

music week

For Everyone in the Business of Music

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Piracy reaches an all-time high

The trade in illegal pirate records reached an all-time high last year, according to new IFPI figures.

An estimated 4.9m illegal CDs and tapes were sold, 20% more than in 1992, making Britain the fourth biggest piracy hotspot in Europe, behind Poland (45.4m), Italy (15.3m) and Germany (15.25m).

The illicit business is now worth a record £21.5m in the UK – up 14% on 1992's figure of £18.9m – accounting for 3% of full music sales.

The BPI's anti-piracy co-ordinator Tim Dabin says the figures are an accurate reflection of what has proven a tough two years for campaigners combating music's black market.

But he is positive that 1994 will see the growth in piracy slow down. Seizures in the first five months of this

year by police and trading standards officers suggest the problem has hit a plateau, he says.

Dabin says the Anti-Piracy Unit is finally reaping the rewards of the past two years' work. "The very latest figures are showing how much we have been doing in the last couple of years. We saw this problem coming early and are now starting to see the fruits of our work," he says.

"I am hoping to have one or two big hits in the next few weeks which will really frighten the organisers."

The IFPI figures, included in the body's global report into the pirate trade, show sales of counterfeit cassettes have increased 19% from 3.55m to 3.88m.

The escalation is prompted by recession, which always encourages illegal

trade in goods, says Dabin. Although pirate CD sales remain at a low level – up 28% to 900,000 from 700,000 in 1992 – the increase is causing concern.

The number of raids on factories and traders also rose by 28% to 1,011 in 1993, with more than 230,000 units seized. More than 95% of the actions have led to prosecutions, with nine out of 10 resulting in jail sentences and fines averaging £500.

The IFPI's survey of 64 countries says the international retail value of unauthorised sound recordings fell overall last year from £1.4bn to £1.26bn. Some of this reduction is due to a fall in the number of illegal cassettes on the market, from 630m to 675m. But worldwide sales of illegal CDs doubled to about 75m units valued at more than £467m.

Irish watchdog blow for Imro

Ireland's Competition Authority has given a boost to US in its battle with PRS over live performance royalties.

The body has refused to license the Irish Music Rights Organisation (Imro) on the grounds that exclusive assignment of copyright – a fundamental tenet of PRS – is incompatible with Irish law.

The decision was taken after a review of Imro's activities and its relationship with sister body PRS. In a 35-page report, the authority says, "The experience in the US over the last 50 years indicates that collective administration of performing rights is not incompatible with allowing creators/publishers to grant individual non-exclusive licences."

The authority's decision has denied Imro a stamp of approval, but it has had no impact on day-to-day business.

US manager Paul McGuinness refuses to comment on the report, but is expected to build its findings into the US case.

A PRS spokesperson gives a "qualified welcome" to the report, which is to be discussed at the society's general council on June 20.

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THIS WEEK

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Virgin Retail's flagship Megastore in Oxford Street is to receive the biggest facelift in its 15-year history. The store – which was Virgin's first purpose-built entertainment outlet when it opened in 1979 – is now the subject of a massive £1m project to convert it into the world's biggest entertainment store. Virgin has taken over a neighbouring cinema and casino to more than double the trading area to 63,000 sq ft. Virgin says the conversion will take around 12 months to complete. Full story, page 3.



Davies gets Tommy Boy job

Former Woolworths music chief Martin Davies has been appointed managing director of US dance label Tommy Boy's new UK operation.

Davies, who left his post as trading controller for entertainment at the end of March, has been appointed managing director by Tommy Boy ceo Tom Silverman.

The new managing director says he now plans to recruit staff and hopes to open a London office in Notting Hill by the end of the month.

"The first job is to set the infrastructure up," he says. "I have been working out of New York, but I am now back in the UK to sort everything out. I want to get a number of artists established over here. Then we will have a label."

The new operation will act as a marketing office for new Tommy Boy acts signed in New York, says Davies. The first release will be swing rap act Coochie's single Fantastic Voyage, out next month. Distribution will be handled by RTMP/Pinnacle.

Artists licensed to other labels in the UK, such as Big Life, Virgin and XL, will not be affected, he adds.

Davies, who will report to Tommy Boy's New York-based vp business affairs Dan Hoffman, worked for Woolworths for two-and-a-half years, before which he was marketing director for Allied Lyons' retail division.

A spokeswoman for Tommy Boy in the US declines to comment on the move, beyond confirming Davies's appointment.

AT LAST
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VANGELIS' ORIGINAL SOUNDTRACK
6TH JUNE 1994



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▶▶▶▶▶ OFFICIAL ALBUMS AND SINGLES CHARTS - DATAFILE p11 ▶▶▶▶▶

PAR
SYSTEM

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(With surround sound capability)

Virgin ousts HMV from record book

Virgin Retail is investing £10m to transform its flagship Oxford Street Megastore into the world's biggest entertainment shop.

On completion of building work in 12 months' time, the London store will enter the *Guinness Book Of Records* with around 65,000 sq ft of shop floor space. The current record holder is HMV's Oxford Circus store, which covers some 50,000 sq ft.

Virgin has signed long-term leases on adjacent store space previously occupied by an MGM cinema - which closed last month - and a disused casino.

The expansion will more than double the Megastore's existing trading area from 28,000 sq ft, with a first-floor rock and pop department covering 17,000 sq ft and three floors of 14,500 sq ft each. Work on the refurbishment, which will create up to 20 new jobs, began on Whitsun Bank Holiday weekend and will take 12 months to complete in three separate stages. Parts of the store will be closed temporarily while the work is carried out, and three floors completed by Christmas.

Managing director Simon Burke says: "If you include all the stock rooms and offices the store will actually cover around 85,000 sq ft. The idea is to give extra space to certain products. Space for classical will be increased from 800 sq ft to 5,000 sq ft, for example," he says. "Classical and jazz will be housed on the second floor of the new superstore, while the ground floor will be devoted to

CIC Video is predicting Jurassic Park will become the most successful release in the video business's history. The eagerly awaited title is released on self through on November 21 in three different formats: the basic video (£10.21 dealer); the Rock pack, with booklet (£13.1); and the DNA pack comprising metal case and merchandise (£27.23). The release will be backed by CIC's biggest TV campaign to date, yielding 800 TVRs across ITV, Channel Four, GMTV and Sky, as well as radio and press campaigns rolling out from the retail release date on October 3 until the New Year. CIC says research indicates the video will top 3m sales by Christmas, and should surpass the 4.5m sales mark set by *Beena Vista's* Disney title *Jungle Book*.

'MULTIPLES ARE KILLING INDIES' SAYS REPORT

Independent retailers' share of music sales has been cut dramatically in recent years as the multiples expanded across the country, according to a new study by Verdix Research. The era of the independent specialist shop "is long gone", claims the report, as HMV, Our Price, Virgin Retail and Woolworths have increased their market shares significantly since 1989 by opening new stores. Verdix retail analyst Clive Vaughan says the independents have also suffered from the growth of non-traditional outlets such as petrol stations, supermarkets and electrical retailers such as Comet. The plight of troubled 4-Play - which is currently in receivership - demonstrates how competitive the market has become even for regional chains, adds the report, while the multiples' strength is most recently illustrated by the Virgin and Our Price merger. Kevin Brown, head of sales for RTM, which runs the Chain With

WOOLWORTHS TAKES LION'S SHARE

	1989	1993
Woolworths	16.0%	18.6%
Our Price	11.0%	15.1%
HMV	7.1%	11.7%
other specialists	24.4%	10.3%
WH Smith	0.8%	10.0%
Virgin	n/a	5.3%
Boots	3.5%	4.0%
John Menzies	2.9%	3.0%
grocers	1.0%	3.0%
others	25.3%	18.0%

*Incl. video shares. Source: Verdix Research

No Name marketing collective for 107 independent stores, says the indies have had to work hard to survive. "They have gone one of two ways, to either revamp their stores and compete head-on on price to create the same retail environment as the multiples or they have found a niche market and exploited it," he says.

chart material, soul and dance product and P-shirts. A basement area previously occupied by four cinema theatres will be converted into a Video Dome.

As part of the development the Virgin Cafe and the comics department, both of which were concessions operated by third parties, have been scrapped.

● Tower Records' managing director Ken Sockolow says a revamp of its flagship Piccadilly Circus store will be finished early next year. The first stage of the refurbishment, the £400,000 overhaul of the London shop's ground floor, will be completed by the end of this month.



Publishers bid for Famous

A multi-million dollar bidding war is escalating between publishers vying to acquire Famous Music, the 77-year-old soundtrack specialist.

Valued at more than \$150m, the company has been put up for sale by US media giant Viacom Inc, the MTV parent, which is desperate to raise cash after its \$1bn merger with film and TV studio operator Paramount Communications.

Founded in 1927 as the music publishing wing of Paramount Pictures, the company's contemporary catalogue

holds rights to film and TV music from hits such as *Cher's*, *Star Trek* and *The Addams Family* movies, as well as publishing artists such as 4 Non Blondes and, in the US only, Bjork.

Famous's UK creative director Michael Stack says he cannot confirm which companies have bid, but says: "We went on the sales block last week."

Tim Holler, whose International Media Holdings owns Loosung, has emerged as the only independent bidder, while Warner Chappell and EMI are both understood to be interested.

Speculation that Sony Music Publishing may enter the bidding remains unconfirmed, but Sony is believed to be keen to fill the gaps in its soundtrack business created by the 1988 sale of the Columbia Pictures catalogue to Filmmtracks, the company operated by Holler.

Holler believes his case is strengthened by his company's "in-depth knowledge of film copyright administration". He says: "We displayed this during the ownership of the Columbia catalogue, which was bought for \$60m and sold to EMI for \$100m in 1990."

NEWSFILE

MTV versus VPL court date set

MTV Europe's legal battle with VPL will be heard by the European Commission on June 21-22. The music channel is attempting to win the right to negotiate broadcast rights direct with the six major record companies. Both sides will present their cases to EC hearing officer Hartmut Johannes at the organisation's Brussels HQ. Johannes will report to the Commission this autumn, and a decision is expected by the end of the year after consideration by the EC advisory committee, which represents all the member states.

Virgin TV special attracts 5.7m viewers

Initial TV's 21 Hours Of Virgin Records attracted 5.6m viewers on Bank Holiday Monday, according to early estimates. The 90 minute special which featured live performances by Boy George and Soul II Soul with Caron Wheeler, was broadcast across the ITV network starting at 8pm. Full Bar figures are due this week.

Handover signs off at Our Price

Our Price managing director Richard Handover left the chain on Friday after five years at the helm. Full details of his new role within the WH Smith Group are now due to be announced today (Monday). Handover's move follows confirmation of Our Price's merger with Virgin Retail 12 days ago.

Prince management feud settled

Prince and former manager Steve Fargnoli have settled their outstanding dispute just days before it was due to be heard by the LA courts this week. Fargnoli, who managed Prince until 1988, launched the estimated \$5m action in 1991 claiming the track *Jagged* from *Diamonds & Pearls* was about him. In a joint statement, the two sides say: "Misunderstandings based on misinformation sometimes occur between people."

Power cut hits London record stores

HMV's Bond Street store and Selfridges' music department closed down for almost six hours on Saturday (May 28) after a power failure in the area. A local power station broke down at 1pm before being brought back into operation at 6.30pm. A spokesman for HMV says: "Obviously we are very disappointed as it is such an important time of the week." Neither HMV and Virgin stores were not affected by the breakdown.

Talk Radio scans third radio licence

The Radio Authority has awarded the third national radio licence to Talk Radio UK. The station, which was the highest bidder with £3.8m, will offer an almost 100% speech talkback format.

Chrysalis and Harry still talking

Chrysalis Records has denied reports that Deborah Harry has been dropped after 16 years with the label first as lead singer of Blondie and latterly as a solo artist. A spokeswoman for the label says the singer's contract expired at the end of last year, but that negotiations are continuing.

Capital free to acquire Southern Radio

The Department of Trade and Industry has decided not to refer Capital Radio's acquisition of Southern Radio plc to the Monopolies and Mergers Commission. The decision means Capital, which announced an 80% increase in pre-tax profits last month, can go ahead with the 55.5% takeover of Southern's seven stations in Kent, Hampshire and Sussex proposed in April.

TV ads booked for EMI classical series

EMI Classics is spending £100,000 on a television advertising campaign to support the launch of its *Classical Moods* four-disc compilation series on June 6. The launch was postponed from May and the television ads will begin this week in the Anglia and Central regions focusing on the *Tranquillity* album. The other titles in the series are *Power, Passion and Melancholy*.

COMMENT

PRS versus U2: spot the fatcat

There was a delicious irony in Bono and the Edge's appearance at the Ivor Novello Awards 10 days ago. As they basked in the spotlight following their award for international achievement, one couldn't help but remember that the whole shebang – including perhaps even Bono's "ironic" cigar – was being sponsored by PRS, the self-same PRS which U2 is currently dragging through the courts. The details of the case become more and more obscure, but the crux of it is simple: U2 reckon the whole European live performance business costs too much and takes too long and they are arguing for the right to do it themselves. On the face of it, they have a strong case. Too many managers have horror stories to tell about live performance revenue.

But it is unfair to blame PRS for every hitch. Many of the problems with collecting and distributing live revenue are down to factors outside PRS control. PRS is already attempting to tackle many of the Continental practices which so anger U2.

It is undoubtedly true that reform is needed, but the real tragedy once more is that the whole business has ended up in court. As this column never tires of pointing out, a courtroom is the very last place to sort out a commercial argument.

It could all yet end up a PR nightmare for U2. While most cases involving acts tend to be portrayed as evil-big-business versus poor artist, the PRS case is different. The pot is limited. If U2 get more, someone else must get less. The uncomfortable truth facing one of the richest groups in the world is that if the European Court enriches them even more, it can only do so at the expense of every other songwriter.

Bono caused an outcry at the Grammys with his pledge to keep on "fucking up the mainstream". Someone should tell him he's in danger of fucking it up for everyone.

Steve Redman

WEBBO

Time to honour the time honoured

Why is it that ageism is so prevalent in our industry? You will read this on the day after I reached 40, and long after *MW* once mistakenly stated that I had retired. I still feel I contribute, albeit on the "periphery" as Rob Dickins would have it. But it isn't the likes of me who I am concerned about. I used to tell staff at Virgin that you had until you were 40 in this business to make it to a certain level or you would be out on your ear, never to return.

Now why is that?

Do we not value experience anymore or is it that we can't handle it? Does it grate when an experienced member of staff says, "Well, we tried that 14 times and it never worked"? Or is it that we cannot stand hearing the truth from one who hasn't climbed the ladder far enough?

We therefore prefer the enthusiasm of a fresh young graduate who has to try something for the fifteenth time just so they can learn that it still doesn't work. Meanwhile, the voice of ageing experience rots on the scrapheap. All wrong.

If you want experience in your company don't be scared of employing the tried and tested. The young have much to offer but they have to learn at someone's shoulder.

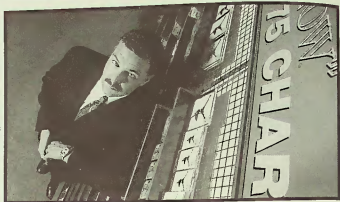
Handing it to Richard

So farewell then Richard Handover. You came into the industry from the bowels of WH Smith five years ago, no spring chicken, but with a wealth of experience. And you proceeded to use that experience and a fresh view to challenge some of the sacred cows which we hold dear. Changes were made in some areas but the frustration of the singles area always riled you. Well a change is gonna come – eventually. Good luck in your new ventures.

Jon Webster's column is a personal view

NEWS

Now, Brad Aspin's new retail chain, opened 12 concessions during the Bank Holiday weekend – including an outlet at Debenhams in London's Oxford Street (pictured right) – at sites operated by 4-Play until last month. Now chairman Aspin, who ran distributor Soto Sound until 1989 and has invested £1.5m in the new venture, met the 36 former 4-Play staff within days of taking over the concessions to offer them jobs. The stores are linked by Now's custom-made Espo system, and each branch has 30 feet of chart wall space which includes the chain's own albums, singles, children's video and music book roundups.



Interactive event to set ITC agenda

The multimedia revolution is set to dominate September in The City, with the launch of a sister event devoted exclusively to the use of interactive technologies for music.

Interactive City will form a "mini" conference within the Manchester event, which runs from September 17-21. Around 95% of ITC's exhibition space will be devoted to the event, which is open to all ITC delegates and centres on a series of seminars on the Sunday and Monday.

Separate tickets are being offered for Interactive City.

The event is being sponsored by cable company Nynex, which is opening what it claims to be the world's first super-highway – a 63-mile fibre-optic network

in Greater Manchester – in September. ITC founder Tony Wilson, who is currently working on a CD Rom title with Daruzzi Column, says Interactive City will be the first trade fair in Europe devoted exclusively to the application of interactive technologies for music.

ITC has been dominated by the IMF and CD pricing debates in its first two years, and Wilson says Interactive City is a natural progression for the conference. "This is an opportunity for the British industry to see what interactive technology is all about," he says.

"Many labels don't know how relatively cheap it is. For £10,000, you can make your own [title], which isn't a lot if you've spent £100,000 in the studio." Graham Brown Martin, of multime-

dia software company ESP, has joined the ITC team to help coordinate the seminars, which include the sessions Multimedia: The Hippies' Revenge? and Licensing The Superhighway.

Canadian interactive specialists Voyager – which has developed an acclaimed new title by The Residents – and Media Factory, the company behind a new CD interactive authoring system, will be sending representatives to the event.

Following In The City, the Interactive City exhibition will be opened to the public for three days at Manchester's Museum of Science & Industry, sponsored by Granada Television and the Boddingtons Manchester Festival of Television Arts.

Retail chains rally round vinyl singles

Retailers have reaffirmed their commitment to vinyl singles following "Woolworths" decision to drop the format from today's (Monday).

HMV, Virgin, Tower and Andy's say demand remains high enough to justify stocking 45s.

ITV marketing manager Alan MacDonald says the multiple will continue allocating space to seven- and 12-inch singles. "We will sell vinyl as long as people want to buy it and record companies keep supplying it, even if it becomes a specialist area," he says.

A spokesman for Virgin Retail

says demand remains high for independent 12-inch titles and that all its stores will continue to stock the format. Billy Grey, Andy's Records' marketing director, says it will continue to stock vinyl singles in 23 of its 25 stores.

Tower Records' general manager Andy Lown says it has no plans to change its policy of stocking seven- and 12-inch, as does Neil Boote, senior product manager for Our Price, which offers vinyl singles in selected stores.

Woolworths says vinyl no longer fits with its customer profile.

Bard drops plan for own tokens

Retail trade body Bard has finally ruled out launching its own record tokens following EMI's decision last September to scrap the gift vouchers.

Chairman Simon Burke says a Bard scheme would have proved too costly. "We have looked long and hard at the practicalities of launching our own record tokens but, sadly, our studies showed it would not be financially viable," he says.

Burke confirms Bard is continuing its talks with Book Tokens Ltd about starting a home entertainment token scheme redeemable for records, videos and computer games. A feasibility study will be carried out this summer.

EMI closed its token business after claiming the multiples' own tokens had reduced demand.

Volume to issue best of CDs

CD magazine *Volume* celebrates its 10th issue later this month with plans for two best of collections and the participation of sister title *Trance Europe Express* in the Phoenix Festival.

The alternative rock package, which combines a 100-page booklet with a CD of exclusive tracks, has achieved sales of around 25,000 per issue since its

September 1991 launch, says editor Robin Gibson. The 10th edition is released on June 27, with a dealer price of £9.95.

Gibson says the landmark will be celebrated with two releases – one dance, the other rock – around *Volume*'s third birthday, on September 19.

The ambient house-orientated

Trance Europe Express – which achieved sales of 70,000 for its launch issue last August – is sponsoring a tent at the Mean Fiddler Organisation's Phoenix Festival on July 14-17.

It will stage acts including The Grid and The Drum Club. The latest issue shipped 40,000 copies on its release last Thursday.

