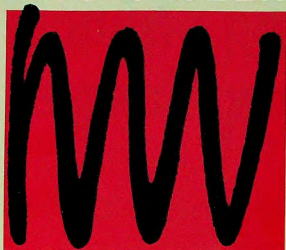


# MUSIC WEEK



£1.80 U.S.\$2.75

ISSN 0265-1548

**New Product:** Pinnacle's summit meeting (Eddie Cochran, right) 3  
 Shake-up of the classical airwaves; PolyGram aims for a deal with publishers 4  
**Roy Richards'** latest acquisition 5  
**Classical:** Erato switches to BMG; Walkman Classics stroll on 9  
**Airplay action** CD chart 9  
**Disco chart** 10  
**A&R:** Warming up with Iceland's finest, singing the

## INSIDE



blues with Alligator; going live with Primus; Screamin' James Long and Screamin' Blue Messiahs; plus disco news, Hamilton, Tracking, The Other Chart and reviews of the latest releases. Starts 11  
**Singles, albums charts** 12, 21  
**Music Video chart** 18  
**Video sell through:** focus on fitness and health. Starts 22  
**India chart** 28  
**Diary:** more metal discs than an Iron Maiden catalogue 31  
**Dooley:** news of the week, quotes of the year 31

## Ambrose moves to London

FORMER MCA managing director Dave Ambrose has joined London Records with a dual responsibility for A&R and the setting up of London Music.

Ambrose, who was head of A&R at EMI before joining MCA, has been designated joint A&R director at London with newly-promoted Ian Sully. The man who formerly occupied the post, Tracy Bennett, is now designated as the company's

senior director of A&R.

Sully and Ambrose will additionally work together to instigate the company's proposed publishing arm.

Two other senior posts are involved in changes this week: Ton Smits is leaving as president of Inter-song to be managing director of Island Music International while Peter Morris has left as managing director of K-tel.

GEORGE MARTIN, in the news during 1987 because of the release of Beatles albums he produced on compact disc, has been awarded a CBE for his services to the record industry. Martin was also prominent in industry circles during the year through his support for the Copycode system.

Trained at the Goldsmith School of Music, Martin (62) has also been responsible for hits by Cilla Black and Gerry and the Pacemakers. Since 1965, he has run his own production company, AIR.

# CD rental clubs: 'We're no villains'

COMPACT DISC rental clubs are hitting back at music industry criticism that they are promoting home taping. They argue that up to 90 per cent of rentals result in a subsequent purchase of a disc.

The clubs contend that they are a valuable means of exposure for music and that they frequently open people's ears to styles they would

not otherwise have considered.

Tony Dowling, who runs a CD rental shop in Sheffield, says: "We are doing the record companies a favour, at the end of the day, they know very well that we have assisted the sale of CDs in the long run. I am convinced of that."

Trevor Holmirk, who runs Hallmark CD Services, a mail-order op-

eration based at Blackburn, adds: "I do feel that the record companies make us out to be the big bad villains of the CD business, trying to eat away at their profits when in fact we are helping them."

"The vast majority of our rentals and up in sales. By that I mean between 85 and 90 per cent."

"More than half of our members live in rural areas and they cannot get to record shops and if they can get there they are faced with only a small selection. We feel that, by letting people try a disc without having to pay a lot of money, we are helping the industry get across the lesser known items."

Holmirk says he has a policy of cancelling the membership of anybody caught home taping, but he continues: "There is a possibility of them copying our discs but then there is that risk anyway. If they weren't copying ours, they would borrow CDs from their friends."

Dowling concurs, adding that he

TO PAGE FOUR ▶

## Appleton quits for music

MIKE APPLETON, instigator of the Old Grey Whistle Test and a BBC employee for 34 years, starts a new job away from the corporation this week, saying: "It seems music is out of favour with the BBC."

Appleton is now managing director of the Landscape Channel, an all-instrumental satellite music channel founded by Coda Records' Nick Austin. Appleton comments: "I can see it catching on with a lot of people."

Of the BBC, he remarks: "There

does not seem to be a great deal of encouragement in the area of music. At one time, BBC 2 was the premier rock channel in the country. It is a great shame that we have given that up."

"There is a commitment to television within the corporation but the music industry would prefer that there was a commitment to music. Having said that, I do feel that the criticism that the music industry has made of the BBC is not entirely without foundation."



TERRY COATES: aims to prevent any more Towerbells.

## Towerbell creditor vows to fight for his rights

THERE HAS been an angry reaction this week to confirmation from liquidators of the Towerbell group that creditors are not to see any of their money (MW, January 9).

Terry Coates, managing director of Eaton Music which is said to have lost more than £40,000 in the crash, says he intends to draw as much attention to the affair as possible in the hope of stopping a similar situation arising again.

