch, 12-inch, cassette and CD, however, its hands are tied. For the present, dance music is still very much the flavour of the month, with eight of the 10 highest debuting discs this week being dance hits, including both the highest — new act **Cola Boy's** 7 Ways To Love, which debuts at number 17 — and the most unexpected, the combination

of hardcore metal and hardcore rap that is **Bring The Noise** by **Anthrax** featuring **Chuck D** from Public Enemy. It's a combination which brings both acts to within an ace of their biggest hit to date, as it debuts at number 22, and seems destined to go higher in the chart.

**Rod Stewart** and the **Divinyls** trade places this week, the Divinyls scoring their first ever Top 10 hit with I Touch Myself, while Rod's The Motown Song sinks to number 12. It's exactly six years since **Marrilyn's** one and only number one album, Misplaced Childhood. This week, their seventh studio album, Holidays In Eden, debuts at number seven in the album chart, maintaining their record of reaching the Top 10 with each and every one. Meanwhile, **Cher's** Love Hurts continues at the top, its sales still outstripping its nearest competitors by a margin well in excess of two to one.

Alan Jones

## ANALYSIS

They need to give greater exposure to new acts and promote new talent has led to suggestions of a Top 25 breakers chart.

All too often record companies and retailers complain that radio stations — including Radio One — concentrate much of their attention on what is in the Top 40 and less on the Top 75/100. As the lower reaches of the chart are now new artists can usually be found drifting in and out, the plan is to make sure they are noticed before they disappear for good.

The accompanying chart shows what the breakers chart would have looked like if compiled last week. It represents the Top 25 of all the new entries and records going up within the 50-100 placings.

While a number of big name acts feature in the breakers — notably **Chris Rea** and **The Jam** — the chart gives valuable exposure to new artists, such as **Jinny**, **Stonesfunkers** and **Twins**. Plans for a breakers chart

## BREAKERS CHART

1	51	Looking For... Chris Rea
2*	57	That's Entertainment, Jam
3*	61	Do It Again, Beach Boys
4*	65	Learning To Fly, Tom Petty
5	68	If You Wanna... Jimmy Soul
6	69	Chocolate... Crowded House
7*	70	Never Know... Rick Astley
8*	71	Keep Warm, Jinny
9*	73	Circle Of One, Oleta Adams
10*	76	Work It Out, Homeboyz, etc
11*	80	Window Pane, Real People
12*	81	Can I Follow?, Stonefunkers
13*	82	All Mixed Up, Twins
14*	83	Don't Treat... Firehouse
15*	88	Colour Me, Paradise Orch
16*	89	Wonderful... Zucchero
17*	90	The Concrete... Pat & Mick
18	91	Poundcake, Van Halen
19	92	Stand By... Tammy Wynette
20*	93	Gotta Have... Stevie Wonder
21	94	As Is (EP), Nitzer Ebb
22*	95	True Love, Pat Benatar
23	96	It's IT
24*	99	Amazing Love, Phil Perry
25*	99	Don't Stand... M&M

\* = New entry Source: ERA

have been given the support of both record companies and retailers across the industry. **Got** Discs head of marketing **Paul Dowling** believes the chart will have great benefits. "Generally, any artist

outside the Top 40 is ignored. If a breakers chart can draw people's attention to those acts, it must be a good thing."

He also believes that it will make the public more aware — particularly if the breakers chart is featured alongside the main chart in shop displays.

"Anything we can do to get more exposure will help — it's getting tough out there," adds Dowling.

Ken Howe, a partner at Tracks Records shop in York, is equally enthusiastic. "Get it done, get it done," he says emphatically.

Howe says the new chart will be a boon to chart shops like Tracks and an aid to DJs.

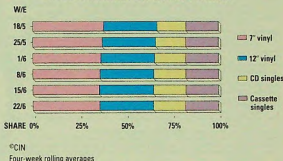
"The reps come in the shop and dump stuff in the bins by all sorts of acts. Now we can have a chart that will highlight some of those acts." "It will also help make the DJs who visit us more aware of what is around. Often they say, 'Oh I won't get that until it gets in the Top 40.' This way they might take more notice."

Nick Robinson

## UPDATE

Index of unit sales, 100=weekly average in 1990	SALES			
	Last week	This week	% diff	This week last year % diff
Albums	77	80	+ 1%	- 5%
Singles	96	101	+ 5%	- 9%
Music Video	58	68	+16%	+19%

## SINGLES MARKET SHARE BY FORMAT



## ROOKIES

1	SEAL ZTT	4	EMF, Parlophone	40
2	ELECTRONIC, Factory	20	7 OLETA ADAMS, Fontana	36
3	BEVERLY CRIVEN, Epic	6	THE SIMPSONS, Geffen	50
4	KLF, KLF Communications	26	9 BARRINGTON PHELLOUNG, Virgin Int	—
5	DANNI MINOQUE, MCA	27	10 MASSIVE, Wild Bunch	44

Best selling debut albums from previously uncharted acts. Compiled by ERA from Gallup data. Sales period: 27 May to 22 June.

## Stage 3 Promotions

For all your Promotional products From Concept, Artwork and Design, to Production and Delivery or Distribution We can handle the whole project for you

WE CAN SUPPLY... Sweet & Pals Slips • Custom made garments and products • Hats • Bags • Pens • Stickers  
Swear-as-it-Jackets • Embroidry • Badges • Penwork • Key Fobs • Sateenings • Lighters • Boater shirts • Headbands  
Sweaters • Tracks • Coasters • Diaries • Signposts • Windbreaks • Sports Bags • Juggling balls • Leisure wear  
\* Umbrellas • ALL YOUR FUTURE PROMOTIONAL REQUIREMENTS

Printed or personalised to your specification

WE CAN OFFER... Reliability • Flexibility • Personal service • 100% effort • Retail, Wholesale and Mail Order Distribution • Corporate Leisurewear Production • Management of Mail Order Fulfillment • International Fan Clubs and Artist Merchandising

## WE HAVE MOVED

NEW ADDRESS, PHONE, FAX FROM JULY 1st!!!

PLEASE CALL FOR OUR NEW COLOUR BROCHURE

Stage 3 Promotions  
Unit 12, Threshers Yard, Kingham  
Oxon OX7 6YF  
Tel: 0608 659200 Fax: 0608 659222  
Office in Los Angeles and Melbourne

## Stage 3 International



# IF IT'S OUT IT'S IN...CHARTS PLUS

A **music week** PUBLICATION

**CHARTS PLUS** is indispensable to

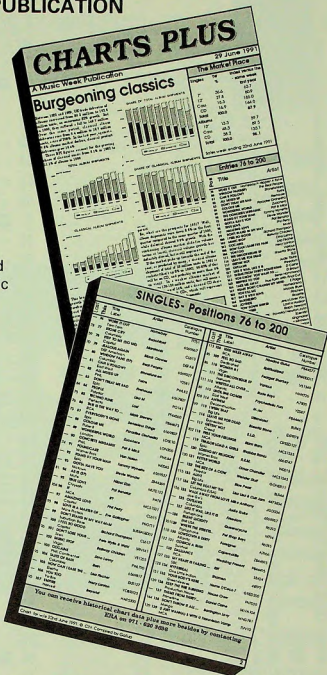
- > record companies
  - > publishers
  - > retailers
  - > artist management
  - > media
- and anyone with an interest in the music industry

**CHARTS PLUS** is produced by chart specialists, ERA, each Monday, using the most up to date information of the OFFICIAL UK CHARTS compiled by Gallup for the music industry and used by Music Week and the BBC.

**CHARTS PLUS** includes charts and information which are not available elsewhere.

**CHARTS PLUS** gives you a wealth of chart data and background information for less than £10 per week.

- \* **Singles and Albums positions 76-200**
- \* **Detailed commentary on all new entries**
- \* **Market shares by format**
- \* **Genre charts not published anywhere else**
- \* **Playlisted singles by radio station**
- \* **World charts and country profiles**



For further details and a complimentary copy of CHARTS PLUS, please fill in the coupon below and send it to Graham Walker, Spotlight Publications Ltd, 8th Floor, Ludgate House, 245 Blackfriars Road, London SE1 9UR. Telephone 071-620 3636. Fax 071-928 2881.

I am interested in CHARTS PLUS, please send me a free copy

I would like to subscribe to CHARTS PLUS, please invoice me at:

£130.00 per quarter

£495.00 per annum

Name \_\_\_\_\_ Position \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

Nature of business \_\_\_\_\_ Tel \_\_\_\_\_

Signature \_\_\_\_\_ Date \_\_\_\_\_

# TOP 75 SINGLES

## THE OFFICIAL music week CHART

6 JULY 1991

# PLEASZ (WRITERS)

This Week	Last Week	Title	Artist (Producer/Publisher)	Label	#121 (Distributor)	Casette/CD
1	1	<b>1 JASON DONOVAN (Wright) REASY WILL DO</b>	Really (Lobby) Ruben (V) RUCS TURKIDZ			
▲	2	<b>2 EVERYTHING I DO I DO IT FOR YOU</b>	AMM AMNY 788 (V) AMMC 788/AMC 788			
3	3	<b>3 CHORUS</b>	Maui (Tamar) Sone (A&B) Bell			
4	4	<b>4 I WANNA SEX YOU UP</b>	Color Me Badd (Dr. Freeze/Howie T) (Peperman) EMI			
5	5	<b>5 THINKING ABOUT YOUR LOVE</b>	Coloquium COLO (V) 225 (E) COMMO 225/COLO 225			
6	5	<b>6 DO YOU WANT ME</b>	Sah-N-Pepa (Hurly Bug/Lug/Twincinelli) All Boys			
7	14	<b>7 RUSH RUSH</b>	Virgin America VUS171 (V) VUS 38V/USC 38V			
8	6	<b>8 FROM A DISTANCE</b>	Beats Miles (Mann) Ronder			
9	26	<b>9 ALWAYS THERE</b>	Incoignto featuring Jocelyn Brown (Maunick) Carlin			
10	12	<b>10 IT TOUCH MYSELF</b>	Virgin America VUS171 (V) VUS 38V/USC 38V			
11	11	<b>11 I TAIN'T OVER 'TIL IT'S OVER</b>	Virgin America VUS171 (V) VUS 38V/USC 38V			
12	10	<b>12 THE KROATSON KING</b>	Warner Brothers W90377 (V) W 60300/60300			
13	9	<b>13 BABY BAY!</b>	AMM AMNY 721AMC (V) 721 (V) AMM 721/AMC 721			
14	15	<b>14 THERE'S NOTHING LIKE THIS</b>	Omar (Omar & The Family) PolyGram/Com			
15	12	<b>15 NIGHT IN MOTION</b>	XLXS 20X/21 (V) XLS 20X/21			
16	13	<b>16 REAL LOVE</b>	4th + 7 (V) 7 (V) 289 (V) 221 (V) Bena Bone (Bena Bone) Ronder			
17	18	<b>17 7 WAYS TO LOVE</b>	Cola Boy (Siam) Eternal			
18	13	<b>18 THE SHOOP SHOOP SONS (IT'S IN HIS KISS)</b>	EPIC (Epic) (Asher) Carlin (Epic)			
19	13	<b>19 ONLY FOLKS (NEVER FALL IN LOVE)</b>	Sonia (Wright) (Lakeside) Carlin/Concord			
20	15	<b>20 PEOPLE ARE STILL HAVING SEX</b>	Payday/PD 10392 (V) PD 10392			
21	25	<b>21 HEY STOOPID</b>	Alice Cooper (Collins) EMI/BMG/Sony			
22	NEW	<b>22 BRING THE NOISE</b>	Andrew (Foster) (V) (Arista/World) CCZ/Bama			
23	28	<b>23 SHERIFF FATMAN</b>	Big Cat (SMI) VUS5M/AMC 116 (V)			
24	26	<b>24 GET THE FUNK OUT</b>	AMM AMNY 737 (V) AMMC 730/AMC 737			
25	17	<b>25 SHINY HAPPY PEOPLE</b>	Warner Brothers W90277 (V) W 60300/60300			
26	34	<b>26 UNFORGETTABLE</b>	Natalie Cole & Nat' King Cole (Foster) Bama			
27	32	<b>27 ROLLIN' IN MY 5.0</b>	Vanilla Ice (Lobby) (V) (Lobby) CCZ			
28	14	<b>28 PROMISE ME</b>	Beverly Craven (Sawmell-Smith) WC			
29	41	<b>29 TRIBAL BASE</b>	Red Hot Chili Peppers (Lobby) Fiction/Capitol			
30	NEW	<b>30 NOW THAT WE'VE FOUND LOVE</b>	Heavy D & The Soul Brothers (Lobby)			
31	NEW	<b>31 SEXUALITY</b>	Billy Bragg (Mann) Showbiz/CWC			
32	NEW	<b>32 MY NAME IS NOT SUSAN</b>	Whitney Houston (Lobby) (Arista) Bama/Zomba			
33	NEW	<b>33 THINGS THAT MAKE YOU GO</b>	Coloquium COLO (V) 225 (E) COMMO 225/COLO 225			
34	27	<b>34 I'M A MAN NOT A BOY</b>	Cheesy Hawkes (Shicklock) Trindol/Piangent Visions			
35	49	<b>35 MAMA</b>	Kim Appley (Schwartz) De Angelis & K/M/K/Facet			
36	NEW	<b>36 BEST CAN</b>	EMUS MTA 1017 (V) 10MT 101 (V) Tom (Epic) EMI/Ta/Ryche			
37	NEW	<b>37 GENERATIONS OF LOVE</b>	Jesse Lou (Rogers) Virgin/Rhythm King			

This Week	Last Week	Title	Artist (Producer/Publisher)	Label	#121 (Distributor)	Casette/CD
38	23	<b>38 SHOCKED</b>	Kylie Minogue (Stock/Airline/Waterman) All Boys			
39	24	<b>39 THE WAVE OF THE FUTURE</b>	Dr. Doom (Hothelid) Ronder			
40	NEW	<b>40 SHE SLEEPS</b>	London (Lobby) 158 (V) LONS 286/ONS 286			
41	43	<b>41 GYPSY WOMAN (LA DA DE)</b>	Crystal Waters (Bassman Boys) BMG			
42	42	<b>42 GOT A LOVE FOR YOU</b>	Johnny (Jenkins) London/WML WC			
43	42	<b>43 AND THEN SHE SMILED</b>	The Mock Turtles (Smith/Coggin) Virgin			
44	21	<b>44 MASSIVE ATTACK</b>	Massive Attack (Massive Attack/Hopwood/Dollar) Island/Chippewa			
45	26	<b>45 LEARNING TO FLY</b>	MCA 1555-1556/1555/1556/1556 (V) Tom Petty & The Heartbreakers (Petty/Campbell) MCA/EMI			
46	NEW	<b>46 WE ARE BACK/NURTURE</b>	LFO (LFO) Warp/Virgin			
47	38	<b>47 HOLIDAY</b>	Madonna (Bentley) WC			
48	35	<b>48 LOOKING FOR THE SUMMER</b>	Chris Real (Kelly) WC			
49	31	<b>49 REMEMBER ME WITH LOVE</b>	Christina Einfeld (Estefan) Jam/Casas/Octawid) EMI			
50	54	<b>50 GIRLS</b>	Powercat (Estefan) Nubian Prince (Powercat) J&C			
51	NEW	<b>51 DREAM ON (IS THIS A...)</b>	Real (Lobby) 158 (V) LONS 286/ONS 286			
52	37	<b>52 WALKING DOWN MADISON</b>	Kirsty MacColl (Lobby) Virgin/WC			
53	41	<b>53 IF LOOKS LIKE YOU</b>	Tanya (Lobby) (Hindigman) Capitol			
54	35	<b>54 OPTIMISTIC</b>	Sounds of Blackness (Jimmy Jam/Lewis/Innes) Perspective/RSO/PTM 786 (V) (Epic) 786			
55	NEW	<b>55 HOOLIGAN 69</b>	Sh!p Up And Dance Squad 1551/SD 149 (V) SQUAD 149/MSD 149			
56	37	<b>56 MOVE THAT BODY</b>	Technostone featuring Reggie (Lynchard) MCA			
57	39	<b>57 TOUCH ME (ALL NIGHT LONG)</b>	Cathy Dennis (Dennis/Bowling) Christy's/Memory Lane			
58	59	<b>58 PANDORA'S BOX</b>	OMD (IMD) Virgin			
59	60	<b>59 WINDOW PANE (EP)</b>	The Roots People (Sony)			
60	61	<b>60 APPLE GREEN</b>	The Milltown Brothers (Meegan) no credit			
61	36	<b>61 A WATCHER'S POINT OF VIEW</b>	PM Dawn (Lobby) MCA			
62	62	<b>62 PARTY ZONE</b>	Duffy Duck Feet, The Groove Gang (Capitol/Cop) Filmkunst			
63	64	<b>63 THE ENEMY WITHIN</b>	Thirst (Reilly) Pure Beat			
64	65	<b>64 TAINTED LOVE</b>	Sah-Cali (Lobby) (Armed) Burlington/WC			
65	62	<b>65 LITTLE LOST SOMETHING</b>	The Almighty (Taylor) Almighty Backed Up/Quavo/WC			
66	62	<b>66 JEALOUSY</b>	Peri Gop (Pep) First Shop Boys (Pattemayr) Capitol			
67	72	<b>67 KEEP WARM</b>	Janet (Lobby) (Armed) Burlington/WC			
68	69	<b>68 GET DOWN ON IT (OLIVER MOMM MIX)</b>	The Beach Boys (Wilson/Lobby) Ronder			
69	71	<b>69 THAT'S ENTERTAINMENT</b>	The Jam (Hammer) (Arista) (Lobby) EMI/Ta/Ryche			
70	72	<b>70 KINKY LOVE</b>	Pate Saints (Lobby) EMI			
71	73	<b>71 HOOKED ON YOU</b>	Kidney (Lobby) (Armed) Burlington/WC			
72	73	<b>72 CROCKETT'S THE CHANCE</b>	Janet (Lobby) (Armed) Burlington/WC			
73	75	<b>73 I LIKE THE WAY (THE KISSING GAME)</b>	Hi-Five (Reilly) Zomba/B-Funk			

This Week	Last Week	Title	Artist (Producer/Publisher)	Label	#121 (Distributor)	Casette/CD
74	74	<b>74 I Wanna Sex You Up</b>	Color Me Badd (Dr. Freeze/Howie T) (Peperman) EMI			
75	75	<b>75 I Wanna Sex You Up</b>	Color Me Badd (Dr. Freeze/Howie T) (Peperman) EMI			
76	76	<b>76 I Wanna Sex You Up</b>	Color Me Badd (Dr. Freeze/Howie T) (Peperman) EMI			
77	77	<b>77 I Wanna Sex You Up</b>	Color Me Badd (Dr. Freeze/Howie T) (Peperman) EMI			
78	78	<b>78 I Wanna Sex You Up</b>	Color Me Badd (Dr. Freeze/Howie T) (Peperman) EMI			
79	79	<b>79 I Wanna Sex You Up</b>	Color Me Badd (Dr. Freeze/Howie T) (Peperman) EMI			
80	80	<b>80 I Wanna Sex You Up</b>	Color Me Badd (Dr. Freeze/Howie T) (Peperman) EMI			
81	81	<b>81 I Wanna Sex You Up</b>	Color Me Badd (Dr. Freeze/Howie T) (Peperman) EMI			
82	82	<b>82 I Wanna Sex You Up</b>	Color Me Badd (Dr. Freeze/Howie T) (Peperman) EMI			
83	83	<b>83 I Wanna Sex You Up</b>	Color Me Badd (Dr. Freeze/Howie T) (Peperman) EMI			
84	84	<b>84 I Wanna Sex You Up</b>	Color Me Badd (Dr. Freeze/Howie T) (Peperman) EMI			
85	85	<b>85 I Wanna Sex You Up</b>	Color Me Badd (Dr. Freeze/Howie T) (Peperman) EMI			
86	86	<b>86 I Wanna Sex You Up</b>	Color Me Badd (Dr. Freeze/Howie T) (Peperman) EMI			
87	87	<b>87 I Wanna Sex You Up</b>	Color Me Badd (Dr. Freeze/Howie T) (Peperman) EMI			
88	88	<b>88 I Wanna Sex You Up</b>	Color Me Badd (Dr. Freeze/Howie T) (Peperman) EMI			
89	89	<b>89 I Wanna Sex You Up</b>	Color Me Badd (Dr. Freeze/Howie T) (Peperman) EMI			
90	90	<b>90 I Wanna Sex You Up</b>	Color Me Badd (Dr. Freeze/Howie T) (Peperman) EMI			
91	91	<b>91 I Wanna Sex You Up</b>	Color Me Badd (Dr. Freeze/Howie T) (Peperman) EMI			
92	92	<b>92 I Wanna Sex You Up</b>	Color Me Badd (Dr. Freeze/Howie T) (Peperman) EMI			
93	93	<b>93 I Wanna Sex You Up</b>	Color Me Badd (Dr. Freeze/Howie T) (Peperman) EMI			
94	94	<b>94 I Wanna Sex You Up</b>	Color Me Badd (Dr. Freeze/Howie T) (Peperman) EMI			
95	95	<b>95 I Wanna Sex You Up</b>	Color Me Badd (Dr. Freeze/Howie T) (Peperman) EMI			
96	96	<b>96 I Wanna Sex You Up</b>	Color Me Badd (Dr. Freeze/Howie T) (Peperman) EMI			
97	97	<b>97 I Wanna Sex You Up</b>	Color Me Badd (Dr. Freeze/Howie T) (Peperman) EMI			
98	98	<b>98 I Wanna Sex You Up</b>	Color Me Badd (Dr. Freeze/Howie T) (Peperman) EMI			
99	99	<b>99 I Wanna Sex You Up</b>	Color Me Badd (Dr. Freeze/Howie T) (Peperman) EMI			
100	100	<b>100 I Wanna Sex You Up</b>	Color Me Badd (Dr. Freeze/Howie T) (Peperman) EMI			

As used by Top Of The Pops and Radio One

**QUINCY JONES: BACK ON THE BLOCK**

REMIXES BY 808 STATE & MARK SPOON • W00477/T/C/CD

AS SEEN ON TV Y25927/C

DISTRIBUTED BY WARNER MUSIC UK • A TIME WARNER CO. ORDER FROM YOUR WARNER MUSIC UK SALESPERSON OR CALL TELESALES ON 081 996 9529