REPORT HIGHLIGHTS PROFITABLE INDIES - pg 6

Europeans back PRS in U2 battle

PRS has secured formal support from all nine leading European collection societies in its legal battle with U2.

Despite speculation that continental support for PRS's case is weakening, PRS lawyers last week served notice on the organisations confirming they are being formally joined to the action.

Each of the bodies - which include Germany's Gema, Italy's SIAE, the Netherlands's Buma and France's Saeem - must file defence documents at the High Court by the end of the month.

Their submissions are expected to support PRS's contention that victory for U2, who want to administer their own live performance rights, would create "considerable uncertainty" in the world of rights collection. PRS's own 20-page defence document was lodged before the court last month.

Besides rejecting the charge that its activities contravene European laws governing abuse of power and restraint of trade, PRS's document reveals the UK body has applied for European Commission approval of its operations

under the Treaty of Rome.

The request was made on February 4, three days after the writ was served on PRS by U2, Blue Mountain Music and PolyGram International Music Publishing.

Support from the EC, which is expected to announce its decision later this year, would shatter U2's case.

PRS claims that even if the body is found to infringe EC laws, Blue Mountain and parent PolyGram will be unable to claim damages because PolyGram has been represented on the PRS general council since June 1991.

PRS condemns U2 accusations that it "lacks efficient procedures... is inherently anti-competitive... and distributes money excessively slowly", and says it will apply for these sections of the writ to be struck out "as scandalous, frivolous and/or vexatious."

If U2 were to administer their own rights they would create knock-on complications, because the group regularly performs works by other PRS members. The set for the group's 1993 Zoozoo

world tour included covers of Benny Anderson and Bjorn Ulvasson's Dancing Queen - originally recorded by Abba - and Lou Reed's Satellite Of Love.

"Individual licensing would adversely affect members whose works are not as widely performed as U2's, as well as those which are performed widely by third parties," says PRS. "It is also uncertain that the group would achieve the same rates as from within PRS, which would have a knock-on effect for general rates."

Individual licensing by writers and publishers is "impractical", adds PRS which claims it exists "to do collectively what they cannot do for themselves, or cannot do as effectively as PRS".

It adds, "If rights are reassigned, PRS revenue would be reduced but operating costs would remain the same, thus members would receive less money."

It also claims U2 would be unable to enforce the copyright in all but a few venues, and that promoters would be unlikely to pay societies the collective rate if leading members break rank.

Paul McGuinness's Principal Management has taken on Island Records artist PJ Harvey, who split with her previous manager Don Gallacher at the beginning of the year. McGuinness will handle the responsibilities with fellow Principal shareholder Sheila Roache. PJ Harvey will become only Principal's second client alongside U2. McGuinness, who has represented U2 for 16 years, declines to comment on the latest developments in the Irish superstars' battle with PRS, beyond predicting that the case will spell the end of the bodies' activities, unless they can adapt. "All these societies will be swept away if they don't mutate into commercial entities which can handle the digital future," he adds.



▶▶▶▶▶ BUSINESS AFFAIRS SPECIAL FOCUS - p10 ▶▶▶▶▶

Mean Fiddler backs Umbrella event

The Mean Fiddler Organisation is supporting the Umbrella/IMF organised Independence Day seminar on July 2-3. All delegates will receive free entrance to the company's venues. Mean Fiddler booker Neil O'Brien and barrister Vernon Flynn - who acted for Sony in the George Michael High Court action - have been added to the list of panellists, with O'Brien moderating a touring panel and Flynn contributing to a litigation discussion.

New teen title planned

The publisher of alternative magazine *Zif* is planning a teenage music title. The monthly, which has still to be named and is currently recruiting an editor, will be launched in October with a £100,000 advertising campaign. Publisher Russell Church says the format will "cater for a niche market not served by any teen magazine currently available."

IFPI recruits barrister for Euro role

IFPI director general Nicholas Garnett has appointed barrister Frances Moore as the body's director of European Affairs. Moore is currently managing of European government relations for the Texas Instruments Corporation in Brussels. She will take over the Brussels-based role in mid-August.

New HQ for Entertainment Law

Entertainment Law Associates has relocated its headquarters and opened a second branch office. The company is now based at 9 Carnaby Street, London W1V 1PG. Tel: 071 439 6194, Fax: 071 437 3852, while the new office is at 9 Orme Court, London W2 5DS. Tel: 071 229 8225/221 9963, Fax: 071 229 9788.

R1 series highlights racial equality

Radio One is broadcasting a series of programmes under the Listen Without Prejudice banner next week, featuring live sessions by D-Real, Des'ree, Aswad and Galliano on Emma Freud's daytime show. The week of programmes, running from June 13 to 17, will also be marked by the publication of an anti-racism booklet produced in conjunction with the Commission For Racial Equality.

Charities to benefit from Floyd tour

Pink Floyd, whose The Division Bell album has topped the charts in 15 countries, have announced a list of 13 charities, including Amnesty International, Greenpeace UK, Crisis and Save The Children, which will benefit from their record breaking 14-show residency at London's Earls Court in October.



Music Week news is available across the Continent on MTV Europe on pages 260 - 265 of MTV Text.

THE NEXT MAJOR CLASSICAL ALBUM - A MUST STOCK ITEM

£50,000 campaign featuring classical celebrity Simon Rattle's personal endorsement (including a £20,000 Classic FM campaign commencing June 6)

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Sir Andrew Lloyd Webber - *Outstanding Contribution to British Musical Theatre Award.*

Tim Rice - *Outstanding Contribution to British Music.*

U2 - *Special Award for International Achievement.*



PolyGram

POLYGRAM / ISLAND MUSIC

SINGLES

Typically, a handful of big hits were responsible for the first quarter's most dramatic white-hot fortunes.

Columbia was propelled to the top of the labels league, taking a whopping 10.3% of the market, with just three of the quarter's 40 biggest sellers. The most

TOP ARTISTS

- 1 D:REAM
- 2 MARIAH CAREY
- 3 DOOP
- 4 ACE OF BASE
- 5 TONI BRAXTON
- 6 ENIGMA
- 7 BRYAN ADAMS/ROD STEWART/SING
- 8 K7
- 9 CHAKA DEMUS & PLIERS
- 10 REEL 2 REAL featuring THE MAD STUNTMAN

the Oscar-winning Jonathan Demme film Philadelphia, just failed to make the top spot after entering the chart at number four; it was Springsteen's highest debuting single. Columbia's next best performer was back in 28th place, Deep Forest's enduring Sweet Ladybug.

But if Columbia's success was built on quality rather than quantity, the maxim was truer still for Beggars Banquet offshoot CNR Music/Citybeat, which earned all but one of its panel sales from a single record.

The Charleston-inspired Doop by Dutch newcomers Doop divided the industry as well as the recording public like no other release in the first quarter, but whatever its merits, no-one could deny its popularity; it topped the chart for three weeks in March making Citybeat the third label from the Beggars stable to score a number one hit as well as helping to make the indie label the seventh biggest singles company, accounting for 3.3% of all singles sold.

The quarter's biggest-selling artists were D:ream who scored the second biggest seller overall with Things Can Only Get Better and whose top five hit, U R The Best Thing, finished the quarter in 2nd place. As a

TOP 10 SINGLES

- 1 WITHOUT YOU
Mariah Carey (Columbia)
- 2 THINGS CAN ONLY GET BETTER
D:ream (Magnet/East West)
- 3 DOOP
Doop (CNR Music/Citybeat)
- 4 THE SIGN
Ace Of Base (Metronome/London)
- 5 BREATHE AGAIN
Toni Braxton (LaFace/Arista)
- 6 RETURN TO INNOCENCE
Enigma (Virgin)
- 7 ALL FOR LOVE
Bryan Adams/Rod Stewart/Sing (A&M)
- 8 I LIKE TO MOVE IT
Reel 2 Real Feat The Mad Stuntman (Positive)
- 9 COME BABY COME
K7 (Big Life)
- 10 STREETS OF PHILADELPHIA
Bruce Springsteen (Columbia)

single, I Like To Move It by Positive act Reel 2 Real, getting no closer than number five.

I Like To Move It demonstrated considerable tenacity, bobbing around in the Top 20 for nine weeks during the first quarter, and spending most of that period inside the Top 10.

Enigma's Return To Innocence, which gave Virgin its biggest singles success, also managed to notch up 11 weeks in the Top 20 while Toni Braxton's Breathe Again—arguably the unluckiest single of the quarter—spent nine weeks in the Top 20 including two at number two. The BabyFace-yetted Breathe Again was also unlucky not to top the chart in the US where it had sold nearly a million copies, and who knows what its full potential here was: It only dropped out of the Top 10 at the end of March because Arista had deleted it.

ANALYSIS: MARKET SHARE

Columbia raises

If Columbia managing director Kip Kroes is planning to raise his profile, now would be a good time to start.

The American former artist manager has been keeping his head down since taking the helm of what has historically been the UK's most successful label, but clearly there has been plenty of activity behind the scenes.

When Kroes arrived last July, Columbia was just emerging from a

quiet patch: its singles market share stood at an uncharacteristically small 2.9% while its 4.8% album share did not appear strong enough to hold off any meaningful challenge.

Nine months later, 1994's first quarter market share figures reveal that the label's singles share has more than tripled to a massive 10.3%, while in the album market Columbia and its share of the market representing a chunky 7.5% of the market is only nar-

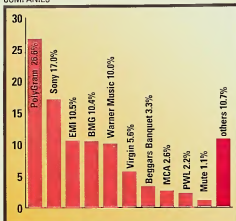
rowly held from the top spot by Virgin whose run of success continues.

Columbia's change in fortunes helped Sony achieve the biggest-year-on-year improvement among the leading companies, both in the albums and singles leagues.

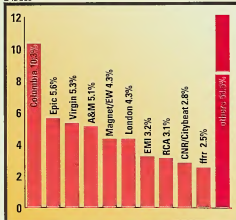
Sony Music retains its place as the second-biggest singles company, its 17% share of the market representing a 71.7% year-on-year increase. Among

SINGLES: QUARTERLY SNAPSHOT

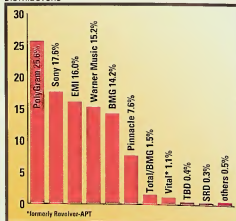
COMPANIES



LABELS

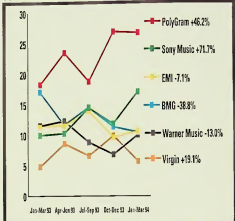


DISTRIBUTORS

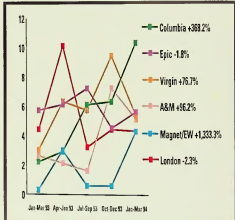


SINGLES: 12 MONTH TREND

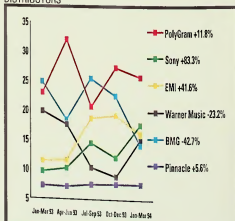
COMPANIES



LABELS



DISTRIBUTORS



Source: © CIN compiled by ERA from Gallup/Milward Brown figures. Survey based on a weekly sample of singles sales and full-price album sales.

Sony's profile

albums companies, Sony climbs to third place, its 12.5% market share up 34.9% year-on-year.

It was a less successful quarter for BMG than of late, though the downward year-on-year comparisons were made with an exceptionally buoyant period for the company.

Also down year-on-year was Warner, although its first quarter shares show a marked improvement over the previous

three months. Warner Music climbed a place in both the singles and albums companies tables as well as increasing its slice of the distribution market.

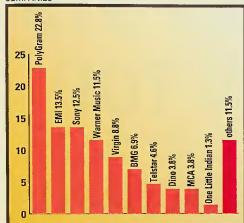
Elsewhere in the first quarter share figures to include Midway data, PolyGram remains the dominant company in both the singles and albums leagues. In distribution, the Virgin-owned EMI tops the album listing, with PolyGram retaining singles hon-

ours. New to the leading distributors is Total/BMG which is listed separately for the first time.

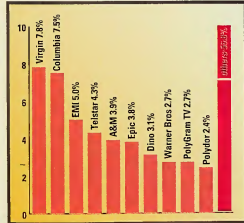
While the first quarter figures were a month late, CIN says those for the second quarter will appear as usual. ● Gallup has asked us to point out and we accept that it produced the January marketshare figures within the period that had been agreed with CIN and any delays were beyond its control. ■

ALBUMS: QUARTERLY SNAPSHOT

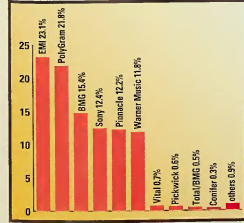
COMPANIES



LABELS

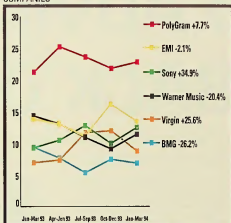


DISTRIBUTORS

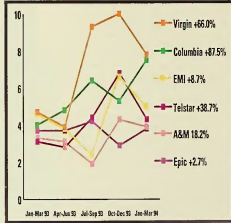


ALBUMS: 12 MONTH TRENDS

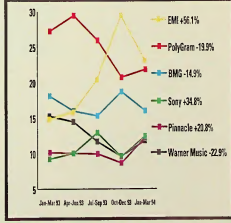
COMPANIES



LABELS



DISTRIBUTORS



ALBUMS

Albums sales were up only slightly year-on-year in the first quarter of 1994, and the growth was not led by new releases. Of the 10 biggest albums, just two - Enigma's *Cross Of Changes* and Tori Amos's *Under The Pink* - were new releases. The remainder were all success stories which began back in 1993.

A&M, with a 3.9% share of the album market, had two of the biggest - Bryan Adams' triple-platinum *So Far So Good*, which came in tenth, and Diana Carroll's *So Close*, which sold its millionth copy in January, making it the debut album by a woman to reach a million sales since Kylie Minogue's *Kylie - The Album* in 1988.

TOP 10 PRODUCERS*

- 1 Carey/Afanaseff
 - 2 Cole
 - 3 M People
 - 4 Hooper/Bark
 - 5 Lewis/Mackintosh/Cole/Civillies
 - 6 Dunbar/Wills/Shakespeare
 - 7 Rouse/Amos
 - 8 Holland/Dozier/Holland/Rodgers/Edwards/Martini/Asher/Gibb/Richardson/Galuten
 - 9 Steinman
 - 10 Adams/Clearmountain/Lange
- *artist albums

TOP ARTISTS

- 1 MARIAH CAREY
- 2 ENIGMA
- 3 MEAT LOAF
- 4 M PEOPLE
- 5 BJORK
- 6 DIANA CARROLL
- 7 CHAKA DEMUS & PLIERS
- 8 TORI AMOS
- 9 DIANA ROSS
- 10 PINK FLOYD

Close, which sold its millionth copy in January, making it the debut album by a woman to reach a million sales since Kylie Minogue's *Kylie - The Album* in 1988.

Adams' *So Close* also imparted related rewards from a 1993 release with

Chaka Demus & Pliers' extended and reissued *Tease Me*, which initially peaked at number 26 last July. Following the success of *She Don't Lie Nobody and Twist & Shout*, it eventually went to number one in January, becoming only the fourth reggae album to top the chart.

The biggest seller overall was Mariah Carey's *Music Box*, which went to number one in February for the second time having debuted at the top last September. For Carey and her label Columbia it completed an enviable double: her *Without You* single was already in the top slot.

Of the newcomers, Virgin's *Enigma* album was the most successful. *Cross Of Changes*, the second biggest album of the quarter overall, topped the chart for one week in February, ousting Tori Amos's second album for East West, *Under The Pink*, from pole position.

Bjork appeared to win every award going in the early part of the year and her high profile helped propel her six-month-old album, *Debut*, to number four, its highest position, on January 22. The success of the *One Little Indian* album contributed to a bumper quarter for distributor Pinnacle

whose 12.2% market share was enough to let it leapfrog Warner Music into fifth place among distributors. Other Pinnacle successes included *Dino's All Woman 3*, the quarter's sixth biggest compilation, and *The Very Best Of That Loving Feeling*. The first quarter also gave an indication of how the battle of the new portable formats is going. Sony's new MiniDisc format sold around twice as many copies as Philips' DCC although the numbers involved are still tiny.

who sold its millionth copy in January, making it the debut album by a woman to reach a million sales since Kylie Minogue's *Kylie - The Album* in 1988.

TOP 10 COMPILATIONS

- 1 SOUL DEVOTION (PolyGram TV)
- 2 DANCE HITS 94 - VOL 1 (Telstar)
- 3 NOW THAT'S WHAT I CALL MUSIC 27 (EMI/Virgin/PolyGram)
- 4 SWEET SOUL HARMONIES (Virgin)
- 5 NOW DANCE '94 (EMI/Virgin/PolyGram)
- 6 ALL WOMAN 3 (Quality Television)
- 7 100% REGGAE (Telstar)
- 8 DANCE TO THE MAX (VCL)
- 9 NOW THAT'S WHAT I CALL MUSIC 26 (EMI/Virgin/PolyGram)
- 10 HITS 94 VOL 1 (Telstar/BMG)

whose 12.2% market share was enough to let it leapfrog Warner Music into fifth place among distributors. Other Pinnacle successes included *Dino's All Woman 3*, the quarter's sixth biggest compilation, and *The Very Best Of That Loving Feeling*. The first quarter also gave an indication of how the battle of the new portable formats is going. Sony's new MiniDisc format sold around twice as many copies as Philips' DCC although the numbers involved are still tiny.

BUSINESS AFFAIRS

More than ever the independent sector is turning to professionals to guide it through the maze of contract negotiations, licensing deals and tax considerations which serve as distractions from the creative impulse behind launching an indie. The aftershocks of the early Nineties collapse of Rough Trade Distribution have combined with the co-opting of indie tactics

by the majors to create uncomfortable conditions for those working outside of the corporate structure. This is why the business affairs advisor, whose role ranges from nursemaid to firefighter, is an integral part of the success of an indie. Meanwhile, accountants in particular find that their services are in demand as artists and their representatives utilise the royalty audit as a business tool. At one time this exercise implied that litigation was imminent, but nowadays record companies and publishers understand that it has a variety of purposes helping to soothe anxious artists, iron bugs out of the system and set the relationship on an even keel.

SOUND ADVICE PUTS INDIES BACK ON TOP

ARTIST CREATIVITY IS A GOOD START, BUT THE LACK OF COMMERCIAL BACK-UP HAS SEEN MANY INDIE LABELS PERISH BEFORE THEIR TRUE TALENTS COULD BE REALISED. THAT'S WHEN THE EXPERTS SHOULD STEP IN, SAYS PAUL GORMAN

Much of the credit for the success of an independent record company inevitably goes to the person whose creative skills, A&R flair and vision

drives the label forward, whether it be a Sixties mould-breaker such as Island's Chris Blackwell, a Seventies pioneer like Virgin's Richard Branson or a resilient Eighties survivor such as Mute's Daniel Miller.

But without sound business advice, the commercial heights reached by such entrepreneurs are unscalable. The history of the music industry is littered with the names of indies whose vaunting ambition was unmatched by the correct business direction provided by professional counselling.

"Indies are led by A&R-based, creative people who are great talent spotters. These are the people who drive the British music industry forward," points out David Murrell of KPMG Peat Marwick, whose company represents around 12 labels across genres from dance to rock.

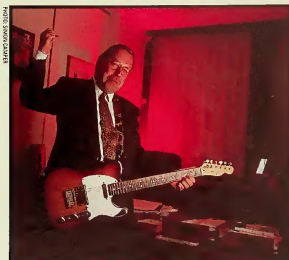
"However, they are extremely unlikely to have the in-house financial expertise of the majors, so they require consistent help.

We provide the range of accounting and auditing skills, checking on the operations on a monthly basis to ensure that all things are running smoothly."

Murrell describes the indie scene as "a seat-of-the-pants business - that's the beauty of it," and adds, "A lot of our work entails sitting down and going through cash projections, to keep the label's feet on the ground. As a result, label bosses have generally become more realistic about targets but they don't totally understand accountants and know that it is best to leave it to the experts."