"At the creditors meeting, the big creditors all said what they were going to do and then they did nothing," he comments. "It's us smaller people who get hurt. Unless somebody makes a big issue over this, it is

going to happen over and over again."

Coates is critical of the Mechanical Copyright Protection Society which, he feels, did not do enough to safeguard the interests of the smaller writers and publishers it represents.

Coates has since been appointed a director of the organisation, and he says: "I am amazed that the MCPS, who are down by £114,000 — decided just to wash their hands of it."

He adds that he will be pursuing the matter further with MCPS and that his accountants have challenged the liquidators for more information.



## NEW SINGLE OUT NEXT WEEK

7" + 3-TRACK 12"

SRN 69 SRNT 69

ORDER NOW FROM EMI TELESALES: 01-848 9811

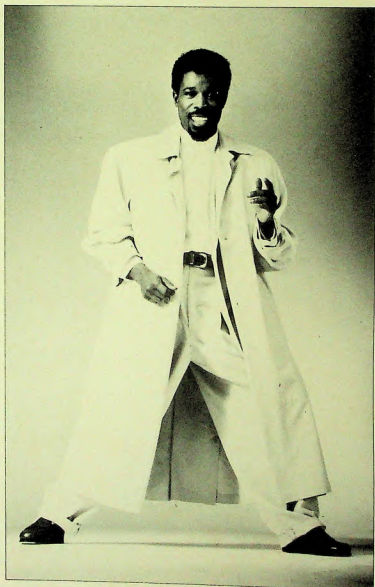


THE FABULOUS, BRAND NEW SINGLE FROM

# B I L L Y O C E A N

*'Get Outta My Dreams, Get Into My Car'*

*Release Date 18th January*



*Written by Billy Ocean & Mutt Lange  
Produced by Mutt Lange  
Mixed by Nigel Green  
Recorded at Battery Studios, London*

*12" Includes "EXTENDED VERSION"  
7" BOS1/12" BOS T 1*

*Order from Prime Time or BMG/RCA Telesales*



# Pinnacle presents its peak product

**LABELS PRESENTING** product of Pinnacle's new year sales conference were:

**Fire Records:** Great Fire Of London compilation LP, featuring Close Lobsters, Blue Aeroplanes, Rose Of Avalanche.

**Bolts:** Singles from Man Parrish, Sandra Edwards and Genie.

**New Rose:** Tav Falco seven and 10-inch to be backed by a European tour. Albums by Dramarama and Charlie Feathers (the Sun veteran), and a mini-LP from the Hell Cats. Singles by the Primevals and Alex Chilton are also due.

**Heresy:** a double LP by Virgin Prunes, is scheduled for February.

**Fan Club:** A Stogoges double live 12-inch, a 1976 recording by Rory Enkon and rare tracks from the late Vince Taylor.

**Vinyl Solution:** Monthly hip hop 12-inch releases are promised along with 12-inch singles by the Hard Ons and The Abs and an LP from Birdhouse entitled Extreme Noise Terror.

**Zebra:** Compact disc release by Brian Connolly's Sweet.

**El:** Five new 10-inch singles, including Red Shoes by Anthony Adverse, Curry Crazy by Bad Dreams, Fancy Dress and Oh Constance from Marden Hill (soon to record a session for Janice Long). An El compilation, London Pavilion Vol 2, is in the pipeline.

**Cherry Red:** A new LP from Yeoh Jazz And The Heppnubs, along with best of albums by The Meteors

and Alien Sex Fiend.

**Quazar:** Single releases from Charlie Makes The Cook, The Zone Brothers and The Himmlers.

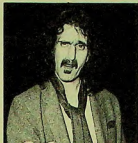
**Ace:** LP releases also on CD entitled Blues Guitar Blasters, Chicks And Duchesses Sing The Blues and Eddie Cochran — The Early Years. New LPs from Otis Spunk and Rolando La Serie and Dion's Runaround Sue on CD, 3 Mustaphas 3 release Linda Linda as a seven and 12-inch as well as a cassette, The Golden World Of... Strangefruit: More Peel Session releases at the old price (£2.10) by The Very Things, Cud, The Buzzcocks (from September 77) and Syd Barrett. In The Night Tracks (Janice Long Sessions) series come releases by Danielle Dax and The Flowerpot Men.

**Music Of Life:** Derek B's Good Groove on both seven and 12-inch.

**Garage 27:** Papa's New Faith release a single following their Janice Long session entitled Through The Roof.

**Rampower:** A Todd Rundgren LP called Anthology and Live In Europe by Ulnah Heep, available only on CD.

**ABC:** Stomping At The Klub Foot, a



FRANK ZAPPA joins the London Symphony Orchestra.