# TOP 75 SINGLES

THE OFFICIAL **music week**

CHART



**1 ANY DREAM WILL DO**  
Jason Donovan  
Really Useful!

**2 [EVERYTHING I DO] I DO IT FOR YOU**  
 Bryan Adams  
A&M

**3 CHORUS**  
3 Eruption  
Mute

**4 I WANNA SEX YOU UP** ○  
2 Cori The Bard  
Giant

**5 THINKING ABOUT YOUR LOVE**  
4 Kerry Thomas  
Columbia

**6 DO YOU WANT ME**  
5 Salt-N-Pepas  
Hir

**7 RUSH RUSH**  
14 Paula Abdul  
Virgin America

**8 FROM A DISTANCE**  
6 Bette Midler  
Atlantic

**9 ALWAYS THERE**  
36 Incognito featuring Jocelyn Brown  
Talent Loud

**10 I TOUCH MYSELF**  
12 Divinitys  
Virgin America

**11 IT AIN'T OVER 'TIL IT'S OVER**  
11 Lenny Kravitz  
Virgin America

**12 THE MOTOWN SONG**  
12 Rod Stewart  
Warner Brothers

**13 BABY BABY** ○  
7 Amy Grant  
A&M

**14 THERE'S NOTHING LIKE THIS**  
14 Omar  
Talent Loud

**15 NIGHT IN MOTION**  
22 Cubic 22  
XL

**16 REAL LOVE**  
16 Driza Bone  
4th-B-Way

**17 7 WAYS TO LOVE**  
17 Cole Box  
Arista

**18 THE SHOOP SHOOP SONG (IT'S IN HIS KISS)** ●  
18 Cher  
Epic

**19 ONLY FOOLS (NEVER FALL IN LOVE)**  
19 Sons  
10

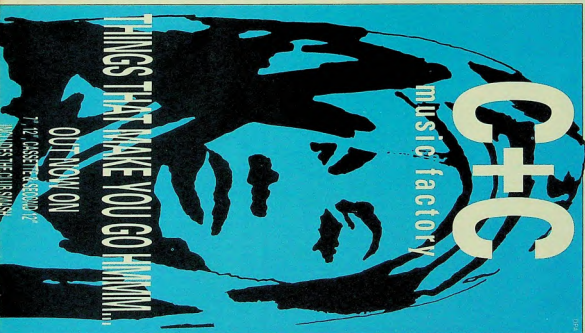
**20 PEOPLE ARE STILL HAVING SEX**  
20 L'Or  
Polydor

**21 HEY STOOPID**  
25 Aled Cooper  
Epic

**22 BRING THE NOISE**  
22 Anamark featuring Chuck D  
Island

**23 SHERRIF FATMAN**  
28 Carter The Unstoppable Sex Machine  
Big Cat

Theme tune to 'Live From Paramount City' BBC1



**38 SHOCKED**  
23 Kylie Minogue  
PWL

**39 LIGHT MY FIRE**  
24 The Doors  
Elektra

**40 THE WAVE OF THE FUTURE**  
40 NEW Quadrophonia  
ANS

**41 SHE SELLS**  
43 Bandages  
London

**42 GYPSY WOMAN (LA DA DEE)** ○  
23 Crystal Waters  
A&M

**43 GOT A LOVE FOR YOU**  
43 Jonnada  
Giant

**44 AND THEN SHE SMILES**  
46 The Mock Turtles  
Siren

**45 SAFE FROM HARM**  
31 Massive Attack  
Wind Bunch

**46 LEARNING TO FLY**  
46 Tom Petty & The Heartbreakers  
MCA

**47 WE ARE BACK/NURTURE**  
47 NEW UFO  
Warp

**48 HOLIDAY**  
30 Madonna  
Sire

**49 LOOKING FOR THE SUMMER**  
51 Chris Rea  
Earl West

**50 REMEMBER ME WITH LOVE**  
50 Gloria Estefan  
Epic

**51 GIRLS**  
50 Powercat featuring Nubian Prinz  
Eternal

**52 DREAM ON (IS THIS A DREAM)**  
52 NEW Love Decade  
All Around The World

**53 WALKING DOWN MADISON**  
53 Kristy MacColl  
Virgin

**54 IF LOOKS COULD KILL**  
41 Tomposon Vamp  
MCA

**55 OPTIMISTIC**  
45 Sources Of Blindness  
Paradeise

**56 HOOGLIGAN 69**  
56 NEW The Fright Tunes  
Shut Up And Dance

**57 MOVE THAT BODY**  
35 Technomotion featuring Reggie  
ANS-Clap

**58 TOUCH ME (ALL NIGHT LONG)**  
58 Cathy Dennis  
Polydor

**59 PANDORA'S BOX**  
59 NEW OMD  
Virgin

**60 WINDOW PANE (EP)**  
60 NEW The Real People  
Columbia

**61 APPLE GREEN**  
61 NEW The Milltown Brothers  
A&M

**62 A WATERGATE'S PRINT OF VIEW**  
62 NEW

# PLAYLIST CHART

## THE OFFICIAL <sup>WJ</sup> music week CHART

Artist	Title	Label	Genre	Chart Position	Weeks on Chart	Peak Position	Points
1	Lenny Kravitz IT AIN'T OVER TIL IT'S OVER	Virgin America	A	A	A	-	51
2	Amy Grant Baby	Virgin America	A	A	A	-	51
3	Sonia Didi FOOLS NEVER FALL IN LOVE	A&M	A	A	A	-	51
4	Rod Stewart THE MOTOWN SONG	IG	A	A	A	-	49
5	Kenny Thoms THINKING ABOUT YOUR LOVE	Warner Brothers	A	A	A	-	45
6	Chesney Hawkes I'M A MAN (NOT A BOY)	Chrysalis	A	A	A	-	46
7	Paula Abdul RUSH RUSH	Virgin America	A	A	A	-	47
8	Jason Donovan ANY DREAM WILL DO	Really Useful	A	A	B	-	47
9	Color Me Badd I WANNA SEX YOU UP	Giant	B	A	A	-	43
10	REM SHINY HAPPY PEOPLE	Warner Brothers	A	A	B	-	42
11	The Divinyls I TOUCH MYSELF	Virgin America	-	A	A	-	40
12	Gloria Estefan REMEMBER ME WITH LOVE	Atlantic	B	A	A	-	46
13	Kirky MacColl WALKING DOWN MADISON	Virgin	-	A	A	-	46
14	Bette Midler FROM A DISTANCE	Atlantic	-	A	A	-	41
15	Cher SHOP SHOP SONG (IT'S IN...)	Epic	-	A	-	-	38
16	Madonna HOLIDAY	Sire	-	A	-	-	36
17	The Doers LIGHT MY FIRE	Elektra	-	A	B	A	39
18	Driva-Beats REAL LOVE	4Way	-	A	B	-	37
19	Pat Sharp Boys, I'll Be There	Parlophone	B	A	-	-	39
20	Salt-N-Pepa DO YOU WANT ME	Rir	A	A	A	B	40
21	Enriquez CHRIS	Mute	A	A	-	-	43
22	Beverly Craven PROMISE ME	Epic	-	A	-	-	42
23	Massive Attack FRODO BAGGINS	W&N Bunch	B	A	B	-	35
24	Cher LOVE AND UNDERSTANDING	Geffen	A	A	-	-	35
25	Kylie Minogue SHOCKED	PWL	B	A	-	-	35
26	Orin Walters NOTHING LIKE THIS	Talkin Loud	A	A	B	A	36
27	Byron Adams EVERYTHING I DO IS FOR YOU	A&M	A	A	B	-	37
28	Chris Rea LOOKING FOR THE SUMMER	East West	-	A	A	-	44
29	Kim Appleby MAMA	Parlophone	-	A	-	-	36
30	La Four PEOPLE ARE STILL HAVING SEX	Polydor	-	A	A	-	29
31	Whitney Houston MY NAME IS NOT SUSAN	Arista	A	A	A	-	32
32	Marillion COVER MY EYES (PAIN & HEAVEN)	EMI	-	A	B	-	30
33	Crystal Waters GYPSY WOMAN (LA DA DEE)	A&M	-	A	-	-	33
34	Reichardt STONE CITY	Columbia	B	B	B	-	33
35	Banders SHE SELLS	London	B	B	B	-	29
36	Olivia Adams CIRCLE OF ONE	Fontana	B	B	B	-	35
37	OMD PARADOX'S BOX	Virgin	A	A	A	-	36
38	Mick Taylor AND THEN SHE SMILED	Siren	B	B	B	A	40
39	Jessie Loves YOU GENERATIONS OF LOVE	More Protein	A	A	B	A	31
40	Rick Astley NEVER KNEW LOVE	RCA	B	B	-	-	34
41	Living Colour SLOKE OF YOU	Epic	-	A	-	-	34
42	Cathy Dennis TOUCH ME (ALL NIGHT LONG)	Polydor	-	A	-	-	30
43	Soft Cell TAINTED LOVE	Mercury	-	A	-	-	28
44	Technocratic Featuring Reggie Move THAT BODY	ARS	-	A	-	-	23
45	Inspiral Carpets PLEASE BE DRILL	Cow	B	B	B	-	26
46	Frankie Sharkey WOMEN AND I	Virgin	-	-	-	-	25
47	Incognito feat Jocelyn Brown ALWAYS THERE	Talkin Loud	A	B	B	A	26
48	Big Life	Big Life	B	B	-	-	27
49	Zucchero WONDERFUL WORLD	London	-	B	-	-	19
50	TP Pos WHENEVER YOU NEED ME	Sire	-	-	-	-	26
51	Marc Cohn WALKING IN MEMPHIS	Atlantic	-	A	-	-	22
52	The Railway Children MUSIC STOP	Virgin	-	-	B	A	23
53	Sydney Youngblood HOOKED ON A YOUNG	Gen	-	-	-	-	22
54	Mike and the Mechanics A TIME AND PLACE	Virgin	-	-	B	A	33
55	PM Dawn & WATCHES OF FIRE	Gez Street	B	B	B	-	19
56	Quincy featuring Dina Carroll NAKED LOVE (JUST SAY YOU...)	Inc	B	-	-	-	26
57	Altezza Cooper HEY STOP!	Inc	B	B	B	A	19
58	Mark Stevens THIS IS THE WAY TO HEAVEN	Inc	-	B	-	-	23
59	All About Eve FAREWELL MR. SORROW	Mercury	-	B	-	-	19
60	Mantrix STEP TO ME (DO ME)	Capitol	-	A	B	-	16

## US TOP 30 SINGLES

1	RUSH RUSH, Paula Abdul	Virgin
2	UNBELIEVABLE, EMF	EMI
3	I WANNA SEX YOU UP, Color Me Badd	Capitol
4	POWER OF LOVE/LOVE POWER, Luther Vandross	Epic
5	RIGHT HERE, RIGHT NOW, Jesus Jones	SBS
6	MORE THAN WORDS, Extreme	A&M
7	PLACE IN THIS WORLD, Michael W. Smith	Reunion
8	GYPSY WOMAN (SHE'S HOMELESS), Crystal Waters	Mercury
9	LOSING MY RELIGION, R.E.M.	Warner Brothers
10	HOW CAN I EASE THE PAIN, Mike Udo	Virgin
11	HOW CAN I EASE THE PAIN, Mike Udo	Elektra
12	PLAYGROUND, Another Bad Creation	Motown
13	WALKING IN MEMPHIS, Marc Cohn	Capitol
14	PIECE OF MY HEART, Tanya Kemp	Giant
15	P.A.S.S.I.O.N., Rubin Studdard	Impact
16	LI'L WY WERE, David A. Stewart	Mercury
17	NEVER GONNA LET YOU DOWN, Surface	Columbia
18	A BETTER LOVE, Lonestar	Roadrunner
19	THE DREAM IS STILL ALIVE, Wilson Phillips	SBS
20	SUMMERTIME, DJ Jazzy Jeff	Jive
21	STRIKE IT UP, Back Box	RCA
22	EVERY HEARTBEAT, Amy Grant	A&M
23	NEVER LET YOU GO, Steebhart	MCA
24	DO YOU WANT ME, Salt-N-Pepa	Nort Palace
25	IT AIN'T OVER TIL IT'S OVER, Lenny Kravitz	Virgin
26	TEMPTATION, Corina	Cutting
27	LOVE IS A WONDERFUL THING, Michael Bolton	Columbia
28	ILL BE THERE, The Edge	Atlantic
29	DON'T WANNA CITY, Margie Day	Columbia
30	FADING LIKE A FLOWER (EVERY...), Roxette	EMI

## US TOP 30 ALBUMS

1	FOR UNLAWFUL CARNAL KNOWLEDGE, Van Halen	Warner Brothers
2	SLAVE TO THE GRIND, Stevie Nicks	Atlantic
3	SPELLBOUND, Paula Abdul	Capitol
4	NO FENCES, Garth Brooks	Capitol
5	GONNA MAKE YOU SWEAT, C&C Music Factory	Columbia
6	EFLAZAGUNG, NWA	Ruffedge
7	OUT OF TIME, R.E.M.	Warner Bros
8	MARIAN CAREY, Mariah Carey	Columbia
9	SHAKE YOUR MONEY MAKER, The Black Crowes	Def American
10	LOVE AND TENDERNESS, Michael Bolton	Columbia
11	UNFORGETTABLE, Natalie Cole	Elektra
12	COOLIN' AT THE PLAYGROUND, Another Bad Creation	Motown
13	EXTREME HORNORGRAFFITI, Extreme	A&M
14	SOFT CELL DOP EASY	EMI
15	NEW JACK CITY, A&R	Capitol
16	POWER OF LOVE, Luther Vandross	Epic
17	HEART IN MOTION, Amy Grant	A&M
18	COOLEY HIGGINS/HARMONY, Boyz II Men	Motown
19	WILSON PHILLIPS, Wilson Phillips	SBS
20	MAMA SAID KNOCK YOU OUT, LL Cool J	Def Jam
21	CRAZY WORLD, Scorpions	Mercury
22	DERELICTS OF DIALECT, 3rd Bass	Def Jam
23	DON'T ROCK THE JUKEBOX, Alan Jackson	Arista
24	EMPIRE, Queensrÿche	EMI
25	SACRODADS, Ricky Van Shelton	Columbia
26	MUSIC FROM 'JUNGLE FEVER', Steve Wonder	Motown
27	VAGABOND HEART, Rod Stewart	Warner Bros
28	DOUBT, Jesus Jones	SBS
29	JOYRIDE, Roxette	EMI
30	O.G. ORIGINAL GANGSTER, Ice T	Sire

Chart courtesy Billboard & July, 1991. \* Artists are awarded the products demonstrating the greatest appeal and sales gain.

Compiled by NIRA. Rating based on UK playlist only. Station weightings are based on total listening hours as calculated by ARCA. 100% playlist rating represents 'A' list on UK stations.

© UK signings

# Music week

The business magazine for the music industry  
**SAVE OVER £25 ON THE COVER PRICE**  
 over a year by subscribing today and get a  
**FREE MUSIC WEEK DIRECTORY WORTH £28**  
 (out next January) a total saving of over £50

## SUBSCRIPTION FORM

Main business carried out at place of work  
 Please tick one category only

- 1 Music Video Director
- 2 Music Video Wholesaler/Distributor
- 3 Record Company/Label
- 4 Video Company/Label
- 5 Record/CD/DVD tape manufacturer and/or distributor
- 6 Music/Label Printer/Art Studio
- 7 Recording Studio/Producer/Engineer
- 8 Video production Facilities/Producer/Engineer
- 9 Pro-audio equipment manufacturer

- 10 Artist/Artist Manager
- 11 Music Publisher
- 12 Radio Station
- 13 TV Station
- 14 DJ/Record Club
- 15 Concert Booking Agent/Promoter
- 16 Live Music Venue/University/College
- 17 Record Promoter/Pluggor
- 18 Merchandising Manufacturer
- 19 Distributor
- 20 Accounts/Legal Representatives/ Business Management
- 21 PR/Publisher/Advertising Agency
- 22 Publishing/Journalism
- 23 Official Organisation/Public Library
- 24 Other - please state

- 12 UK £98
- 16 Europe (including Eire) £190/US\$180
- 14 Middle East & North America £140/US\$140
- 21 USA, S. America, Canada, India & Pakistan £170/US\$189
- 30 Australia, Far East & Japan £190/US\$239

Please complete the coupon and send to MUSIC WEEK SUBSCRIPTIONS, COMPUTER POSTING LTD, 120-126 LAYDEN A VENUE, MITCHEAM, SURREY CR8 3HP TEL: 081-640 8142.

I wish to subscribe to Music Week for one year, commencing immediately I enclose a cheque for £ or US\$ made payable to Spotlight Publications

To pay by credit card enter details below.

My card number is   
 Access (Mastercard)  Visa  American Express  Diners Club

Date Card Expires \_\_\_\_\_  
 Signed \_\_\_\_\_ NAME \_\_\_\_\_  
 POSITION \_\_\_\_\_  
 COMPANY \_\_\_\_\_  
 ADDRESS \_\_\_\_\_  
 Tel No. \_\_\_\_\_



# RECORD MIRROR

## DEO

JULY 6 1991, FREE WITH MUSIC WEEK

U P D A T E

# Chart

n e w s

BY ALAN JONES

## ADVANTAGE VAN HALEN

**V**an Halen chalked up its eighth hit single a fortnight ago, when 'Poundcake', the introductory single from their new album, 'For Unlawful Carnal Knowledge', debuted at number 74. It made no further progress, however, but its limited success seems not to have affected the album, which surprisingly debuted at number 12 last week to give the band its highest album chart placing to date.

The group had Top 10 hits with 'Jump' in 1984, and 'Why Can't This Be Love' two years later, but even these hits failed to propel their parent albums to similar success.

In fact, the last few Van Halen albums have performed almost identically chartwise, '1984' whence came 'Jump' reached number 15, while '5150' (home to 'Why Can't This Be Love') and 1988's 'OU812' both reached number 16.

Van Halen's failure to register a Top 10 album here contrasts sharply with their record in America, where their first, self-titled album peaked at number

19, and the next seven all reached the Top 10. The group's latest is expected to debut at number one this week — a feat performed by Skid Row's 'Slave To The Grind' last week.

● An article in *Music Week's* sister publication *Charts Plus* last week gave much food for thought. It included the statistic that a total of 813 singles entered the Top 75 last year (this total not including 1989 hits that remained in the chart into 1990). This compares with a mere 533 in 1979, the first full year in which the Top 75 appeared.

● Congratulations to the *Daily Mirror's* Rick Sky who informed his readers last Tuesday that Sonia left Stock, Aiken and Waterman "after a string of flop singles", reinforcing the point by headlining the article by announcing that "Sonia flops out". Balderdash, the "bubbly starlet" currently hitting the high spots with 'Only Fools (Never Fall In Love)' has released precisely seven singles and each of them has reached the Top 20.



● The Virgin America imprint is going through a purple patch at present.

The label, which was launched in July 1989 had three singles in the Top 15 last week, and all were heading in the right direction. Lenny Kravitz led the way with 'It Ain't Over 'Til It's Over' followed by the *Divinyls* and Paula Abdul, currently number one in the US.

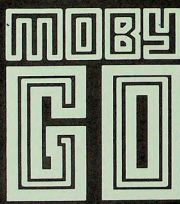
● The N.W.A. album sold a million copies in America within two weeks of release. In Britain, Island reckons it sold about 12,000 before its seizure.

● The US and UK charts are becoming increasingly disparate, with only 10 records featuring in the Top 75 singles listings in both countries last week.



Label	FMI
Code	MVR 99 0094 3
Position	Castle Music Picture CMP 8050
Label Collection	WMV 7599382143
4 Front/PolyGram	LED 80132
Years	4 Front/PolyGram LED 80152
ROTTI	PolyGram Video CFV 11122
Hits	BMG Video 791 012
	Wienerworld WNR 3021
Fire	CIC VHR 1162
4 Front/PolyGram	LED 80172
Net	4 Front/PolyGram LED 80092
Evening With	Ritz RITZV 0008
aska	FMI MVR 99 0093 3
ing Out Live	SMV 490702
Music Club/Video Col	MC 2003

## MUSIC PULAR 2 CHOICE



**WOODTICK MIX  
LOW SPIRIT MIX  
VOODOO CHILD MIX**  
(previously unreleased)

**NEW SINGLE  
STREET DATE 8 JULY 91**



LICENSED FROM INDUCT RECORDS INC. N.Y. - AN OUTER RHYTHM RELEASE - ORDER THROUGH PINNACLE



ondon EC4Y 0HR.

gues (indicate by

ms & Shows  
Record Catalogue  
Shop  Collector  
 Public Library  
 Other

— or pay by

Access  Visa  American Express  Diners Club  
We also provide a Standing Order service —  
please tick for details   
Card No.   
Expiry date  Date   
Signature

Address   
Postcode   
Tel  Fax

# PLAY Chart

THE OFF n e w s

BY ALAN JONES

- 1 ♪ Lenny Kravitz IT Ain't
- 2 ♪ Amy Grant BABY BE
- 3 ♪ Sonia ONLY FOOLISH
- 4 ♪ Rod Stewart THE M
- 5 ♪ Kenny Thomas THE
- 6 ♪ Chesney Hawkes I
- 7 ♪ Paula Abdul RUSH
- 8 ♪ Jason Donovan AN
- 9 ♪ Celine Dion MY HE
- 10 ♪ REM SHINY HAPPY F
- 11 ♪ The Divinyls I TOUC
- 12 ♪ Gloria Estefan REM
- 13 ♪ Kirsty MacColl WA
- 14 ♪ Bette Midler FROM
- 15 ♪ Cher SHOOP SHOOP
- 16 ♪ Madonna HOLIDAY
- 17 ♪ The Doobie LIGHT W
- 18 ♪ Driza Bone HEALIC
- 19 ♪ Pet Shop Boys JE
- 20 ♪ Salt-N-Pepa DO YOU
- 21 ♪ Erasure CHORUS
- 22 ♪ Beverley Craven PI
- 23 ♪ Massive Attack LA
- 24 ♪ Cher LOVE AND UN
- 25 ♪ Cyndi Lauper SHE'S
- 26 ♪ Omar THE K'S NODD
- 27 ♪ Bryan Adams EVER
- 28 ♪ Chris Rea LOOKING
- 29 ♪ Kim Appleby MAMA
- 30 ♪ LaTour PEOPLE ARE
- 31 ♪ Whitney Houston A
- 32 ♪ Marillion COVER ME
- 33 ♪ Crystal Waters OFF
- 34 ♪ Roachford STONE C
- 35 ♪ Bandiera SHE SELL
- 36 ♪ Oleta Adams CIRCUL
- 37 ♪ GMD PANDORA'S BE
- 38 ♪ Mock Turtles AND
- 39 ♪ Jesus Loves You G
- 40 ♪ Rick Astley NEVER
- 41 ♪ Living Colour SOLA
- 42 ♪ Cathy Dennis TOUC
- 43 ♪ Soft Cell TAINTED L
- 44 ♪ Technotronic feat
- 45 ♪ Inspiral Carpets pu
- 46 ♪ Feargal Sharkey W
- 47 ♪ Incognito feat Jac
- 48 ♪ Bliss PEAS! ALIVE
- 49 ♪ Zucchero WOODEN
- 50 ♪ "Papa MAMMERTO
- 51 ♪ Marc Cohn WALKIN
- 52 ♪ The Railway Child
- 53 ♪ Sydney Youngblood
- 54 ♪ Mike and the Mecs
- 55 ♪ PM Dawn A WATCH
- 56 ♪ CeCe Pennington I
- 57 ♪ Alice Cooper HEY S
- 58 ♪ Mark Stevens THE
- 59 ♪ All About Eve FARE
- 60 ♪ Mantronix STEP TO

## DANCIN' IN THE STREETS

**M**otown ain't what it used to be, but its name still spells hit for America — their first hit is 'Motownphilly' — and Rod Stewart in Britain. Rod's latest hit 'The Motown Song' climbed to number 10 last week to become his 26th Top 10 hit in total, and his 21st as a soloist — a total which is bettered only by Cliff Richard and Elvis Presley.