Lawyer Ann Harrison of Harbottle & Lewis says business advisors must be prepared for a degree of hand-holding when dealing with indies. "Although these businesses are run by characters with a strong entrepreneurial streak, they are necessarily moving into areas unknown to them, and are ready to listen about the best way forward."

Harbottle & Lewis, which



DAVID MURRELL: TUNED INTO THE MUSIC BUSINESS

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represents a number of dance imprints, has acted for clients who switch from being artists or managers to founding labels. "We make sure the company is set up properly, work with the accountants and supply standard contracts for deals," she says.

"We also advise signing deals at the right price, to make sure the advance is in proportion with agreed royalties," she says.

Harrison and her colleagues also work out delineation of duties with accountants, but make sure that both types of consultant are allowed input when the lines are blurred. "Sometimes an accountant will ask us to interpret a royalty clause in a contract.

Alternatively, an employee taking on a director's role will have legal and tax consequences. We also both discuss decisions such as launching the label as a

limited company, a partnership or a sole trader enterprise."

In addition, Harrison provides an "option-warning system" for certain clients. "We build in reminders to our computer system so that we can give them 14 days warning that an option will be up, just in case they have been diverted by the everyday business of running a label."

Judi O'Brien, of lawyers Tarlo Lyons, says the advisor's job is to "keep his or her hands on the safety catch". She adds, "The advisor should remain the 'third gun', giving objective advice on the upside and downside of any deals. When it comes to funding the business - whether by bank loan, licence deal, joint venture or outright sale of the business - there are complex legal issues that need to be handled."

And O'Brien adds a cautionary note to would-be moguls: "If I >

BUSINESS AFFAIRS CONTINUES ON PAGE 27 >>>

ful PROMOTIONS FORCE

Forthcoming Releases Include:

- ⑤ **MANIC STREET PREACHERS - EPIC**
- ⑤ **OPUS III - PWL**
- ⑤ **K7 - TOMMY BOY - BIG LIFE**
- ⑤ **ASWAD - BUBBLIN**
- ⑤ **DANNII MINOGUE - MUSHROOM**
- ⑤ **M-BEAT FEAT GENERAL LEVY - RENK**
- ⑤ **BRAVADO (HARMONICA MAN) - PWL/PEACH**
- ⑤ **HANNAH JONES - ALMIGHTY**
- ⑤ **BITTY MACLEAN - BRILLIANT**
- ⑤ **LEVELLERS - CHINA**
- ⑤ **ROCKMELONS - MUSHROOM**
- ⑤ **KILLING JOKE - BUTTERFLY/BIG LIFE**
- ⑤ **PJ AND DUNCAN - TELSTAR**
- ⑤ **DRUM CLUB - BUTTERFLY/BIG LIFE**
- ⑤ **TRANCE EUROPE EXPRESS 2 - VOLUME**
- ⑤ **CLASSIC HOUSE MASTERCUTS - BEECHWOOD**
- ⑤ **CAFE DEL MAR - REACT**
- ⑤ **THIS IS DANCE - TELSTAR**

SALES AND PROMOTIONS

ful PROMOTIONS FORCE

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THE OFFICIAL
music week
CHARTS
11 JUNE 1994

Rank	Title	Artist (Producer/Publisher)	Label	CD/Cass (Distributor)
1	LOVE IS ALL AROUND	Precious Organism JVCCD 23/JAAC 23 (Vic/War/War/War/War/War) PolyGram (Polygram)	JVCCD 23/JAAC 23	7172
2	BABY, I LOVE YOUR WAY	Richy Tom 21880047/2188044 (BMG)	BMG	
3	COME ON YOU REDS	PolyGram TV MANU 21MANU 4 (P)	MANU	1104
4	GET-A-WAY	Pulse-8 COLOSE 95/CALOSE 59 (S/M/S/M)	COLOSE 95/CALOSE 59	1005
5	AROUND THE WORLD	London 59418 (P)	59418	1005
6	NO GOD (START THE DANCE)	XL Recordings XLS 51/CDLX 51 (P)	XLS 51/CDLX 51	1005
7	ABSOLUTELY FABULOUS	Spaghett/Parlophone COR 63807/RC 63802 (E)	63802/RC 63802	1005
8	INSIDE	White Water Level CD/VEI 1 (S/M/S/M)	VEI 1/VEI 1	1005
9	YOU DON'T LOVE ME (NO, NO, NO)	Big Beat/Atco A1092/051/2094 (BMG)	A1092/051/2094	1005
10	SINCE I DON'T HAVE YOU	Garten GFSTD 70/FSIC 7 (S/M/S/M)	GFSTD 70/FSIC 7	1005
11	SWAMP THING	Deconstruction/RCA 74231289/24231289A (BMG)	74231289/24231289A	1005
12	EVERYBODY'S TALKIN'	GoDisco GDCD 113/GDDMC 113 (P)	GDCD 113/GDDMC 113	1005
13	CARRY ME HOME	GoBeat GDDC 113/GDDMC 112 (P)	GDDC 113/GDDMC 112	1005
14	DON'T TURN AROUND	Motown/Labello ACE2/ACEMC 2 (P)	ACE2/ACEMC 2	1005
15	NO MORE TEARS (ENOUGH IS ENOUGH)	Bell/Arista 74231289/24231289A (BMG)	74231289/24231289A	1005
16	FASTER/PCP	Epic 66047/2466044 (P)	66047/2466044	1005
17	SWEETS FOR MY SWEET	Blackhead/MCA BMITD 011/BMIC 017 (BMG)	BMITD 011/BMIC 017	1005
18	SHOOP	Mer FCD 23/DCS 23AF 23AF 23A (P)	23AF 23A/DCS 23AF 23AF 23A	1005
19	THE REAL THING	PWL PWCD 306/PCW 306 (W)	306/PCW 306	1005
20	UP TO THIS WORLD (WEST END REMIX)	ADM 36009/23609A (P)	36009/23609A	1005
21	OMEN III	Electrola EMI CDEM 317/CEM 317 (E)	CDEM 317/CEM 317	1005
22	TO THE END	PWL PWCD 306/PCW 306 (W)	306/PCW 306	1005
23	JUST A STEP FROM HEAVEN	EMI CDEM 317/CEM 317 (E)	CDEM 317/CEM 317	1005
24	ANYTHING	RCA 7432121/22127/21214 (P)	7432121/22127/21214	1005
25	FINGERS OF LOVE	Capitol CDCL 1175/CDCL 1175 (P)	CDCL 1175/CDCL 1175	1005
26	CRASH! BOOM! BANG!	EMI CDEMS 224/CEM 224 (E)	CEMS 224/CEM 224	1005
27	THE SISTERS EP	Island CD 565/CS 565 (P)	565/CS 565	1005
28	BACK TO LOVE	Acad Jazz/R BMNC 4/04NMC 4 (P)	04NMC 4	1005
29	LAUGHING	505/505/505/505 (P)	505/505/505/505	1005
30	MMM MMM MMM MMM	RCA 7432120951/242312095A (BMG)	7432120951/242312095A	1005
31	THE MOST BEAUTIFUL GIRL IN THE WORLD	NPG NPG 60212/PNPG 60214 (S/M/S/M)	60212/PNPG 60214	1005
32	THE BEAUTIFUL EXPERIENCE	NPG NPG 60212/PNPG 60214 (S/M/S/M)	60212/PNPG 60214	1005
33	PATIENCE OF ANGELS	Bianco Y Negro NEG 682/NEG 682 (P)	NEG 682/NEG 682	1005
34	THE REAL THING	Cleveland City CD/CD 15001/CCD 15001 (3/M/S/M)	CD 15001/CCD 15001	1005
35	LEAN ON ME	Mushroom 660133/660134 (S/M)	660133/660134	1005
36	GET INTO YOU	Columbia D 1175/IC 1175 (TRC/BMG)	D 1175/IC 1175	1005
37	TAKE IT BACK	EMI CDEMS 307/CEM 307 (E)	CEMS 307/CEM 307	1005

Rank	Title	Artist (Producer/Publisher)	Label	CD/Cass (Distributor)
38	EVERYDAY THANG	Willie Williams (Epic) VIC (Goodwin/Williams)	Williams	7172
39	I'LL STAND BY YOU	Prentiss (Sire) Sony/Cine Sire/Warner/MCA (Kelly/Sterling/Healy)	WEA YZ 8165/DSD 7 (BSC) (W)	7172
40	DISSIDENT	Epic 66044/1566044/6604471 (S/M)	66044/1566044/6604471	1005
41	I LIKE TO MOVE IT	Positive Cuts 107/ACTV 107/ACTV 107 (12) (P)	ACTV 107/ACTV 107	1005
42	SATURDAY NIGHT PARTY (GET YOUR LIPS)	Cleveland City/CD 15001 (3/M/S/M)	CD 15001/CCD 15001	1005
43	LOW	Virgin VUS 800/VEI 800 (E)	VUS 800/VEI 800	1005
44	LIGHT MY FIRE	Parlophone 288/PWMC 288/PWV 288 (W)	288/PWMC 288/PWV 288	1005
45	EASE THE PRESSURE	Epic 66047/2466044 (P)	66047/2466044	1005
46	SUCH A PHANTASY EP	Internal Affairs KGBGR 013/KGBGM 013 (BMG)	013/KGBGR 013/KGBGM 013	1005
47	HOLD ON TO YOUR FEELINGS	Parlophone COR 63807/RC 63802 (E)	63802/RC 63802	1005
48	BEGINN' TO BE WRITTEN	Bell/Arista 7423121156/2423121156A (BMG)	7423121156/2423121156A	1005
49	PRAYER FOR THE DYING	ZTT ZANO 51/CDZANO 51 (P)	ZANO 51/CDZANO 51	1005
50	LAZARUS	Creation Creation 1879X/CRE 1879C 187T (P)	1879X/CRE 1879C 187T	1005
51	MAMA SAID	Circus VRC 114/YRC 114 (P)	VRC 114/YRC 114	1005
52	HYPOCRITE	4AD 840 400/CD - (RTM/P)	840 400/CD - (RTM/P)	1005
53	EASE MY MIND	Capitol CD/CDCL 1175/CDCL 1175 (P)	CDCL 1175/CDCL 1175	1005
54	WHAT YOU'RE MISSING	Deconstruction/Parlophone COR 63807/RC 63802 (E)	63802/RC 63802	1005
55	LONG TIME GONE	Tekno Loud TLKDD 48/TLKMC 48 (P)	TLKDD 48/TLKMC 48	1005
56	ALWAYS	Mute LDDMTE 152/CDMTE 152 (RTM/P)	152/CDMTE 152	1005
57	LOST IN AMERICA	Epic 66047/2466044 (P)	66047/2466044	1005
58	EVERYTHING CHANGES	RCA 7423121773/2423121773A (BMG)	7423121773/2423121773A	1005
59	CRAZY	Columbia 660395/660395A (P)	660395/660395A	1005
60	DESIRE LINES	4AD 840 400/CD - (RTM/P)	840 400/CD - (RTM/P)	1005
61	ONLY WITH YOU	Pulse-8 COLOSE 95/CALOSE 59 (S/M/S/M)	COLOSE 95/CALOSE 59	1005
62	TWINKLE TWINKLE (IF I'M NOT A STAR)	Jive JIVEC 354/JIVEC 354 (BMG)	354/JIVEC 354	1005
63	NUMBER ONE	MCA MESTD 1979/MCS 1976 (BMG)	1979/MCS 1976	1005
64	PAST THE MOUNTAIN	East West A 757/CD/A 757C (W)	A 757/CD/A 757C	1005
65	HEAVEN	MCA MCSTD 1981/MCS 1981 (BMG)	1981/MCS 1981	1005
66	DON'T GO '94	Clayback CBX 771/2 (S)	CBX 771/2	1005
67	SLAVE NEW WORLD	Redrunner RR 22745/RR 22744 (P)	22745/RR 22744	1005
68	OH MY GOD	Jive JIVEC 355/JIVEC 355 (BMG)	355/JIVEC 355	1005
69	I'M GONNA MAKE YOU MINE	Polydor PZCD 315/PZCD 315 (P)	315/PZCD 315	1005
70	THE SIGN	Stoneson/Labello ACEC 1 (S/M/S/M)	ACEC 1	1005
71	WHEN YOU MADE THE MOUNTAIN	PWL PWCD 306/PCW 306 (W)	306/PCW 306	1005
72	DIGNITY	Columbia 660485/660484 (M)	660485/660484	1005
73	IF THIS IS LOVE	Pulse-8 COLOSE 95/CALOSE 59 (S/M/S/M)	COLOSE 95/CALOSE 59	1005
74	DEEP FOREST	Deep Forest (Lackland) Sony (P)	Deep Forest (Lackland) Sony (P)	1005
75	DEDICATED TO THE ONE I LOVE	Bollan Recordings CBDR 4 (TRC/BMG)	CBDR 4	1005

Rank	Title	Artist (Producer/Publisher)	Label	CD/Cass (Distributor)
76	ABSOLUTELY FABULOUS	Spaghett/Parlophone COR 63807/RC 63802 (E)	63802/RC 63802	1005
77	ANYTHING	RCA 7432121/22127/21214 (P)	7432121/22127/21214	1005
78	THE WORLD	WEA YZ 8165/DSD 7 (BSC) (W)	YZ 8165/DSD 7	1005
79	BEYOND THE WRITERS	Creation Creation 1879X/CRE 1879C 187T (P)	1879X/CRE 1879C 187T	1005
80	CRASH! BOOM! BANG!	EMI CDEMS 224/CEM 224 (E)	CEMS 224/CEM 224	1005
81	CRASH! BOOM! BANG!	EMI CDEMS 224/CEM 224 (E)	CEMS 224/CEM 224	1005
82	CRASH! BOOM! BANG!	EMI CDEMS 224/CEM 224 (E)	CEMS 224/CEM 224	1005
83	CRASH! BOOM! BANG!	EMI CDEMS 224/CEM 224 (E)	CEMS 224/CEM 224	1005
84	CRASH! BOOM! BANG!	EMI CDEMS 224/CEM 224 (E)	CEMS 224/CEM 224	1005
85	CRASH! BOOM! BANG!	EMI CDEMS 224/CEM 224 (E)	CEMS 224/CEM 224	1005
86	CRASH! BOOM! BANG!	EMI CDEMS 224/CEM 224 (E)	CEMS 224/CEM 224	1005
87	CRASH! BOOM! BANG!	EMI CDEMS 224/CEM 224 (E)	CEMS 224/CEM 224	1005
88	CRASH! BOOM! BANG!	EMI CDEMS 224/CEM 224 (E)	CEMS 224/CEM 224	1005
89	CRASH! BOOM! BANG!	EMI CDEMS 224/CEM 224 (E)	CEMS 224/CEM 224	1005
90	CRASH! BOOM! BANG!	EMI CDEMS 224/CEM 224 (E)	CEMS 224/CEM 224	1005
91	CRASH! BOOM! BANG!	EMI CDEMS 224/CEM 224 (E)	CEMS 224/CEM 224	1005
92	CRASH! BOOM! BANG!	EMI CDEMS 224/CEM 224 (E)	CEMS 224/CEM 224	1005
93	CRASH! BOOM! BANG!	EMI CDEMS 224/CEM 224 (E)	CEMS 224/CEM 224	1005
94	CRASH! BOOM! BANG!	EMI CDEMS 224/CEM 224 (E)	CEMS 224/CEM 224	1005
95	CRASH! BOOM! BANG!	EMI CDEMS 224/CEM 224 (E)	CEMS 224/CEM 224	1005
96	CRASH! BOOM! BANG!	EMI CDEMS 224/CEM 224 (E)	CEMS 224/CEM 224	1005
97	CRASH! BOOM! BANG!	EMI CDEMS 224/CEM 224 (E)	CEMS 224/CEM 224	1005
98	CRASH! BOOM! BANG!	EMI CDEMS 224/CEM 224 (E)	CEMS 224/CEM 224	1005
99	CRASH! BOOM! BANG!	EMI CDEMS 224/CEM 224 (E)	CEMS 224/CEM 224	1005
100	CRASH! BOOM! BANG!	EMI CDEMS 224/CEM 224 (E)	CEMS 224/CEM 224	1005

al-4-one super 37 (E)

the music number 1 as seen on top of the pops

GREEN DAY
LONGVIEW.

THE DEBUT SINGLE

49

WARNER MUSIC UK

AS USED BY TOP OF THE POPS AND RADIO ONE

14

11 JUNE 1994

JAZZ & BLUES

DIANE SCHURR/BB KING: Heart To Heart (GRP GRP97722). A delightful first-time meeting on a record whose chief attribute is the absolute compatibility between the two artists. That Schurr should handle the blues numbers more than adequately should come as no surprise to those who know her previous work. But it is the great BB who, unexpectedly, provides an extra lift with his vocal handling of great standards such as No-One Ever Tells You and They Can't Take That Away From Us. With both artists appearing at separate JVC/Capital Radio Festival concerts in July, this uniformly fine release should continue to attract close attention. **★★**

LOUIS ARMSTRONG: The Ultimate Collection (Bluebird 7432 119706 2). Compilers author-broadcaster Brian Priestley and BMG's Jo Kennedy have opted for a wide, non-purist vision of the great man's recordings, taking on board that choice items such as Jeepers Creepers and Wonderful. We had have been attracting attention via TV commercials recently. With TV and press support, there should be no shortage of customers for this one. **★★★**

DAVID NEWTON: Return Journeys (Lian Records AKD 025). This solo collection, recorded two years ago, has Newton improvising his way through over half the contents without repeats or editing. The rest sounds similar in concept, and that is meant as a compliment. Return Journeys is an absorbing insight into the thinking as well as the keyboard talents of one of the UK's brightest talents. **★★**

JOEY DeFRANCESCO: Live At The Five Spot (Columbia 474045 2). Recorded at the New York nightclub before a highly appreciative audience, this features irresistible playing by organist DeFrancisco and his regular five-piece band, joined by such heavy-duty guests as Grover Washington and Captain Jack McDuff. The kind of straight-ahead blowing session which, provided it gets the right exposure, could do much beyond the jazz hardcores as well as pleasing the converted. **★★★**

PICK OF THE WEEK

CHET BAKER: The Pacific Jazz Years (Pacific Jazz CJP 0777 7 89292 2). An immaculate four-CD boxed set

which provides a more than adequate representation of Baker's not inconsiderable output for the former West Coast label, covering the years 1953-1957. The 49 tracks - well-chosen by Michael Cuscuna and remastered with care and skill by his engineers - include seven previously unreleased cuts. Rarest of all are the four, including a 17-minute version of All The Things You Are, which find Stan Getz replacing an incarcerated Mulligan in the baritone's regular quartet. A handsome, full-colour booklet rounds off a highly recommended release. **★★★**

Stan Britt

DANCE

ROCKMELONS: Stronger Together (Mushroom D11776). The antipodean trio's follow up to the well-received Love's Gonna Bring You Home is an even bigger club tune thanks to some powerful remixes from Paul Gotel. What's more, the catchy soulful vocal sounds great on the radio. Definitely worth watching. **★★★**

DEGREES OF MOTION: Do You Want It Right Now? (Irrr EX236). Reissue number two from Degrees Of Motion arrives hot on the heels of the successful Shine On remixes. Do You Want It Right Now? reached number 31 in the singles chart in April 1992 and looks like improving on that position this time around, even though the new Richie Jones remixes do not improve on the original. **★★★**

CHAKA DEMUS & PLIERS: I Wanna Be Your Man (Mango CIDM 617). Gently-strummed guitar and sweetly cooed backing vocals add to CD&P's most understated release yet. Definitely not one to grab you like Tease Me, but it has a winning charm, and a good chance of taking them back to the Top 40. **★★**

ACE OF BASE: Don't Turn Around (Mega/Metromax/Land ACECD 2). The Swedish/chart-toppers is stripped of much of its melody, and given a heavily percussive makeover in order to fit the Ace Of Base mould. Fans of their sound will heartily approve, and another Top 10 hit seems inevitable. **★★★**

ONE TWO: Getting Better (EMI CDEM 325). Dams One Two come on like a more gutsy version of their fellow Scandinavians Roxette on their UK debut. The