EDDIE COCHRAN — The Early Years.



THE FLOWERPOT Men: no little weeds.

live album and a 12-inch single by Crazy Pink Revolvers.

**Razor:** A 10-part series called Guitar Heroes beginning with Anthology by Rory Gallagher.

**Bedrock:** Canned Heat's Live In Australia is to be re-promoted.

**First Night:** A recording of South Pacific featuring the 1968 London Cast and a new push on Elizabeth

Welch In Concert following her Christmas TV appearance.

**Music For Nations:** Frank Zappa And The London Symphony Orchestra Vol 2 is released an album and cassette. Single releases include a live version of Animal by W.A.S.P. and More Fun Than An Open Casket Funeral by The Accused.

MUSIC WEEK



A Spotlight Publications Ltd publication, incorporating Record & Tape Review and Record Business.

Greater London House, Hampstead Road, London NW1 7QB. Tel: 01-387 6411. Fax: 01-387 4515.

Editor: David Dalton. News Editor: Jeff Clark. Music Features Editor: Dave Lunn. ART Team: Jeff Clark, Mervyn, David Dalton, Duncan Holland, Ramin Farid, Steve Lewis, Ray Smith. Production Editor: Ray Sinclair. Chief Sub Editor: Duncan Holland. Special Projects Editor: Kevin Finn. Contributors: James Harkin and Barry Lascelles (Dixie & Denver), Jerry Smith (Singles), Nicolas Simeone (Classical), Denis Henderson (Treasury Index), John Luber (US Correspondent), Ian Mearns (488 Euro 188 Series), Brockwell 011 0274. USA Tel: 718-689 9330. Telephone Lyns Ferry (Photograph) Janet Yeo, Graphix. Technical Commercial Manager: Kathy Lippard. Ad Executive: Bill Buckley. Design Director: Clifford. Cathy Murphy (Manager), Ad Production Manager: Robert Clark. Publisher: Andrew Broom.

Music Week is sold on condition that the pages containing charts will not be displayed in such a way as to conceal any part of such pages and may not be re-used without the same condition being imposed on any subsequent purchaser. Printed for the publishers by Pearson Press Ltd. Printed: Registered at the Post Office as a newspaper. Member of the Periodical Publishers Association and the Audit Bureau of Circulations. All material © copyright 1988 Music Week Ltd.

Subscription rates: UK £40. Five Irish £58. Europe \$140. Middle East, North Africa \$185. US, S. America, Canada, India, Pakistan \$215. Australia, Far East, Japan \$242.

Subscription enquiries: Mary Taylor, Royal Sovereign House, Borestone Road, London SE18 6SD. Tel: 01-854 7700.

Post Music Week Directory free to subscribers, current at January 1988.



CLOSE LOBSTERS on Fire.



THE CROSS, led by Queen drummer Roger Taylor.

BRIEFS

● THE PARTISANS are playing five London dates during January and February to promote their new album on Magné, Impossible.

● DEMON is releasing an album from Jonathan Richman, Modern Lovers 88, to tie in with his six UK dates. The album is released on January 25.

● THE CROSS (left), the band formed by Queen drummer Roger Taylor, are having an album, Show It, released by Virgin to coincide with a 14-date UK tour beginning on February 19.

# THE WOODENTOPS

ON TOUR FEBRUARY 1988

**NEW SINGLE**

**YOU MAKE ME FEEL**

b/w

**STOP THIS CAR**

OUT JAN 18<sup>TH</sup> 7" 12" + CD RT(7)179

## THE WOODENTOPS

ON TOUR FEBRUARY 1988

- |      |            |                      |
|------|------------|----------------------|
| 8th  | BRISTOL    | Reading University   |
| 9th  | COVENTRY   | Easton University    |
| 10th | GLoucester | Worcester University |
| 11th | GLoucester | Worcester University |
| 12th | GLoucester | Worcester University |
| 13th | GLoucester | Worcester University |
| 14th | GLoucester | Worcester University |
| 15th | GLoucester | Worcester University |
| 16th | GLoucester | Worcester University |
| 17th | GLoucester | Worcester University |
| 18th | GLoucester | Worcester University |
| 19th | GLoucester | Worcester University |
| 20th | GLoucester | Worcester University |
| 21st | GLoucester | Worcester University |
| 22nd | GLoucester | Worcester University |
| 23rd | GLoucester | Worcester University |
| 24th | GLoucester | Worcester University |
| 25th | GLoucester | Worcester University |
| 26th | GLoucester | Worcester University |
| 27th | GLoucester | Worcester University |



## Radio 3 seeks new audience in latest wave of perestroika

A MUCH-needed facelift aimed at a younger audience is being given to BBC's classical music programme, Radio 3, after a survey revealed that although it attracts 1m listeners a week, they are mainly "men in their 50s nearing retirement, of social class A and B."