'The Motown Song' is Rod's second Top 10 hit of the year, following 'Rhythm Of My Heart'. He last snared two Top 10 solo hits in a year as long ago as 1963, when he scored with 'Baby Jane'

and 'What Am I Gonna Do'. Rod was the oldest artist in the Top 10 last week at the grand old age of 46, but Cher and Bette Midler — both 45 — ran him a close second.

● **Paula Abdul's** 'Rush Rush' is America's number one single for the fourth week in a row. It's the longest stay at number one by any of her singles. Paula's latest album 'Spellbound' has sold over 1.5m copies in America in five weeks, but is a daunting 6m copies away from overtaking the massive sales figure returned by her debut album 'Forever Your Girl'.

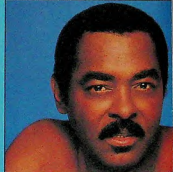
● She's a brilliant session singer whose voice has graced records by hundreds of other acts, from John Lennon to Luther Vandross. She appeared on two number one hits, one deliberately ('Foreigner's 'I Want To Know What Love Is') and the other because she was sampled (Snap's 'The Power'). She has a trio of UK hits in her own right, most notably 'Somebody Else's Guy', and makes a welcome return to the chart as featured vocalist on Incognito's present hit 'Always There'. She is, of course, Jocelyn Brown.

Jocelyn's big soulful roar 'I've got the power', originally on her solo single 'Love's Gonna Get You' was the single most important factor in the success of Snap's 'The Power', and, although it won't bring a certain amount of renewed publicity, only now is she back where she belongs — in the chart.



● Tina Turner topped the album chart a few weeks before her 50th birthday in 1989, so 45-year-old Cher isn't the oldest woman to have a number one album. Apart from the fact that they are the two oldest women to have solo album chart-toppers, there are some other similarities that link the careers of Cher and Tina. Both started their careers as proteges of Phil Spector. Both initially rose to fame in the mid-Sixties with a Top 10 hit partnering their husbands — and both later divorced their husbands for cruelty. Both subsequently took starring roles in movies — though Cher is rather more successful than Tina.

● After providing Frances Nero with a Top 20 hit, and writing the new Billy Griffin single currently in the club chart, Ian Levine is also now trying to pilot Chuck Jackson to his first UK hit with 'All Over The World'. The estimable Jackson (right), now 53, occupied a privileged position in the early Sixties, getting first refusal on a number of Beach Boys/David compositions, registering 18 hits on America's Hot 100. Sadly none hit the UK charts.



# FIRST

# the enemy within

OUT NOW

7" • 12" • CD

t-n RECORDS

### 2 RM UPDATE

<p>50 ♪ Concert booking agent's passport</p> <p>51 ♪ Live Music Venue University/College</p> <p>52 ♪ Record Promoter/Plager</p> <p>53 ♪ Merchandising Manufacturer</p> <p>54 ♪ Distributor</p> <p>55 ♪ Accountant/Legal Representative</p> <p>56 ♪ Business Management</p> <p>57 ♪ PR/Publicity/Advertising Agency</p> <p>58 ♪ Publishing/Journalism</p> <p>59 ♪ Official Organisation/Public Library</p> <p>60 ♪ Other... please state</p>	<p>29</p> <p>30</p> <p>31</p> <p>32</p> <p>33</p> <p>34</p> <p>35</p> <p>36</p> <p>37</p> <p>38</p> <p>39</p> <p>40</p>	<p>SON, G. AMERICA, LONDON, PARIS &amp; Pakistan 1170 US\$289</p> <p>Australia, Far East &amp; Japan 1199 US\$329</p> <p>Please complete the coupon and send to MUSIC WEEK</p> <p>BUSINESS MANAGEMENT</p> <p>POSTING LTD, 126-128 LAVENDER AVENUE, MITCHAM, SURREY CR4 3HP TEL: 081-640 8142</p>
---	---	--

Date Card Expires \_\_\_\_\_

Signed \_\_\_\_\_ NAME \_\_\_\_\_

POSITION \_\_\_\_\_

COMPANY \_\_\_\_\_

ADDRESS \_\_\_\_\_

Tel No \_\_\_\_\_

Compiled by EWA. Rating based on

MUSIC WEEK

S U

- Main business carried. Please tick one category
- Music/Video Retailer
  - Record/Video Wholesaler
  - Record Company/Label
  - Video Company/Label
  - Record/CD/VCR Manufacturer and duplication
  - Specialist Label/Printer/Art Studio
  - Recording Studio/Producer/Engineer
  - Video production Facilities/Producer/Engineer
  - Pro-audio equipment manufacturing hire

TAM TAM TAM

**A HOMEBOY, A HIPPIE  
AND A FUNKI DREDD**

**WORK IT OUT**

**NEW SINGLE OUT NOW**  
**INCLUDES THE DANCE FLOOR HIT**  
**TOTAL CONFUSION**  
**(REMIX COMING SOON)**  
 AVAILABLE ON 12", 7" AND COMPACT DISC

**'HARDCORE RAVE'**

**CUT 2 KILL**

**JUS' COOLIN'**

AVAILABLE ON 12" AND 7"

**'HIP HOP ON A JAZZ TIP'**

**SENSI**

**JUST ANOTHER DAY**

AVAILABLE ON 12" AND 7"

**'HAPPIN' FEMALE RAP'**

**DEO**

Label  
Cat. no.  
PMI  
MVR 99 0094 3

Castle Music Picture  
CMP 8050

late Collection WMV  
7599382143

4 Front/PolyGram  
LED 80132

h Years 4 Front/PolyGram  
LED 82152

ROTTI PolyGram Video  
CPV 11122

t Hits BMG Video  
781 012

Wienerworld  
WNR 2021

Fire CIC  
VHR 1182

4 Front/PolyGram  
LED 80172

Wet 4 Front/PolyGram  
LED 80092

n Evening With Ritz  
RITZV 0008

laska PMI  
MVR 99 0093 3

ing Out Live SMV  
489702

fusic Club/Video Col  
MC 2003

**MUSIC  
PULAR  
' 2  
HOICE**



ondon EC4Y 0HR.

gues (indicate by

lms & Shows  
| Record Catalogue  
Shop  Collector  
 Public Library  
ipany  Other

or pay by

Access  Visa  American express  Diners Club

We also provide a Standing Order service —

please tick for details

Card No.

Expiry date  Date

Signature

Company

Address

Postcode

Tel  Fax

# cd directory

- Artist
- 1 Lenny Kravitz **IT AI**
  - 2 Amy Grant **BABY B**
  - 3 Sonia **ONLY FOOLES**
  - 4 Rod Stewart **THE A**
  - 5 Kenny Thomas **TH**
  - 6 Chesney Hawkes
  - 7 Paula Abdul **RUSH**
  - 8 Jason Donovan **AT**
  - 9 Color Me Badd **IT**
  - 10 REM **SHINY HAPPY**
  - 11 The Divinyls **I TOU**
  - 12 Gloria Estefan **REA**
  - 13 Kirsty MacColl **WA**
  - 14 Bette Midler **FROG**
  - 15 Cher **SHOP SHOP**
  - 16 Madonna **HOLIDAY**
  - 17 The Doors **LIGHT M**
  - 18 Driza-Bone **REALL**
  - 19 Pet Shop Boys **JEZ**
  - 20 Salt-N-Pepa **DO TO**
  - 21 Erasure **CHIRUS**
  - 22 Beverley Craven **F**
  - 23 Massive Attack **SI**
  - 24 Cher **LOVE AND UN**
  - 25 Kylie Minogue **SH**
  - 26 Omar **THERE'S ENO**
  - 27 Bryan Adams **EVER**
  - 28 Chris Rea **LOOKING**
  - 29 Kim Appleby **MAM**
  - 30 La Tour **PEOPLE ARE**
  - 31 Whitney Houston
  - 32 Marillion **COVER M**
  - 33 Crystal Waters **DO**
  - 34 Roachford **STONE C**
  - 35 Banderas **SHE SELL**
  - 36 Oleta Adams **CIRCL**
  - 37 OMD **PANDORA'S B**
  - 38 Mick Turtles **AND**
  - 39 Jessi Love **YOU C**
  - 40 Rick Astley **NEVER**
  - 41 Living Colour **SOLA**
  - 42 Cathy Dennis **TOUR**
  - 43 Soft Cell **TAINED L**
  - 44 Technocratic **FEAT**
  - 45 Inspiral Carpets **P**
  - 46 Feargal Sharkey **V**
  - 47 Inspin **FEAT JAC**
  - 48 Blue **PEARL ALIVE**
  - 49 Zucchero **WONDER**
  - 50 TPain **WHENEVER**
  - 51 Marc Cohn **WALKIN**
  - 52 The Railway Child
  - 53 Sydney Youngblood
  - 54 Mike and the Mcs
  - 55 PM Dawn **A WATD**
  - 56 Inigo featuring D
  - 57 Alice Cooper **HELI**
  - 58 Mark Stevens **THIS**
  - 59 All About Eve **FARE**
  - 60 Mantronix **STEP TO**

## Heavy D & The Boyz

Heavy D & The Boyz are the latest crew to top the Cool Cuts chart with a cover version. Third World's 'Now That We Found Love' has been given a bouncy, slick gloss, with a typically snappy slice of rap from the heavyweight poet.

Like the rest of his new album, 'A Peaceful Journey', the Marley Marl-produced single is not as reggae flavoured as the self-confessed storytelling poet maintains his music is, but the more predominant rap/R'n'B combination should easily match the platinum success of its predecessor 'Big Tymie'. Both albums were released on MCA subsidiary Uptown.

As Heavy D recalls, the crew went through a lot just trying to make a record before winding up with Def Jam where they met Andre Herrell: "Back then, Def Jam was more interested in hard-core hip hop and we always had more of a R'n'B flavour, so when Andre moved, we moved with him."

'A Peaceful Journey' features a notable supporting cast — Big Daddy Kane, A Tribe Called Quest and G-Tip among them — while Teddy Riley is one of several top-notch producers. "I'm very lucky to be working with all of these producers," says Heavy. "I feel good because sometimes I still don't really know how big I am as a recording artist, and yet here I am working with the best of them."



'Now That We Found Love' is out now on Uptown/MCA

Martin Aston

## Finitribe

"Crunching through these speakers to you" comes the devastating new single by Finitribe.

The track, which is called '101' to match its BPM, has been remixed by Andy Weatherall and is being touted as his strongest reworking since Primal Scream's 'Loaded'.

Apart from 1986's 'Detestimony', which became something of a Balearic anthem in 1988, Finitribe's recorded output has generally been too left-field to succeed outside the alternative/indie scene.

But the space-out dubby sound of Weatherall's Sonic Shuffle remix of '101' is going to appeal across the board. With its thunderous bass line and grungey guitars, it is heavy enough for hardcore DJs, but it is also unusual and tuneful enough to go much further.

The Edinburgh-based trio first met up with Weatherall when he was DJing at one of their live shows in Brighton.

"He expressed an interest in remixing our last single", explains David Miller, "but at the time we were not sure about using remixers."

Since then they have had a change of heart, not only enlisting Weatherall, but also bringing in 808 State's Graham Massey to do the follow-up remix of '101'.

"They have added a different perspective to our work which is a good thing", says Miller.

Andy Beever



101 is released on One Little Indian on July 8

## Nightlife 10

TV	LTW		
1	(Re) KINDA GROOVY (Remix) Cool 2	(City Sounds 12)	
2	(2) BOOM AHH! Klubzone 1	(Oh Zone 12)	
3	(1) ALWAYS THERE Incognito	(Talking Loud 12)	
4	(5) SPEND THE NIGHT Pai Joey	(Loop De Loop 12)	
5	(7) DOMINATOR Human Resource	(Belgium 12)	
6	(10) POSITIVITY The Chosen Few	(Fokus 12)	
7	(-) DOUBLE DEE Double Dee	(OmniZone DLP LP)	
8	(Re) WE ARE BACK LFO	(Warp 12)	
9	(-) DUBBING UP THE PIECES Ashbrooke Allstars	(EastWest 12)	
10	(-) STABBED IN THE BACK Mind Of Kane	(White 12)	



A guide to the hottest new club sounds, as featured on Pete Tong's Radio One FM show, 'The Essential Selection', broadcast every Friday from 7.30 to 10pm. Compiled by sales returns from the following record stores: City Sounds/Vinyl Zone (London); Warp (Sheffield); 23rd Precinct (Glasgow) Eastern Bloc (Manchester).

Compiled by ERA, Rating based on



Main business carried

Please tick one category

- Music/Video Retailer
- Music/Video Wholesaler
- Record Company/Label
- Video Company/Label
- Record CD/Tape manufacturer and duplication
- Stereo/Label Printer/Art Studio
- Recording Studio/Producer/Engineer
- Video production Facilities/Producer/Engineer
- Pro-audio equipment manufacturing hire

from our minds to yours

CHROME  
TALK OF MIND  
XENON  
KENNY LAYVIN

JUL 1

cyber/only  
jazz/e  
/peevy j  
/prophet 5

## 4 RM UPDATE

<input type="checkbox"/> Live Music Venue/University/College	22	& Pakistan £170 US\$289
<input type="checkbox"/> Record Promoter/Pluggar	30	Australia, Far East & Japan £199 US\$339
<input type="checkbox"/> Merchandising Manufacturer	29	Please complete the coupon and send to MUSIC WEEK SUBSCRIPTIONS, COMPUTER POSTING LTD, 120-128 LAVENDER AVENUE, MITCHAM, SURREY CRI 3HP
<input type="checkbox"/> Distributor	29	TEL: 081-640 8142
<input type="checkbox"/> Assumed Legal Representative/Business Management	13	
<input type="checkbox"/> PR/Publicity/Advertising Agency/Publishing/Journalism	18	
<input type="checkbox"/> Official Organisation/Public Library	19	
<input type="checkbox"/> Other - please state	32	

Date Card Expires \_\_\_\_\_

Signed \_\_\_\_\_ NAME \_\_\_\_\_

POSITION \_\_\_\_\_

COMPANY \_\_\_\_\_

ADDRESS \_\_\_\_\_

Tel No. \_\_\_\_\_

MW1



**Connie Lush**

Forget your Zucchero and Paul Young duets, the most unusual collaboration around must be the one between Connie Lush and Liverpool's 8 Productions team.

Formed last year and teased to fruition with the white label success of 'Giving Way', the partnership has just lobbed another groove grenade our way in the shape of 'Hard'.

Connie, widely referred to as 'a big, bold, brassy Scouse diva', has been circulating the healthy Liverpool pub circuit for around 15 years, with a repertoire of old rhythm 'n' blues standards. Then, one day, she was approached by the lads from 8.

"The story of my life — it was in a pub," she laughs. "When they asked me, I thought 'Oh My God.'"

'Hard' wraps its pulsing techno core in the warmth of Connie's gravelly vocals, emerging as a Janis Joplin-meets-LFO better. Connie loves the excitement of her new-found career in dance. "It's so full of energy, it's just like playing with Jimi Hendrix," she says.

While the subject matter of 'Hard' is ambiguous, there's no mistaking the hint of, erm, sexual passion locked in there. "Oh, the orgasm! They told me they wanted a minute of orgasm and turned the lights off. Then, three hours later, I said 'Come on now, boys, cheap thrills'. They'd have had me there all day!"

Davydd Chong

'Hard' is out now on 8 Records

## Cool Cuts

- 1 (NEW) **A ROLLER SKATING JAM NAMED SATURDAY** De La Soul Big Life  
Sprinkled with disco clichés and with oodles of humour, another biggie for the boys
- 2 (NEW) **FLOAT UP HIGH** Feedback White Label  
Piano and bass intro and an unusual breathy vocal. Topper
- 3 **THE VERTIGO EP** Altern 8 Network
- 4 (NEW) **SOMEDAY (REMIX)** Mariah Carey White Label  
A terrific bootleg remix of Mariah's biggest hit to date
- 5 **NOW THAT WE FOUND LOVE** Heavy D & The Boyz MCA
- 6 **OM MANI PADMI HOM** Ozu Riot
- 7 (NEW) **THINK** Artha Franklin Atlantic  
Clever and opportunistic Italian-style remix of a classic
- 8 **TAKA DAM'STYC EP** DJ Fabrice & Dr Rizzatti DFC
- 9 (NEW) **DON'T HOLD BACK** Blapps Posse Tribal Base  
A massive cut from the ever creative, east London posse
- 10 **ZEROXED** Zero Zero Kickin'
- 11 (NEW) **THE WHISTLE SONG** Frankie Knuckles Ten  
Plenty of hype on this pleasant, easy listening house track
- 12 **YOU CAN DO IT (YOU KNOW)** Better Days Virgin
- 13 (NEW) **REBEL WOMAN** Dina White Label  
Using the guitar break from Bowie's 'Rebel Rebel' this catchy hip house tune could go all the way (if they can get the sample cleared)
- 14 (NEW) **THESE BOOTS ARE MADE FOR WALKING** Barry Adamson Mute  
A bizarre dubwise cover of the Sixties standard featuring Anita Lane
- 15 **DON'T STAND IN MY WAY** M&M Suburban Base
- 16 **NARRA MINE** Geneside II White Label
- 17 (NEW) **HOLD ON** Shola WAW Mr Modo  
A backing singer with impressive credits takes front stage with an anthemic song, mixed by Youth. Hoop!
- 18 (NEW) **KEEP 'EM ON THE FLOOR** Big Daddy Kane Cold Chillin'  
This certainly will. Big Daddy's best for a while
- 19 **FEEL SURREAL** Free Fall ffrr
- 20 (NEW) **YOU MAKE ME FEEL** Double Sense Italian Energy  
With all the right bits in all the right places. Another Italo smash



Thanks to City Sounds, 8 Proctor St, London, Flying, Kensington Market, Kensington High St, London, and Zoom, 188 Camden High St, London NW1.

Phone now to hear the hot dance tracks

**Cool Cuts clubline**  
**0898 334334**

Plays excerpts from the No.1 and new entries to the Cool Cuts Chart  
34p per minute cheap rate, 45p all other times. Original Artists PO Box 174, Brighton

## IDEO

Label	PMI
Cat no.	MVR 99 0094 3
otation	Castle Music Picture CMP 8050
late Collection	WMV 759362143
4 Front/PolyGram	LED 80132
h Years	4 Front/PolyGram LED 80152
AROTTI	PolyGram Video CFV 11122
t Hits	BMG Video 791 012
	Wienerworld WNR 2021
Fire	CIC WHR 1182
	4 Front/PolyGram LED 80172
Wet	4 Front/PolyGram LED 80092
n Evening With	Ritz RITZV 0008
Jaska	PMI MVR 99 0093 3
nging Out Live	SMV 490702
usic Club/Video	Col MC 2003

## MUSIC PULAR '2 CHOICE

ondon EC4Y 0HR.

gues (indicate by

ms & Shows  
Record Catalogue  
Shop  Collector  
 Public Library  
ipany  Other

— or pay by

Access  Visa  American Express  Diners Club  
We also provide a Standing Order service —

please tick for details

Card No.

Expiry date  Date

Signature

MORE SUMMERS MAGIC

**DON'T CHA KNOW**

**NIT FLYIN'**

**ALL DAY LONG  
SHADOWS OF LOVE**

PINNACLE DISTRIBUTION

RM UPDATE 5

Company

Address

Postcode

Tel  Fax

# Hot vinyl

BY JAMES HAMILTON

## SUBSONIC 2

**'Unshy Heroes Of Hip Hop'**  
(Unltd/Columbia 652726 6)  
Nottingham's Docta D & MC Stee jaunted up an interestingly witty vinyl dedication to James Brown's funky drummer for the record, the here in fact un-named Clyde Stubblefield) and all the other drummers like Steve Gadd whose beats have been sampled and over-used without any credit during the last few years, in Ben & Andy's Sam & Dave-ish 103.8bpm Boogiehouse mix and instrumental or a more raving rolling 104bpm Original Mix and Instrumental (Acapella 16) — without using the 'Funky Drummer'.

**SOLO**  
**'Rebels (Sample Free)'**  
(Revlon Records RBVT003, via 017-938 1917)  
Impossible to find when white-labelled last year on an EP a limited edition of 1,000 copies which sold out immediately just in Manchester, Stuart Cochran's jaunty piping and throbbing 6.6bpm electro adaptation of the kids' TV show theme is now apparently remixed by Apollo 407's Howard Gray, with its original shorn 129.8bpm Sample Free twiP Ex 16 too but the similarly breezy new twiP Ex 12.9bpm 'Colts'.