Shawn Christopher: Susie Mix-produced soulful house track

M-BEAT featuring GENERAL LEVY: Incredible (Renk RENK142). This combination of hardcore jungle beats and rapid-fire toasting from UK reggae star General Levy has been generating a huge buzz and could well crossover. **★★★**

BOBBY BROWN: Two Can Play That Game (MCA WMCS11973). MCA's policy of commissioning house remixes of swing and R&B tunes may offend the purists, but it has certainly succeeded in broadening the appeal of the likes of Mary J Blige and Jody Watley. This time it is the turn of Bobby Brown, who gets housed up by the

ubiquitous K-Class. Their catchy and commercial piano-powered treatment has helped take the tune to the upper reaches of the Club Chart. **★★★**

SHAWN CHRISTOPHER: Make My Love (BTB/Champion BTB12.502). This SweMix-produced soulful house track from the former Arista artist has a strong chorus and comes with plenty of dancefloor-friendly mixes. It has had a good run on the Club Chart and should sell well. **★★★**

PORTSHEAD: Numb (Go! Beat GODX114). Numb is an excellent debut from the latest

exponents of the blunted Bristol sound popularised by Massive Attack and more recently Tricky. Numb is a dubby downbeat track with great female vocals. **★★**

PAUL OAKENFOLD: Journeys By DJ Volume 5 (Music Units JDD 5). The latest addition to the successful Journeys By DJ series features Paul Oakenfold mixing up club favourites from the likes of Roc & Kato, Quench and Spooky. While it will not sell in the same quantities as his recent Ministry Of Sound set, this release will prove popular. **★★**

TAIKO: Echo Drop (Consolidated CSCD22001). The first release on this new more underground offshoot of the Cleveland City label is an excellent pumping house track with some appealing old school touches. It is bound to be a strong specialist seller. **★★**

VARIOUS: Colin Dale's Outer Limits (Kickin KICK1.P10). This compilation of intelligent techno tunes has been compiled by Kiss FM DJ and established techno-head Colin Dale. Featuring a strong selection of tunes, Outer Limits will appeal to the same audience as the New Electronica series. **★★**

PICK OF THE WEEK

JULIE ROBERTS: Caught In The Middle (Cooltemp 12COOL291). Last year's club anthem gets a

MAINSTREAM - SINGLES



D-Ream: stirring

song is melodic and raunchily delivered, with a blazing guitar break, and may just have enough appeal to make its mark. **★★**

D-REAM: Take Me Away (FXU/Anthem MAG 1025CD). Less of an enigma, and, indeed, less of a song than any of D-Ream's bigger hits, this is nevertheless stirring stuff. **★★**

BRAVADO: Harmonica Man (Peach/PWL PEACHCD 5). Hot on the heels of Grid, and hitting the

shops before similarly-styled cowboy/dance hybrids from Two Cowboys and Fruit & Reg, this dynamic track combines a Hi-NRG bassline, house piano, wailing vocals and mouth organ virtuosity with cleverly conceived breaks just right for a hoodown. **★★★**

LENA FIASSE: Visions (Mother MUMCD 53). If anything can lift the fortunes of Fiasse's excellent debut album, this is it. Her gritty vocals and folksy style are perfect for this complex production, with intricate vocal play and a neat counter melody by a maverick violin. Hits harder than some of her earlier work, and could break big. **★★**

DES'REE: I Ain't Movin' (Dusted Sound 6004672). Des'ree has a habit of releasing singles which are too similar in style. I Ain't Movin' is her latest, and it is more

than vaguely familiar and so is going to have a hard job snaring radio and sales. **★★**

JAH WOBBLE'S INVADERS OF THE HEART: The Sun Does Rise EP (Island CID 587). As the Top 20 success of his album Take Me To God proves, Jah Wobble has a large following. The title track is gaily delivered by Dolores O'Riordan and the Cranberries and mixes Celtic and reggae. Top 40 bound. **★★★**

PICK OF THE WEEK

DEGREES OF MOTION: Do You Want It Right Now (Irrr FCD 236). This glorious house anthem has been remixed since its first release two years ago when it reached number 31. But frrr has wisely chosen to keep the original King Street edit as the play-side. Watch it fly. **★★★**

Alan Jones

CLASSICAL

VARIOUS: Beyond Chant. Ascension/Dennis Keene (Delos/Conifer DE3165). This belated effort to carry the Gregorian chant tradition on in time into Renaissance choral music may pick up sales through the emphasis in *Gramophone* and *Classic CD* ads of the disc's 20th century advantages — 20-bit Dolby Surround recording technology and the striking use of a translucent CD tray in the packaging. **AAA**

VERDI: Requiem. Berlin Philharmonic/Karajan (Deutsche Grammophon 437 473-2). The yellow label hops out of the tweeter bandwagon with this 25-title launch of its DG Double range. The release is backed by advertising in the classical press, POS support and, as this title indicates, some very collectible back-catalogue material. **AAA**

STRAUSS: Four Last Songs. WAGNER: Wesendonk Lieder, etc. Cheryl Studer, Staatskapelle Dresden/Sinopoli (Deutsche Grammophon 439 865-2). Released to coincide with Cheryl Studer's appearance at Covent Garden, this attractive programme is due for excellent reviews as well as advertising in *Gramophone* and *Classic CD*. **AAA**

MOZART: Piano Concertos Nos 9 and 12. Robert Levin, Academy of Ancient Music/Hogwood (L'Oiseau Lyre 443 328-2). Decca is mounting a promotion of its period performance in June, with five big new releases including this start of a Mozart piano concerto cycle, medieval music from Philip Pickett and two early operas. Plus there is the launch of a mid-price range with 15 titles under the revived name Florilegium, with four-page ads in classical magazines, co-ops, window displays in Virgin and HMV plus national displays and counter browsers. **AAA**

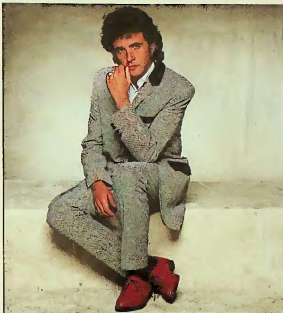
PICK OF THE WEEK
JOSE CARRERAS: The Great Carreras. Various. Philips CD/MC 442 600-2/4). (Philips is first into the Three Tenors arena with an album focusing on the "Junior partner" of the trio, at a special dealer price of £7.59/£5.25, plus a two-week campaign on Classic FM and one week on Melody, and press co-ops. Expect less of the simultaneously released mid-price 3x3 Tenors (CD/MC 442 602-2/4) featuring nine tenors. **AAA** Phil Sommerich

rapid reissue with impressive new remixes from David Morales and K-Klass. These reworkings have taken the tune back to the top of the Club Chart and it is poised to be an even bigger hit this time around. **AAA** Andy Beevers

REISSUES

THE IMPRESSIONS

featuring CURTIS MAYFIELD: All The Best (Pickwick PWKS 4206). The Impressions, surprisingly, failed to make much impact here with their sweet soul. As their writer, singer and chief motivator, Mayfield was an inspiration, and the songs here are proof of his gigantic talent. Keep On Pushing, Gypsy Woman, People Get Ready and I'm The One Who Loves You are present and correct. A delightful budget companion to the recent tribute album released by Warner Music. **AAA**



Essex Man: timely budget release of David Essex's early hits

FOCUS: Hocus Pocus — The Best Of (EMI 72438281 6225). Dutch band Focus stormed the charts in 1973 with two singles — Hocus Pocus and Sylvia — in consecutive weeks. Both reached the Top 20, setting the band up for a successful album career, and are included here, the former in

its full six-minutes-plus glory, and its curtailed US hit version. Their progressive, style is still a potent noise, particularly on the flute-driven House Of The King. An excellent primer. **AAA**

VARIOUS: Journey To The Edge (Music Collection International MSCD 018).

A progressive rock bonanza, which, for obvious reasons, concentrates on the late Sixties and early Seventies, and revisits some of the most blissed-out and bombastic. The latter adjective applies particularly to the Nice's treatment of Bernstein's

America, Vanilla Fudge's update of the Supremes' You Keep Me Hangin' On, and ELP's trashing of Jerusalem. Much more inspired are Atomic Rooster's Tomorrow Night, Ten Years After's Love Like A Man, Curved Air's Backstreet Luv and Free's Wishing Well. **AAA**

DAVID ESSEX: Best Of (Sony Collectors' Choice/Pickwick 9827342). A timely budget reissue, bearing in mind Essex's surprise top three success with his PolyGram TV collection, this album covers the songs recorded in the first two years

of his hitmaking career, 1973 and 1974. As such, it is a disappointment to those expecting to hear A Winter's Tale or even Rollin' Stone. Nevertheless, the 16 songs here, all produced by Jeff Wayne, give a genuine glimpse of Essex's off-the-wall early style, which resulted in songs like Rock On and Stardust. **AAA**

CHICAGO: Chicago Transit Authority (Columbia 4747882). The first album from Chicago, then called Chicago Transit Authority, was a double LP, but it is now accommodated on a single mid-price CD. Fans of their later, more gentele AOR style will not be interested, but many others will. **AAA**

PICK OF THE WEEK
CHUCK BERRY: Poet Of Rock'n'Roll (Charly CDDIG 1). Island really started something with its stylish, book-like packaging of the four-CD Bob Marley set of *Chicago of Freedom*, and it is a style adopted by this superb Chuck Berry collection. Comprising 105 songs and five hours of music, spread over four CDs at a £17.50 dealer price, it includes all the hits, except for the novelty smash My Ding-A-Ling, and gives ample proof of why Berry is such a revered name in the history of rock'n'roll. All the songs are digitally remastered, and the 60-page booklet is illustrated with a plethora of photos and more than 16,000 words of wisdom about Berry. **Alan Jones**

AAA	Guaranteed banker
AAA	Should do well
AAA	Worth a punt
AA	Only for the brave
A	SOR only

MAINSTREAM - ALBUMS

VARIOUS: Frank Farian: The Hit Man (Arista 7432119 9402). The German record producer's first 25 years in the industry are celebrated on this CD, which includes songs he has produced, and, in some cases, written for Boney M, Eruption, Meat Loaf, the Far Corporation and, of course, the notorious Milli Vanilli. Such a diverse selection will find few buyers. **AA**

THE TIME FREQUENCY: Dominator (Internal Affairs KGB0590). Slightly underpolished Hi-NRG/ave/techno from the popular Scots band who make up for their lack of finesse with a surfeit of enthusiasm. As well as their hit singles and other similar self-penned material, there are covers of Caron's Supernature and Hot Butter's Popcorn, both of sledgehammer subtlety. Bound to sell well north of the border. **AAA**

BAD BOYS INC: Bad Boys Inc. (A&M 5402062). BB's fourth single, *More To This World*, is their first Top 10 hit, so this album is ideally timed. The slick, professional, but slightly soulless selection of 12 songs includes the four hits. There is an army of schoolkids eagerly awaiting this. **AAA**

FRENTEL: Marvin The Album (Mushroom TVD 83367). This stylish Aussie band, who nearly had a hit recently with their charming single *Accidently Kelly Street*, are currently scoring Stateside with a de-NRG'd version of *New Order's Bizare Love Triangle* (not included here, sadly). The support of rock radio and the music monthlies should tempt the curious. **AAA**

THE REAL THING: The Heart Rock Concert At The Philharmonic (Tring JHD 115). Recorded at the



Galliano: beguiling

Liverpool *Galliano* in February, this live set cannot hope to emulate the sophisticated studio sound which gave *The Real Thing* a string of hits back in the Seventies. That said, they are in split-form, with the distinctive gravely vocal thrust of Chris Amoo setting them apart. **AAA**

GALLIANO: The Plot Thickens (Talkin' Loud CD24522). Galliano's excellent current hit *Long Time Gone* will awaken many punters to

their sound, and prompt some impulse purchases of this, their third album. Using sampled spoken segments, Galliano display a range of influences, with obvious jazz and hippy reference points, while dabbling in contemporary soul, dance and rap styles. The result is a beguiling, arresting album which will spin off another couple of hits. **AAA**

PICK OF THE WEEK
2 UNLIMITED: Real Things (PWL Continental HFCD38). You know the script by now: Ray rap, Anita sings and the BPMs run wild. Most of tracks on this album follow the tried and trusted formula. Only on the latter half of the album do they attempt to vary the tempo. Their run of hits continues unabated, and this is likely to emulate the chart-topping exploits of their last album. **AAA**

Alan Jones

THE OFFICIAL CHARTS - 11 JUNE

music week
 AS USED BY



SINGLES

1 LOVE IS ALL AROUND

	WET WET WET	PRECIOUS DISCOMFORT
7 02	Baby, I Love Your Way	RCA
2 03	COME ON YOUR KISS	The Microtens Unit/Formula Sound
4 04	GET-A-WAY	Parade/TVT
3 05	AROUND THE WORLD	Page 8
5 06	No Good (Start The Dance)	XL Recordings
11 07	ABSOLUTELY FABULOUS	Sheeress/Palmprint
6 08	INSIDE	Assume/France 3
8 09	You Don't Love Me (No, No, No)	Wern Warm
22 10	SWAMP THING	Bliss/Bat/Atlantic
11 11	EVERYBODY'S TALKIN'	Green
15 12	CARRY ME HOME	Discomerica/RCA
9 13	DON'T TURN AROUND	London
14 14	NO MORE TEARS (Enough Is Enough)	GoldStar
16 15	FATHER/PCP	GoldStar
17 16	SWEETS FOR MY SWEET	Acid/Bat
13 17	SHOP	Koy Maza and Jackson Shaw
10 18	THE REAL THING	Manic Street Preachers
12 20	MORE TO THIS WORLD	Epic
17 21	OMEN III	Blackmarket/MCA
22 22	TO THE END	RR
16 23	JUST A STEP FROM HEAVEN	Sart N' Para
24 24	ANYTHING	21st Century
25 25	ANGELS	PNE Commercial
26 26	JUST A STEP FROM HEAVEN	Bat/Bat/44
27 27	TO THE END	EMI
28 28	ANYTHING	Footfall/Phone
29 29	ANGELS	EMI
30 30	ANGELS	RCA

ALBUMS

1 SEAL

	SEA	ZTT
3 02	EMERGENCY! ESCAPE TO DANCE IT, \$ & WHY CAN'T WE?	Island
2 03	OUR TOWN - GREATEST HITS	Columbia
4 04	ALWAYS & FOREVER	EMI
5 05	I SWEET I SWEET SWEET	MCA
8 06	THE DIVISION BELL	EMI
11 07	THE PLUT THICKERS	Philly Phon
7 08	MUSIC BOX	Galileo
11 09	PARADISE	Traffic/Lean
15 10	THE CROSS OF CHANGES	Columbia
13 11	GOD SHUFFLED HIS FEET	Footfall/Phone
18 12	HAPPY NATION	Bluebird
17 13	END OF PART ONE (THEIR GREATEST HITS)	Acid/Bat
9 14	CRAZY	Acid/Bat
6 15	LIFEFORMS	Microtens/Union
12 16	THIS WAY UP	Wet Wet Wet
21 17	HEART, SOUL & A VOICE	Just Intents
18 18	SUITS	Final Stage/D'Union
27 19	EVERYTHING CHANGES	Jan Stein
23 20	CARNIVAL OF HITS	EMI
14 21	LEGEND	Jan Stein
25 22	THE BEST OF ENIGLES	EMI
25 23	CRASH! BOOM! BANG!	EMI
33 24	MYSTIC MANSION	EMI



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11 6 94

jazzie b woos wheeler back

Soul II Soul's Jazzie B is turning to two of dance music's original divas to provide the voices for his latest projects.

Queen Wheelers returns to the Soul II Soul fold four years after performing on the group's ground-breaking hits 'Keep On Movin'' and 'Back To Life' while Jazzie is currently manning the production controls for the return of Seventies disco singer Cheryl Lynn.

Talking exclusively to *RM*, Jazzie denies it was personal disputes between Wheeler

and Soul II Soul which led to the original split.

"We were talking about this recently and realised that it was all press talk. Caron wanted to leave to do her own thing. Now that she's done that, she feels ready to return to Soul II Soul," he says.

"We've always talked about working together again and the time is now right."

Co-writer and keyboard player Simon Low is also back in the group and other vocalists include Sonia and Melissa.

The album, 'Club Classics:

Volume Five', is set for release in October with a single in July. Previously announced live dates, which have been shifted from July to October, will feature vocalists and musicians from all of the group's albums.

Cheryl Lynn, who had hits with 'Got To Be Real' and 'Ecstasy' among others, is in the UK next week to finish three tracks on her first album in four years, produced by Jazzie B. A single, 'Kingsize', is out on Soul II Soul's Funk! Dred label later this month.



inside

1 paul oakenfold goes back to his roots

2 can the magic work again for soul II soul?

3 get on down and ultraglobe

club chart: CAUGHT IN THE MIDDLE
Julie Roberts

cool cuts: ANYTIME YOU NEED A FRIEND
Mariah Carey

white label claims digital mix first

The unrelenting rise of technology in dance music reaches a new level this week with the release of a digitally mixed compilation.

White Label Vol. 1 on White Label Recordings claims to be the first DJ mix album to incorporate digital bpm mixing techniques allowing vastpseed effects unavailable elsewhere.

The digital mixing project is also being set up by founder Martin Moll to provide a home for new unsigned underground house and techno talent.

Out in July via SRD, the album has been mixed by DJ Hoodles of London's Zoom Records and includes tunes by Art Of Trance, Dubdog Vs Slack and Cozy Concept.

Moll claims this mixing technique also allows for a greater variety of frequencies without distortion.

White Label was set up to make tracks which have only been available on DJ mix tapes more widely available.

on-u sounds of summer

Dub master Adrian Sherwood's On-U Sound label is set to unleash another array of weird and wonderful releases this summer.

Ex-Sugarhill Gang and Tackhead member and remixer Skip McDonald has formed new group Little Axe which has its first ambient blues and dub album, 'The House That Walt Built', released on August 8. The group also makes its first live appearance at Glasnostbury Festival on June 25.

Meanwhile, Dub Syndicate, with whom McDonald has performed, written and produced, have their third compilation 'Classic Selection' released on July 11. Most of the tracks are taken from late Eighties albums and include Jah Wobble and Keith Levine among the guests.

On-U supergroup Strange Perverts have their debut album 'Disconnection' released on June 27. The group, featuring Sherwood, McDonald, Doug Wimbush, David Harrow and Keith LeBlanc, has only previously been heard on compilations and limited singles.

Finally, another new act, Audio Active, look set to have a minor anthem on their hands with new single 'Free The Marjuna'.



ELPHANT PAW - PAN POSITION (POSITIVE)

10 HOT HITS TIPPED TO CHART NEXT WEEK

KRISTINE W - FEEL WHAT YOU WANT
AVAILABLE JUNE 13th - CHAMPCD 304/CHAMPK 304/CHAMP12 304/CHAMPX12 304

SHAWN CHRISTOPHER - MAKE MY LOVE
AVAILABLE JUNE 20TH - BTBCD 502/BTBK 502/BTB12 502/BTBX12 502

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25	FINGERS	26	CHERRY	27	THE SHIP	28	BACK TC	29	DIE LAU	30	MIMM IV	31	THE MIMM	32	THE BISA	33	PATIENCE	34	THE RIA	35	LEAV ON	36	GET INVI	37	TAKE IT	38	FRONT	39	TU STRA	40	DISSIDE
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© GIN. PRODUCED BASED ON A S



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COOL cuts

Shop:
Urban Collective, 139
Cornwall Street, Plymouth
(700 sq ft downstairs,
650 sq ft upstairs).



Specialist areas:
Upstairs - mostly 12-inch vinyl, UK and imports; house, garage, hardcore, techno and acid jazz; popular labels are Strictly Rhythm, Nervous, Stress, Limbo, Flying, D-Vision, UMM, No Respect, Rising High. Downstairs - DJ tapes plus tape distribution for Paul Shurey and DIY tapes among others. Ticket agent.