It is being orchestrated by John Drummond who only last year was appointed controller of Radio 3, which has a budget of £40m though this also covers funding of

a range of orchestras and 100 new plays as well as 5,100 hours of music every year.

The new plans will involve more accessible programmes, more regular fixed time slots, less news, and more familiar classics in the early mornings. But talks and discussions on a variety of arts topics will also be included.

One of the major changes will be an extension to the record review activities — Radio 3 is

already regarded as an authoritative guide to new records. Starting on January 16, Saturday Review, presented by Paul Vaughan, will offer a whole morning of reviews, news and performances covering the classical recordings. It will run from 9.30am to 1pm.

"We regard this as an important part of the changes — Saturday morning is a peak time for us," says Norma Gilbert, Radio 3's publicity officer.

## STEMRA to make peace with UK publishers

PEACE TALKS between British music publishers and their Dutch counterpart STEMRA are due to take place this month. The discussions concern a new agreement between PolyGram and STEMRA under which all mechanical royalties for international product destined for Continental markets manufactured at PolyGram's Hanover factory will be paid to the Dutch body.

Although the deal excludes UK royalties which will continue to be paid as at present, British publishers are reported to be concerned that the arrangement will set a precedent for future pan-European contracts between major record companies and collecting societies. Although the PolyGram arrangement follows a similar five-year-old deal between STEMRA and CBS, it comes at a time when the future of mechanical royalty payments in Britain is in doubt because of the expected abolition of the present statutory rate of 6 1/4 per cent in the Copyright Bill currently before Parliament.

John Watson, PolyGram International's head of legal and business affairs stresses that the STEMRA contract does not mean that royalty payments to publishers will be reduced. "Payments in each country will be strictly in accordance with the IFPI-BIEM contract" he says.

## CD rental

► FROM PAGE ONE

believes most tapes made are for in-car use and are in addition to a purchased CD.

He feels that 65 per cent of his rentals result in a purchase, and he says: "They are coming back and buying stuff that they would never dream of buying of £9.99 without having heard it first."

Paul Watts, who currently rents videos and sells CDs from premises in Widenhall, Suffolk, is about to venture into CD rental. "We are consumer led and there is a proportion of consumers who want it," he says.

Watts, too, is confident that rental will lead to customers experimenting with new styles of music. He believes, though, that there will be an element of home taping but adds: "If you rent a CD and then tape it, you negate the point of having CD hardware."

## Roxy plans facelift for 'younger feel'

AFTER JUST eight months ITV's The Roxy is to undergo significant changes. The show's new producer, Gordon Esbury, says that the programme now has "a completely different atmosphere". The intention, he adds, is to give The Roxy "a younger feel".

Changes include a new production team, the addition of two new presenters and an increased emphasis on computer graphics. The problem of the show's line slot remains unresolved. The Roxy will now go out at 7pm in most regions with the exception of Anglia, TVS and Channel.

Tyne Tees TV's controller of entertainment programmes, Irish Kinane says that despite the lack of a single network slot she feels that "The Roxy could soon better Top Of The Pops 9m viewers". At present the show attracts an audience of less than 8m.

Gordon Esbury denies that The Roxy was unsure of its audience. Chat show viewers are "extremely discerning" he says, "but I feel that we now have the right formula to make more of them turn to The Roxy."

## World BRIEFING

NEW YORK: GRP Records will release its first six titles on DAT in Europe next month with the US launch scheduled for April. The release in Europe coordinated by Swiss based GRP will go ahead on countries such as West Germany, France, Austria and Sweden where blank tape levies are enforced. GRP's Japanese licensee JVC has yet to decide whether to go ahead with the release.

GRP plans to have 20 titles available in the format by next year. Initial releases will be of previously available albums therefore not taking full advantage of the two hour playback time available on DAT cassettes.

LAS VEGAS: Warner New Media is demonstrating a CD + Graphics system at the Consumer Electronics Show. The system allows for simultaneous playback of text or graphics alongside the audio output of a CD. Prototype graphics adaptors have been developed by JVC in association with Warner.

Warner New Media president, Stan Coryn, stressed that as the system uses existing free space on CDs it could be available as standard, encouraging consumers to buy a decoder. Coryn added that CD + Graphics does not constitute a new format and is not a challenge to emerging CD based technology such as CD Video and CD Interactive.

WASHINGTON DC: US Department of Commerce has estimated that sales of pre-recorded music will grow by 10.5 per cent in 1988, boosting sales to \$5,500m. They predict average gains of 6 per cent in the period to 1992.