**CATHY DENNIS**  
**'Just Another Dream'**  
(Polydor CATHX 2)  
Sure to be third time lucky now on its re-release, the Dancin' Danny D produced/covered lead vocally backed breezy plaintive shell pop carter decorated 'Touch Me' by a US smash, here again in Shep Pettibone's 118.8bpm 12" Mix, 7" Mix, and percussively snappy 127.8bpm Alternative Bass Dub Version (the latter with "pomp that bass" and Todd Terry-style synth punctuations).

**COOL 2**  
**'Kinda Groovy (Psychotropic Remix)'**  
(Rumours PROCTX 1, via Rumour/Pinnacle)  
Much speed up and altered, this retains its rappingly catchy git repeated "i, this it's so groovy now, that people are trying to get it to groovy" (from Friend And Lover's exactly 23 years old US hit, 'Reach Out Of The Darkness'), but newly set to a brassy 103.8bpm topically chugging rhythm with increased snappy "get down, get down" punctuation, although the hip still has the Men's Ho-Stopping 'Us Now' lead and tame '70s ritz, weaving, jazz luscious keywords and wavy cooly joggling 114.7bpm Original Version and sparser tapping 114.3.7bpm Dub.

**THE WOODENTOPS vs BANG THE PARTY**  
**'Tainted World'**  
(Beverly/HYPHER 001, via Southern)  
A marvellously different and eccentric co-operative creation by the Woodentops' Rollo and Ian, Teopung with Bang The Party's Kid Bachelor and Les Lawrence, this breezily quavering and linking strango bleepy gargoyle and the Woodentops' instrumental, Ripged by Kid Bachelor & Frankie Fonzetta's more percussive 123.8bpm Kid Bachelor Rub.

**TEKNO TOO**  
**'Jet-Star'**  
(D-Zone Records DANCE 012, via Southern)  
Created by label owner André Jacobs, the follow-up to 'Feel The Power' is a jarky stunted lurching and surging 124.0bpm "sao bad" produced bassy rave with city crowd-pleasing and some jangle like house & B.M. breaks, flipped by David Essex and G.T.M. Mixes.

**LFO**  
**'We Are Back'**  
(W.A.R.P. WAP 14, via Pinnacle)  
Leads based Mark Bell and Jay Varley, the originators of low frequency oscillation (LFO), decided to blow out all the bandwagon jumpers with this robotic "we are back, we are B.O.C. certified" intoned bounding and rattling 0-127.8bpm fierce winging bleep, flipped by the churning breezy lightweight 128.0bpm 'Nature'.

**MOBY GO**  
**'(Other Rhythm FOOT 15, via RTM/Pinnacle)**  
Created by Richard M Hall (also behind Brain Storm), this was reviewed in 'Let The Pressing wheel label in the first test record Mirror Update' (date April 13) but is now out fully with its 'Two Peas' theme started and punctuated French kids' hit soon then vigorously galloping Frenchies and flutney chugging Voochie Choo Muses, and totally different hi-hat based bounding bleepy Low Spirit Mix, all 125.7bpm.

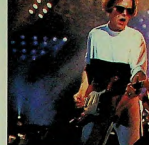
**RUM & BLACK**  
**'This Is The Way'**  
(Shut Up And Dance Records SUAD 17, via Pinnacle)  
Filled with angrily shouted repetition of "And this is the way — we fuck the here" (my/you still does this replacement, but that's what it sounds like, not exactly ideal for amply), this bouncily dinging jittery jittery 0.15-10.8bpm fence dense throber is flipped by the Whitesnake sampling similarly fierce 0-130.3bpm 'Tablet Man', which actually (and loudly) announces "This song does not contain explicit lyrics".

**GEORGE KRANZ**  
**'Just Da Das (Da Das Das... Doing It Mix Featuring DUG LAZY)'**  
(Cardiac Records CMT 5, via PolyGram)  
Conceived in 1984 by George George as a calmly scatted vocal interpretation of a thrashing drum hit, the classic original having been subsequently much sampled this classic brand new remix is a disappointingly mundane now toned down bawling jittery 120.75bpm Dug Lazy real hip house carter, coupled by a rap drum lapped jumpy 120.75bpm Trans Europe Excess Mix instrumental and close to the original, a muttering Spanish git started even jaunterly jauntingly suspended of 0.121bpm Slemway 'Por Favor Mix, the one to check, while Da's was serviced also by a separately separata prom's Dong & Mike's pulsating long 120.75bpm '91 Dub and 120.8bpm Boredal Dub.

**PEBBLES (with Salt-n-Peppa)**  
**'Backyard'**  
(MCA Records MCST 1522)  
Lively reminiscence of Rhonda's 'Friends', but inched and added squawky shrill US "rasty girls" style, LA & Babyface's churning jittery here has 112.8bpm Uploam and bumper running 112.2-0bpm Outta The Hood Mixes.

**CLUBHOUSE**  
**'Deep In My Heart — The Romano'**  
(Hyperactive HYPERH 001, via (Hfr FXR 157)  
With a new 'Gipsy Woman (La Da Dee) like synth underlaid, the "see-ay-oh" chanting line, Teopung with Bang The Party's Kid Bachelor and Les Lawrence, this breezily quavering and linking strango bleepy gargoyle and the Woodentops' instrumental, Ripged by Kid Bachelor & Frankie Fonzetta's more percussive 123.8bpm Kid Bachelor Rub.

**CLUBHOUSE**  
**'Deep In My Heart — The Romano'**  
(Hyperactive HYPERH 001, via (Hfr FXR 157)  
With a new 'Gipsy Woman (La Da Dee) like synth underlaid, the "see-ay-oh" chanting line, Teopung with Bang The Party's Kid Bachelor and Les Lawrence, this breezily quavering and linking strango bleepy gargoyle and the Woodentops' instrumental, Ripged by Kid Bachelor & Frankie Fonzetta's more percussive 123.8bpm Kid Bachelor Rub.



## INXS

**'Bitter Tears'**  
(Mercury/MMA INXS 1712)  
Teasingly promoted on a white label as 'Tears Bitter' by Y but the main number gave the game away, the Aussie pop-rockers still power chord their guitars a bit as reserve Peter Lormer Luther takes up the power through a 113.3bpm chugging rerelease jarky lightened by Herbie Mann like jazzy rising funk, in 0-113.3bpm Lorimer 12" and Instrumental Club Mixes, coupled also with the David Morales Clyde Stubblefield's walled good cantering instrumental 128.0bpm 'Disappear (Morales 12" Mix)', HRS 124.8bpm.

For a later initial promo-only six-track also added chugging jumpy 127.2-0bpm Europe House Mix and good vocal cantering 0-122.2bpm Techno House remix versions of the respective sides.

**ROSE WINDROSS**  
**'Living Life Your Own Way'**  
(Acid Jazz JAZZ 377, via Revolver/Pinnacle)  
Soul J's Soul's best singer returns with a husky tone and wailed 0-106.8bpm winging jittery jagger produced by a positively honked bass moaned sax note, promoted minus any info in two mixes flipped by a waltz accented good 103.8bpm thrumming jittery roller with a 'Love In The Making, Open Your Mind And See, We All Could Be Stronger, Living In Harmony' chorus from which any line could be the title.

**APACHI INDIAN**  
**'Movie Over India (Remix)'**  
(Sure Delight SDZ 77, via Jet Star)  
By a fast talking raggy-style Punjab rapper, who uses a West Indian mace form for his ironic comparison of Indian conventions and cultural differences, this jaugly jittery is in at times table bleeped rumbly 95.8bpm Hip Hop Remix, jumpy 97.3bpm Original and stark 92.3bpm Diamond Mixes, rather interesting.

**L.P.U.O**  
**'So Hard'**  
(Low Spirit Records/Spyro-bro 12 YOBR 22, via Total/BMG)  
Punctuated by some "stretch those legs" and "so hard" comments from imperious Cathy Adams, this Hamburg DJ's ranting and chording jittery 122.5bpm rave is rather a murky ledged groove in its Club Mix but has a much brighter bounding techno Underground Mix flip.

**THE FORCE**  
**'In The Beginning'**  
(TOP3)  
Casting a bit as a white label with minimum info, this Belgian-style tentatively frantic 0-128.7bpm doring pulsatively rave has a panting introed bass urgent percussively clacking bass buzzed 0-127.8bpm B-side version.

**THE BEGINNING**  
**'Slings'**  
(Hyperactive Records STING 01, via 081-423 5143)  
Marie Black's self distributed lead debuts with an "ooh yeah-oh-oh" repeating frantic severely throbbing 128.0bpm bleepy rave, in a singer and more percussive Troy's Bass Mixes.

**2-MAD**  
**'I Can't Get No Satisfaction'**  
(Big Lite BLR 148, via PolyGram)  
Originally promoted as they 'Hey Hey Let You

- 1 Lenny Kravitz IT A
- 2 Amy Grant BABY E
- 3 Sade ONLY FOOLS
- 4 Rod Stewart THE I
- 5 Kenny Rogers HOW W
- 6 Cherney HAWKES
- 7 Paula Abdul RICK
- 8 Jason Donovan A
- 9 Color Me Badd I U
- 10 REM SHINY HAPPY
- 11 The Divinyls I TOL
- 12 Gloria Estefan REI
- 13 Kings Man HOW W
- 14 Beta Midler FOR
- 15 Cher SHOP SHOES
- 16 Madonna HUGO A
- 17 The Doers LIGHT A
- 18 Dina Bone REAL A
- 19 Pat Shop BOYS J
- 20 Salt-n-Peppa DO J
- 21 Essence CHORUS
- 22 Beverley Craves I
- 23 Massive Attack S
- 24 Cher LOVE AND U
- 25 Kylie Minogue SH
- 26 Omar THE'RE NOT
- 27 Bryan Adams EVE
- 28 Chris Rea LOOKIN
- 29 Kim Appleby MA
- 30 LA Four PEOPLE AND
- 31 Whitney Houston
- 32 Marillion COVER N
- 33 Crystal Waters G
- 34 Reeford STONE
- 35 Banders SHE SEL
- 36 Oleta Adams CIR
- 37 OMD PANDORA'S E
- 38 Mark Tarplin AXC
- 39 Jesus Loves You I
- 40 Rick Astley NEVER
- 41 Living Colour COL
- 42 Cathy Dennis TOU
- 43 Soft Cell FAINTED
- 44 Electronic face I
- 45 Inspiral Carpets P
- 46 Feargal Sharkey I
- 47 Incognito feat. Al
- 48 Blue Pearl ALIVE
- 49 Zucchero WONDER
- 50 P. P. SIN WHEATVEY
- 51 Marc Chavali WALK
- 52 The Railway Child
- 53 Sydney Youngblood
- 54 Mike and the Mer
- 55 Phil Saveri A MENT
- 56 Quantic Featuring E
- 57 Alice Cooper HE
- 58 Mark Stevens THE
- 59 All About Eve FAR
- 60 Mastrocin STEP T

**BIG DADDY KANE**  
**'Keep 'Em On The Floor'**  
(Cold Chillin' /r WOODA17)  
Finally out here, this funky joggling languid slicky rap jagger with a catchy female "get on up and dance" chorus and some Maco squeals is now in a 101.8bpm Double Bass Mix after originally being promoted (lead in the Club Chart) as a less busy 102.0bpm 12" Version, Ripged on both pressings by the Chrome-like vocal punctuated wonder "It's hard being The Kane" in Powerstar's sparse scratchy lurching UK-only 112.8bpm Powerstar Mix, too on promo while the commercial copy substitutes Marley Marl's much jaunterly riez rereleasing party party 115.2bpm Extended Remix from BOB's fast selling new 115.4bpm "It's Hard Being The Kane" (US Cold Chillin' /r 021774) in Marley's jauntily churning 115.4bpm Extended Remix, Instrumental and 115.8bpm Remix Radio Version, coupled with the 'Roads' inspired Bob & Earl's intriguing 98.8bpm 'Who Am I (Album Version)'.

**LISA LISA AND CULT JAM**  
**'Let The Beat Hit 'Em'**  
(LISA 585786 6)  
Lisa Lisa's Civilites & Cole produced import smash is a stereo test and fanfare funk samples produced episodic ravingly unrolled jigger with a squarish melodic catchy simple chorus and some bars of male rap but no real song in its 0-111.8bpm. The Brand New Super Pumped-Up C&C Vocal Club and Instrumental Mixes, or a totally different fluss and patterning percussion driven bounding house carter with muddeningly catchy "The Todd Every Little Star" style "ba-ba-ba dum, ba-dum" repetition in its 0-122-121.9bpm The Paradise Garage Club Mix, here joined by a similar 122.1-0bpm 5 Minute House Mix too.

- 6 RM UPDATE
- |    |   |    |   |
|----|---|----|---|
| 33 | UK Music Venue/University/College                   | 22 | & Pakistan 1178 US8289  |
| 34 | Record Prosumer/Publisher                           | 30 | Australia, For East & Japan 2199 US3219   |
| 35 | Levitating Manufacturer                             | 29 | Please complete the coupon and send to: MUSIC WEEK SUBSCRIPTIONS, COMPUTER POSTING LTD, 190-126 |
| 36 | Accounted Legal Representatives/Business Management | 18 | AVENUE AVENUE, MITCHEAM, SURREY CR8 3HP   |
| 37 | PR/Publicity/Advertising Agency/Publishing/Journals | 32 | TEL: 081-460-8142   |
| 38 | Official Organizations/Public Library               |    |   |
| 39 | Other - please state...                             |    |   |

**SL**  
Main business carried  
Please tick one or more

<input type="checkbox"/>	Musico Video Retailer
<input type="checkbox"/>	Musico Video Wholesale
<input type="checkbox"/>	Record Company/LA
<input type="checkbox"/>	Video Company/Label
<input type="checkbox"/>	Records/CDs/Tape manufacturer and duplication
<input type="checkbox"/>	Records/Label/Producer/Art Studio
<input type="checkbox"/>	Recording Studio/Producer/Engineer
<input type="checkbox"/>	Video production Facilities/Producer/Engineer
<input type="checkbox"/>	Pro-audio equipment manufacturing/hire

Send Card Expires \_\_\_\_\_ Date \_\_\_\_\_ NAME \_\_\_\_\_ POSITION \_\_\_\_\_ COMPANY \_\_\_\_\_ ADDRESS \_\_\_\_\_ TITLE \_\_\_\_\_



# THE Club Chart

THE RECORD MIRROR CLUB CHART IS FEATURED ON THE MARK GODDIEH SHOW ON RADIO 1 FM EVERY MONDAY AT 7.30pm



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

- 1 Lenny Kravitz I/T
- 2 Amy Grant BABY!
- 3 Sonia ONLY FLOODS
- 4 Rod Stewart THE
- 5 Kenny Thomas 7/10
- 6 Chenny Hawker
- 7 Paula Abdul RUSH
- 8 Jason Donovan a
- 9 Color Me Badd I!
- 10 REM SHINY HAPPY
- 11 The Divinyls I/TOL
- 12 Gloria Estefan LE
- 13 Kirsty MacColl W
- 14 Bena Milford FRED
- 15 Cher SHOP SHOUD
- 16 Madonna HOLD
- 17 The Doers LEIGHT
- 18 Briza-Bone REAL!
- 19 Pet Shop Boys JE
- 20 Sall-i-Peppa DO VI
- 21 Erasure CHORUS
- 22 Beverley Craven
- 23 Massive Attack
- 24 Cher LOVE AND UN
- 25 Kylie Minogue 2/2
- 26 Omar THE RE S/ND
- 27 Bryan Adams EYE
- 28 Chris Rea LOOKIN
- 29 Kim Appleby EAR
- 30 Whitney Houston
- 31 Marillion COVER A
- 32 Crystal Waters D/3
- 33 Orchard STONE
- 34 Bandiera SHE SEL
- 35 Oleta Adams CIRC
- 37 OMD PANDORA'S 3
- 38 Mock Turtles ANI
- 39 Jessa Lovess You
- 40 Rick Astley NEVER
- 41 Living Colour SOL
- 42 Cathy Dennis YOU
- 43 Soft Cell TAUNED
- 44 Technomatic feat
- 45 Inspiral Carpets J
- 46 Feargal Shaughessy
- 47 Incubus Let Jon
- 48 Blue Pearl ACUTE
- 49 Zucchero WONDRO
- 50 P (THE WHENEVER)
- 51 Marc Cohn WALKI
- 52 The Railway Child
- 53 Sydney Youngblood
- 54 Mike and the Mes
- 55 PM Dawn A WATC
- 56 Quart Featuring L
- 57 Alice Cooper HEY
- 58 Mark Stevens TH
- 59 W All About Eve FAR
- 60 Mantronix STEP TE

TW	WL	ALWAYS THERE	PROGRESSIVE	TALENT	DO YOU WANT ME	SAT IN PEPA	IFFR
1	6	1	1	Talkin Loud	50	57	West promo
2	8	2	2	US Columbia/Columbia	52	44	WARP
3	1	3	3	Arista	53	26	Polite-8
4	10	4	4	RCA	54	75	Love
5	4	5	5	Cooltape promo	55	31	Outer Rhythm promo
6	11	6	6	4th & B'way	56	51	Champion promo
7	7	7	7	Giant	57	10	Cardiac promo
8	22	8	8	Uptown/HCA promo	58	18	Absolute Mayhem
9	5	9	9	Perspective/AMM	59	50	Motown
10	2	10	10	XL Recordings	60	54	Flying/Cooltape promo
11	16	11	11	City Sounds/Records	61	27	Pulse-8 promo
12	14	12	12	WEA	62	12	Unsung Heroes of Hip Hop (Boilerhouse Mix) Season 2
13	28	13	13	Ten promo	63	46	The Temperature's Rising (Miami Delux)
14	21	14	14	Desire	64	45	You Can't Play With My Yo Yo (Real Mix)
15	34	15	15	Columbia	65	19	East West
16	24	16	16	Virgin	66	40	Acid Jazz promo
17	7	17	17	Giant	67	30	yo-bronLow spirit promo
18	9	18	18	Cooltape	68	92	Love
19	36	19	19	live promo	69	72	Remixes
20	25	20	20	One Little Indian promo	70	55	IFFR
21	19	21	21	Ten	71	86	Motorcity promo
22	32	22	22	Polydor promo	72	18	East West promo
23	33	23	23	Eternal	73	64	Sure Delight
24	35	24	24	Network promo	74	18	Lizard
25	29	25	25	D-Zone promo	75	89	Shut Up And Dance promo
26	48	26	26	Outer Rhythm promo	76	48	live promo
27	37	27	27	ITF promo	77	61	live promo
28	17	28	28	Network promo	78	28	Profile promo
29	29	29	29	Polydor	79	18	Motown promo
30	36	30	30	East West promo	80	10	Ten promo
31	40	31	31	One Little Indian promo	81	63	Fentana
32	34	32	32	Urban promo	82	86	Mercury
33	20	33	33	AMM	83	88	Supreme promo
34	31	34	34	Polydor	84	10	white label
35	12	35	35	live promo	85	10	Giant promo
36	15	36	36	Desire promo	86	85	Champion
37	3	37	37	yo-br	87	62	Rhythm King promo
38	33	38	38	ARC/SP	88	71	Urban promo
39	25	39	39	Talkin Loud	89	56	C.T.
40	37	40	40	Mercury	90	53	Shut Up And Dance
41	30	41	41	Warc Pretext	91	74	Talkin Loud promo
42	41	42	42	Desire	92	97	Arista promo
43	47	43	43	yo-br	93	93	US/RA
44	41	44	44	Misc Pretext	94	80	Creation
45	41	45	45	Desire	95	74	Boogie Beat promo
46	41	46	46	Gefen promo	96	19	Italian Beat promo
47	41	47	47	Columbia promo	97	16	Island
48	41	48	48	Columbia	98	19	One Little Indian white label
49	41	49	49	starway white label	99	29	Perfecto
50	41	50	50	Ge Street	100	100	Arista promo
51	41	51	51	4th & B'way promo			

The Record Mirror Club Chart is available as a special faxed service in extended form as soon as it is compiled on the Friday after publication. Details from Cindy Seabrook on 071 583 9199.

Compiled by ERA. Rating based on

**ERA**

Main business carried  
near tick one category

- Record Company/Label
- Record/CD/Video manufacturer and duplication
- Street/Label Printers/Art Studio
- Recording Studio/Producer/Engineer
- Video production Facilities/Producer/Engineer
- Pro-video equipment manufacturing/hire
- Musico/Video/Retail
- Musico/Video Wholes
- Record Company/Label
- Record/CD/Video manufacturer and duplication
- Street/Label Printers/Art Studio
- Recording Studio/Producer/Engineer
- Video production Facilities/Producer/Engineer
- Pro-video equipment manufacturing/hire

**UNsung HEROES OF HIP HOP**

7/12/Cassette

COLUMBIA 603720 7/6/4

22 & Pakistan 3175 US\$289  
Australia, Far East & Japan  
£199/US\$219

Please complete the coupon and send to MUSIC WEEK, COMPUTER SUBSCRIPTIONS, POSTING LTD, 126-126 LAVENDER AVENUE, MITCHAM, SURREY CR4 3HP, TEL: 081-640 8142.