Manager's view:
"We've only been going a year and we've transformed the upstairs into the meeting place in Plymouth. All the cutting edge DJs come here: they do mix tapes for us and we get bookings for them. Plymouth's always been hardcore orientated but now we're seeing those customers starting to buy house and garage, which along with trance techno are the main sellers. I think intelligent techno is the sound for the summer. US product is popular on the house scene." - **Andy McMan.**

Distributor's view:
"Nice people to do business with and I understand they also do the odd spot of charity work!" - **Steve Saunders, Go Go Distribution.**

DJ's view:
"They do a fine job. It's hard for any shop down here because distribution is more difficult, but there's a good feeling that things are going to change. We feel we're on the up in the South-west and the shop's going to be there waiting!" - **Verde, Cultural Vibes.**

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

ANYTIME YOU NEED A FRIEND **Columbia**

Mariah Carey

- | | | | |
|-----------|------|---|---------------------|
| 2 | (1) | THROB Janet Jackson | Virgin |
| 3 | (5) | AIN'T NO-BODY (LOVES ME BETTER) Gwen Dickey & KWS | X-Clusive |
| 4 | NEW | BRING ME YOUR LOVE Deee-Lite | US Elektra |
| | | Back with something unusual and different at last | |
| 5 | (4) | GO ON MOVE Real 2 Real featuring The Mad Stuntman | Positiva |
| 6 | (6) | NEW YORK EXPRESS Hardheads | Strictly Rhythm/frr |
| 7 | NEW | MOVE TO THE MUSIC Ascension | Good Boy |
| | | Strong UK house groove | |
| 8 | NEW | HELP MY FRIEND Sio Mashun | Six6 |
| | | Bright NY-style garage | |
| 9 | NEW | SHADOWS OF THE PAST Tenth Street Assembly | Black Sunshine |
| | | Excellent deep gospel house | |
| 10 | NEW | TAKE MY LOVE Boomschanka | Mother |
| | | Well produced UK garage | |
| 11 | NEW | MUSIC IS SO WONDERFUL Vivian Lee | Silp'N'Slide |
| | | Classic garage oldie updated with mixes from Fire Island and Watson & Asher | |
| 12 | (11) | ROCK DA HOUSE Tall Paul | Effective |
| 13 | NEW | LOVING YOU IS EASY D-Dimension | Vinyl Solution |
| | | Powerful deep garage | |
| 14 | NEW | WHAT I NEED Crystal Waters | A&M |
| | | With mixes from the Basement Boys and Morales | |
| 15 | NEW | LOVE (A WONDERFUL THING) Kares | Fresh |
| | | Cool and stylish UK house | |
| 16 | NEW | ARE YOU SATISFIED? The Daou | Tribal UK |
| | | Deep US garage with mixes from Morales | |
| 17 | (14) | BOMBADIN Bob Slat | US Tommy Boy/ZIT |
| 18 | NEW | EQUATORIAL DAWN Mind Becomes Drum | Full Circle |
| | | UK house excursion from Phil Perry and Clive Henry | |
| 19 | NEW | SATISFY MY LOVE OT Quartet featuring Sabrina Johnston | Champion |
| | | Uplifting Stonebridge-produced garage | |
| 20 | NEW | HEAD ON Ultraboogie | Flavor/Epic |
| | | With mixes from Johnny Vicious and Wag Ya Tail | |

... a guide to the most essential new club tunes as featured on 11m's "essential selection", with patio long, broadcast every Friday between 7pm and 10pm. Compiled by dj feedback and data collected from leading djs and the following stores: city soundcity/zoom/black marker (oxford), eastern bloc/underground (manchester), 23rd precinct (glasgow), 3 beat (liverpool), warp (sheffield), tron (newcastle), joy for life (cardiffham).

caught in the middle

juliet roberts
music week award winning
& no 1 club track
the '94 mixes

david morales & k-labs mixes
out 20 June 2 x 12" / cd 1c

© GIN. PRODUCED BASED ON A S

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Elephant Paw - Pan Position
10 HOT HITS TIPPED TO CHART NEXT WEEK

hear the new single on 0891 606 508
inevitable

Distributed by 3M/Isosy Music Operations.

25	Desire	19	The Sic	26	Back T	29	Die Lau	30	Mix 1	31	Tie M	32	The B	33	PATENC	34	The Ra	35	LEAN O	36	Get Int	37	TAKE T	38	Expri	39	TU STR	40	Dissid
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THE OFFICIAL CHARTS - 11 JUNE

NEW **chart**



Britain's most-loved beats till 13 6 94

chart

compiled by alan jones from a sample of over 500 dj returns

7	02	BABY, I
4	03	COME O
4	04	GET-A
3	05	ARQUE
5	06	No Goo
4	07	Aissou
6	08	INSIDE
8	09	You Do
22	10	SINCE I
11	11	SWAMP
15	12	EVERY
9	13	CARRY I
14	14	Don't I
15	15	No Mor
16	16	FASTER
8	17	SWEETS
13	18	Sloop
10	19	The Re
12	20	MONIE T
17	21	OMEN II
22	22	To The
16	23	Just A.
24	24	Arriva
25	25	Finches

1	1	KAUGHT IN THE MIDDLE (DAVID MORALES/ K-KLASS REMIXES)
2	2	SOMEWAY (MIXES) Edy
3	3	ONE WORLD (MIXES) Croove Boy feat. Evelyn Thomas
4	4	EVERYBODY'S GONN GO (NEW ATLANTIC MIX) (COSTA DEL SOL VERSION)/VALENTINO
5	5	MIXI Two Cowboys
6	6	STRONGER TOGETHER (PAUL GOMELER/KUPPER REMIXES) Rockmelons
7	7	THROB (DAVID MORALES REMIXES) Janet Jackson
8	8	I'M NO-BODY (LIVES ME BETTER) (MIXES) Gwen Dickey & K.W.S. X-Clusive doublepack
9	9	SCREAM (THE TREE MERRYHUNT INC. MIXES) Disco Anthems
10	10	EVERYDAY THANG (FRANK NUKULES/JUDGE JESS/SWEET MERRY MIXES) Madeline Williams Columbia dipak
11	11	GO ON (MOVE/ERICK WORE 'MORILLU/JUDGE JILES/MICHAEL SKINS)
12	12	AND I'M TELLING YOU I'M NOT GOING (POPPERS FULL DELIGHT MIX) Donna Giles
13	13	CALLING 2 U (THE ROBER SANCHEZ MIXES) Yazz
14	14	HERE WE GO AGAIN (PG TIPS ANTHEM MIX) Bobby Brown
15	15	WE'RE THE BEST (A FRIEND) (CANTONABLE/ROCKWELL SOUL COMPACTS) The Best
16	16	TAKE ME AWAY (MIXES) D-Beam
17	17	NEW BEGINNING (THE BUMP REMIXES) Duke
18	18	TWO CAN PLAY THAT GAME (K-KLASS'82'S MIXES) Bobby Brown
19	19	ROCK DA HOUSE (Full Prod.)
20	20	BODY IN MOTION (SUMMER MIX)/WATERFALL (ORIGINAL, NETHERLANDS MIX)
21	21	Atlantic Ocean
22	22	GIVE ME LIFE (FULL VOCAL, FULL MOUNTY MIX) M.V
23	23	FEEL WHAT YOU WANT (MIXES) Kresina V.
24	24	DO YOU WANT IT RIGHT (MIXES) (KING STREET MIX) (RICHIE'S 94 MIX) (94 DUB) (BTI-PELLA)
25	25	Degrades Of Moon
26	26	NEW YORK EXPRESS Hardheads
27	27	SHARKS & WILSON (KENNY LARSON REMIXES) Inner City
28	28	IN DE GHETO (DAVID MORALES & The Beat feat. Club feat. Della
29	29	CRAZY MAN (P.O.S. IN PROGRESS) (CLUB ON B5T) (DUB ON BLASTY) (FAKE YOU RIGHT
30	30	ULLEPANN PAIN (GUST. DAWON TO THE FUNK) (MIXES) Pure Passion
31	31	HARPOUN (not listed in chart)
32	32	ARMONICA MIX (TECHNO DUB BACK BOYZ MIX)

13	13	SMELLS LIKE TEEN SPIRIT (MIXES) Abigail
14	14	THE ONE FOR ME (THE S.D.A. MIXES) Joe
15	15	LOVE ME CAPPELLA/MARRS PLASTIC/DJ PIERRE/PLUS STAPLES REMIXES) Plastic
16	16	SPIN YA ROUND Fubar
17	17	POISON (STUART DROUGHT REMIX) General Base
18	18	DO IT THER BRISTOL & MARK PICCHOTTI/SUN ELECTRIC REMIXES) Yello
19	19	HAVANA LICK Good Coast
20	20	BACK TO LOVE (GP CLUB MIX) Brand New Heavies
21	21	LET ME SHOW YOU LOVE (Buzin Cuzin's/Romantory
22	22	YOU DON'T LOVE ME (NO. NO.) (MIXES) Dawn Penn
23	23	ANY TIME, ANY PLACE (C.J.MACKINTOSH/KELLY/JAM & LEWIS REMIXES) Janet Jackson
24	24	MAKE MY LOVE (STONEBRIDGE/MOTIV/KERRI CHANDLER/JUNCO MIXES)
25	25	Shawn Christopher
26	26	TAKE MY LOVE (FULL LENGTH VERSION) Boomsanka
27	27	THROW/REMAKE (NO. CARL CRAIG PRESENTS) Paperclip People
28	28	EMERGENCY ON PLANET EARTH (REMIXES) Jamiroquai
29	29	I WANT TO BE ALONE (GRETA G) (WAMP OF VAMPIRS) (THE SWEDISH WAMP) FEASE THE PRESSURE Zwo Third
30	30	YOU MAKE ME FEEL GOOD JK
31	31	HEAD ON (JOHNNY VICIOUS)/BABY SEAN REMIXES) Ultrabrogala
32	32	EASE MY MIND (MIXES) Arrested Development
33	33	WHAT'S UP DJ Miko
34	34	LOST IN AMERICA (FLOOR FEDERATION REMIXES) F. Machine
35	35	SWAMP THING (MIXES) The Grid
36	36	SO DAMN TUFF The Flavor
37	37	TWINKLE TWINKLE (I'M NOT A STAR) (MIXES) (I) WANNIA ROCK (MIXES)
38	38	OH MY GUK (UK FLAVOUR EXTENDED MIX) (RED EYE MIX) (MASTER MIX) (ORGAN MIX)
39	39	A Tribe Called Quest
40	40	CRAZY FOR YOU (WILD FRUIT (NRG MIX) (CLUB MIX) Lat Loose
41	41	ECSTASY (MORALES MIXES) Joby Watley
42	42	RUSH ME BA EP. ROCK ME BA BALOVER NUMBER SIX/BE/BE/BEAT ABOUT THE CONFUSION doublepack
43	43	BOSS D.D. deamer
44	44	IF THIS IS LOVE (MIXES) Jamie Tray
45	45	JALIBRO (THE TOXIC TRIP FREE MIX) (WEATHERLUB DUB CHAPTER 3 MIX)
46	46	Primal Scream
47	47	HEY DJ (THE LOVELAND MIXES) Lighter Shade Of Brown
48	48	BOMBADIN 808 State
49	49	AMERICAN ZOO (not listed in chart)
50	50	YOU'RE THE ONE (not listed in chart)
51	51	YOU'RE THE ONE (not listed in chart)
52	52	YOU'RE THE ONE (not listed in chart)
53	53	YOU'RE THE ONE (not listed in chart)
54	54	YOU'RE THE ONE (not listed in chart)
55	55	YOU'RE THE ONE (not listed in chart)
56	56	YOU'RE THE ONE (not listed in chart)
57	57	YOU'RE THE ONE (not listed in chart)
58	58	YOU'RE THE ONE (not listed in chart)
59	59	YOU'RE THE ONE (not listed in chart)
60	60	YOU'RE THE ONE (not listed in chart)

US Tommy Boy/ZTT
Tribal 00

beats

& pieces

The cheeky **Flesh** crew have created their own cartoon version of DJ **Graeme Park** for the promotional material for their label's first single by **Roger**, which was remixed by Park. Pictured in a tom-o-shanter and with a bare chest of rippling muscles, a jovial Park is also seen getting all too familiar with a couple of **Flesh** members. "It's a good job I can see the funny side - although my friends seem to think it's funnier than I do," says Park. "An all-time classic"; "the best thing since sliced bread"; "the cutting edge of ambient music" -

all these are words of praise from the likes of **Paul Oakenfold**, The Orb's **Alex Patterson** and D-Ream's **Peter Cunnah** regarding the release on CD this month of the **Blade Runner** film soundtrack by **Vangelis**, on East West... **Black Box** make a rare appearance in the UK on June 17 at Walford's Kudas club featuring new US singer **Charvoni**. A new single and album are due shortly... Talking of old names reappearing, hella Samoan rappers the **Boo Yoo Tribe** are back on June 20 with a new single, 'Get Gatted On', with the album 'Doomsday' following on July 25. Apparently a family death led to the group disbanding two years ago and relocating to Japan. But fellow musicians have



persuaded the crew to return with **Will Roc** from Ghetto Guerrillas at the controls. The band also hit the UK for promotional work this week. "Incredible" by **M Beat** featuring **General Levy**, finally gets a full release on Renk Records this week and looks set to be the jungle genre's biggest hit to date particularly if it rumbled licensing deal with London/Vir takes place... Music Of Life's **Simon Harris** was in a particularly good mood last week after discovering that **Arrested Development's** new single 'Ease My Mind' samples **George Clinton's** biggest hit to date particularly if it rumbled licensing deal with London/Vir takes place... **Baby Ford** is set to return on Vinyl Solution in a collaboration with **Eon**... **Double Exposure** is a new US company which is heading to the UK to set up an artist development venture. The company, led by founder **Angelo Ellerbee**, is offering services such as image control and etiquette. Wonder why it believes the dance world might be interested?... The **Esoteric** label is launching a series of compilations to promote new and unsigned acts. 'Esoteric Selects' features tracks from London's **Q-Rius** and **One On One** and Florida's **Rhythm Base 2**. Congratulations to our Loaded competition winner **Sipheri** (Carvey Island) and runners-up **Ue Willis** (Neath) and **Dave Shawcross** (London). **AND THE BEAT GOES ON!**

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...latest
Kicker Records' **Quint Limits** party at London's **Prohibition** next Wednesday (16) features **Collin Dale** and **Collin Fover**...
'Strictly Rhythm Volume 3' compilation on **Beet** is out on June 21...

SI

7 LO

7	02	Baby, I
2	03	Come On
4	04	GET-A-...
3	05	AROUND
5	06	No Goo
NEW	07	ASSOLU
6	08	INSIDE
NEW	09	You Do
22	10	SINCE I
11	11	SWAMP
15	12	EVERYB
9	13	Carry I
NEW	14	DON'T
NEW	15	No Mor
NEW	16	FASTER/
8	17	SWEETS
13	18	SHOP
10	19	The Rez
12	20	MORE T
17	21	OWEN II
NEW	22	To The
16	23	Just A
NEW	24	Averna
NEW	25	Frangis De Jov



Lay your love on me

COLUMBIA

660.372 7 - 4 - 2 - 5

10

OUT THIS WEEK

●	I WANNA BE YOUR MAN - CHAKA DEMUS & PILERS (MANGO)
●	SHINE - ASWAD (BUBBLIN')
●	ANYTIME YOU NEED A FRIEND - MABIAH CAREY (COLUMBIA)
●	I AIN'T MOVIN' - DES'REE (DUSTED SOUND/S2)
●	JAILBIRD - PRIMAL SCREAM (CREATION)
●	I SWEAR - ALL-4-ONE (ATLANTIC/EAST WEST)
●	TAKE ME AWAY - DREAM (FXJ/MAGNET)
●	LAY YOUR LOVE ON ME - ROACHFORD (COLUMBIA)
●	U & ME - CAPPELLA (INTERNAL DANCE/LONDON)
●	ELEPHANT PAW - PAM POSITION (POSITIVA)

10 HOT HITS TIPPED TO CHART NEXT WEEK

25	FINGERS OF LOVE	Dovey Hoist	Dovey
26	Cherish! Bloom! Bang!	Revere	EMI
27	THE SISTERS EP	Flur	Island
28	BACK TO LOVE	The Bravo New Heaves	App. Jaz/TBR
29	DIE LAUGHING	Triquet	ASM
30	MAMA MAMA MAMA	Dawn Ter Dukes	RA
31	THE MOST BEAUTIFUL GIRL IN THE WORLD (S.W.A.S.)		NP3
32	THE BEAUTIFUL EXPERIENCE (S.W.A.S.)		NP3
33	PATIENCE OF ANGELS	Evo Feuer	Bowery Nite
34	THE REAL THING	Tori O. Blair	Capitol Em
35	LEAN ON ME	Michael Brown	Columbia
36	Get Into You	Diana Monroe	Musstrom
37	Take It Back	Pat Kemp	EMI
38	EVERYDAY THING	Naomi Husula	Columbia
39	I'LL STAND BY YOU	Paradise	WEA
40	DISSIDENT	Pete Jule	Erz

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jack roberts
the new single
rad i o

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jah wobble, 8th june, shepherds bush empire
tom robinson, 16th june, the grand, clapham

hear the new single on 0891 606 508
inevitable

Distributed by 3MV/Sony Music Operations.