HAMBURG: BMG Ariola led the German market in 1987 in terms of chart placings. Top publisher in the survey was the Musikmarkt charts was Chappell-Intersong.



STEVE MASON outside his new, larger HQ in Orpington.

## Pinnacle caps topping year

PINNACLE HAS bought a new, 36,000 square feet warehouse and office complex in Orpington, Kent, at the end of what is being claimed as the company's most successful year.

Chairman Steve Mason told Pinnacle's winter sales conference that 1987 had seen the company's first top five singles and top three album. He reported that turnover was up six-fold on when he acquired the company three years ago.

Mason continued that the former

ISS pressing plant bought in May now had 12 presses working 24-hours-a-day compared with two hours-eight-hours-a-day prior to the takeover.

Plans for the future include increasing the classical sales force, strengthening the merchandising team and adding a telephone sales strike force.

Pinnacle will be moving to its new premises, which are almost twice the size of its present Orpington headquarters, at the beginning of next year.

## Xmas sales up 30% at Virgin

HEALTHY CHRISTMAS trading for Virgin Retail was reported by group chairman Richard Branson at the company's annual meeting. He said his chain had a "fantastic" Christmas with sales up 30 per cent on the previous year.

The 600 shareholders who attended the meeting were also told that Virgin is now trading profitably in 22 countries. The weak US dollar is proving beneficial to Virgin as the company is still investing in that country.

# Drum up new business

At MIDEEM '88 Music's International Marketplace.  
Palais des Festivals, Cannes. Jan 25-29 '88.

IT'S STILL NOT TOO LATE TO ATTEND — CALL PETER RHODES on 01-499 2317  
INTERNATIONAL EXHIBITION ORGANISATION 4th FLOOR 9 STAFFORD STREET LONDON W1 TLX: 25230.

# ROB BOLLAND FERDI BOLLAND



*composers & producers of  
a string of multi-million  
selling international hits  
now proudly present:*

**BOLLAND**  
*Studios*

*A top of the line recording facility located in  
Blaricum, in the heart of Holland, near Amsterdam.  
The complex houses two studio's (studio 1 fully  
SSL-equipped) and offers superior technology  
and service to an international clientele.*

FOR ALL INFORMATION:

BOLLAND STUDIO'S B.V.  
Huizerweg 13 - 1261 AS Blaricum - Holland  
Phone: (0)2153 - 83323\* Fax: (0)2153 - 12523  
Telex: 73249 BOLST NL

**THE  
BOLLAND  
COMPANIES  
AT  
MIDEM  
'88:  
DUTCH  
SECTION  
STAND  
08.24**

◆  
Le Disque Holland by  
Le Disque Music Publishing  
Bolland Music

These Bolland-owned production- and publishing  
companies have moved and are now also located  
in the same complex in Blaricum - Holland.

FOR ALL INFORMATION REGARDING  
PRODUCTION & PUBLISHING:

LE DISQUE HOLLAND B.V.  
LE DISQUE MUSIC PUBLISHING & BOLLAND MUSIC  
Huizerweg 13 - 1261 AS Blaricum - Holland  
Phone: (0)2153 - 87574\* Fax: (0)2153 - 12523  
Telex: 73107 LEDIS NL

# Richards banks on CD for future

RAY RICHARDS' string of music industry acquisitions — which last year included PRT, Oasis Merchandising and the Damon and Lynette pressing plant — has come to a halt with his takeover of a compact disc operation.

His daughter and company director Kim Richards says the purchase of CD Plant Manufacturing and CD Mastering in Sweden

(*MW*, Jan 9) completes the family's range of holdings. The group now incorporates all stages of record manufacture from recording to distribution.

Kim Richards comments: "I suppose, if you consider everything, we are a major. We have as many — if not more — facilities than a major can offer."

"I think, for the moment, this will

be an end of the acquisitions. We are well covered in every area."

UK sales of the CD operations will be administered by Damon and Richards says it is planned to increase manufacturing capacity to 100m discs a year.

"This is the most important acquisition for the group," she adds. "We have put in a lot of money. This is the future for us."

# Bill to free Irish airwaves

NEW PROPOSALS under debate in the Irish parliament are likely to change the face of Irish broadcasting within a year. The government's Sound Broadcasting Bill makes provision for the introduction of up to 400 stations of various sizes.

Hand-in-hand with the bill is a new Wireless and Telegraph Bill which will introduce heavy penalties for radio pirates and those who advertise with them. The country currently has some 70

illegal stations, several of which enjoy high ad revenue and even make copyright payments for the use of records to Photographic Performance Ireland (PPI). Oliver Sheridan, general manager of PPI points out that the new penalties will not come into force until after the Sound Broadcasting bill becomes law, when a number of pirates are expected to receive licences.