Date Card Expires: \_\_\_\_\_  
Signed: \_\_\_\_\_ NAME \_\_\_\_\_  
POSITION: \_\_\_\_\_  
COMPANY: \_\_\_\_\_  
ADDRESS: \_\_\_\_\_  
Tel No: \_\_\_\_\_

MW1



# TOP 30 VIDEO

## THE OFFICIAL **music week** CHART

Rank	Artist	Title	Label	Time
1	ROSEMARY CONLEY'S WHOLE...	Special Interest/1hr	BBC BBCV 4457	
2	YOU'VE BEEN FRAMED!	Comedy/1hr	Castle Video CVI 1250	
3	RANGERS F.C.I.: Simply The Best	Sports/1hr	Pickwick RFC 003	
4	THE RESCUERS	Children's/1hr 14min	Walt Disney D240642	
5	CHIPPENDALES: Tall Dark & Hand...	Video Gems R 1372		
6	ROADHOUSE	Action/1hr 48min	Warner Home Video FES 89704	
7	THE DARLING BUDS OF MAY	Comedy/3hr 20min	Castle Video CVI 1262	
8	PRETTY WOMAN	Comedy/1hr 55min	Touchstone D410272	
9	ARSENAL'S CHAMPIONSHIP...	Sports/1hr 30min	Chrysalis CHV 10509	
10	HIGHLANDER	Sci-Fi/1hr 51min	Warner Home Video PES 38050	
11	THE BRITISH BULLDOGS	SilverVision WS 999		
12	PET SHOP BOYS: Promotion	Music/3min	PMI MVR 99 00943	
13	CALLANETICS	Special Interest/1hr	CIC VHR 1335	
14	ALICE COOPER: Primecuts	Castle Music Pictures Music/1hr	CMP 8050	
15	WHEN HARRY MET SALLY...	Comedy/1hr 31min	Palace PVC 2158	
16	LADY AND THE TRAMP	Children's/Cartoons/1hr 13min	Walt Disney D206822	
17	RAMBO III	Action/1hr 43min	4 Front/Guild LED 80012	
17	MADONNA: The Immaculate Coll...	Music/55min	WMV 7599382143	
19	THE 'Y' PLAN COUNTDOWN	Special Interest/1hr	Virgin VVO 830	
20	THE ROCKY HORROR PICTURE SHOW	Musical/1hr 35min	FoxVideo 1424 50	
21	ROSEMARY CONLEY'S INCH LOSS PLAN	Video Gems Special Interest/1hr 10min	R 15011	
22	MARY POPPINS	Musical/2hr 13min	Walt Disney D200222	
23	ROSIE & JIM: Vol 2 Central/Video	Children's/1hr	CC 1202	
24	THE ABYSS	Sci-Fi/2hr 14min	FoxVideo 1561 50	
25	LEEDS UTD: Official 90/91 Story	Sports/1hr 30min	FoxVideo 3354 50	
25	ROD STEWART: Tonight...	Music/1hr 30min	4 Front/PolyGram LED 80132	
27	RAMBO II	Action/1hr 32min	4 Front/Guild LED 80002	
28	STATUS QUO: Rocking Through The...	Music/1hr 43min	4 Front/PolyGram LED 80152	
29	OLIVER	Cinema Club/Video Collection Musical/2hr 20min	CC 1118	
30	THE NAKED GUN	Comedy/1hr 21min	CIC VHR 2350	

© 1991, Generated by Gallup

# TOP 15 MUSIC VIDEO

Rank	Artist	Title	Label	Time
1	PET SHOP BOYS: Promotion	Compilation/3min	PMI MVR 99 00943	
2	ALICE COOPER: Primecuts	Castle Music Picture CMP 8050		
3	MADONNA: The Immaculate Collection	WMV 7599382143		
4	ROD STEWART: Tonight...	4 Front/PolyGram LED 80132		
5	STATUS QUO: Rocking Through Years	4 Front/PolyGram LED 80152		
6	CARENAS/DOMINGO/PAVAROTTI	PolyGram Video CPV 11122		
7	EURHYTHMICS: Greatest Hits	BMG Video 781 012		
8	YES: Yessongs	Wienerworld WNR 2021		
9	THE DOORS: Dance On Fire	CIC VHR 1182		
10	TINA TURNER: Rio '88	4 Front/PolyGram LED 80172		
11	BON JOVI: Slippery When Wet	4 Front/PolyGram LED 80092		
12	DANIEL O'DONNELL: An Evening With	Ritz RITZ 0008		
13	JESUS JONES: Big In Alaska	4 Front/PolyGram MVR 99 00933		
13	HARRY CONNICK JR.: Swinging Out Live	SMV 490702		
15	LUCIANO PAVAROTTI	Music Club/Video Col MC 2303		

# Music Master

incorporating Music Week's

## MASTERFILE

## SUBSCRIBE NOW - TO THE MUSIC INDUSTRY'S DEFINITIVE GUIDE TO POPULAR RECORDED MUSIC & RECEIVE ANY 2 SPECIALIST CATALOGUES OF YOUR CHOICE ABSOLUTELY FREE!!!

CHOOSE ANY 2 OF THESE BOOKS - FREE!



Subscription: UK £199.50 inc. p&P inside UK. Postage: Europe add £25. Rest of World add £90. Please send your completed subscription order to: Music Master c/o Spotlight Publications Ltd., 23-27 Tudor St., London EC4A 0HR. Tel: 071-583 9199 Fax: 071-583 6643.

### SUBSCRIPTION ORDER FORM

I wish to take out an immediate annual Music Master subscription.

Mr/Mrs/Miss \_\_\_\_\_

Dept. \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

Postcode \_\_\_\_\_

Tel. \_\_\_\_\_ Fax \_\_\_\_\_

Please send me my 2 FREE catalogues (indicate by tick in appropriate boxes).

Heavy Metal  Price Guide  Films & Shows  
 Music Videos  Jazz  C&W  Record Catalogue  
 Please tick type of business:  Record Shop  Collector  
 Wholesaler  Radio/TV Station  Public Library  
 Subscription Agency  Record Company  Other

Remittance enclosed £ \_\_\_\_\_ or pay by

Access  Visa  American Express  Diners Club

We also provide a Standing Order service -

please tick for details

Card No. \_\_\_\_\_

Expiry date \_\_\_\_\_ Date \_\_\_\_\_

Signature \_\_\_\_\_

25	17	SHINY HAPPY PEOPLE	REM	Warner Brothers
26	34	UNFORGETTABLE		Elektra
27	22	ROLLIN' IN MY 5.0		SRK
28	19	PROMISE ME		Eric
29	21	TRIBAL BASE		Debra
30	NEW	NOW THAT WE'VE FOUND LOVE		MCA
31	NEW	SEXUALITY		Gal Discs
		Billy Bragg		
32	NEW	MY NAME IS NOT SUSAN		Atala
		Whitney Houston		
33	NEW	THINGS THAT MAKE YOU GO HMMMM...		Columbia
		CSC Music Factory (feat. Freedom Williams)		
34	21	I'M A MAAN NOT A BOY		Chrysalis
		Cherise Hawkes		
35	49	MAMA		Parlophone
		Kim Appleby		
36	NEW	BEST I CAN		EMI USA
		Queenstrife		
37	38	GENERATIONS OF LOVE		Major Protein
		Jesus Loves You		

Give *Bunny*  
the *Classics*

"HOT SUMMER SALSA"  
RELEASED ON 8TH JULY IN AID OF  
ACTION RESEARCH

Catalogue Nos:

7<sup>th</sup> — MED013  
12<sup>th</sup> — MEDT013  
MC — MFD0013  
CD — MFDCCD013



APPEARING AT "THE CARNIVAL  
WITH THE ANIMALS"  
LONDON ZOO —  
WEDNESDAY, JULY 3

Distributed by BMG.

BMG TELESALES — 021 500 5478

FOR A VIBRA  
"PUMP UP AND CLASS-ROUSE YOURS"  
658690 7/6/4 8

## TWELVE INCH

1	NEW	7 WAYS TO LOVE		Gold Boys
2	5	ALWAYS THERE		Incopino feat. Joseph/Brown
3	2	REAL LOVE		Dave Bone
4	6	NIGHT IN MOTION		Colts-22
5	1	CHORUS		Erasure
6	4	THINKING ABOUT...		Kenny Thomas
7	7	THERE'S NOTHING...		Other
8	NEW	BRING THE NOISE		Another featuring Chuck D
9	3	I WANNA SEX YOU UP		Color Me Badd
10	20	[EVERYTHING I DO] I DO...		Bryan Adams
11	7	TRIBAL BASE		Ricki McKee featuring/originally
12	NEW	NOW THAT WE'VE...		Heavy D & The Boyz
13	5	DO YOU WANT ME		Sell-N-Peas
14	NEW	THINGS THAT MAKE...		Del. from their previous releases
15	NEW	THE WAVE OF THE FUTURE		Quadruphonia
16	11	ANY DREAM WILL DO		Jason Donovan
17	NEW	WE ARE BACK/WURTURE		UFO
18	NEW	BEST I CAN		Queenstrife
19	19	GOT A LOVE FOR YOU		Jornanda
20	12	HEY COOPER		Alice Cooper
21	NEW	DREAM ON/IS THIS A DREAM		Love Decade
22	11	IT AMT OVER/TIT'S OVER		Laney/Kentz
23	29	RUSH RUSH		Paula Abdul
24	NEW	HOOIGANG 69		The Rager Twins
25	28	SHERIFF FATMAN		Carri (unsupported) vs. Mafkie
26	11	PEOPLE ARE STILL HAVING SEX		Lat'ou
27	11	OPTIMISTIC		Sounds of Blackness
28	NEW	THE ENEMY WITHIN		Thirst
29	29	GENERATIONS OF LOVE		Jesus Loves You
30	11	GIRLS		Powercut featuring Nubian Prince
31	29	KEEP WARM		Jenny
32	21	GET THE PUNK OUT		Extreme
33	NEW	GET DOWN/IT (DUB!)		Kool & The Gang
34	NEW	SEXUALITY		Big Shags
35	NEW	MY NAME IS NOT SUSAN		Whitney Houston
36	NEW	KINKY LOVE		Pink Saints
37	21	LIKE THE WAY (THE KISSING...)		H-Five
38	NEW	THE TEMPERATURE'S RISING		Monica DeLuxe
39	27	WORK IT OUT		Ashley/Allyce & A Team Field
40	29	SAFE FROM HARM		Massive Attack

© CIN. Compiled by Gallup for Music Week, BBC, and BARD. Produced in co-operation with the BPI and BADO. Based on a minimum sample of 300 record outlets, incorporating 7, 12, Cassettes and CD singles sales. All rights reserved.

63	NEW	PARTY ZONE		FM Dawn
		Duffy Duck feat. The Groove Gang		WEA
64	NEW	THE ENEMY WITHIN		Ten
65	20	TANTED LOVE		Mercury
		Soft Cell/Marc Almond		
66	2	LITTLE LOST SOMETHINGS		Mercury
		The Almighty		
67	27	JEALOUSY		Polydor
		Perdyson Boys		
68	71	KEEP WARM		Virgin
		Jimi		
69	NEW	GET DOWN ON IT (OLIVER MOMM MIX)		Mercury
		Kool & The Gang		
70	61	DO IT AGAIN		Capitol
		The Beach Boys		
71	57	THAT'S ENTERTAINMENT		Polydor
		The Jam		
72	NEW	KINKY LOVE		4AD
		Pink Saints		
73	72	HOOKED ON YOU		Circs
		Sydney Youngblood		
74	55	CRICKETT'S THEME/CHANCER		MCA
		Jan Hammer		
75	53	I LIKE THE WAY (THE KISSING GAME)		Jive
		H-Five		

PRODUCE RECORDS PRESENT

# the hooovers

DEBUT SINGLE

# Mr average



RELEASED

MON

JULY 8

APPEARING AT:  
CAMDEN UNDERWORLD, LONDON,  
FRIDAY AUG 2

DIST: PINNACLE HERB FOR ALL FORMATS



# MID-PRICE/BUDGET CLASSICAL ALBUMS

#	Title, Composer, Artists, Orch.	Label
1	<b>CLASSICAL COLLECTION SAMPLER</b> Various CD DDCAT/MC DDCAT (COWI)	Cossette
2	<b>THE COLLECTION - IN CONCERT</b> Luciano Favaroni Collector Series CCSP/288CC/MC 288 (BMG)	Classical
3	<b>DUETS FROM FAMOUS OPERAS</b> Various CFP 44937CCP/44938 (CFP)	Classical
4	<b>VIVALDI: FOUR SEASONS</b> Vivaldi CFP 40016TCF/40016 (CFP)	Classical
5	<b>WORLD OF GILBERT &amp; SULLIVAN</b> D'Oyly Carte CD 430093/MC 430093 (F) (BMG)	Classical
6	<b>INTRODUCING THE MOZART EDITION</b> Nicola Maccorini/EMF CD 438782 (F)	Classical
7	<b>ALBERT HALL GALA CONCERT</b> Various/AdrianRFPO CD 430718/MC 430718 (F)	Classical
8	<b>HOLST: THE PLANETS</b> James Loughran/RO CFP 40274TCF/40274 (CFP)	Classical
9	<b>MOZART: THE MARRIAGE OF FIGARO</b> Various CD CDFP/4724/MC TCCFP/4724 (F)	Classical
10	<b>KING OF THE HIGH C'S</b> Luciano Favaroni CD 412126/MC 412126 (F)	Classical
11	<b>ELGAR: VIOLIN CONCERTO</b> Royal Northern Sinfonia EMX 41258E/EMX 41258 (E)	Classical
12	<b>HOLST: THE PLANETS</b> Richard Hickox/LSO EMX 8993C/MX 8993 (F)	Classical
13	<b>THE WORLD OF KATHLEEN FERRIER</b> Kathleen Ferrer CD 430093/MC 430094 (F)	Classical
14	<b>BEEHÖVEN: SYMPHONY NO. 9</b> Herbert von Karajan/RO Deutsche Grammophon CD 437862/MC 437862 (F)	Classical
15	<b>BIZET: CARMEN SCENES AND ARIAS</b> Gemma Bellincampi CD 412303/MC 412304 (F)	Classical
16	<b>ASMF 30TH ANNIVERSARY JUBILEE SAMPLER</b> Various Philips CD 436091 (F)	Classical
17	<b>ALBINONI/PACHELBEL</b> Herbert von Karajan/RO DG Galfone 419064/419064 (F)	Classical
18	<b>PUCINI: TURANDOT (HIGHLIGHTS)</b> Zubin Mehta/RO CD 412303/MC 412304 (F)	Classical
19	<b>ORFF: CARMINA BURANA</b> Eugene Ormandy/RO DG Galfone CD 437862/MC 437864 (F)	Classical
20	<b>WARSAW CONCERTO</b> Kereth Alanyi/ROSDA CFP 414883/CFP 414884 (F)	Classical
21	<b>BEEHÖVEN: SYMPHONY 6 IN F MAJOR</b> Herbert von Karajan/RO DG Galfone 415321/415321 (F)	Classical
22	<b>TCHAIKOVSKY: 1812 OVERTURE</b> Charles Mackerras/RO CFP 4107CCP/4107 (CFP)	Classical
23	<b>THE WORLD OF MOZART</b> Various CD 434861/MC 434864 (F)	Classical
24	<b>TCHAIKOVSKY: BALLET MUSIC</b> Dimitri Mitropoulos/RO Philips CD 4222185/MC 422218 (F)	Classical
25	<b>PUCINI: ARIAS</b> Various CFP 44937TCF/44938 (CFP)	Classical
26	<b>MOZART: CLARINET/FLUTE/HARP CONCS</b> DG Waklman CD 436282/MC 436284 (F)	Classical
27	<b>BEEHÖVEN: SYMPHONY NO. 9</b> Herbert von Karajan/RO DG Galfone 415322/415322 (F)	Classical
28	<b>DVOŘAK: SYMPHONY NO. 9</b> György Székely/RO CD 000113/MC 000113 (COWI)	Classical
29	<b>BEST LOVED CLASSICS 2</b> Various CD C02 762501/MC 12 762501 (F)	Classical
30	<b>WAGNER: THE RING (HIGHLIGHTS)</b> Herbert von Karajan/RO Deutsche Grammophon CD 429182/MC 429184 (F)	Classical
31	<b>MOZART: EINE KLICHEE NACHT MUSIC</b> Various/RO DG Waklman MC 413454 (F)	Classical
32	<b>ALBINONI/CORELLI/VIVALDI/PACHELBEL</b> Various DG Waklman Classics 413124 (F)	Classical
33	<b>VIVALDI: GUITAR CONCERTOS</b> Victor Alessandro/RO Philips CD 428676/MC 428674 (F)	Classical
34	<b>BIRAHM/BRUCH/BEEHÖVEN: VIOLIN WORKS</b> Various DG Waklman MC 413644 (F)	Classical
35	<b>MOZART: HORN CONCERTOS NOS 1 TO 4</b> Herbert von Karajan/RO Deutsche Grammophon CD 429172/MC 429174 (F)	Classical
36	<b>OPERA HIGHLIGHTS - SAMPLER</b> Various Philips CD 437872 (F)	Classical
37	<b>BEST ARIAS</b> Various CFP 44937TCF/44938 (CFP)	Classical
38	<b>BEST LOVED CLASSICS 1</b> Various EMI Laser CD C02 762502/MC 12 762502 (F)	Classical
39	<b>PUCINI: ARIAS AND DUETS</b> Various EMI Laser CD C02 762503/MC 12 762503 (F)	Classical
40	<b>MOZART'S GREATEST HITS</b> Various Mastino GL 8929/YGL 89291 (BMG)	Classical

\* © CDM Compiled by Gallop

# DISTRIBUTION: INDIE SINGLES\*

#	Title, Artists	Label† (Distributor)
1	<b>CHORUS</b> Mute (12)MUTE 12 (P)	Mute
2	<b>TRIBAL BASE</b> Robel Mofator/HyB/L Levy Desire WANT(X) 44 (F)	Desire
3	<b>SHOCKED</b> The Monkeys PWL/PWL(T) 82 (P)	PWL
4	<b>HIGHER THAN THE SUN</b> First Train Creation CRE 066(T) (P)	Creation
5	<b>PLEASE BE CRUEL</b> Thee Trains KLF Communications KLF 008(X) 18(T) (P)	KLF
6	<b>ALL MIXED UP</b> The Trains PWL/PWL(T) 82 (P)	PWL
7	<b>TAKE 5</b> The Trains Factory FAC 308(F) FAC 308 (P)	Factory
8	<b>THE CONCRETE MEGAMIX</b> PWL/PWL(T) 84 (P)	PWL
9	<b>PLANET OF SOUND</b> 4AD 18AD 1008 (P)	4AD
10	<b>RUB-A-DUB</b> Thee Trains Desire WANT(X) 41 (F)	Desire
11	<b>AS IS JEJ</b> Elio Elio Mute (12)MUTE 12 (P)	Mute
12	<b>CATCH THE BREEZE/SHINE</b> Stewart Creation CRE 112(T) (P)	Creation
13	<b>NOT STAND IN MY WAY/</b> The Trains Suburban Base - (SUBBASE 002) 18(T) (P)	Suburban Base
14	<b>COCAINE</b> PWL Continental - (PWL) 90 (P)	PWL
15	<b>FEEL SO SAD</b> Shin Laser Dedicated - (SPRIT 001) 18(T) (P)	Dedicated
16	<b>GET THE MESSAGE</b> Electronic Factory FAC 28(T) (P)	Factory
17	<b>THE DISCOTHEQUE EP</b> R.S.V.P. NETWORK - (NWK) 21 (P)	NETWORK
18	<b>R.S.V.P.</b> John Deacon PWL/PWL(T) 80 (P)	PWL
19	<b>COAST IS CLEAR</b> AnXious (X) 30 (P)	AnXious
20	<b>LETTIN' HOT</b> Creed - (CREED 13(T) 18(T) (P)	Creed
21	<b>SAVE ME FOR DEAD</b> Justa Expression EXP17 8 EXP18 (P)	Expression
22	<b>JUST A GROOVE</b> Rumour RUM13 (3) (P)	Rumour
23	<b>PLAYING WITH KNIVES</b> Thee Trains Viral Solution/STORM 25R (STORM 25) (RO)	Viral Solution
24	<b>NOTHING CAN STOP US/SPEEDWELL</b> Heavenly/HVX 812(T) (RE) (P)	Heavenly
25	<b>BITTER MOON</b> Non Fiction NY30 (X) (P)	Non Fiction
26	<b>KEEPSAKE EP</b> Heavenly Yard Stars Stiffed Aardvark - (AARD 004) 18(X) (P)	Stiffed Aardvark
27	<b>I DON'T EVEN KNOW IF I...</b> Soul Family Generation O.L.I. 4777 4777(P) 12 (P)	O.L.I.
28	<b>SO THIS IS LOVE</b> Mika Anthony Debut DEBT(X) 3112 (P)	Debut
29	<b>WALK AWAY FROM LOVE</b> Mika Anthony Joe Gee's - (JGD 004) 15(X)	Joe Gee's
30	<b>FOOTSTEPS FOLLOWING ME</b> Debut DEBT(X) 3109 (P)	Debut
31	<b>TOXIC (EP)</b> D-Zone D-Zone - (DANCE 01) 8(X) (P)	D-Zone
32	<b>PAINFUL THING (EP)</b> Catherine White Wide Club - (WCLD 6) 8(T) (P)	Wide Club
33	<b>HYPERREAL</b> Stamen One Little Indian 48 TP12(P) (P)	One Little Indian
34	<b>KEEP THE FIRE BURNING</b> Horse Crew Production House - (PHAT 029) 58(T) (P)	Production House
35	<b>THEME FROM THIRTSOMETHING</b> Primitives SILVA 104 (CON)	Primitives
36	<b>GONNA CATCH YOU</b> Linnex Supreme SUPRE(T) 185 (P)	Supreme
37	<b>RESPECT TO YOU</b> Breva Hammond Penthouse - (PHR 110) 8(T) (P)	Penthouse
38	<b>TAKE ME AWAY</b> Thee Trains Network NWK(T) 20 (P)	Network
39	<b>SHOT LIKE DISFRANCOS MUST...</b> Primitives Assassins Suburban Base - (SUBBASE 003) 18(X) (P)	Suburban Base

† © CDM Compiled by ERA from Gallop data from independent shops.