35	MILWAU	The Bushwicks, Brown	Columbia
36	Gold - Greatest Hits	Asia	Piccolo
37	AUTOMATIC FOR THE PEOPLE	REM	Waved Bed
38	ILL COMMUNICATION	Blumenfeld	Group Beyond/Capitol
39	Bar Out Of Hell II - Back To Hell/Water Lay	Goik	Vision
40	Goik's Back - The Very Best Of	Dawn Somersalt	Philly
41	THE VERY BEST OF MARVIN GAYE	Marvin Gaye	Mercury
42	THE DEFINITIVE SIMON AND GARFUNKEL	Simon And Garfunkel	Columbia
43	ELEGANT SUMMING	M Point	RA
44	EXPRESS YOURSELF CLEARLY	ETC	MCA
45	BACK TO FRONT	Louis Bock	Piccolo
46	STARS	Slavry Bar	East West
47	BROTHER SISTER	The Bravo New Heaves	App. Jaz/TBR
48	THE IMMIGULATE COLLECTION	Mozzma	Sir
49	STREET ANGEL	Steve Hood	EMI
50	THE BEST OF ROO STEWART	Roo Stewart	Worner Bros

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Mila

Gentleman Who Fell

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COMPUTER GAMES

This	Last	Title	Formats	Label	11	11	JURASSIC PARK	AG PC AA OT	Ocean
1	1	CANNON FODDER	AG	Virgin	12	14	RYDER CUP GOLF	PC AA	Ocean
2	2	SIM CITY 2000	PC AP	Maxis/Mindscape	13	12	CHAMP MANAGER COMP	AG PC	Domark
3	3	MAN UTD LEAGUE CHAMPS	AG	Krisalis	14	28	ZOO 2	AG AA OT	Gremlin Graphics
4	4	PREMIER MANAGER 2	AG	Gremlin Graphics	15	16	F14 FLEET DEFENDER	PC	Microprose
5	6	FRONTIER: ELITE 2	ST AG PC	Gametek	16	25	CHAMP. MANAGER 33	ST AG PC	Domark
6	5	BENEATH A STEEL SKY	AG PC	Virgin	17	20	UFO: ENEMY UNKNOWN	PC OT	Microprose
7	7	PACIFIC STRIKE	PC	Electronic Arts	18	36	LEMMINGS 2	ST AG PC	Psychion
8	8	SKIDMARKS	AG OT	Acid Software	19	12	MICROSOFT FLIGHT SIM... V5	PC	Microsoft
9	10	SENSIBLE SOCCER 92/93	ST AG	Renegade/Mindscape	20	37	LIBERATION	AG PC	Mindscape
10	9	THE SETTLERS	AG	Blue Byte	Source: ELSPA				

COUNTRY

This	Last	Title	Formats	Label	11	9	THE CHASE	Garth Brooks	Liberty CDSTU 2184 (E)
1	1	IN PIECES		Garth Brooks	12	-	INFAMOUS ANGEL	Iris De Ment	Warner Bros 9362452382 (W)
2	2	INGENUA		KO Lang	13	-	MOONLIGHT BECOMES YOU	Willie Nelson	Columbia 4759452 (SM)
3	3	COWGIRLS PRAYER		Emmylou Harris	14	14	ABSOLUTE TORCH AND TWANG	Idj lang and The Reclines	Sire 9258772 (W)
4	4	WHEN LOVE FINDS YOU		Vince Gill	15	12	CROONIN	Anne Murray	Capitol CDCEM 3672 (E)
5	3	MY LIFE		Iris De Ment	16	15	SHADOWLAND	Idj lang	Warner Bros 9257242 (W)
6	8	NO FENCES		Garth Brooks	17	20	GREYVIOUS ANGEL/GUP	Gram Parsons	Warner Brothers WB 9261082 (W)
7	5	A DATE WITH DANIEL O'DONNELL		Daniel O'Donnell	18	14	COME ON COME ON	Mary-Chapin Carpenter	Columbia 471882 (SM)
8	7	ROPIN' THE WIND		Garth Brooks	19	16	THIS IS ME	Randy Travis	Warner Brothers 9362455014 (W)
9	8	THE WAY THAT I AM		Martina McBride	20	-	KICKIN' IT UP	John Michael Montgomery	Atlantic 9567825592 (W)
10	10	FOLLOW YOUR DREAM		Daniel O'Donnell	© CIN				

JAZZ AND BLUES

This	Last	Title	Formats	Label	11	3	Subject	Description
1	1	BLUES		Jimi Hendrix	1	3	Beavis & Butt-head	Various
2	RE	THE QUIET REVOLUTION		Ronny Jordan	2	10	Kurt Cobain	Live On Stage
3	3	JAZZMATAZZ		Guru	3	8	Nirvana	In Utero and Smiley
4	RE	MONTAGE		Kenny G	4	6	Ren & Stimpy	Various
5	5	MUDDY WATER BLUES		Paul Rodgers	5	9	Red Dwarf	Twat It
6	RE	FEELS LIKE RAIN		Buddy Guy	5	-	Superman	Logo
7	RE	KIND OF BLUE		Miles Davis	7	-	Pantera	Far Beyond
8	RE	GRAVITY		Kenny G	8	-	Therapy?	Troublegum
9	RE	TELLIN' STORIES		Walter Trout Band	9	-	Pearl Jam	Alive and Europe 93
10	RE	PASSION & WARFARE		Steve Vai	10	-	Megadog	Megadog

© CIN

INDEPENDENT SINGLES

This	Last	Title	Formats	Label	11	NEW	1	TEENAGER OF THE YEAR <th>Frank Black <th>4AD DAD 4005CD (RTM/P) </th></th>	Frank Black <th>4AD DAD 4005CD (RTM/P) </th>	4AD DAD 4005CD (RTM/P)	
1	NEW	1	TREE FROG	Hope	Sun-Up SUN 003C (SRD)	2	1	I SAY I SAY I SAY	Erasure	Major COSTUM 115 (RTM/P)	
2	NEW	1	THE BEAUTIFUL EXPERIENCE	(Symbol)	NGP NPG 00212 (TBD)	2	5	STACKED UP	Seisler	Ultimate TOPPC 088 (RTM/P)	
3	NEW	1	SLAVE NEW LOVE	Sagittara	Roadrunner RR 2345 (P)	4	5	ANARCHY	Chumbawamba	One Little Indian TPLP 46CD (P)	
4	NEW	1	THE MOST BEAUTIFUL GIRL...	(Symbol)	NPG NPG 00155 (RP/7B)	5	7	DEBUT	Bjork	One Little Indian TPLP 31CD (P)	
5	1	2	HYMN	Moby	Mute LCDMUTE 161 (RTM/P)	6	3	GIVE OUT BUT DON'T GIVE UP	Primal Scream	Creation CDCEM 145 (P)	
6	2	2	LIKE A MOTORWAY	Seventeen	Heavenly HWN 40CD (P)	7	NEW	1	THE LAST SUPPER	Kevin McDermott Orchestra	Isis Gold (SCM 207) (LS)
7	4	4	JULIE EP	Laurent	China WWCDC 2042 (P)	8	4	LET LOVE IN	Nick Cave & The Bad Seeds	Mute COSTUMM 122 (RTM/P)	
8	3	3	U DON'T HAVE TO SAY U LOVE ME	Mash!	React CDREACT 33 (SRD)	9	RE	1	XC-NV 4	Transglobal XCAN 462 (3M/V)	
9	6	3	DELICIOUS	Sleeper	Internal SLEEP 003CD (V)	10	3	FEAR, EMPTINESS, DESPAIR	Napalm Death	Earsache MQSH 109CD (V)	
10	6	7	ALWAYS	Erasure	Mute CDMUTE 152 (RTM/P)	11	RE	1	SELECTED AMBIENT WORKS VOL II	Alpha Town	Wang WARP 21 (RTM/P)
11	NEW	1	FUNK DE FINO	Giggy	Limbo LIMO 31CD (RTM/P)	12	RE	1	LEAVING THE LAND	The Lovellars	China WOLCOL 1822 (P)
12	4	4	ETHICS EP	Mountain Melodies	Effective EPRS 01233 (P)	13	10	6	PANALOGUE EP	Hardfloor	Harthouse HHSPEE 002CD (RTM/P)
13	14	3	HEADACHE	Frank Black	4AD BOLD 4007CD (RTM/P)	14	12	7	LET THROUGH THIS	Hole	City Slang EFA 09352 (RTM/P)
14	13	10	SON OF A GUN	JX	Internal ICS 5 (RTM/P)	15	6	2	TWO FULL MOONS AND A TROUT	Union Jack	Rising High HSN 81 (RTM/P)
15	NEW	1	ROCK 'N' ROLL KIDS	Paul Harrington/Charlie...	Rock Kids RNKNC 1 (TBD)	16	3	3	THE WHITE BIRCH	Codame	Sub Pop SP 1884 (SRD)
16	10	7	SUPERSONIC	Gass	Crestline CRESCD 174 (V)	17	RE	1	MAYA	Banco De Gaia	Ultimate BAKSCD 182 (RTM/P)
17	NEW	1	REMIXES	Jumpin' Jack Frost	Formations FORM 12042 (SRD)	18	2	2	THE LEVELLERS	The Levellers	China WOLCOL 1034 (P)
18	16	5	BASS CADET EP	Auschra	Wang WAP 44CD (RTM/P)	19	9	9	TAKES DIS	Credit To The Nation	One Little Indian TPLP 44CD (P)
19	NEW	1	LOVE U ALL OVER	108 Grand	Om Whines OM 099CD (SRD)	20	RE	1	STS	Internal LIED 11 (RTM/P)	
20	NEW	1	GIVE YOU ANYTHING	Bang Bang Machine	Ultimate TOPPC 040CD (RTM/P)	© CIN					

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CHERRY RED CD CHART

MAY 1994

THIS LAST	Title	Formats	Label	11	12	Tracey Thorn <th>A Distant Shore <th>Cherry Red CDREB 35 </th></th>	A Distant Shore <th>Cherry Red CDREB 35 </th>	Cherry Red CDREB 35	
1	NEW	THE MONOCHROME SET	Misere	Cherry Red CDREB 154	11	15	SKELETAL FAMILY	Anagram CDGMGR 78	
2	NEW	BLIND MR JONES	Tatone	Cherry Red CDREB 113	12	RE	1	ALIX ISB FRENZ	The First Compact Disc
3	NEW	LONG TALL TEXANS	Atos and Eight's	Anagram CDGMGR 74	13	RE	RE	BEN WAT	North Matrix Drive
4	NEW	VARIOUS	The Fresh Records Punk Singles Collection	Anagram CDPUK 32	14	11	RE	LODDY YELLOW LORRY	The Red Lorry Yellow Lorry
5	NEW	VARIOUS	Night Of The Living Puppies	Anagram CDGMGR 74	15	19	19	MARINE GIRLS	Singles Collection
6	NEW	THE VIBRATORS	Fifth Amendment/Recharged	Anagram CDPUK 34	16	17	17	THE SHARKS	Cherry Red CDREB 105
7	RE	JOHNS CHILDREN	The Legendary Organum Album	Cherry Red CDREB 31	17	4	4	GUITAR GANGSTERS	Recreational Killer
8	3	VARIOUS	Football Classics Man Ltd	Richmond MONDE 16CD	18	6	6	ENGLANDS GLORY	Power Chords For England
9	16	DEAD KENNEDYS	Fresh Fruit For Rotting Vegetables	Cherry Red CDREB 18	19	2	2	MONMUS	Legendary Lost Album
					20	5	5	PATRICK FITZGERALD	The Ultraconformist
									The Very Best Of
									Anagram CDPUK 31

JUNE RELEASES

CD/CHERY 133 PROLAPSE Pull Through Barker



CD/CHERY 134 TSE TSE FLY

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

THE OFFICIAL
music week
CHARTS
11 JUNE 1994

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

It combines Radio One and R1 in a weighting system derived from latest audited listening figures. R1 stations contributing data include:

102.6 FM Signal One; 2CR FM; 96.4 FM BRMB; 96.7 BCR; Airo FM; Atlantic 252; BBC Radio 1; Beacon; Borders; Broadland; CNFM; Capital FM; Central FM; Children Network; City; Clyde One FM; Cool FM; County Sound Network; Downtown; Essex; Forth RFM; Fox FM; GWR FM; Halfam FM; Hareward; Invicta FM; Lines FM; MFM 103.4 & 97.1; Mercury; Metro FM; Morey Firth; NorthSound; Orchard FM; Piccadilly Key 103 FM; Pirate FM; Power FM; Red Dragon; Red Rose Rock FM; SGR FM; Swansea Sound; TFM; Tay; The Pulse; Trent; Viking FM; Wyvern.

THIS REPRESENTS AROUND 84.68% OF POP RADIO LISTENING IN THE UK

The List	Title Artist (Label)	Last weeks 1FM Playlist	Station with most plays	The List	Title Artist (Label)	Last weeks 1FM Playlist	Station with most plays
1	LOVE IS ALL AROUND <i>Wet Wet Wet (Precedent)</i>	P	102.6 FM Signal One	21	13 DREAMS <i>The Carpenters (Island)</i>	B	Atlantic 252
2	SWEETS FOR MY SWEET <i>CJ Lewis (Black Market UK)</i>	P	Red Rose Rock FM	22	ANYTIME YOU NEED A FRIEND <i>Mariah Carey (Columbia)</i>	B	Piccadilly Key 103 FM
3	AROUND THE WORLD <i>East 17 (Island)</i>	P	Red Rose Rock FM	23	PATIENCE OF ANGELS <i>Earl Reader (Blanco y Negro)</i>	B	Ara FM
4	BABY I LOVE YOUR WAY <i>Big Mountain (RCA)</i>	P	Red Rose Rock FM	24	13 AINT NOTHING LIKE THE REAL THING <i>U2 (RCA)</i>	B	Red Rose Rock FM
5	THE MOST BEAUTIFUL GIRL IN THE WORLD <i>Prince NPG/IA</i>	A	Red Rose Rock FM	25	SINCE I DON'T HAVE YOU <i>U2 (RCA)</i>	A	102.6 FM Signal One
6	JUST A STEP FROM HEAVEN <i>Enatal (EMI)</i>	A	Red Rose Rock FM	26	11 DEDICATED TO THE ONE I LOVE <i>Ray McLean (Island)</i>	A	Power FM
7	THE REAL THING <i>Tony Di Bart (Cleveland City)</i>	P	Red Rose Rock FM	27	13 BABIES <i>Pulp (Island)</i>	B	Capital FM
8	PRAYER FOR THE DYING <i>Geet (ZTT)</i>	A	Red Rose Rock FM	28	11 TAKE IT BACK <i>Prk Floyd (EMI)</i>	B	Cool FM
9	ALWAYS <i>Ensure (Mute)</i>	A	Ara FM	29	NEW DON'T TURN AROUND <i>Acid 13 (Bass)</i>	A	Cool FM
10	EVERYBODY'S TALKIN' <i>The Beautiful South (Island)</i>	A	102.6 FM Signal One	30	11 YOU DON'T LOVE ME (NO NO NO) <i>Stain Press (Big Beat)</i>	A	BBC Radio 1
11	I'LL STAND BY YOU <i>The Pretenders (WEA)</i>	A	Piccadilly Key 103 FM	31	13 SHINE AHEAD <i>(Bubble)</i>	A	Ara FM
12	CARRY ME HOME <i>Ensure (Island)</i>	A	Red Rose Rock FM	32	NEW LONG TIME GONE <i>Gullone (Takin Loud)</i>	A	BBC Radio 1
13	LEAN ON ME <i>Michael Bolton (Columbia)</i>	A	102.6 FM Signal One	33	13 TO THE END <i>(Flood)</i>	A	BBC Radio 1
14	GET-A-WAY <i>Mace (Palco 8)</i>	P	BBC Radio 1	34	13 ABSOLUTELY FABULOUS <i>Absolutely Fabulous (Spinnin')</i>	A	Children Network
15	MORE TO THIS WORLD <i>Red Boyz Inc. (IAM)</i>	A	Children Network	35	13 MAMA SAID <i>Curtis Anderson (Clive)</i>	N	Children Network
16	SHOOP <i>Sah-N-Papa (Rn)</i>	P	Power FM	36	14 STREETS OF PHILADELPHIA <i>Boyz n the Basc (Columbia)</i>	B	African 252
17	EASE MY MIND <i>Arrested Development (Coshop)</i>	A	BBC Radio 1	37	13 NUMBER ONE <i>E.Y.C. (MCA)</i>	B	Orchard FM
18	CRASH! BOOM! BANG! <i>Reverie (EMI)</i>	A	MFM 103.4 & 97.1	38	13 I SWEAR <i>At-4-One (Atlantic)</i>	N	Cool FM
19	INSIDE <i>Shikari (Whitehouse)</i>	P	BBC Radio 1	39	13 JAILBIRD <i>Pruel Scream (Creative)</i>	B	NorthSound
20	MMM MMM MMM MMM <i>Crash Test Dummies (RCA)</i>	A	City	40	13 BACK TO LOVE <i>Brand New Heavies (A&J Jaxx)</i>	B	NorthSound

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BREAKERS

#	Title Artist (Label)	#	Title Artist (Label)
1	ANY TIME, ANY PLACE <i>Janet Jackson (A&M)</i>	11	7 SECONDS <i>Youssef N'Dour (Columbia)</i>
2	WILLING TO FORGIVE <i>Aruba Franklin (Arista)</i>	12	THE ONE FOR ME <i>Joe (Mercury)</i>
3	CRAZY FOR YOU <i>Lee Loose (Mercury)</i>	13	TAKE ME AWAY <i>Dream (FRO)</i>
4	U & ME <i>Cappella (Island Dance)</i>	14	MIDDLEMAN <i>Terosion (Vocal)</i>
5	EVERYDAY THANG <i>Melanie Williams (Columbia)</i>	15	DIE LAUGHING <i>Therapy? (IRS)</i>
6	LAY YOUR LOVE ON ME <i>Beachfront (Columbia)</i>	16	TEMPLE BAR <i>Joella Hoffman (Mercury)</i>
7	THE SUN DOES RISE <i>Jon Woble's Invaders Of (Island)</i>	17	VISIONS <i>Lena Fiorino (Arista)</i>
8	HYPOCRITE <i>Lush (H&M)</i>	18	NO MORE TEARS (ENOUGH IS...) <i>Kym Mazell & Jocelyn Brown (Mercury)</i>
9	GENTLEMAN WHO FELL <i>Mika (S&W)</i>	19	HERE COMES A MAN <i>Trellis (Virgin)</i>
10	I WANNA BE YOUR MAN <i>Chaka Demus & Pliers (Morgan)</i>	20	VASOLINE <i>Close Temple Pilots (East West)</i>

Records are outside the Airplay Chart but not on last week's CN Top 20 singles chart.

NETWORK CHART

#	Title Artist (Label)	#	Title Artist (Label)
1	LOVE IS ALL AROUND <i>Wet Wet Wet (Precedent)</i>	21	MORE TO THIS WORLD <i>Red Boyz Inc. (IAM)</i>
2	BABY, I LOVE YOUR WAY <i>Big Mountain (RCA)</i>	22	13 AINT NOTHING LIKE THE REAL THING <i>U2 (RCA)</i>
3	COME ON YOU REDS <i>Manchester City Football Squad (Phylax)</i>	23	13 CRASH! BOOM! BANG! <i>Reverie (EMI)</i>
4	GET-A-WAY <i>Mace (Palco 8)</i>	24	13 DREAMS <i>The Carpenters (Island)</i>
5	AROUND THE WORLD <i>East 17 (Island)</i>	25	13 DEDICATED TO THE ONE I LOVE <i>Ray McLean (Island)</i>
6	NO GOOD (START THE DANCE) <i>The Prudges (OK)</i>	26	11 TAKE IT BACK <i>Prk Floyd (EMI)</i>
7	NEW ABSOLUTELY FABULOUS <i>Absolutely Fabulous (Despotz)</i>	27	13 DON'T TURN AROUND <i>Acid 13 (Bass)</i>
8	INSIDE <i>Shikari (Whitehouse)</i>	28	13 ANYTIME YOU NEED A FRIEND <i>with City (Columbia)</i>
9	YOU DON'T LOVE ME <i>Brown Paper (Big Beat)</i>	29	13 PATIENCE OF ANGELS <i>Earl Reader (Blanco y Negro)</i>
10	SINCE I DON'T HAVE YOU <i>U2 (RCA)</i>	30	NEW MENTARS <i>Jarvis & Envy (Exp. South Liberty Base) (MCA)</i>
11	SWEETS FOR MY SWEET <i>CJ Lewis (Black Market UK)</i>	31	13 MMM MMM MMM MMM <i>Crash Test Dummies (RCA)</i>
12	EVERYBODY'S TALKIN' <i>The Beautiful South (Island)</i>	32	13 DIGNITY <i>Deveraux (EMI)</i>
13	JUST A STEP FROM HEAVEN <i>Enatal (EMI)</i>	33	13 STREETS OF PHILADELPHIA <i>Boyz n the Basc (Columbia)</i>
14	THE MOST BEAUTIFUL GIRL IN THE WORLD <i>Prince NPG/IA</i>	34	13 SWAMP THING <i>id (Deconstruction)</i>
15	THE REAL THING <i>Tony Di Bart (Cleveland City)</i>	35	13 LIGHT MY FIRE <i>Clubhouse (PWL Interscope)</i>
16	CARRY ME HOME <i>Ensure (Island)</i>	36	13 SHOOP <i>Sah-N-Papa (Rn)</i>
17	I'LL STAND BY YOU <i>The Pretenders (WEA)</i>	37	13 THE REAL THING <i>id (Deconstruction)</i>
18	LEAN ON ME <i>Michael Bolton (Columbia)</i>	38	13 THE SIGN <i>Acid 13 (Bass)</i>
19	PRAYER FOR THE DYING <i>Geet (ZTT)</i>	39	13 FASTER/PCP <i>(Head Start Productions)</i>
20	ALWAYS <i>Ensure (Mute)</i>	40	13 EVERYTHING CHANGES <i>Tina Turner (RCA)</i>

© ERA. The Network Chart is compiled by ERA for Independent Radio using airplay data and CN sales data.