While Sheridan sees the new proposals as providing opportuni-

ties for the record industry to increase its broadcasting income, he points out that the industry enjoys only a right to "equitable remuneration" from tariffs based on a percentage of advertising revenue. The lack of legal rights in controlling needlines therefore weakens the music industry's bargaining position.

PPI has also started negotiations with Radio Tara, the proposed music station jointly owned by RTE and Radio Luxembourg.

## MUSICAL

## Chairs

FOLLOWING JOHN Brook's departure to PPL, restructuring has taken place at CBS. Tim Bowen, senior director administration and commercial operations, assumes board level responsibility for the legal department while Jonathan Sternberg has been appointed director of legal affairs. Sylvia Coleman is now legal manager and Lynn Stock is appointed assistant, legal administration. Richard Rowe, senior director business affairs, assumes responsibility for the CBS studio complex ... Gra-



MARTIN NELSON

ham Carpenter has left Warner Bros Music to join Polydor as senior A&R manager ... Paul Webb has been promoted to director of Sydney Scarborough Ltd ... MTV has appointed Dave Cash as music programming consultant. Cash will continue as a presenter with Invicta Radio ... Former independent producer Paul Smith has joined Complete Video as general manager ... Patrick Macartney is the new press officer for the IFPI. He was previously public relations officer at the Institute of Chartered Secretaries and Administrators ... Jeff Re-vill has been promoted from sales manager to sales director at Pic-A-Top ... Martin Nelson has been promoted to director of promotions at Phonogram and Bernadette Coyle is now director of press and publicity.



BERNADETTE COYLE

● NO IMPORT licences will be granted under the joint BPI/MCPS licensing scheme until further notice on the following Whitesnake product: The Best of Whitesnake (Carrere CA 800

97892) Slide It In (Carrere CA 800 96085); Trouble (Geffen 9 24175 — 2); Snakebite (Geffen 9 24174 — 2) and Live In The Heart Of The City (Geffen 9 24168 — 2).

## IMPORTANT DEALER ANNOUNCEMENT

BMG RECORDS (UK) LIMITED HAVE A BRAND NEW DIGITAL TELEPHONE EXCHANGE, AND 2 NEW NUMBERS.



TELESALES  
021 500 5678

ALL OTHER DEPARTMENTS  
(Credit, Administration)

021 500 5545

FAX  
021 553 6880

FROM

WED  
20  
JAN

ORDER FROM BMG RECORDS (UK) LIMITED,  
LYNG LANE, WEST BROMWICH, WEST MIDLANDS BS70 7ST.



ARISTA



IT'S A KIND OF MAGIC

QUEEN



T H E W O R L D ' S M O S T F A M O U S V E N U E .

**WEMBLEY**

WHERE ELSE

CONTACT DAVID GRIFFITHS, WEMBLEY STADIUM LTD, WEMBLEY, LONDON HA9 0DW, GREAT BRITAIN. TEL: 011 441 902 8833. TELEX: 8811735.