# DISTRIBUTION: INDIE ALBUMS\*

#	Title, Artists	Label† (Distributor)
1	<b>CHICKEN RHYTHMS</b> Northside Factory FAC13 (P)	Factory
2	<b>ELECTRONIC</b> Electronic Factory FAC1296 (P)	Factory
3	<b>RHYTHM DIVINE</b> Various Dino DINV 22 (P)	Dino
4	<b>THE WHITE ROOM</b> KLF Communications JAMS/L 006(A)P (P)	KLF
5	<b>DANN RHYTHM, I'VE GOT THE BLUES</b> Buddy Guy Silentone ONE516 (P)	Silentone
6	<b>CHANGING CABS</b> Raggy Vervain Rumour RUM 100 (P)	Rumour
7	<b>REGGAE OWENS ME MONEY</b> Raggy Vervain Shut Up And Dance SUDALP 2 (P)	Shut Up And Dance
8	<b>LOVE SUPREME</b> Various Dino DINV 19 (P)	Dino
9	<b>FIVE GUYS NAMED MOE</b> Chicago London Ltd. First Night CAST 22 (P)	First Night
10	<b>RHYTHM OF LOVE</b> Kylie Minogue PWL HR (P)	PWL

## METAL CHART

#	Title, Artists	Label† (Distributor)
1	<b>SLAVE TO THE GRIND</b> Sad Road Alicnic NW 43(C) (W) 759782/427200 (X) 423	Alicnic
2	<b>PORNO GRAFFITI</b> Extrême ADM 296313 (P) 3951132/395131	ADM
3	<b>FOR UNLAWFUL KNOWLEDGE</b> Van Halen Warner Brothers NW 43(C) (W) 759269/94200 (X) 420	Warner Brothers
4	<b>TIMES UP</b> Living Colour Geffen GEF 44020 (X) 446202/44620 (X) 420	Geffen
5	<b>UNION</b> Van Halen Arista 411558 (BMG) 261556/211558	Arista
6	<b>HANDS OF TIME</b> Kingdom Come Polygram 94783 (P) 840229/94783 (P)	Polygram
7	<b>SLEPPY WHEN WET</b> Ben Jovi Verdict VER136 (X) VER136/36 (X) 420	Verdict
8	<b>HANDS OF TIME OVER THE YEARS</b> Shake Out Verdict VER136 (X) 840229/94783 (P)	Verdict
9	<b>ROCKING ALL MY LONEY YEARS</b> The Black Crowes Def American 84254 (W) 842515/84254 (W)	Def American
10	<b>DEDICATION - THE VERY BEST OF</b> Thin Lizzy Polygram 94783 (P) 840229/94783 (P)	Polygram
11	<b>MARQUEE METAL</b> Various Marquee 85474 (F) 85474/28454 (F)	Marquee
12	<b>SOUL DESTRUCTION</b> Almighty Polygram 94783 (P) 840229/94783 (P)	Polygram
13	<b>CORNERSTONES 1967-1970</b> John Hendrix Alicnic NW 43(C) (W) 759782/427200 (X) 415	Alicnic
14	<b>MANE ATTRACTION</b> White Lion Geffen GEF 44144 (BMG) 44144/64 (F) 24148	Geffen
15	<b>APPETITE FOR DESTRUCTION</b> Guns N' Roses Geffen GEF 44144 (BMG) 44144/64 (F) 24148	Geffen
16	<b>IT DON'T COME EASY</b> Van Halen Geffen GEF 44144 (BMG) 44144/64 (F) 24148	Geffen
17	<b>PALACE SPRINGS</b> Downland GWR GWC103 (P) 104	GWR
18	<b>FOUR SINGLES (LED ZEPPELIN 4)</b> Led Zepatin Alicnic NW 43(C) (W) K 20008 5008	Alicnic
19	<b>RED HOT METAL - 18 ROCK CLASSICS</b> Various Dover 220 2 (E) CD 21440 2 (F)	Dover
20	<b>BAT OUT OF HELL</b> Mick Jagger Cleveland 44857 (P) 28241/94P 8419	Cleveland
21	<b>BACK STREET SYMPHONY</b> EMF COEM 36705 (MC) 36705	COEM
22	<b>BLAZE OF GLORY/YOUNG GUNS II</b> Jon Bon Jovi Alicnic NW 43(C) (W) 844123/84412 (P)	Alicnic
23	<b>CRAZY WORLD</b> Scorpions Alicnic NW 43(C) (W) 844969/84496 (P)	Alicnic
24	<b>RECKLESS</b> Brian Adams ADM 50134 (P) ADM 50134/44 (P)	ADM
25	<b>RECYCLER</b> Warner Brothers WX 380C (W) WX 39030 (W) 390	Warner Brothers
26	<b>LYNYRD SKYNYRD 1991</b> Lynyrd Skynyrd Alicnic NW 43(C) (W) 756782/756782 (P)	Alicnic
27	<b>LIVE AT THE BRITXON ACADEMY</b> Jack In The Box Sueh 3382 (P) 40782/3382 (P)	Sueh
28	<b>ARISE</b> Sepultura Roadrunner RO 83284 (P) RO 83280 (P)	Roadrunner
29	<b>REMASTERS</b> ZEP 102 (P) ZEP 102 (P)	ZEP
30	<b>LEAN INTO IT</b> Mr. Big Atlantic 756782 (W) 756681/756782 (P)	Atlantic

\* © CDM Compiled by Gallop

# PLASTIC HEAD MUSIC DISTRIBUTION LIMITED

WE ARE A FAST GROWING INDEPENDENT DISTRIBUTION COMPANY

WE ARE EXCLUSIVE UK DISTRIBUTORS FOR:

WE BITE RECORDS, NEW RED ARCHIVES, NUCLEAR BRASS, COMMUNIQUE, TOMBSTONE, FRINGE PRODUCT, BLACK DRAGON, BLACK & NOIR, HUGO DRAGON, LINK, FULL CIRCLE AND TONS MORE

WE ALSO DISTRIBUTE AND WHOLESALE A COMPREHENSIVE RANGE OF HIGH QUALITY MERCHANDISE.

FOR MORE INFORMATION, CATALOGUES ETC PHONE NOW!!

**TEL: 0491 25029/26233 FAX: 0491 26320**  
(EXPORT ENQUIRIES WELCOMED)

P.H.D.

PLASTIC HEAD (Music)  
DISTRIBUTION  
ATALANTA HOUSE,  
OLD LONDON ROAD,  
BENSON, OXON, OX10 6PL



# TOP 60 DANCE SINGLES

## THE OFFICIAL music week CHART

This Week Last	Title Artist	Label (12") (Distributor)
<b>1</b> <b>NEW</b>	<b>7 WAYS TO LOVE</b> Cola Boy	Arista
<b>2</b> <b>1</b>	<b>ALWAYS THERE</b> Incognito feat Jocelyn Brown	Talkin Loud TLXK 10
<b>3</b> <b>2</b>	<b>REAL LOVE</b> Dina Bone	4th + B'Way 12BRW 223 (F)
<b>4</b> <b>NEW</b>	<b>NOW THAT WE FOUND LOVE</b> Heavy D & The Boyz	MCA MCST1550
<b>5</b> <b>3</b>	<b>TRUBAL BASE</b> Rebel MC/Tony Fly/B Levy	Desire WANTX 44 (F)
<b>6</b> <b>NEW</b>	<b>WE ARE BACK/NURTURE</b> LFO	Warp WAP14
<b>7</b> <b>5</b>	<b>GOT A LOVE FOR YOU</b> Jomanda	Giant W 0040T (W)
<b>8</b> <b>4</b>	<b>OPTIMISTIC</b> Sounds Of Blackness	Perspective PERT 786 (F)
<b>9</b> <b>6</b>	<b>THINKING ABOUT YOUR LOVE</b> Kenny Thomas	Coltempo COOLX 235 (E)
<b>10</b> <b>8</b>	<b>THERE'S NOTHING LIKE THIS</b> Omar	Talkin Loud TLXK 9 (F)
<b>11</b> <b>NEW</b>	<b>HOOIGAN 69</b> Regga Twins	Shut Up And Dance SUAD16
<b>12</b> <b>9</b>	<b>NIGHT IN MOTION</b> Cubic 22	XL XLT 20 (W)
<b>13</b> <b>NEW</b>	<b>THINGS THAT MAKE YOU GO HMM...</b> C&C Music Factory/ll. Williams	Columbia 6566906
<b>14</b> <b>NEW</b>	<b>THE ENEMY WITHIN</b> Thirst	Ten TENX379
<b>15</b> <b>7</b>	<b>I WANNA SEX YOU UP</b> Color Me Badd	Giant W 0036T (W)
<b>16</b> <b>NEW</b>	<b>AIN'T GOING FOR THAT</b> Dodge City Productions	4th + B'Way 12BRW221
<b>17</b> <b>NEW</b>	<b>THE WAVE OF THE FUTURE</b> Quadrophonia	ARS 656936
<b>18</b> <b>NEW</b>	<b>THE TEMPERATURE'S RISING</b> Monica De Luxe	CT CT727
<b>19</b> <b>12</b>	<b>DO YOU WANT ME</b> Salt-N-Pepa	flr FX 151 (F)
<b>20</b> <b>16</b>	<b>GIRLS</b> Powercat feat Nubian Prinz	Eternal YZ 570T (W)
<b>21</b> <b>13</b>	<b>KEEP WARM</b> Jimmy	Virgin VST 1366 (F)
<b>22</b> <b>10</b>	<b>I LIKE THE WAY (THE KISSING...)</b> Hi-Five	Jive JIVET 211 (BMG)
<b>23</b> <b>NEW</b>	<b>NIGHTMARES</b> Psychographics	Epic 12LE2C
<b>24</b> <b>20</b>	<b>GENERATIONS OF LOVE</b> Jesse Lovess You	More Protein PROT 1012 (F)

© ON. Compiled by ERA from Gallup data collected from dance outlets.

This Week Last	Title Artist	Label (12") (Distributor)
<b>25</b> <b>11</b>	<b>COLOUR ME</b> Paradise Orchestra	Pulse 8 12LOSE 10 (BMG)
<b>26</b> <b>NEW</b>	<b>DREAM ON (IS THIS A DREAM)</b> Love Decade	All Around The World 12GLOBE 100
<b>27</b> <b>NEW</b>	<b>MY NAME IS NOT SUSAN</b> Whitney Houston	Arista 614510
<b>28</b> <b>15</b>	<b>LET THE BEAT HIT 'EM</b> Lisa Lisa & Cult Jam	Columbia (USA) 4473834 (Impart)
<b>29</b> <b>NEW</b>	<b>GET DOWN ON IT (OLIVER MOMM MIX)</b> Subhouse	MOOM MIX346
<b>30</b> <b>14</b>	<b>DEEP IN MY HEART</b> Subhouse	flr FX 157 (F)
<b>31</b> <b>18</b>	<b>WORK IT OUT</b> Hombey/Hippie/Funki Dredd	Tam Tam TTT 51 (SM)
<b>32</b> <b>31</b>	<b>CHORUS</b> Erasure	Mute 12MUET 125 (P)
<b>33</b> <b>22</b>	<b>POP GOES THE WEASEL</b> 3rd Bass	Def Jam 659548 (SM)
<b>34</b> <b>21</b>	<b>NAKED LOVE (JUST SAY...)</b> Quart with Dina Carroll	Mercury ITM 412 (F)

This Week Last	Title Artist	Label (12") (Distributor)
<b>35</b> <b>31</b>	<b>CAN U FOLLOW?</b> Stonefunkers	East West YZ 581T (W)
<b>36</b> <b>26</b>	<b>YOU TOO</b> Newy Lanton	Yabro 12YOBKX 23 (BMG)
<b>37</b> <b>24</b>	<b>PEOPLE ARE STILL HAVING SEX</b> LaTour	Polydor PT 147 (F)
<b>38</b> <b>NEW</b>	<b>THE VICTORY EP</b> Caveman	profile PROF7340
<b>39</b> <b>19</b>	<b>TECHNO FUNK</b> Lost	Perfecta PT 44560 (BMG)
<b>40</b> <b>38</b>	<b>KEEP THE FIRE BURNING</b> House Crew	Production House PNT 029 (Self)
<b>41</b> <b>17</b>	<b>DON'T STAND IN MY WAY</b> Suburban Base	SUBBASE 002 (SRD)
<b>42</b> <b>44</b>	<b>SHE SELLS</b> Bandreas	London LONX 288 (F)
<b>43</b> <b>28</b>	<b>PEOPLE</b> Lisa M	Polydor PZ 141 (F)
<b>44</b> <b>39</b>	<b>RUB-A-DUB</b> Double Trouble	Desire WANTX 41 (P)
<b>45</b> <b>34</b>	<b>FREE YOUR FEELINGS</b> Slam Slam	MCA MCST 1533 (BMG)
<b>46</b> <b>32</b>	<b>AMAZING LOVE</b> Phil Perry	Capitol 12CL 615 (E)
<b>47</b> <b>23</b>	<b>SAFE FROM HARM</b> Massive Attack	Wild Bunch WBR3 3 (F)
<b>48</b> <b>25</b>	<b>A WATCHER'S POINT OF VIEW</b> PM Dawn	Gee Street GEET 32 (F)
<b>49</b> <b>30</b>	<b>ROLLIN' IN MY 5.0</b> Vanilla Ice	SBK 1259K 27 (E)
<b>50</b> <b>36</b>	<b>CIRCLE OF ONE</b> Oleta Adams	Fontana OLETA 512 (F)
<b>51</b> <b>27</b>	<b>HIGHER THAN THE SUN</b> Primal Scream	Creation CRE 096T (P)
<b>52</b> <b>42</b>	<b>GYPSY WOMAN (LA DA DEE)</b> Crystal Waters	A&M AMY 772 (F)
<b>53</b> <b>NEW</b>	<b>SUMMERTIME</b> DJ Jazzy Jeff & Fresh Prince	JIVE (USA) JIVE14421
<b>54</b> <b>43</b>	<b>YOU CAN'T PLAY WITH MY YO-YO</b> Yo-Yo feat Ice Cube	East West America A 8776T (W)
<b>55</b> <b>NEW</b>	<b>SO HARD</b> L.U.P.O.	Vo-Bro/Low Spirit 12VOBR22
<b>56</b> <b>49</b>	<b>SHOT LIKE DIS</b> Phuture Assinys	Suburban Base SUBBASE 003 (SRD)
<b>57</b> <b>35</b>	<b>WALK AWAY FROM LOVE</b> Joe Ge's	JGD 004 (Impart)
<b>58</b> <b>NEW</b>	<b>RUFF KARNAGE</b> Silver Bullet	Parlophone 12R6290
<b>59</b> <b>53</b>	<b>GETTIN' HOT</b> SLD	Creed CREED 12T (SR)
<b>60</b> <b>45</b>	<b>STEP TO ME (DO ME)</b> Mastrottoz	Capitol 12CL 613 (E)

## TOP 10 DANCE ALBUMS

This Week Last	Title Artist	Label/U.P. (Cassette) (Distributor)
<b>1</b> <b>3</b>	<b>CLASSIC JAZZ-FUNK...</b> Various	Masterscuts CUTSLP 2/CUTSMC 2 (BMG)
<b>2</b> <b>1</b>	<b>REACTIVATE VOL 1: BELGIUM...</b> Various	React REACTLP 1/REACTMC 1 (BMG)
<b>3</b> <b>NEW</b>	<b>MAKE TIME FOR LOVE</b> Keith Washington	Qwest 759265281- (Impart)
<b>4</b> <b>4</b>	<b>REGGAE OWES ME MONEY</b> Regga Twins Shut Up And Dance SUADLP 2/SUADMC 2 (P)	
<b>5</b> <b>NEW</b>	<b>ROCK AND LIFE</b> Definition Of Sound	Circa CIRCA 14/CIRCA 14 (F)
<b>6</b> <b>6</b>	<b>SEAL</b> Seal	ZTT ZTT9/2TTR3 (W)
<b>7</b> <b>7</b>	<b>JUST FOR YOU</b> Janet Rice	RCA (USA) 31591R- (Impart)
<b>8</b> <b>5</b>	<b>EVOLUTION OF GOSPEL</b> Sounds Of Blackness Perspective (USA)	2896810001F- (Imp)
<b>9</b> <b>NEW</b>	<b>POWER OF LOVE</b> Luther Vandross	Epic 4680121/4680124 (SM)
<b>10</b> <b>10</b>	<b>CLASSIC MIX MASTERCUTS VOL 1</b> Various	Masterscuts CUTSLP 1/CUTSMC 1 (BMG)

### ADVERTISEMENT

#### REGGAE DISCO CHART

Disc	This Week Last	Title Artist	Label
1	(1)	LET HIM TRY Freddie McGregor	Big Ship Records 85T 1
2	(2)	TEACH THEM Chaka Demus	Blue Mountain BM109
3	(3)	DANCEHALL ROCK Barrington Levy & Cuffy Banks	12MNG 781
4	(5)	BANDELERO Peches	Jamez JAM 205
5	(7)	WALK AWAY FROM LOVE Mike Anthony	Joe G/JGD 004
6	(4)	GIVE ME YOUR... Morica Griffin & Cuffy Banks	PHR 1 4
7	(12)	I WANNA SEX YOU UP Calvin	White Label 5DK 005
8	(8)	YUSH Cuba	Penthouse PHR 12
9	(7)	RESPECT TO YOU Bessie Hammond	Penthouse PHR 1 0
10	(6)	GAL GORGON Briaun General	Musk Street MS 006

### JET STAR 081 961 5818

#### REGGAE CHART

This Week Last	Title Artist	Label	
11	(11)	LONG JOHN Capleton	White Label DRT 17
12	(16)	GUN TALK Redrose & Tony Rebel	Greenleaves GRED 304
13	(10)	YOU'VE CHANGED Sir Lloyd & Gray Sinden	Roadies SLT 03
14	(17)	STEP ASIDE Bessie Hammond	White Label FAS 4
15	(14)	GIRLS WINE Shabba Ranks	Digital 8 DBT 4
16	(19)	LOVE & HATE Reggie Stepper & Roman Seaward	Shabby SR0001
17	(-)	STORMY WEATHER Trevor Sparks	TFF TFC 0001
18	(20)	GAL LOSE THE WORK Apache Scratch & Slaggy	RNS SD 43
19	(13)	FRESH VEGETABLE Tony Rebel	Penthouse PH 94
20	(-)	YOU KNOW YOU WANT TO... Dennis Brown	GRED 309

### ADVERTISEMENT

#### REGGAE ALBUM CHART

This Week Last	Title Artist	Label	
1	(1)	THINGS A GWAN Various	Digital B/DRLP 1
2	(4)	I CAN'T WAIT Sanchez	Blue Mountain BM109
3	(3)	HI-JACKED TO JAMAICA Mad Professor	AREP 005
4	(6)	DIVINE Barrington Levy	Mango MLPS 1077
5	(2)	GET READY Michael Prophet & Ricky Tuffly	PEL 002
6	(8)	PEACE CPU Meeks B	Antwa AR1L 008
7	(5)	GUMPTION Bunny Walker	Salomonic SMLP 01 4
8	(9)	ONE MAN ONE VOTE Various	Greenleaves GREL 160
9	(11)	START OF A ROMANCE Frankie Paul	Scorpio 851P 11862
10	(-)	THE BEST OF STEELY & CLEIVE Various	SCP 1

**FOCUS**

**ECHOES**

Magazine: *Echoes*, formerly *Black Echoes*, launched in 1976 and renamed in mid-Eighties.  
Cover price: 80p.  
Editorial platform: "The only weekly compendium of all forms of black music."

Key staff: Managing editor — Paul Phillips. Editor — Debbie Kirby.

Circulation: 25,500.

Age profile: 16-31.

Sex profile: 65 per cent male.

Music policy: Comprehensive coverage of the UK and US black music scene, concert news and reviews of UK and import product. "It sounds like black music we cover it. We feature mainly soul, dance, hip hop, reggae and house, and we do try to give space to newer artists." — Paul Phillips.

Typical issue: Definition Of Sound, Barrington Levy, NWA, Ruby Turner, Omar, Technotronic.  
Special features: A DJ info section, street sales chart, compiled from returns from 20 shops in London, Manchester and Birmingham. "We have the only industry reggae chart — compiled from data supplied by around 10 shops." — Paul Phillips.

PR view: "I find *Echoes* particularly good at helping our black artists reach a wider audience. It's especially supportive of our rap and hip hop artists compared with other magazines." — Vicky Bruce, head of press, Jive.  
Ad cost per thousand: £20 based on full-colour page at £1,400 (rate card figures).  
Ed:ad ratio: 75/25.  
Typical ads: Dub Vendor, Circa, Jetstar, Cooltempo.  
Advertiser's view: "We use *Echoes* for specialist artists." — Amelia Cubitt, media planning buyer, The Media Business.

# King pins survival hopes on research

Jonathan King will no doubt find the words "I told you so" rather irksome over the coming weeks.

But few were surprised at the news that his ribald music and lifestyle title, *Revolution*, is taking a summer recess after just four issues.

Although King expects the weekly to relaunch in the autumn, many think the writing is on the wall.

Mark Williams, general manager at Virgin Records, who was critical right from the beginning, feels *Revolution's* disappearance last week was inevitable, although he didn't expect the fall to be so rapid.

Despite the litany of what have come to be known as King's Follies — *Revolution's* disregard of market research, lack of promotion, launch during the recession and very wide target group — he claims distribution lay at the root of the title's suspension.

King concludes that *Revolution*, which needed to shift 60,000 to break even, was so unique that it was not comparable with other youth titles and so it was difficult to pinpoint which retailers and wholesalers to approach.

"It dawned on me before we



*Revolution: King appeals for reader response in last issue*

released the magazine that this would be a problem," he says. "After we launched, shops were selling anything from 0-100% and I decided it would be better to stop and reposition before continuing."

King is particularly vociferous on the problem of magazine returns taking so long to process — about six weeks — that he had no idea what sales figures he was achieving and from where. But given his previous experience in launching *Rain*, for example, one would have expected him to have known that beforehand.

When the sales figures are finally calculated by distribu-

tor IPC Market Force, King hopes to discover not only if and where *Revolution* sold its 100,000 copies each week, and its percentage but, what the readers think.

If *Revolution* does rise from the ashes it will return with a fresh look at distribution and a new business plan, but the controversial content, design and marketing approach will be unchanged.

King says ad revenue came in well on target for the first four issues but advertisers will need assurances the title will succeed second time round.

*Revolution* Mark 2 has a lot to prove. **Paula McGinley**

**CLASSIC EXPERIENCE III**



## ADVERTISING SURVEY

EMI tops MW's advertising survey for May after spending £198,000 on radio, television and press advertising for its gold Classic Experience compilation.

Also in the top 10 (spends in £000s) were Telstar for Massive Hits (155), Chrysalis for Smash Hits — Massive!

(125), Telstar for Unchained Melodies (113) and Deep Heat (89), CBS for Thinking Of You (77), RCA for Eurythmics Greatest Hits (73), Island for Bob Marley And The Wailers (72), Epic for The Stranglers' Greatest Hits (69) and Dino for Love Supreme (59).  
Source: MEAL

**EXPOSURE**

**MONDAY JULY 1**

Wogan featuring Bros.  
BBC1: 7-7.30pm.

**TUESDAY JULY 2**

Jazz 625 featuring Alex Welsh and Henry "Red" Allen, BBC2: 11.15-11.50pm.

**Classic Documentary**

featuring James Brown, Radio One: 9-10pm.

**WEDNESDAY JULY 3**

The Best Of The World featuring EMF and Warrant, Channel Four: 6.30-7pm.

**Cult Heroes featuring Jim Morrison, Radio Five: 9.30-10.30pm.**

**Wogan featuring OMD**

BBC1: 7-7.30pm.