VIRGIN 1215 CHART

#	Title Artist (Label)	#	Title Artist (Label)
1	SEAL SEA <i>CT12</i>	21	14 THE HITS 2 <i>Prince (Paisley Park)</i>
2	OUR TOWN - GREATEST HITS <i>Deacon Blue (Columbia)</i>	22	14 THE IMMACULATE COLLECTION <i>Madonna (Epic)</i>
3	EVERYBODY IS DOING IT SO WHY CAN'T WE? <i>Sublime (Island)</i>	23	19 STARS <i>Empy Real (East West)</i>
4	THE DIVISION BELL <i>Prk Floyd (EMI)</i>	24	23 THE BEST OF ROD STEWART <i>Red Steuart (Mercury)</i>
5	PARKLIFE <i>Head 4 (Island)</i>	25	13 THE HITS 1 <i>Prince (Paisley Park)</i>
6	THIS WAY UP <i>Chris De Burgh (S&W)</i>	26	34 GREATEST HITS <i>Flowerpot Mac (Warner Bros)</i>
7	GOOD SHUFFLED HIS FEET <i>Crash Test Dummies (MCA)</i>	27	13 DAVID BYRNE <i>David Byrne (Capitol)</i>
8	STREET ANGEL <i>Some Heads (S&W)</i>	28	14 GREATEST HITS <i>Queen (Epic)</i>
9	END OF DAYS ONE (THEIR GREATEST HITS) <i>White Lies (Reprise)</i>	29	33 CHEK'S GREATEST HITS 1985-1992 <i>Cher (Geffen)</i>
10	THE VERY BEST OF MARYN GAY <i>Maryn Gay (Mercury)</i>	30	37 BAIT OUT OF HELL II - BACK TO HELL <i>Meat Loaf (Epic)</i>
11	TEENAGER OF THE YEAR <i>Frank Black (MCA)</i>	31	23 SHEPPERD MOONS <i>Exp. (Virgin)</i>
12	LEGEND <i>Bob Marley And The Wailers (Tuff Gong)</i>	32	13 AUGUST AND EVERYTHING AFTER <i>Counting Crows (Geffen)</i>
13	LAST OF THE INDEPENDENTS <i>Pretenders (WEA)</i>	33	12 I AIN'T MOVIN' <i>DeVine (Globe SD)</i>
14	THE BEST OF EAGLES <i>Eagles (Arista)</i>	34	13 MONEY FOR NOTHING <i>Eric Burdon (Virgin)</i>
15	14 AUTOMATIC FOR THE PEOPLE <i>REM (Warner Bros)</i>	35	35 DEBUT <i>Dark (One Little Indian)</i>
16	13 THE DEFINITIVE EMINEM AND GARIBOLDI <i>Frankie & The Knickerbocker (Island)</i>	36	36 THE WHOLE STORY <i>Kate Bush (Epic)</i>
17	TAKE ME TO GOD <i>Jon Woble's Invaders Of The Heart (Island)</i>	37	13 THE ULTIMATE EXPERIENCE <i>Jim Rodden (Polygram)</i>
18	11 NEVERMIND <i>Smoggy (Island)</i>	38	31 SO FAR SO GOOD <i>Bryan Adams (A&M)</i>
19	CRASH BOOM BANG <i>Reverie (EMI)</i>	39	37 BROTHERS IN ARMS <i>Eric Burdon (Virgin)</i>
20	13 MIADW <i>The Beautiful South (Island)</i>	40	33 FALLING FORWARD <i>John Fordham (Epic)</i>

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US SINGLES

Rank	Title/Artist	Label	Rank	Title/Artist	Label
1	I SWEAR As + One (Merck)	26	I'LL TAKE YOU THERE General Public (Merck)		
2	I'LL REMEMBER Madonna (Merck)	27	321 SILENCE Christian Bale (Merck)		
3	ANY TIME... ANY PLACE... Anytime Jackson (Merck)	28	SMILE David Lee (Merck)		
4	REGULATE The Roots & Black Thought (Merck)	29	WITHOUT YOU EVER FORGET YOU Herbie Hancock (Merck)		
5	THE SIGN Ace of Base (Merck)	30	WHAT YA MAN Josh N. Pope & The Roots (Merck)		
6	DON'T TURN AROUND Ace of Base (Merck)	31	WHYTA MAN Josh N. Pope & The Roots (Merck)		
7	LOVE YOUR WAY Big Mountain (Merck)	32	BREATHLESS The Roots (Merck)		
8	THE MOST BEAUTIFUL GIRL IN THE WORLD Prince & The New Power Generation (Merck)	33	SMILEY POTATO Pie Demino (Merck)		
9	YOU MEAN THE WORLD TO ME The Roots (Merck)	34	ALWAYS Erasure (Merck)		
10	BACK & FORTH Faithless (Merck)	35	COME TO MY WINDOW Melissa Etheridge (Merck)		
11	RETURN TO INNOCENCE Erasure (Merck)	36	STREETS OF PHILADELPHIA Eric Burdon & The New Animals (Merck)		
12	IF YOU GO Jamiroquai (Merck)	37	PUMPS AND A BUMP The Roots (Merck)		
13	YOUR BODY'S CALLING Rikkyo (Merck)	38	OBJECTS IN THE REAR VIEW MIRROR Muthead (Merck)		
14	I'M READY Tom Campbell (Merck)	39	BREATHE AGAIN! Tom Brown (Merck)		
15	BUMP N' GRIND Itz'zy (Merck)	40	LOVE SNEAKIN' UP ON YOU Georgia Ruth (Merck)		
16	STAY II MISSED YOU Lisa Lamb & The Roots (Merck)	41	I MISS YOU Anora Hill (Merck)		
17	DON'T TAKE THE GIRL Tom Medrow (Merck)	42	MOVING ON UP M People (Merck)		
18	ANYTHING JAYI (Merck)	43	FUNKIFIED Da Brat (Merck)		
19	BEAUTIFUL IN MY EYES Joshua Kadish (Merck)	44	OH AND OUR FEELINGS Belafonte (Merck)		
20	ANY TIME YOU NEED A FRIEND Mink Company (Merck)	45	CRAZY Erasure (Merck)		
21	CAN YOU FEEL THE LOVE TONIGHT Lisa Lamb (Merck)	46	FOUND OUT ABOUT YOU Jon Bon Jovi (Merck)		
22	NOW AND FOREVER Richard Marx (Merck)	47	EASE MY MIND Anora Hill (Merck)		
23	LOSER Eric (Merck)	48	EVERYDAY V. Williams (Merck)		
24	MMM MMM MMM Mmm Crush Trio Demino (Merck)	49	OH! (Merck)		
25	THE POWER OF LOVE Cuban Dan (Merck)	50	BISEXUAL LOVE TRIANGLE Festival (Merck)		

Charts courtesy B Board 11 June 1994. * Artists are awarded to those products dominating the previous week and take over again. ** UK acts. ** UK signed acts.

US ALBUMS

Rank	Title/Artist	Label	Rank	Title/Artist	Label
1	THE SIGN Ace of Base (Merck)	26	CANDLEBOX Corvidae (Merck)		
2	THE CROW (OST) Various (Merck)	27	LONGING IN THEIR HEARTS Stone & East (Merck)		
3	NOT A MOMENT TOO SOON Don McLean (Merck)	28	DOGGY STYLE Snoop Doggy Dogg (Merck)		
4	CHART Jermaine Monka (Merck)	29	TEN FEET TALL & BULLETPROOF Tracy Load (Merck)		
5	FRUITCAKES Janna Barlett (Merck)	30	DOOMIE Green Day (Merck)		
6	AUGUST & EVERYTHING AFTER Counting Down (Merck)	31	SOUTHERN PLAYALISTICADILLA (Merck)		
7	ABOVE THE RIM (OST) Various (Merck)	32	KICKIN' IT UP Jimi Michael Montgomery (Merck)		
8	THE DIVISION BELL Pink Floyd (Merck)	33	VERY NECESSARY Sin II Peas (Merck)		
9	PLAY A Kelly (Merck)	34	DULCINEA Todd The Bear Speakear (Merck)		
10	ALL-4-ONE All-4-One (Merck)	35	IN UTERO (Merck)		
11	NUTTY! BUT LOVE Heavy D & The Top (Merck)	36	THE SUN RISES IN THE EAST (Merck)		
12	TONI BRAXTON Toni Braxton (Merck)	37	MAVERICK (OST) Various (Merck)		
13	MUSIC BOX (Merck)	38	JANET Janet Jackson (Merck)		
14	SWAMP OPHIELLA Indigo Girls (Merck)	39	RYTHM, COUNTRY & BLUES Various (Merck)		
15	CROSS OF CHANGES Erasure (Merck)	40	ISAY I SAY II Erasure (Merck)		
16	SUPERUNKNOWN Superunknown (Merck)	41	GET A GRIP Asinara (Merck)		
17	THE COLOUR OF MY LOVE Cuba Dan (Merck)	42	CRAZY Zelig (Merck)		
18	READ MY MIND Lisa Lamb (Merck)	43	GREATEST HITS Tom Petty & The Heartbreakers (Merck)		
19	SIAMISE DREAM Smashing Pumpkins (Merck)	44	I'M READY Lisa Lamb (Merck)		
20	LIVE AT THE ACROPOLIS Various (Merck)	45	THE SWEETEST ILLUSION (Merck)		
21	HEART, SOUL & VOICES Jon Secada (Merck)	46	THE FUNKY HEADPHONES (Merck)		
22	HITS, ALLEGATIONS & THINGS LEFT (Merck)	47	JAR OF PILES (Merck)		
23	REALITY BITES (Merck)	48	STATE OF THE WORLD (Merck)		
24	AGE AGAIN NOTING BUT A NUMBER (Merck)	49	BAT OUT OF HELL II - BACK TO HELL (Merck)		
25	DOO SHUFFLED HIS FEET Crush Trio Demino (Merck)	50	LAST OF THE INDEPENDENTS (Merck)		

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

ISRAEL	BELGIUM	GERMANY	AUSTRALIA
1 (1) I STAND BY THE WORLD East 17 (Merck)	1 (1) THE REAL THING Tony D. Bart (Merck)	1 (1) ALWAYS Erasure (Merck)	1 (1) STAY Eternal (Merck)
2 (2) I'LL STAND BY YOU The Pretenders (Merck)	2 (2) TAKE IT BACK Pink Floyd (Merck)	2 (1) ABOVE THE WORLD East 17 (Merck)	2 (2) I'LL STAND BY YOU The Pretenders (Warner Bros)
3 (3) YOU GOTTA BE Ours'ne (Merck)	3 (3) ALWAYS Erasure (Merck)	3 (2) EVERYTHING CHANGES Take That (Merck)	3 (3) THINGS CAN ONLY GET BETTER (Merck)
4 (4) LONELY SYMPHONY (Merck)	4 (4) EVERYTHING CHANGES Take That (Merck)	4 (3) IT'S ALIGHT East 17 (Merck)	4 (4) FEEL LIKE MAKING LOVE Paula Abdul (Merck)
5 (5) US DON'T HAVE TO SAY LOVE Me Mash! (Merck)	5 (5) I'LL STAND BY YOU The Pretenders (Merck)	5 (4) INSIDE Stixxton (Merck)	5 (5) UP THE BEST THING Dream (Warner Bros)

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MUSIC VIDEO

THE OFFICIAL
music week
CHARTS
11 JUNE 1994

The List	Weeks	Artist Title Category/running time	Label Cat No
1	3	VARIOUS ARTISTS: SONGS THAT WON THE WAR Compilation/1hr 15min	VVL 6316123
2	2	MADONNA: The Girlie Show Under Live/1hr 28:33	Warner Music: Video 759932813
3	29	TAKE THAT: The Party - Live At Wembley SMG Video Live/1hr 22:15	74321164483
4	3	UZ-20 TV-Live In Sydney Polygram Video Live/1hr 22:15	6311503
5	6	TAKE THAT: Take That & Party Compilation/1hr 12min	BMG Video 74321120663
6	17	MARIAH CAREY: Here Is Mariah Carey SMV Columbia Music/1hr	491752
7	7	GUNS 'N' ROSES: The Making Of Estranged Documentary/1hr	Geffen Home Video GEPV39545
8	8	BRYAN ADAMS: So Far So Good Compilation/1hr 30mins	VVL 895883
9	11	EAST 17: Pie And Mash Polygram Video Live/1hr 28min	878623
10	10	MEAT LOAF: Hits Out Of Hell Compilation/23min	SMV 48827 2
11	9	THE CRAMBERIES: Live Live/1hr 28min	VVL 6317583
12	12	TAKE THAT: Tape That - Take That Compilation/1hr 20min	Winnerecord WNR 2039
13	11	FANTAZIA: Big Bang Creation Live/1hr 40min	FAN04
14	14	DANIEL O'DONNELL: Daniel And Friends Live! Live!	Ritz Productions Ltd RTZBV 702

The List	Weeks	Artist Title Category/running time	Label Cat No
15	17	TAMMY WYNETTE: Tammy Wynette Live EUK Live/1hr	ELKXV067
16	22	QUEEN: Live In Rio Music Club Live/1hr	MIC2116
17	19	JOHN DENVER: A Portrait Telstar Compilation/1hr	TVE1063
18	30	BON JOVI: Keeping The Faith Polygram Video Compilation/1hr	877863
19	17	VARIOUS ARTISTS: Favorite Songs - 10th Favorites Compilation/1hr	Donnell Productions CPMW028
20	3	MEAT LOAF AND THE NEVERLAND EXPRESS: See And Hear BMG Video Live/1hr 10min	Live/1hr 10min 74321195383
21	10	DANIEL O'DONNELL: An Evening With... Live/1hr 38	Ritz Productions Ltd RTZV2006
22	RE	DANIEL O'DONNELL: Follow Your Dream Ritz Productions Ltd Live/1hr 30min	RTZBV01
23	26	STREISAND BARBRA: One Voice Fox Video Live/1hr 15min	5130
24	3	EURYTHMICS: Greatest Hits BMG Video Live/1hr 15min	791012
25	21	DIANA ROSS: One Woman - Video Coll. PMI Live/1hr 30min	MVN 4911563
26	18	VARIOUS: Premiere Collection Encore Polygram Video Compilation/45min	861523
27	RE	MARIAH CAREY: The First Vision SMV Columbia Compilation/1hr 15min	490722
28	RE	FOSTER AND ALLEN: Souvenirs & Memories Telstar Video Compilation/1hr	TVE1034
29	RE	KIRI TE KANAWA: The Big '50' Decca Live!	711703
30	RE	QUEEN: Queens Greatest Flix 2 Video Collection Compilation/1hr 20min	VC4112

The List	Weeks	Artist Title Category/running time	Label Cat No
1	2	MANCHESTER UNITED - CHAMPIONS 1993/94 Manchester Ltd Sport/1hr 30min	MU93
2	8	D-DAY Castle Video Special Interest/1hr	CV118
3	7	POLICE STOP! AMERICA Labyrinth Media Special Interest/1hr	LM1597
4	10	VARIOUS ARTISTS: Songs That Won The War VVL Compilation/1hr 15min	6316123
5	23	MR MOTIVATOR BLT WORKOUT Polygram Video Special Interest/1hr	0867102
6	5	POLICE STOP 2 Labyrinth Media Special Interest/50min	LM1598
7	6	BAMBI Walt Disney/ Children/1hr	029422
8	11	WALLACE & GROMIT: THE WRONG TROUSERS Labyrinth Children/23min	BBCV526
9	12	POLICE STOP! Labyrinth Media Special Interest/1hr 10min	LM1599
10	1	STAR TREK NEXT GENERATION 80 CIC Video Sci-Fi/1hr 28min	FTV0559
11	13	WALLACE & GROMIT - A GRAND DAY OUT BBC Video Children/23min	BBCV5155
12	14	SOMMERSBY Warner Home Video Drama/1hr 48min	5012649
13	NEW	THE LONGEST DAY Fox Video Action/2hr 52min	5W1021
14	23	4 STORY OF THE KOP BBC Video Special Interest/1hr 30min	BBCV5322
15	20	NEWCASTLE UNITED - THE ENTERTAINERS Newcastle Ltd Sport/1hr	NEWC001

DANCE ALBUMS

THE OFFICIAL
music week
CHARTS
11 JUNE 1994

The List	Weeks	Artist Title Label (1/2) (Distributor)
1	NEW	YOU DON'T LOVE ME (NO, NO, NO) Dawn Penn Big Beat A 9251 (V)
2	1	SWAMP THING The Swamp Deconstruction 7432120581 (F)
3	NEW	BACK TO LOVE Grand Horns Hfr BNHT 4 (F)
4	NEW	ANYTHING SWV RCA 7432121212 (BMG)
5	NEW	NO MORE TEARS (ENOUGH IS ENOUGH) Kym Mazelle & Jocelyn Brown Bell 7432120932 (BMG)
6	NEW	EVERYDAY THANG Melanie Williams Columbia 600711 (SM)
7	4	NO GOOD (START THE DANCE) The Priority XL Records 3025 (XLT 5) (W)
8	NEW	MY MERCURY MOUTH (EP) The Dust Brothers Junior Boy's Own JBO 20 (RTM/P)
9	NEW	TURN ME OUT Pravie feat Kathy Brown Stress 12STR 40 (F)
10	3	DON'T GO '94 Awesome 3 Claycast CBE 71 (V)
11	NEW	ABSOLUTELY FABULOUS Absolutely Fabulous Spagothi 12R 632 (E)
12	NEW	IF THIS IS LOVE Jaime Tracy Pulse 8 12LOE 63 (SMV/SM)
13	4	GET-A-WAY Mico Pulse 8 12LOE 59 (SMV/SM)
14	2	TESTAMENT 4 Chubby Gamma Volume 2 Cleveland City CLE 13017 (SMV/SM)
15	NEW	I'M GONNA MAKE YOU MINE Tanya Blount Polydor 2P 315 (F)
16	5	CARRY ME HOME Gloworm Go Beat GOOD 112 (F)
17	3	SATURDAY NIGHT PARTY Alec Party Cleveland City Imports CCI 17000 (SMV/SM)

The List	Weeks	Artist Title Label (1/2) (Distributor)
18	12	2 OMEN III Magic Affair EMI Electrola 12EM 317 (E)
19	4	SHOOP Salt 'N' Pepa Hfr FX 234 (F)
20	3	WHAT YOU'RE MISSING K-Boss Parlophone/Deconstruction 12R 639 (E)
21	NEW	OH MY GOD The Davey Callard Quartet Jive JIVE7 355 (BMG)
22	3	MAMA SAID Carnie Anderson Circs YRT 114 (E)

The List	Weeks	Artist Title Label (LP/Cassette) (Distributor)
1	NEW	THE PLOT THICKENS Galliano Laken Loud 52452/52454 (F)
2	NEW	ARTIFICIAL INTELLIGENCE Lenses Warp WARP/P 20/WARP/22 (RTM/P)
3	1	LIFEROMS Purple Sound Of London Virgin V 2122/TVZ 2122 (E)
4	2	ILL COMMUNICATION Beastie Boys Capitol EST 2229/1CEV 2229 (E)
5	NEW	WHO DARES BELIEVE IN ME The Believers Sound Of Ministry 450398540 (W)
6	NEW	ROYALTIES OVERDUE Various Mer Music MVI P 003 (W)
7	NEW	TRANCE EUROPE EXPRESS 2 Various Williams TRX/P 2/EE/GMG 2 (TRC/BMG)
8	NEW	CLUB CULTURE Various Stress STRS/P 3/STRSMC 3 (P)
9	RE	HAND ON THE TORCH US3 Blue Note/Capitol EST 2189/1CEV 2189 (E)
10	NEW	WHATEVER HAPPENED TO UTOPIA Australasia Magick Eye EYELP 5/EYEMCP 15 (SR)

The List	Weeks	Artist Title Label (1/2) (Distributor)
23	8	HEAVEN Pete Dinklage Media MCST 1981 (BMG)
24	NEW	GET INTO YOU Danni Minogue Mushroom T 11751 (TRC/BMG)
25	NEW	THE TEAZER Softcell Gee Phat As Phuck PHAT 001 (RTM/P)
26	NEW	WHEN YOU MADE THE MOUNTAIN Opus III PWL Int PWLT 302 (W)
27	NEW	NEVER LEAVE YOU LONELY Eve Doveson/Michaela Weeks Logic 7432120562 (BMG)
28	NEW	EASE MY MIND Arrested Development CooLtempo COOLX 233 (E)
29	11	LONG TIME GONE Galliano Talkin Loud TLXK 40 (F)
30	NEW	PLAYER'S BALL Outkast LaFace 7432120921 (BMG)
31	NEW	ONLY WITH YOU Capitol Hollywood Project Pulse 8 12LOE 62 (SMV/SM)
32	NEW	EASE THE PRESSURE Two Thirds Epic 6604761 (SM)
33	17	TREE FROG Nepo AJ Sun-Up SUN 3R (SR)
34	24	4 THE RHYTHM Clock Media/MCA MCST 1901 (BMG)
35	20	GIFTING ME HIGHER Lems For Jam Box 21 12BOKS 3 (SMV/SM)
36	22	TWINKLE TWINKLE (I'M NOT A STAR) DJ Jazzy Jeff & Fresh Prince Jive JIVE7 354 (BMG)
37	23	4 WHEN A MAN LOVES A WOMAN Jody Watley MCA MCST 1964 (BMG)
38	18	NOBODY Shara Nelson CooLtempo COOLX 290 (E)
39	36	SET YOU FREE De France All Around The World 12LLOBE 124 (TRC/BMG)
40	21	INSIDE YOUR DREAMS U2 Logic 7432120921 (BMG)

CONTINUES FROM PAGE 10

an asked to advise a label starting up, it would be to acquire and protect rights to always keep overhead costs right down from the beginning. Don't move offices or buy a fleet of black BMWs at the first sign of success.