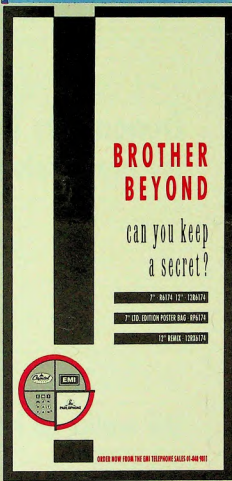
# TOP Dance SINGLES

16 JANUARY 1988

COMPILED BY MUSIC WEEK FROM GALLUP DATA. BUBBLERS ARE FROM OUTSIDE THE TOP 50 ON THEIR WAY UP

THIS WEEK	LAST WEEK	WEEKS ON CHART		WWW
1	2	1	<b>HOUSE ARREST</b> Kraft Club/Phonogram JAB(X)63 (F)	
2	3	1	<b>COME INTO MY LIFE</b> Joyce Sims London LON(X) 163 (F)	
3	1	3	<b>ALWAYS ON MY MIND</b> Pat Shop Boys Parlophone (12)R6173 (E)	
4	4	1	<b>STUTTER RAP (NO SLEEP TIL BEDTIME)</b> Marvin Minor And The Major 10/Virgin TEN(T)203 (E)	
5	6	2	<b>RISE TO THE OCCASION</b> Clive Fisher EMI (12)EM 33 (E)	
6	7	1	<b>SIGN YOUR NAME</b> Terence Trent D'Arby CBS TRENT (T)4 (C)	
7	5	6	<b>JINGO</b> Jellybean Chrysalis JEL(X)2 (C)	
8	32	1	<b>BRING THE NOISE</b> Public Enemy Def Jam 6513557 (12)—651335 6 (C)	
9	30	1	<b>I CAN'T HELP IT</b> Bonanara London NANA 15 (12)—NANX 15 (C)	
10	19	2	<b>BEHIND THE WHEEL (REMIX)</b> Depaچه Mode Mute (D)BONG 15 (J)RT/SP	
11	NEW	1	<b>ROK DA HOUSE</b> Rhythm King/Mute LEFT 11(T) (T) Beastmasters Featuring Coobie Crew	
12	10	2	<b>MY ARMS KEEP MISSING YOU</b> Rick Astley RCA PB 41683 (12)—PT 41684 (BMG)	
13	8	5	<b>TIGHTEN UP I JUST...</b> Breakout/A&M Wally Jump Junior & The Criminal Element USA(T)621 (F)	
14	5	6	<b>THE WAY YOU MAKE ME FEEL</b> Michael Jackson Epic 6512757 (12)—6512758 (C)	
15	NEW	1	<b>I THINK WE'RE ALONE NOW</b> Tiffany MCA MCA(T) 1211 (F)	
16	15	2	<b>TOUCHED BY THE HAND OF GOD</b> New Order Factory FAC 1937 (12)—FAC 1939 (P)	
17	7	1	<b>WHO FOUND WHO</b> Jellybean featuring Elisa Fiorillo Chrysalis JEL(X)1 (C)	
18	13	1	<b>IF I GAVE MY HEART TO YOU</b> John McLean Arista AR166 (12/5)	
19	24	1	<b>I'M TIRED OF GETTING PUSHED AROUND</b> Two Gyps A Drum Machine And A Tramp London LON(X)141 (F)	
20	NEW	1	<b>I GOT DA FEELIN'</b> Sweet Tee Cooltemp COOL(X)160 (C)	

21	25	6	<b>WHEN WILL I BE FAMOUS</b> Bros CBS ATOM(T)2 (C)
22	11	10	<b>CRITICIZE</b> Alexander O'Neal Tabu 6512117 (12)—6512116 (C)
23	21	4	<b>G.T.O.</b> Snilta Fanfare (12)FAN 14 (A)
24	23	5	<b>PACK JAMMED (WITH THE PARTY POSSE)</b> Stock Airken Waterman Breakout/A&M USA(T) 620 (F)
25	19	9	<b>SO EMOTIONAL (REMIX)</b> Whitney Houston Arista R15(T) 43 (BMG)
26	NEW	1	<b>INSTINCTUAL</b> Inauguration RCA PB41697 (12)—PT41698 (BMG)
27	12	5	<b>CHILDREN SAY</b> Level 42 Polydor POSP(X) 911 (F)
28	12	4	<b>JOCK MIX 1</b> Mad Jocks Featuring Jackmaster 8A Debut/Passion DEBT(X) 3037 (A)
29	37	2	<b>O L'AMOUR</b> Dolce London LON(X)146 (F)



**BROTHER BEYOND**

can you keep a secret?

7" 8674 12" 126674

7" CD EDITION POSTER BAG 89B124

11" REMIX 1091674

ORDER NOW FROM THE GUN TELEPHONE CALLS 01-446 101

30	4	2	<b>THE LOOK OF LOVE</b> Madonna Sire WB115(T) (W)
31	38	1	<b>I WON'T CRY</b> Glen Gilmore PB 41493 (12)—PT 41494 (BMG)
32	3	2	<b>TIME WARP II</b> Damon Jive JIVE(T) 60 (BMG)
33	NEW	1	<b>SAY IT AGAIN</b> Jamaica Stewart 10/Virgin TEN(R)188 (E)
34	39	1	<b>FAMILY MAN (HOUSE MIX)</b> Fleethood Mac Warner Brothers WB114(T) (W)
35	6	4	<b>SOME GUYS HAVE ALL THE LUCK</b> Mead Pined 10/Virgin TEN(T)198 (E)
36	15	2	<b>LET ME BE THE ONE</b> Exposé Arista R15(T) 45 (BMG)
37	15	1	<b>JUST TO GET BY</b> Babakoto Union Jack (12)UK(T) 0M
38	NEW	1	<b>NEVER NEVER GONNA GIVE YOU UP</b> Club Phonogram JAB(X)59 (F)
39	10	1	<b>MY BABY JUST CRIES FOR ME</b> Nina Simone Charly CY27-112 (12)—CY27-112 (C)
40	2	2	<b>BLACK INK MIXES</b> Black Jack Champion CHAMP 12(59) (BMG)
41	18	2	<b>THE JACK THAT YOU BUILT</b> Jack's Chill 10/Virgin TEN(T) 174 (E)
42	10	1	<b>NEVER CAN SAY GOODBYE</b> The Communards London LON(X) 158 (F)
43	10	1	<b>PAID IN FULL (COLD CUT REMIX)</b> Eric B & Rakim 4th + B'way Island (12)BRW 78 (F)
44	11	1	<b>WHENEVER YOU NEED SOMEDY</b> Rick Astley RCA PB 41567 (12)—PT 41568 (BMG)
45	10	1	<b>JACK MIX IV</b> Mirage Debut/Passion DEBT(X) 3035 (A)
46	NEW	1	<b>LOVE OVERBOARD</b> Glady Knight & The Pips MCA MCA(T) 1223 (F)
47	35	1	<b>REBEL WITHOUT A PAUSE</b> Public Enemy Def Jam 6512457 (12)—6512456 (C)
48	2	1	<b>LOOKING OUT FOR YOU</b> Rick Clarke RCA PB 41497 (12)—PT 41498 (BMG)
49	2	1	<b>BIG BATTY GIRL</b> Floogun Techniques—(12)—WR 23 (J/5/E)
50	38	2	<b>MY BABY SURE CAN SHAG</b> The Tems Virgin V5(T) 1037 (E)