**THURSDAY JULY 4**

Top Of The Pops, BBC1: 7-7.30pm.

**FRIDAY JULY 5**

The Best Of The World featuring Jason Donovan, Bruce Dickinson and The Dream Warriors, Channel Four: 6.30-7pm.

**Afropop Worldwide**

featuring Aster Aweke, Radio Five: 8.30-9.30pm.

**SATURDAY JULY 6**

The ITV Chart Show, 11.30am-12.30pm.

In Concert featuring Courtney Pine and Violent Femmes, Radio One: 10-11pm.

# THE music week CHARTS IN MINUTES

PHONE SERVICES AVAILABLE FROM 9.30am EVERY MONDAY.  
CALLS CHARGED AT 34p PER MINUTE OFF-PEAK, 45p PER MINUTE PEAK TIMES.

**0898 5052**

- +89 Top 75 SINGLES, ARTIST LP and COMPILATION LP Charts — new entries + what's on TOP OF THE POPS this week.
- +90 Top 75 SINGLES — new positions.
- +91 ARTIST and COMPILATION LP charts — new positions.
- +92 Played extracts from SINGLES new entries.
- +93 A run down and extracts from the next 25 breakers bubbling under to Top 75 SINGLES charts.

# A Cut Above The Rest ...



**JOHN MAYALL**  
Waiting For The Right Time  
ELITE 001 PCD ELITE 001 PMC



**CARAVAN**  
Songs And Signs  
ELITE 002 PCD ELITE 002 PMC



**BLOOD, SWEAT & TEARS**  
Smiling Phases  
ELITE 005 CD ELITE 005 MC



**MICK ABRAHAMS**  
All Said And Done  
ELITE 007 CD ELITE 007 MC



**FLEETWOOD MAC**  
Like It This Way  
ELITE 008 CD ELITE 008 MC



**THE CORRIES**  
The Best Of  
PWKS 4054P PWKMC 4054P



**ABBA**  
The Hits 2  
PWKS 500 HSC 3229



**MAMAS & PAPAS**  
The Very Best Of  
PWKS 509 HSC 3301



**DIONNE WARWICK**  
25th Anniversary Collection  
PWKS 512 HSC 3243



**MADNESS**  
Its ... Madness  
VWPD 107 VWPC 107



**BUDDY HOLLY**  
Moodreams  
PWKS 580 HSC 3294



**TOM JONES**  
Great Love Songs  
PWKS 587 CM4 2086



**PATSY CLINE**  
The Best Of  
PWKS 524 HSC 3192



**NEIL DIAMOND**  
The Very Best Of  
PWKS 510 HSC 3200



**THE LITTLE MERMAID**  
Soundtrack  
DSTD 451 DSTM 451



**ELAINE PAIGE**  
Love Hurts  
PWKS 513 HSC 3240



**GARY GLITTER**  
Back Again  
PWKS 4052 PWKMC 4052



**BREAD**  
The Very Best Of  
PWKS 518 HSC 3244



**MIKE OLDFIELD**  
Five Miles Out  
VWPD 106 VWPC 106



**ROY ORBISON**  
The Legend  
PWK 4038P PWKMC 4038P



**VIVALDI**  
The Four Seasons  
PCD 800 CTC 7575



**OPERA SPECTACULAR**  
Various  
MCD 15 MCC 15



**HOLST**  
The Planets  
PCD 890 CMCPC 890



**CLASSICAL SPECTACULAR**  
Various  
CDRP 9001 ZCRPD 9001



**STRAVINSKY**  
The Rite of Spring  
MCD 25 MCC 25

# And Still The Best.

PICKWICK - 081 905 9999  
V.S. - 010 3531 762771

**PICKWICK**  
Pickwick Music is a division of Pickwick Group plc.  
The Hyde, London, NW9 6JL



# The bargain basement take a trip upmarket

Budget product needn't mean a downmarket image. Martin Aston reports

Cheap may be cheerful in times of recession but it can be a danger appearing down market to credibility conscious music consumers.

With retailers reporting increased consumer resistance to rock bottom prices, it is hardly surprising that the main thrust of labels' marketing activities has been in the mid-price sector. Low price specialist Pickwick has met the problem head on in developing a more upmarket image for its product and claims that so far '91 has proved its best year for audio sales. Group marketing manager Melvin Simpson admits that the company has gone as far as to banish the word "budget", not just from its operations but its offices too. Low price labels can no longer afford to depend on what Simpson candidly calls, "the dross," that used to be budget.

"Our Elite label licenses material from companies like Virgin and Sony which stacks up against some of the best of their releases," says Simpson, referring to a catalogue which has creamed off some of the best of Britain's progressive rock movement (from John Mayall and Soft Machine to Caravan and Camel). Meanwhile, the likes of Iron Maiden and Al Stewart have made a useful addition to MFP's perennial catalogue of MOR favourites.

At Castle Communications, this year's slight upturn in sales is attributed to consistent quality of repertoire. Triple-box sets compiled by experts such as The

Metal Box collection and Fleetwood Mac's Blues Years re-issues at £19.99 have already sold a healthy 20,000 and 11,000 since release in the new year.

But according to marketing manager Malcolm Packer, price is still crucial: "Whereas the full CD price can go up to £13.99, when consumers see CDs on the shelf at £5.99 like our Castle Classic series, which are the original albums in their original packaging, and not interfered with in any way, they perceive them as good value for money."

Significant changes have been made at Video Collection International stablemate Object Enterprises. A name change to Music Collection International, a new management team, and a new mid-price policy will, it believes, enable it to maximise sales in a market perceived as relatively uncrowded.

Acquisitions manager Steve Dunyans says "You can work on better margins and retailers are happier to work with mid price than budget. Especially since the advent of video, shelf space is at a premium and they want turnover with a higher profit per unit."

MCI releases on its Music Club label are positioned to capture both collectors and the casual, 'downmarket' buyer, says Bunyan.

One effect of the recession has been to speed up the transfer of titles from full to mid-price; as sales stutter, it makes sense to revitalise them. While the major



Lower price reissues often stimulate back catalogue



A&R driven labels concentrate on new releases and chart positions, the specialists can start exploiting their catalogues.

There is no hard and fast rule for the lapse between full and mid price, although five to six years is the average with releases often timed around Christmas.

Melvin Simpson cites The Best Of Culture Club as a good example. "They were the biggest thing around in 1982 and 1983," he says, "and now they're on low price. The album even missed out mid price completely. The Best Of Madness is another example from that era."

In Beggar's Banquet's case, the full-price Fall and Go-Betweens' compilations released in 1990 allowed both groups' back catalogues to become mid price, even including the Go Betweens' 16 Lovers Lane, originally released as recently as 1989.

"We've always tried to be fair to consumers," says Beggars' sales

manager Graham Jelfs, "and if fans want to go further after hearing a 'best of' release, then you shouldn't expect them to pay full price."

Starting July 8, the Beggars' Rock Against Recession campaign will cover the label's whole 'Lowdown' mid-price catalogue.

Jelfs says the aim is to shift units by repositioning the whole mid-price catalogue rather than just the newly mid-priced range, but Beggars also wants to inject some fun into the proceedings.

"We're aiming towards the independent dealer, because we know our rules might not fall in with the chains, but there is nothing to stop their involvement," says Jelfs.

Innovative campaigns are likely to prove the key to sustaining mid-price sales in a climate which will continue to hit both impulse buyers and dedicated browsers.

Mid-price labels tend to position logos so as not to "interfere" with the sleeve design. "I was playing the branding down," says a Pickwick spokesman.

"Repertoire is god, as it were." See For Miles is the exception; but since it prefers to show sleeves in their original condition, it only puts its logo on the front when covering up the original label. See For Miles is also the only label to use a graphic logo (a woman with outstretched hands with surrounding clouds) rather than a simple brand-name (eg Castle Connoisseurs).

## Recession busters: what's on offer . . .

One of the biggest promotional campaigns to roll out this summer is Beggar's Banquet's Rock Against Recession. The label is promoting its full catalogue of 60 albums, of which there are 18 new titles, plus another five on Situation Two.

The most promising additions include three Fall releases; two pieces from Gene Loves Jezebel and Howard Devoto's Luxuria; and The Go-Betweens' 16 Lovers Lane. All are released on July 8 at a dealer price of £2.79 for vinyl/cassette and a highly competitive £4.25 for CD.

Castle Communications' labels are aimed more at a Q

age group.

Highlights of its mid-July Castle Collectors double-play releases (dealer price £3.64 on cassette, £6.00 on CD), subtitled The Collection, include Ian Hunter, Leo Sayer, Steeleye Span and Robin Flower.

Castle Classic (£2.43 on cassette; £3.64 on CD) reissues Joe Cocker's Jamaica Say We Will and Cocker Happy albums, while Castle's Knight Records has a late August release for five Soul Years compilations (1980 through to 1984) — £4.86 for double cassette, £7.27 on double CD.

The pick of Pickwick label releases (CD only dealer price

£3.57) are The Best Of The Kinks, The Best Of The Searchers, an Andrew Lloyd Webber collection and the Seventies/disco-based Dance Power — Volume One.

The Very Best Of Tommy Steele and Vince Hill's Love Songs will appeal to the over-40s, as will Pickwick's Columbia Collectors titles, which include Johnny Mathis's Night And Day, Billy, Ella, Lena and Sarah and The Bing Crosby Collection 1928-32. Dealer price is £3.57.

There are no Elite releases until the autumn, but a promotional campaign runs from mid-July through

August, profiling the best of the back catalogue plus new releases.

Music For Pleasure's mid-price Fame label re-releases Vixen's eponymous debut album, New Model Army's Thunder & Consolation and Marillion's Misplaced Childhood on July 22 (£3.04 vinyl/cassette, £4.85 on CD). On the same day, MFP's Doubles label (double CD only £6.08) issues three MOR-orientated collections; Somebody Loves You (love songs), Unforgettable Melodies (orchestral arrangements) and the self-explanatory Fabulous Fifties.

# Shuffling up a superior deal

An attractive price isn't the only way to tempt the consumer say the experts

Collectors label See For Miles' last advertising campaign was in autumn, 1990, when 220,000 catalogues were inserted in Q and another 30,000 in direct mailing shots. Each month, the label takes a strip column ad in *Record Collector* and Q, "because I get a good response," says general manager Mark Rye. "I tried campaigns in secondary magazines like *Yachting Monthly*, trying to pinpoint the collectors market, but they weren't cost effective. Neither are the *NME* or *Vox* because it doesn't deliver an old enough readership for us."

**Melvin Simpson**  
Group marketing manager, Pickwick  
"Most of our accounts have dedicated 'low price' space for our product, which takes in the likes of Woolworths, Asda, Boots, and a number of other retailers. This space is maintained and restocked by our own salesforce so we can control exactly what that space looks like and what gets prominence."

"It depends on the arrangement with the retailer, but supermarkets don't have specific music buyers, so they delegate the responsibility for stock control to the experts."

"We also give great attention to sleeve design. We used to go downmarket, invariably with a great big title and a tracklisting. Some of those principles still apply, but we've improved the visual quality so that they're attractive, but not too clever or esoteric, and tell the punter what they're getting, while the title will be prominent in a waterfall display. 'Greatest Hits' compilations are bought for specific songtapes so we aren't afraid to put them on the front. Obviously, people notice product because of the price."

"In our favour is the fact that we have very few titles that we doubt will sell. We aren't at the mercy of trends, so we don't need to put a strong advertising campaign behind releases. Our job is to deal with major labels to make sure we take a stream of very good product, so that retailers are aware of us."

"We're finding that, in general, point-of-sale material isn't nearly as important as it was. Retailers usually want to control this so it's more a case of setting up specific promotions with them. We run occasional one-off point-of-sale campaigns, but usually they are linked to other promotions, like the low-price Heartbeats compilation, for which we printed about 400,000 leaflets. We tied it up with a restaurant chain and Interflora, and received 7,500 replies."

"We don't want to belittle the independents but our sales machine is geared towards larger outfits. EMI has reps who can also sell in mid and low price product but we can't, so we tend to do it through wholesalers."

"Elite is a real departure for us. Initially, we aim to build up a strong catalogue, and then by Christmas decide which titles have worked. We're thinking of radio campaigns, but we're still talking to all major retailers - about potential in-store promotions. It's hard to get dedicated feature space for 12 titles. But we're not ruling that out in the future."



**Steve Bynan**  
Marketing and acquisitions manager  
Music Collection International

"There are only two ways of competing at shelf level. The first is through the sleeve design. For example, when we planned *The Yardbirds* compilation, we bought all the other *Yardbirds* compilations, and worked out why each one worked or didn't work, so that ours could be the first to attract consumers' attention by standing out in the rack."

"Our design company are young and very energetic, and very good at experience in designing product which has to compete with very similar product that depends on its packaging. I think companies make the mistake of not following the design to the inside and back of sleeves."

"Consumers always turn the CD over, so we try and make the track listing a little more interesting so it becomes part of the whole design. Then each package has the highest quality release possible. It's

**Nidge Thornton**  
Assistant manager, Tower Records,  
Piccadilly Circus

"Most mid and low price purchases are impulse buys, especially when there are new titles. A lot of people buy CDs to replenish their old albums and for convenience. They might not be thinking of buying anything in that range, but they see a bargain and just buy it. Considering that a lot of customers are tourists, a lot don't realise how cheap the product is until they reach the till point."

"People take notice of reissue collections in magazines such as Q and Vox; especially when they are looking for product that has been unavailable for a while. We display a fair selection of mid price prominently. We've done

definitely been noticed by retailers."

"The other way is through price, which we deliberately keep lower than comparative mid-price compilations, at £5.99, or just over £6.00 because of the new VAT rate, as opposed to £7.99."

"It's difficult to get point-of-sale material into the stores, especially when you have a very broad range of material like Music Club. Consumers interested in *Hooked On Classics* won't be interested in punk, and vice-versa. It would be impossible to have point-of-sale for each title, as stores won't have that much throughout the shop."

"We prefer to use our budget to offer discount or better terms to the stores so they'll stock more, and hope that the product will sell through on its own merit. We try and get efficient distribution to get it out in the marketplace. I don't see other mid-price reissue labels doing that much point-of-sale."

successful campaigns with Warners and Sony when we have lowered the price a bit, and displayed the product throughout the store with generic posters, big header and reader card boards and discs hanging from the ceiling."

"We definitely get enough promotional material from labels, but our own art department tends to do it all."

"The Clash, Dylan, The Stones, Led Zeppelin and Joni Mitchell have all been excellent sellers, but *The Doors* are the best at mid price. The Best Of The Blues Brothers always sells extremely well."

"Compilations tend to do as well as the labels stop advertising. Castle Collections' releases sell because they look

original, have new artwork and are value for money."

"Classical titles like the Walkman range and MFP do remarkably well. One area we've noticed an upsurge in is rock 'n' roll oldies, mainly due to availability. There have been lots of singles collections, based on the years people were born in. We don't stock the really cheap stuff anymore because too many are returned. At £3.99 it just looks cheap and nasty. People thought they were buying a bargain but they weren't. The quality just isn't good enough."

**Tim Bright**  
Manager of The Record Shop,  
Kingston, Surrey

"Back catalogue rock releases at mid price are the sort of thing we sell all the time, but we don't sell compilations. Our customers are too discerning. There's a good chance they'll have half the albums of the artists who are featured on them, which won't happen with customers in Smiths and Woolworths, where people pick records up and think, 'I'll buy that.'"

"We're shipping tons of stuff that you can't get from companies in the UK, especially vinyl. Some of the stuff is slightly above mid price, but we can still sell them at £6, which is a good price. Deleted Warners product like the Yes albums, Fleetwood Mac and Joni Mitchell sell well. Castle is doing some good stuff - the whole of the Motorhead catalogue is available again, and Black Sabbath ticks over all the time."

"Then there's Uriah Heep and Hawkwind's back catalogue and the Virgin stuff like Gong and Steve Hillage and Genesis too. We don't sell dozens a week but we never get stuck with them. The Doors have always been big sellers."

"We couldn't shift any classical at mid price. You need a big classical selection. They always want the version you haven't got. The less you stock, the less you sell."

"None of us here are keen on CD, but we stock them. CBS' mid-price campaigns are only on cassette and CD now. I think we're in a minority. CD sales are definitely going up, although we're definitely down on last year, especially when you think prices and overheads have gone up."

"We rarely get promotional material, but if we do, it's posters, window and in-store displays and sleeves."

"I'd say we could always do with more but the record companies are more interested in promoting their full-price catalogue. But I think customers do take notice."

BEGGARS  BANQUET

SITUATION  
• TWO •

 SPECIAL  
**LOWDOWN**  
 LOW  
PRICE

BAUHAUS  
THE BOLSHOI  
IVOR BIGGUN  
JOHN CALE  
THE CULT  
DIED PRETTY  
THE FALL  
FIELDS OF THE NEPHILIM  
FLESH FOR LULU  
THE FUZZTONES  
GOAT  
THE GO-BETWEENS  
GENE LOVES JEZEBEL  
ROY HARPER AND JIMMY PAGE  
MURPHY / KARN - DALIS CAR  
THE IAN LOWERY GROUP  
THE HEARTBREAKERS  
LOVE AND ROCKETS  
THE MIGHTY WAH!  
COLIN NEWMAN  
KING BLANK  
THE LURKERS  
DAVID J.  
LUXURIA  
NICO  
GARY NUMAN  
PIERCE TURNER  
TONES ON TAIL  
PETER MURPHY  
PASSION FODDER  
THE ICICLE WORKS  
THE MERTON PARKAS  
TUBEWAY ARMY  
RED LORRY YELLOW LORRY  
THE HYPNOTICS

A comprehensive campaign including press ads., instore p.o.s. and competition prizes. This months new additions highlight the LOWDOWN catalogue which consists of over 70 competitively priced, quality titles.

LP & MC - £2.79 CD - £4.25

BEGGARS BANQUET LOWDOWN

via Warner Music Distribution

TO ORDER:

SITUATION TWO LOWDOWN

via RTM

For ROCK AGAINST RECESSION campaign details contact your Warner Music Rep, telesales or Tony Simpson at Warner Music Distribution.

**ROCK  
AGAINST  
RECESSION**

Stage 3 Promotions

THE ONE STOP

For all your Promotional products From Concept, Artwork and Design, to Production and Delivery or Distribution We can handle the whole project for you

WE CAN SUPPLY — T. Sweat & Polo Shirts \* Custom made garments and products \* Hats \* Mugs \* Pens \* Stickers \* Sew-ons \* Jackets \* Embroidery \* Badges \* Pennants \* Key Fobs \* Sunstrips \* Lighters \* Boxer shorts \* Headbands \* Sweatshirts \* Towels \* Coasters \* Diaries \* Sigmats \* Wristwatches \* Sports Bags \* Jogging Suits \* Leisure wear \* Umbrellas \* ALL YOUR FUTURE PROMOTIONAL REQUIREMENTS

Printed or personalised to your specification

WE CAN OFFER — Reliability \* Flexibility \* Personal service \* 100% effort \* Retail, Wholesale and Mail Order Distribution \* Corporate Leisurewear Production \* Management of Mail Order Fulfillment, International, Fan Clubs and Artist Merchandising

OFFICES IN LOS ANGELES AND MELBOURNE

Stage 1

CALL US NOW

Stage 2

TELL US WHAT YOU NEED

Stage 3 Promotions

Unit 12, Threshers Yard, Kington, Oxon OX7 6YF  
Tel: 0608 659200 Fax: 0608 659222

Stage 3 International

id MUSIC SYSTEMS

MODULAR SHOPFITTING

VERSATILE RANGE OF COMPATIBLE DISPLAYS  
STORAGE AND COUNTERS FOR ALL MUSIC AND VIDEO FORMATS

FREE PLANNING AND SHOP DESIGN

TEL: 0480-414204 FAX: 0480-414205

INTERNATIONAL DISPLAYS — MUSIC SPECIALISTS

REWARD £100,000 + CASH

available

WE ARE MAJOR BUYERS OF OVERSTOCKS ie: CDs, TAPES, LPs, VIDEO FROM RECORD COs, DISTRIBUTORS, RETAILERS  
AND WE PAY TOP CASH

Contact:

CIRCUIT WHOLESALE

Phone: 081-205 3697 Fax: 081-205 6493

Mobile: 0831-456 363

EXPORT ORDERS WELCOME

FOR SALES

3 ESTABLISHED DANCE MUSIC SPECIALIST RECORD SHOPS

Shop in Soho, Streatham and Liverpool available as an existing chain or individually.

Apply to:

Matthew Hutchinson

Tel: 0628 667124 Fax: 0628 667507

**POSTING RECORDS?**  
Then use our PROTECTIVE ENVELOPES!

For ALL your packaging needs SEND NOW

Specialist design and production of all types of protective envelopes for all types of records, tapes, CDs, cassette tapes, video tapes, etc.

Telephone: 071-224 4473 Fax: 071-487 4759

CASTLE HOUSE, 25 CASTLEREAGH STREET LONDON W1H 5YR

TRACK Sound + Vision

Will buy all overstocks, deletions, surplus stock. Any quantity, large or small. Anywhere in the UK, CDs, cassettes, records and videos.

Tel: 071-224 4473, Fax: 071-487 4759.

Mobile: 0831 815277

CASTLE HOUSE, 25 CASTLEREAGH STREET

LONDON W1H 5YR

FOR SALE

Retail and Mail Order Business, south London.

Current turnover £6,000+ per week.

£30,000 plus SAV or near offer

Tel:

081-530 6830

RECORD STANDS

FOR LPs, CDs AND TAPES + A SINGLES WALL RACK.

GOOD CONDITION REASONABLE OFFERS INVITED

For information telephone (091) 373 2554



EXTENDED CHARTS SERVICE

from Chart Information Network Company

EXCLUSIVELY FOR MUSIC WEEK READERS!

CIN can bring you all the chart information you need through our special charts fax service

An invaluable supplement to Music Week's charts listings, the CIN fax service will fill on all the missing numbers for you AND can supply you with extra full-length charts available nowhere else.