Accountant Lionel Martin, whose Martin Greene Ravden represents Acid Jazz and Gol Discs, and Julian Headley of Godfrey Allen, (Deceptive, Scared Hileless and Flying Music) both stress that control of cash-flow is the most significant factor in ensuring an indie's viability.

"There are so many examples of independents who have been toppled because they have spent money which should be used for future financial commitment to artists," says Martin.

Headley adds, "We visit premises on a regular basis to assess cash-flow, among the more traditional accountancy services such as completion of VAT returns and discussion of withholding tax from certain territories with lawyers."

"In this job you become both business partner and confidante - often label heads want reassurance that their ideas aren't financially crazy."

Gavin Hamilton-Deeley of Touche Ross, which handles Zomba, ZTT, Dave Stewart's Amosia Records and has acted for Mute, says, "I am called at all hours of the day and night, and I wouldn't have it any other way. I describe my task as that of a facilitator: we smooth the way for the achievement of business targets. Personally speaking, it's a very satisfying job helping

ADVISORS: THE INDIES' FLEXIBLE FRIEND

Advisors for independents have to be prepared to supply as flexible a service as possible, according to lawyer Simon Long of The Simkins Partnership.

The lawyer's involvement with Acid Jazz started with the negotiation of a Sony deal for the label's leading act, Jamiroquai, in the early Nineties.

"From that contract, they have ended up using every different department of our company," says Long. "We helped restructure the company and have advised them on property transactions and even litigation."

A film shoot at Ealing Studios last year to celebrate the label's fifth anniversary also led to Simkins drawing up the expansion of its film department to provide contracts for directors, producers and the starring acts.

Rennie Harris, of accountants Harris & Trotter, says that his advice to client Mushroom, the established Australian indie which set up a UK subsidiary 15 months ago, extends to tour support. "We take a totally hands-on approach for our clients," says Harris, who also handles Mushroom's joint venture with Korda Marshall

Infectious, as well as Mushroom offshoot imprint Flying Nun.

"We are involved at any time of the night and day to discuss recording budgets, hiring of financial staff and everyday book-keeping," adds Harris, who also advised Mushroom during the run up to the acquisition of 50% of the

company by Rapert Murdoch's News Corp last year. "The biggest concern for independents in the wake of the Rough Trade collapse has been finance and business affairs," he asserts. "The joy of working for indies is the working with people at the top level creatively."

companies achieve success in a field where there is such volatility, where huge success can be matched by huge disappointment."

China Records' head Derek Green, who draws on the services of accountants Arram Berlyn Gardner, is full of praise for those advisors who have in-depth musical knowledge. "ABO is the perfect match for China because its music partner Melyn Segal has a good understanding of the business," he says.

Melyn Segal adds, "You have to have a full appreciation of music, because independents are run by music people who are not businessmen. It's OK to have the accountancy skills, but only insight into the subject will prepare you thoroughly."

Accordingly, his company has just launched ABG Financial Services, which offers independents tailored advice on a range of areas including pensions and mortgages.

Meanwhile Godfrey Allen's Julian Headley, who is planning to repeat 1993's Lost In Music independents' workshop with a similar event at the end of this year, believes the formation of a limited company is "a major advantage" for indies.

"This means they are able to take advantage of limited liability - you never know what will happen after an act is signed. Lyrics could defame somebody, the list of claims which could be made is endless."

James Ware, of Davenport Lyons, who acted for industry

veteran Andrew Lauder when he launched This Way Up under the Phonogram umbrella last year, believes, "If you don't control distribution, success can often spell the end of an indie because there hasn't been sufficient margin to pay the artist."

In much the same way that accountant Guy Rippon is working with the reunited Mike Stock and Matt Aitken on the launch of their Ding Dong label through Arista/Bell, Ware helped establish a stable basis for This Way Up with Lauder.

"We created a structure which would hold everything together over the first three to five years, so that there are enough funds to see the operation through the inevitable hand-to-mouth periods," Ware explains.

Meanwhile Geraint Howells, of Casson Beckman, became a crucial part of the Creation Records team when Alan McGee and Dick Green sold 49% of their company to Sony's LRD in return for financial security.

While leading lawyer John Kennedy handled the legal aspects of the 1992 deal, Casson Beckman provided the full range of financial back-up.

Similarly Davenport Lyons' James Ware, who also represents the Penguin Cafe Orchestra's tiny vehicle Zapf, believes the advisor's role combines that of the "nursemaid, the occasional firefighter and the strategist".

A Virgin Records veteran, Ware says the turning point for that pioneering indie was the creation of its in-house business affairs department in the late Seventies.

"With the network of overseas affiliates set up by Richard Bramante and Ken Berry, this gave the company the financial bottom to ensure it was not vulnerable to the ebb and flow of the music business," he says.

Such is the challenge for the current crop of independent hopefuls - can they translate fleeting chart success into the long-term growth which established the likes of Virgin, Chrysalis and Island?

With the array of business guidance and support currently available, the gauntlet has now been thrown down for today's upstarts to use their artistic skills to create the international success which will again make UK indies the household names of tomorrow. ■

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KEEPING TRACK OF ROYALTIES

FROM VIRTUAL OBSCURITY 20 YEARS AGO, ROYALTY AUDITING IS NOW A REGULAR FEATURE OF COMPANY ACCOUNTING. BUT WHILE IT IS NATURALLY A SENSITIVE AREA, SUCH AN AUDIT DOES NOT HAVE TO BE HOSTILE, SAYS PAUL GORMAN

It's that man again. No sooner will George Michael have settled his restraint of trade battle with Sony than he will push another crucial issue to the top of the industry agenda - royalty auditing.

Michael and former partner in Wham! Andrew Ridgley have an outstanding lawsuit against the major, claiming close to £1m in unpaid royalties from their mid-Eighties heyday as teen idols. And their case, which will be dealt with by the High Court once the singer's contractual struggle is resolved, stems from an audit of Sony's royalty accounts, understood to have cost more than £200,000 in 1992.

From being virtually unknown in the UK 20 years ago, royalty auditing has now reached an unprecedented level and the majority of companies, who expect to be examined these days, include royalty audit clauses in contracts.

When the London-based office of US accountancy firm Prager & Fenton introduced the practice in the early Seventies as a spin-off from film auditing, UK

companies were carrying out royalty reviews which did not use the rigorous examination practices utilised by the audit.

In 1976 Martin Greene Raviden became the first UK company to hold an investigation of this type, and artists who took advantage of the service early on included the Bay City Rollers and Blue Weaver of The Strawbs.

The hours involved in sifting through mountains of documents and computer print-outs mean audits can be expensive exercises: one male solo singer is understood to have spent £100,000 on such work over recent years, and is currently considering whether to litigate

over the £600,000-plus his accountants believe to be owed to him.

Such is their sensitive nature that audits are carried out under wraps, and are rarely, if ever,

disclosed for public consumption. Beneath the surface of day-to-day industry activities, there are teams of specialists burrowing deep into the heart of record company and publisher accounts

departments, tracking mechanicals back in time and around the world.

Initially, royalty auditors establish claim areas and variances from contractual provisions and provide a fee range upfront, so that artists and managers can establish the value of the exercise from the start.

Once inside the company, the field work includes investigation of relevant paperwork to assess accounting shortfalls, the effectiveness of the accounting system, and the degree of compliance or variation with the contract.

When a report is provided, often many months later, the auditor submits the claim and the often protracted negotiation begins.

"It doesn't have to be a hostile act," says Colin Newman of Newman & Co. "A royalty audit is a clarification which should be beneficial to both parties. Many of our clients are testing their relationship with record company or publisher."

Newman claims failures to account properly often stems from genuine mistakes such as >



DAVID RAVIDEN, PARTNER IN MARTIN GREENE RAVIDEN, UK PIONEER OF ROYALTY AUDITING

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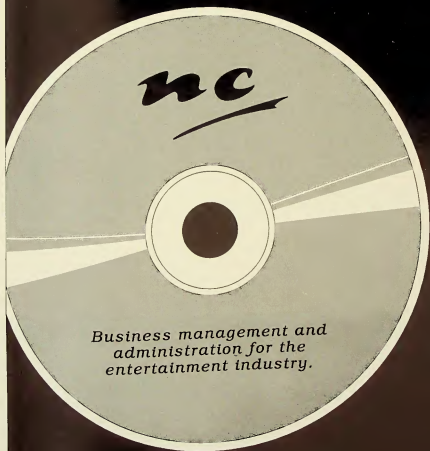
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- Q1. Rearrange these letters -
- OOUSWTDNERJ -
to spell just one word.
- Q2. Which of the following is correct?

- a) Stephen Aberly & Co only carry out royalty audits, or
- b) Only Stephen Aberly & Co carry out royalty audits.

The answers below illustrate that

- (i) the obvious is not always immediately apparent and
- (ii) in order to receive your full entitlement of royalties, it is vital to confirm your royalty agreements have the important words in the right place.

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Answer: Q1-Just one word:Q2-a

NEW APPROACH: MARTIN GREENE RAVDEN

Leading entertainment industry
accountancy firm Martin
Greene Ravden is now advising
clients to audit their record
companies and publishers
regularly.

The company, which
pioneered the royalty audit in
the mid-Seventies, now uses
the exercise to complement its
range of accountancy
activities.

"They are used by managers
and artists to track cash-flow
against touring and other
promotional activities for
example," says partner David
Ravden, whose company
currently handles about a dozen
such investigations.

"The royalty audit no longer
implies a dispute between
artist and label," he adds. "At
some stage in their careers
acts will want to check their
payments. If one of our clients

audits whenever a statement is
received, they save money in
the long-term by not having to
pay for time-consuming
exercises which attempt to
delve back into the past. It also
sets their relationship with the
record company on an even
keel.

"Because we supply many
different services, we make
audits work in tandem with
other facets of our advice,
unlike the specialist auditor, for
whom each examination is a
one-off."

With 18 years of such activity
under his belt, Ravden points
out, "Royalty audits are not on
the accountancy syllabus, so
the only way to build expertise
is through experience. The
more you do, the better your
nose for them. We generally
know from the start whether a
case is worth pursuing."

Ravden confirms that a big
hindrance is the tracking of
royalties which are paid in the
US before flowing back to the
UK, a practice used by all the
majors. "But we have got to
know their systems very well -
the workload and the resultant
reports are much smaller than
they were."

Ravden's company carried
out the groundwork for George
Michael and Andrew Ridgely's
current claim against Sony. In
the mid-Eighties an audit by
Martin Greene Ravden of
Sony/CBS resulted in a
settlement. However, the
former Wham! duo launched a
lawsuit in late 1992 claiming
unpaid royalties.

Ravden was also involved in
George Michael's restraint-of-
trade case against Sony, when
the singer called him an
accountancy expert witness.

> mathematical errors, incorrect
interpretation of clauses and lack
of communication between legal
and business affairs departments
and royalty accounting staff.

"We recently found a fairly
significant sum in a publishing
company where one of the foreign
affiliates had omitted to account
to the correct department
because of a computer error.
Within three days the artist was
paid and we didn't even have to
finalise the report, it was
resolved so quickly."

Like many others in his field,
Newman says the viability of
these delicate and costly
initiatives is weighed up before
work starts.

"We try to get a general feel to
see if the outlay is worth it. And
appreciation of the music is
imperative. Our staff check
outside sources, chart books and
discographies so that we have
detailed knowledge of the artist
before we go in. This saves a lot
of time and money."

The key to royalty auditing lies
in interpretation of the recording
or publishing contract, according
to Stephen Aberly, whose
company is handling around six
or seven audits a year, some
lasting as long as a year.

"Everything is driven by the

agreement," he stresses.

"Contracts have to be interpreted
by legal, financial and accounts
staff, and they may reach
different conclusions.

"Some deals may not
complement the company's
accounting system. For example,
escalation of the royalty
percentage on reaching a sales
target may not be communicated
to the royalties division by the
person who struck the deal."
Aberly, who gained valuable
experience in the field working
for Martin Greene Ravden in the
Seventies, adds, "A comma or full
stop can also be interpreted
differently by the artist and the
business affairs department. It's
worth remembering that
royalties are an expense to record
companies, while to artists they
are income."

In the case of the majors,
auditors can be hindered in their
investigations by the often
tortuous journey that royalties
make through corporate
structures.

"Even if an act is signed in the
UK, their royalty may be
collected in the US and will flow
back to Britain," points out
Julian Hedley of Godfrey Allen.
"This means that they receive
rest-of-the-world payments six

months after their domestic
royalty. Not only does this make
tracking more difficult, but it
raises questions about interest on
delayed payments."

And withholding tax serves to
confuse matters further, believes
Hedley whose company recently
achieved an upward adjustment
in an artist's royalties from
Japan.

"Japanese companies withhold
10% from payments to the US,"
he points out. "The obligation on
payment from companies
country-to-country has to be
scrutinised during negotiations.
Withholding tax clauses have to
be handled very carefully."

There are rare occasions when
an audit works against the artist,
and uncovers over-payments.
"It has happened," admits
Stephen Aberly. "In situations
such as a minor overpayment in
the case of one client, we take
instructions. But these are very
rare. A manager I mentioned it to
described it as 'a miracle.'"

Such a cynical view of the
interplay between artist and
royalty source is becoming
increasingly outmoded. Now that
royalty audits have become the
norm both parties recognise the
benefits which accrue to the
business relationship. ■

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 Sound Solutions Limited
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Tel: 081-686 3636 Fax: 081-681 8005

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Philip Worstold
 Sales Director
 Sound Solutions Limited
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 Purley Way, Croydon CR0 4AA
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Retail Entertainment Data

Retail Entertainment Data, incorporating Music Master and Gramophone, is the leading source of information for the music industry. Due to expansion we are looking to fill the following positions:

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Retail Entertainment Data Publishing Limited
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To stay in a different league requires us to anticipate the latest trends and keep our customers informed.

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He said 'I have just received 50,000 little shiny things that won't play on my turntable. I have checked the speed and checked the needle - there was no fluff on it.'

*You **** people can't make records to save your lives'.*

Of course he's right, because our customer is always right.

It took a long lunch to get Tilley to understand that the real thing is no longer vinyl.

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Sue Stephen
Sales Team

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DISCTRONICS

In a Different League

DOOLEY'S DIARY

Remember where you heard it: Murmurings are growing that the DTI's report on the MMC probe into the music industry is now just days away. It could turn out to be inopportune timing, given the absence of BPI top bods John Deacon and Sara John who are off at the IFPI council meeting in Stockholm this week...As Ollie Smallman and Dennis Ingoldsbys struggle to come up with a name for their new label, here's a bright idea from Smallman's son James, "How about OllieGram?"...She may have lost her deal with Island, but Mica Paris had the best possible opportunity to strut her stuff last Wednesday when she performed at an HMV Group dinner in London in front of the chairmen of five of the six majors and virtually every label MD in town...Shriek! Is the Factory deal finally to be closed? ...The secret is out why Echo has chosen windswept Aberdeen to promote Julian Cope's new album. Copey is writing the definitive book on ancient stones and chose this northern outpost himself so he can fit in some necessary research...The greenhouse effect had a sweltering impact on those attending the tropical Barbican conservatory for CIC's launch of the monster



Crowded House's Neil Finn celebrated his 36th birthday and the first of two set out Wembley delias last Tuesday, by blowing out some candles in the company of EMI president Rupert Perry. Perry congratulated the Parlophone artist on both in the venue's splendid Silvermint Suite. Sadly, because the band were due on stage Neil wasn't allowed a piece of the huge birthday cake which was decorated in the image of the band's platinum Together Alone album. Instead he had to share it with the 200 hungry guests at the after-show party. Poor soul.

Jurassic Parched video... Pampered Tower Records execs Ken Sockolov and Andy Lown were among a select 10 specially invited guests chauffeured to the event in gukka Jurassic Park jeeps...The sun also shone down on London Zoo, site of lawyers Schilling & Lom's 10th birthday party. Spotted schmoozing among the big cats and in the reptile houses were Sony's William Booth, Warner Chappell's Andrew Gummer, Castle's Dougie Dudgeon and Nick Cotton and No Records' boss Hamish MacAlpine...West Lothian College's Different Class Records drew a crowd of fans from the majors, PPL and the BPI at last week's launch of The Fugue's new single Hello Zero/Sensitized at Virgin's HQ...Busy Simon Burke meanwhile promises the celebrations for the new-look Oxford Street Megastore will culminate in "the launch party to beat all launch parties"...He's setting his sights on two entries in the Guinness Book of Records. Not just for having the biggest store on the globe, but also for being the only retailer ever to close Oxford Street. Traffic was

brought to a standstill over the Bank Holiday while a large crane was temporarily installed....That Virgin record may be short-lived: HMV says it will vigorously defend its biggest-entertainment-store-in-the-world Guinness Book entry...Oh, irony: last week the on-hold music for callers to Imro featured U2's call to unity, One... Calling all sad music anoraks – beat this. A chap called Keith Hamer, who has collected 3,000 pieces of BBC Test Card Music since 1963, has paid £5 to register for National Music Day. He plans to celebrate the occasion by playing his favourite tunes continuously from 10am-5pm at his Derby home...Congrats to Hugh and Carrie Goldsmith. The RCA Records marketing director and his wife are, at last, the proud parents



When Emmylou Harris asked if she could sign for the staff at Grapevine Distribution last Friday she didn't imagine the request would turn into a slot on national TV. Not a company to miss a great marketing opportunity, Grapevine arranged for another of its artists, Mary Black, to come along and also invited the BBC to film the duo's version of Sunny. The Beeb agreed and will use footage of this unique occasion as part of its We'll Meet Again D-Day remembrance programme tonight (Monday) at 8.30pm on BBC1. Pictured (l to r) are Grapevine co-owner Steve Farnie, Black's manager Joe O'Reilly, Emmylou Harris, Mary Black, Emmylou's manager Monty Hitchcock and fellow Grapevine co-owner Paddy Preradgers.



When Island announced it was changing its telephone number to 081 710 3333 in last week's Music Week, its creative team including a melange of prosthetics cards produced a distinct feeling of déjà vu over at Virgin Records. The ad bears a remarkable similarity to Virgin's own telephone change announcement postcards sent out last year. Which all goes to show either (a) there's no such thing as a new idea or (b) the interests of record executives are much the same as they've always been...

of Jay, who weighed in at a "huge" nine pounds on Friday morning...But, we hear, not as huge as the bouncing bundle brought into the world by Alan Challoner and his girlfriend Brenda of Cavern Records. Their baby girl Cydney hit the scales at 9lbs 13oz...Best wishes to IFPI's ailing Lisa Gordon who is recovering at home after an accident. She should be back in the office in a couple of weeks...Finally, Pooka's search for a new manager goes on, so please call them on 081 731 8552.....

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Incorporating Record Mirror

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