7 inch Singles.....	Top 100
CD Singles.....	Top 50
CD Albums.....	Top 100
Cassette Singles.....	Top 50
Cassette Albums.....	Top 100
Vinyl Albums.....	Top 100
Classical CDs..... (monthly)	Top 50
Country Compilations..... (fortnightly)	Top 10
Scottish Singles.....	Top 75
Scottish Albums.....	Top 75
Kiss 100 FM Dance Chart.....	Top 40

FOR MORE DETAILS PLEASE CONTACT AMY HOWARD AT CIN ON

071-334 7333

UNLIMITED SELECTION

We've a huge choice of quality records easily available, we buy records worldwide & we constantly updating stocks and making our customers

If you're on FAX... try our Fax Order Service and take advantage of the best offers in the world on record breaking time.

FAX ORDER NO. 0952 620361

or phone 0952 616911

OLDIES UNLIMITED

Dept M97/5, St Georges Talford, Shropshire TF10 9HO  
Tel: 35493 Oldies G



NOT ANOTHER BROKEN RECORD!

Make damaged records a thing of the past with Swan record menders, LPs, Singles and CD's. Available from stock, or custom made with your own logo at competitive prices. So don't take chances - get Swan protection behind you - call us today.

Ask us about our full range of packaging products including gift bags

SWAN RECORD MENDERS

Unit 6, Pinewood Road, Ensham, Indreth, Essex, Colby, Northons, N147 2AP  
Wendore, 02381 00272  
Fax: 02381 00127

COMPUTER GAMES

- \* SPECTRUM C64/AMSTRAD GAMES from 50p
- \* AMIGA/ATARI ST. GAMES from £1.50
- \* WE ALSO STOCK JOYSTICKS AND OTHER COMPUTER ACCESSORIES
- \* ALSO NEXT DAY DELIVERY SERVICE GIVEN IN THE UK

For more details contact:

ALAN HESFORD, COMPUTER SOFTWARE DISTRIBUTION ON 061-371 8423 or 061-301 1995

Profitable Multiple Recording Studios and Copying Suite Fully staffed, operational, equipped to high standards of sophistication with well-furnished management suite, etc

seeking MAJOR USER/PARTNER

for minority acquisition or possibly the sale of controlling interest. Financing terms are on offer

Call NOW to

Jane Harris on 071-485 4810

REWARD

CASH AVAILABLE

For the purchase of libraries/ collections/conditional surpluses/private collections/ reviews, etc. etc.

Records/Audio Cassettes/ Compact Discs/Video Cassettes/Books of all musical permutations

Many years experience enables a complete and discreet service to the radio and music business community. Diligence not a problem. Give us a try

CHEAPO CHEAPO RECORDS LTD  
53 Regent Street, London W1  
Tel: 871-437 8272  
Non-10.00am



LEICESTER  
TEL 0533-536136  
FAX 0533-514485

QUALITY PRINTED SLIP MATS

FASTFORWARD  
20 WILSON WOOD ST  
BATLEY CARR, W17T 6NE  
TEL: 0624-451750  
FAX: 0924-411437

music week

CLASSIFIED ADVERTISING RATES

APPOINTMENTS £18 per single col centimetre  
BUSINESS TO BUSINESS £12 per single col centimetre  
NOTICE BOARD £10 per single col centimetre

ALL PRICES ARE EXCLUSIVE OF VAT  
Appointments and Business Ads have a minimum size of 4cm. Notice Board (non-trade) Ads have a minimum size of 2cm.

Music Week, Spotlight Publications, Ludgate House, 245 Blackfriars Road, London SE1 9UR

Tel: 071-620 3636 (ext 5468)

Fax: 071-401 8038

## APPOINTMENTS

## STOP, AND THINK

To date CK Appointments have successfully located and appointed many production, secretarial, copyright, accounting and marketing staff for and on behalf of many clients in the music, video & ancillary services.

Your staff are your company.  
Don't you deserve the best?  
071-491 1045

Appointments  
Music & Video  
**CK**

## Music Zone

THE NORTH WEST'S MOST  
PROGRESSIVE MUSIC CHAIN

STOCKPORT - LEIGH - BOLTON - WIGAN - ST HELENS  
"MANAGEMENT AND SALES POSITIONS"

MUSIC'S REQUIRED • MUST BE ENTHUSIASTIC, HAVE  
INITIATIVE AND BE HIGHLY MOTIVATED  
If you love music and hard work apply in writing to:

Miss C Horn,  
General Manager, Music Zone  
39 The Galleries, Wigan WN1 1FX.  
Please state position/shop interested in.

INTERESTING MUSIC PUBLISHING  
OPPORTUNITY

London Based

Enterprising, hard working and ambitious person required to develop and administer small rock, film and world music catalogue. This full time position will involve developing many dynamic and creative uses of the full catalogue on a world wide basis, setting up UK company, and overseeing international collection. Publishing background essential. Remuneration package tailored to the right individual and will include incentive scheme.

Please apply with CV to:  
Real World  
21 Conduit Place,  
London W2 1HS

## NOTICE BOARD

## LOOK

GIVE ME A BREAK!  
— IN THE MUSIC INDUSTRY

Young, enthusiastic individual with love of music desperately seeks job

Telephone Chris Farrow  
0705 854043 (work)  
0730 64941 (home)

## Enthusiastic Male (30)

SEEKS WORK IN  
MUSIC INDUSTRY

10 years experience (wholesale & retail).

Phone Duane Wilson  
on 071-627 4528 for CV

## SELLING YOUR CAR?

## FLOGGING YOUR HOUSE?

## SHIFTING YOUR RECORD COLLECTION?

To sell personal items fast, or to make an announcement to Music Week's 50,000+ readers

Call 071-620 3636 ext 5468

GET NOTICED IN NOTICE BOARD

INT CO-ORDINATOR.....	£17,000
<small>Experience essential</small>	
PATO MD.....	£16,000
<small>10000 w/hk. Priority</small>	
VIDEO PA.....	£15,000
<small>Editorial Secretarial 1000/80</small>	
TV/SALES.....	£13,000
<small>60 hrs - includes co-ordinator</small>	
A & R PA.....	£14,000
<small>60 hrs - European language</small>	
MANAGEMENT REC.....	£9,000
<small>Great Opportunity 50 hrs.</small>	



The permanent and  
temporary secretarial  
consultants to the  
music industry

Handle  
Recruitment  
071-493 1184

## S.U.C.C.E.S.S.

JUNIOR SECRETARY  
£10-12K  
SHORTHAND 80WPM  
TYPING 50WPM

Very demanding post within a music video company.

MUSIC MANAGEMENT  
SEC £11K

Young bright secretary, ideally with some experience within the music industry.

COPYRIGHT ASSISTANTS  
£11K+

ROYALTY AUDIT

Junior Accounts and Royalty background with the desire to move over to audit.

Success Appointments

12/14 Argyle Street, London W1V 1AB  
Tel: 071-287 7722. Fax: 071-734 1692

## Panther Music

Due to continued expansion a vacancy has arisen for a

VAN SALESPERSON  
FOR THE NORTH OF ENGLAND

An exceptional person is required with recent record retail/wholesale experience based Manchester or Leeds. The successful applicant will have enthusiasm, reliability, a pleasant personality, excellent product knowledge, a capacity for very demanding work and be willing to work away from home.

High rewards for high performance — No wimps!

Please apply in writing, with full CV to:

Graham Jones, Panther Music, Unit 4, Chapmans Park Ind Estate,  
378-388 High Rd, Willesden, London NW10 2DY

## SECRETARIAL ASSISTANT

Independent Record Co EC1

Accrete shorthand typing, numeracy and good telephone manner. Ideal for someone who wants to learn all aspects of the record business.

Box No 7005

## Managing Editor

## The Music Sales Group

Music Sales is now the UK's largest publisher of pressed music, and has just been named as Publisher Of The Year by The Music Retailer's Association.

The group has an immediate vacancy for a Managing Editor to commission new titles.

The postholder will oversee the editing and engraving of a large and varied list, ranging from educational and classical titles for Chester Music to matching folios for the latest hit albums.

Candidates should have a music degree or equivalent, and several years' music editing experience, plus real commercial acumen. Wide musical experience and interest, along with a keen eye for detail, are also prerequisites.

This is a rewarding and challenging position in an internationally successful music company. If you would like to be considered for this key role, please write with a full CV to:

Robert Wise, Managing Director,  
The Music Sales Group,  
8-9 Frith Street, London W1V 5TZ.



The Music Sales Group  
Bringing you the world's best music.

SALES  
MANAGER

## OVERSTOCKS &amp; DELETIONS

Caroline International Ltd is looking for an experienced person to fill the above position.

As international distributors we buy and sell worldwide, so we are looking for someone who has extensive overseas contacts and is willing to travel.

This is a senior position and it offers an excellent salary and benefits package, including a company car.

Please writing in confidence with CV to:

Ania DeBerg,  
Caroline International Limited,  
56 Standard Road,  
London NW10 6ES.

## TO PLACE AN AD

Telephone:  
071-620 3636 ext 5468  
or Fax: 071-401 8035

# PRS: we have not 'lost' £9m

Your front page headline — "PRS faces up to 'lost' £9m" (MW, June 22) — was large enough and sensational enough to be instantly taken in, and easily remembered. The same was not true of the story itself.

The PRS council and management would like to point out that the Society has not "lost" £9m: it can and does publicly account for every single pound it receives, earns, pays in tax and administration, and distributes to its members in its own territory or to overseas members

through affiliated societies worldwide.

Your headline implies anything from corporate absent-mindedness, through gross carelessness, to — at worst — malpractice on a grand scale.

The PRS council and management strenuously reject each and any of those implications.

While treating as "news" an ongoing and (within PRS) well-documented set of difficulties, your story does not give a full picture, and in such a complicated matter only the full picture is a true picture.

In 1990 £1.76m was collected from live "pop" concerts for which programme returns were sought and received by PRS, and after deduction of administration costs this will be distributed this month (less payments on account already made last December) by reference to those programme listings.

A further £9.21m was collected from thousands of venues covered by PRS blanket licences. Some of these royalties were undoubtedly for performances for which programmes should have been

submitted, but were not.

The bulk were for performances for which the licence fee was below the level (£200) at which it is PRS policy to require programmes. Most of this money will be distributed by reference to radio logs.

That historically is the fairest method it has been found possible to use, at a reasonable administrative cost to members.

**Terri Anderson  
Controller, public affairs  
PRS  
29/33 Berners Street  
London W1P 4AA**

## How about a one stop CD shop?

I applaud the news that WH Smith, HMV and Our Price are investing in music retailing.

In the light of the considerable distance still to go before there is 100% CD player ownership, wouldn't it be a splendid idea for retailers to sell hardware as well as software?

The lack of public knowledge about CDs is incredible — how better to relieve that ignorance than through a friendly local record shop?

**John Waite  
Pavilion Records  
Wadhurst  
TN5 6SJ**

## Disgusted of Northern Ireland

I wish to register my disgust at your decision to remove Daniel O'Donnell albums from the UK country music charts.

I hope you will apply the same decision to other artists such as Jim Reeves, Patsy Cline and Slim Whitman.

What percentage of songs sung by many of the contemporary American country artists would you consider as country? Or how many of these artists would you consider as country artists?

I consider this to be an unjust

decision as the reason you have given is equivalent to the changing of a musical definition. Surely O'Donnell's success is not to be disputed?

**B. Ritchie (Loyal fan)  
33 Abbey Gardens  
Belfast BT5 7HD**  
*(This is just one example of a number of letters and petitions received about the change in the method of compiling the country chart. The Chart Supervisory Committee has now invited a representative to advise on chart selection.)*

## Top sellers in Milton Keynes

Woolworths has the biggest sales turnover of all record shops in the Milton Keynes area thus readers will, I am sure, be interested in our sales for the first half of the year in comparison to national sales figures.

Cher leads the way in the singles sector followed by the chart toppers from The Simpsons and Chesney Hawkes, with KLF the top chart act.

On albums, the Greatest

Hits package from the Eurythmics has totally dominated this area and has a massive sales advantage over second-placed Auberge by Chris Rea.

The compilation Unchained Melodies heads the list of the "other chart".

Although the Disney production Rescuers tops the video sales it is closely matched by The Whole Body by Rosemary Conley.

Our sales figures reveal in general that CD singles are

proving more popular than 12-inch singles, but the demand for singles on vinyl is still very strong. Albums sell less each week against tapes and CDs and have to be TV-advertised to attract instant attention.

Footnote: a million thanks for a most informative *Music Week* every Tuesday, we would be lost without it.

**Ted Dunkley  
Sales co-ordinator  
Woolworths  
Milton Keynes**

THE LED ZEPPELIN CLASSIC

# MCGENROE & CASH

# ROCK & ROLL

WITH THE FULL METAL RACKETS

AVAILABLE ON 12", 7", CD AND MC

**MUSIC FOR NATIONS**

(CD) (12) (7) KUT 141

"A SMASH!"

"AN ACE RECORD!"

"WHAT A RACKET!"

"A SINGLE WITH BALLS!"


"SHOULD GO TOP 30-LOVE!"

"LOB THIS ON YOUR STEREO!"

"YOU'LL LOVE ALL OF THIS!"

"AN ABSOLUTE PEACHI!"

IN AID OF



John McEnroe — Guitar

Pat Cash — Guitar

Roger Daltrey — Vocal

Steve Harris — Bass

Nicko McBrain — Drums

Andy Barnett — Slide Guitar

"It's in your advantage to stock this!"

Order now from Pinnacle Records on 0689-873344

and give your customers a faultless service!

**RELEASED MONDAY 1st JULY**

## THE LAST RECORD I BOUGHT

by DANIEL O'DONNELL



"It was the album *No Fences* by Garth Brooks, who I had met in Nashville; his producer is Allen Reynolds, who I worked with on my LP *The Last Waltz*. Having met Garth, and also knowing how successful he was becoming in the US, I wanted to hear more of his music. He is a really fine country singer.

I bought the album on CD in Nashville and later got a British copy on vinyl, which has four bonus tracks. I prefer vinyl because of the packaging, it's more substantial, although the quality of CDs is far superior."

*Singer Daniel O'Donnell is signed to Red Records. He had six of his top selling albums excluded from the Country Chart when its rules changed in May.*

## Riders on the legal storm

Pop stars are strange animals. Ever heard the one about Van Halen, whose tour contract carried a rider that before each date they should be provided with M&Ms delivered in a cut crystal bowl? The right was reserved to pull out if there were any brown ones present!

The story is one of the great "strange, but true" legal tales about the music industry collected by Phil Tripp for his book *Send Lawyers, Guns & Money (The Writ Has Hit The Fan)*.

Tripp, a 40, a US journalist now living in his adopted home of Australia, is planning a trip to the UK later this month to grill some of our own music lawyers for their best stories.

The UK promises to be a rich source according to Tripp, who is devoting a whole chapter of the tome to The Beatles, who were almost as quick on the writ as they were dashing off classic songs.

Tripp's book is aimed at the popular audience, he says. "We are writing it for the bathroom reader. You can go into the bathroom, read two



Once a rocker always a rocker could be Phil Carson's philosophy on his career in the music industry.

From his days as Dusty Springfield's boss to his latest post as assist of JVC's new Victory Music record company, rock has been in his blood.

So don't dare mention dance music in his presence — or you'll get an earful.

"I won't have any of that. I'll never put out a dance or rap record — I'm into rock

and roll," says the 40-something Carson.

Consequently, it's not surprising that he's now working with the likes of David Bowie's Tin Machine, the reformed Emerson Lake & Palmer and another such rock luminaries.

In the past, Carson — a one-time marketing trainee at General Foods — has been responsible for signing AC/DC, Twisted Sister and others and went on to manage Bad Company, Motorhead and Yes.

Born in Oxford and having spent most of his life in the UK, he is now based in Los Angeles.

Is he homesick? "Give me a break. I've got a apartment in Palm Desert and a house in LA and you think I miss this?" he says, pointing outside at the pouring rain.

It's not the only wise decision Carson has made. Not so long ago he was pondering leaving the name Pacific Records for his new company.

## DIARY

Congrats to Rod Stewart who picked up the Silver Clef award — his first ever award in the UK — last Friday. It was presented to him by a typically colourful Elton John and the typically over-dressed Obie — this time in full Sailing gear (geddit?). By way of celebrating, Stewart splashed out £28,000 for a limited edition sports car, and that cash went towards the total of more than £134,000 raised at the auction...

Surprise benefactor of the Brit School Roger Ames wonders whether his donation like those of other sponsors will be commemorated by a plaque in the school... Fears of a wash-out at EMI Music Publishing's roof-top summer shindig proved unfounded when the torrential rain suddenly stopped at 6.29pm last Wednesday, barely 60 seconds before the event was due to kick off. Peter Reichardt's guests included arch-rival Robin Godfrey-Cass, Chris Wright, Rupert Perry, Rob Dickins and lots of others... Gallup is currently being inundated with alleged tip-offs about various acts of chart-hyping. One anonymous letter last week named five titles, all since cleared...

Island Records MD Marc Marot is in a particularly bubbly mood at the moment. Although he's a little frustrated that Scotland Yard has yet to present its NWA report to the Crown Prosecution Service, he's confident that if it does go to court the company has a strong chance of winning... Sounds like David Munns had a typically riotous celebration for his 40th birthday which included receiving two new additions to his stuffed animal collection — an owl and a stoat — and a gold disc from Jason Donovan inscribed Jason 1991 Munns 40... It seems like Chris Rea will no longer be the only artist on the formerly-independent Magnet Records label. East West has big plans on the way...

Tom Dooley

cases and come back to it two days later."

Anyone willing to provide details of any bizarre music cases should contact Tripp by phone on 010 612 212 6677 or fax on 010 612 211 5938.

## Alto, going, going, Gawn

Alto rescuer, property millionaire Roger Gawn, has been quick to assure his new music industry peers that he is not an anonymous Mr Moneybags buying up prime retail sites.

His purchase of the four most profitable Alto stores in fact marks his return to the

business which formed the foundation for his lucrative career.

Gawn made his first move into the business as a young entrepreneur in his early 20s with a Hertfordshire record shop called Sounds in the late Sixties.

"It was a very successful time," he says. "I was only doing it for two years but I did so well I was able to go into the property business."

Some 22 years on, Gawn, 44, is in a much more secure position in his rediscovered role as a music retailer.

But with his background in property, can we expect to see a preponderance of house music in his new Alto stores?



Don't tell Bjorn Again, but the Scenic Crown Hotel in London says it has found the ultimate Abba lookalikes. Arrival — a band not afraid to stick on a false beard in the name of fame — are pictured with the hotel general manager Erik Gangstedt (centre). From July 5, the band, created from a selection of solo artists, will perform in the hotel restaurant every weekend. So if you fancy a little Mama Mia with your pasta, Chiquita with your chilli or Voulez-Vous with your frigs legs then take a chance on the Scenic Crown. Or, not, as the case may be...

Editor: Steve Redmond. News editor: Nick Robinson. Features editor: Selina West. Reporter: Martin Talbot. Production editor: Duncan Hildred. Senior Sub-editor: Andrew Martin. Sub-editor: Tim Barber. Senior ad executive: Judith Rivers. Ad executives: Hugh Fleischmann, Steve Masters, Andrew Wadsworth. Ad production assistant: Kate MacKenzie... Secretary: Cindy Sheppard... Publisher: Tony Evans. Free Spotlight Publications... Group production editor: Neil Sinclair. Group special projects editor: Karen Faux. Group ad production manager: Robert Clarke. Group publishing editor: David Dalton. Executive Publisher: Anthony Brien. Registered at the Post Office as a newspaper. Member of the Periodical Publishers Association. Printed by Postpress Printers... UK subscriptions, including free Music Week Directory every January. EMI from Computer Postings, 120-124 Tottenham Court Road, London W1P 0LP. Tel: 01-464-8142. Fax: 01-464-4873. Europe: 0190-USA810. Middle East: EMI, P.O. Box 1169, US\$249. The Americas/India/Pakistan: 01795-USA, Australia/Far East: EMI Japan 0190-USA8249.

ABC

Average weekly circulation: January to June 1991: 13,250

**music week**

Incorporating Record Mirror

© Spotlight Publications, Ludgate House, 245 Blackfriars Road, London SE1 9UR. Telephone: 071-480-3636. Fax: 071-401-8035.

# SHOWING THIS SUMMER ON A SCREEN NEAR YOU

## essential PAVAROTTI II

18 more of Luciano Pavarotti's Greatest recordings including Ave Maria, Celeste Aida and Nessun Dorma - live version.

430 470 1/2/4



## WINGS OF LOVE

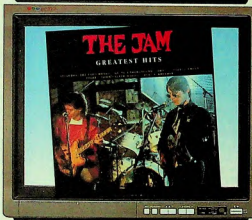
16 Songs of Love featuring: The Police, Diana Adams, Ellen John, Zucchero featuring Paul Young, George Michael and Janet Jackson.

845 506 1/2/4

## THE JAM

Greatest Hits  
19 Hits including 4 No. 1's - Going Underground, Town Called Malice, Beat Surrender and Start.

849 554 1/2/4



## THE ESSENTIAL MOZART

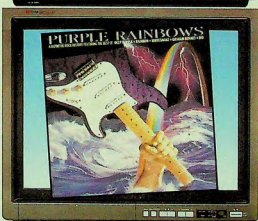
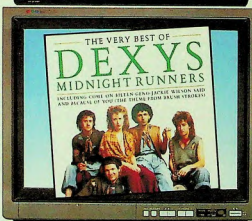
Fifteen of his most popular pieces.

433 323 1/2/4

## THE VERY BEST OF DEXYS MIDNIGHT RUNNERS

Including Come On Eileen, Geno and Because of You (The theme from BrassBrakes).

846 460 1/2/4



## PURPLE RAINBOWS

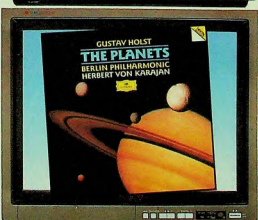
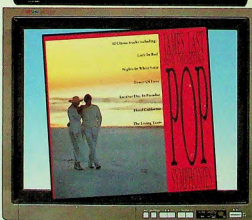
A Definitive Rock History featuring the Best of Deep Purple, Rainbow, Whitesnake, Graham Bonnet & Dio

845 534 1/2/4

## JAMES LAST AND ORCHESTRA

Pop Symphonies  
12 Classic tracks including Lady In Red and Nights in White Sate.

849 429 1/2/4



## GUSTAV HOLST THE PLANETS

Berlin Philharmonic  
Herbert Von Karajan

Released 22nd July

435 289 1/2/4



ORDER NOW FROM POLYGRAM ON 081 590 6044