## TOP 10 ALBUMS

1	1	1	<b>BAD</b> Michael Jackson Epic 4502901/4502904 (C)
2	2	1	<b>WHENEVER YOU NEED SOMEDY</b> Rick Astley RCA PL 71529/PK 71529 (BMG)
3	3	1	<b>HEARSAY</b> Alexander O'Neal Tabu 6509261/4509264 (C)
4	NEW	1	<b>THE MICHAEL JACKSON MIX</b> Michael Jackson Slys SMR745/5MC745 (5TY)
5	5	1	<b>COME INTO MY LIFE</b> Joyce Sims FFRR/London LON(L) 47/LONCA7 (F)
6	7	2	<b>INTRODUCING THE HARDLINE ACCORDING TO...</b> Terence Trent D'Arby CBS 4509111/4509114 (C)
7	8	3	<b>JUST VISITING THIS PLANET</b> Jellybean Chrysalis CHR1569/ZCHR1569 (C)
8	NEW	1	<b>MAKE IT LAST FOREVER</b> Keith Sweat Elektra 9407631/9407634 (W)
9	4	7	<b>WHITNEY</b> Whitney Houston Arista 208141/408141 (BMG)
10	NEW	1	<b>THE BEST OF MIRAGE JACK MIX '88</b> Mirage Stylus SMR746/5MC746 (5TY)

## TOP 10 BUBBLERS

1	AGONY	Red Dragon Techniques WR24 (J/5/E)
2	NEVER GIVIN' UP ON YOU	John Paul Bonnett Westside WSR(T)2
3	CAN YOU KEEP A SECRET?	Brother Beyond Parlophone (12)R6174 (E)
4	CUPID	Larry Gibbons Superpower SPD20 (J/5)
5	JINGO	Conditio Hardcore HA(T)5 (RE/A)
6	SAVIN' MYSELF	Erio Focchia Saturday Nightmare (12)STO1 (A)
7	DO IT	2 Bad 2 Mention In Touch 7005 (12)—12005 (5P)
8	CAUGHT U CHEATIN'	Enzo Champion CHAMP1 12(58) CM/G
9	LET THE SUN IN	Atlantic Starr Warner Bros WB145(T) (W)
10	SAY YOU'LL BE	Jerome SURE DELIGHT SD74 (J/5/E)

THE U.S. TOP TEN SMASH

# EXPOSE

## LET ME BE THE ONE

NOW AVAILABLE ON CD SINGLE  
RISC45 — INCLUDING THE MEGAMIX

THERE HAS recently been a spate of dubious looking white-labelled "mixer" records (I hesitate to call them bootlegs as I know what will upset people in the business!). Strongest is **THE JUSTIFIED ANCIENTS OF MU MU** Downtown (KLF Communications JAMS 27), an incongruous scratch mix of Petula Clark's oldie in a new jack track by the Glasgow-based act who last year had an indie hit with the similarly conceived *Whiney Joins The J.A.M.s*. Capitalising on the underground London popularity of both Public Enemy and "rare groove" is the well established Rebel Beats (R-BEAT 1), while a totally unlabelled trio of scratch mixes is known as **THE SCAM** (RR 1), and **THE GREEDY BEAT SYNDICATE** Listen To The Band (Greedy Beat Records RIP 001) does its best to look like (but isn't) something by the Coldcut crew. In fact, that latter crew do have a newie also on white label, **COLD CUT featuring Plastic Man & The Plastic People** Doctor In The House (Ahead Of Our Time HOTHED 102), a Krush-ish chugging house groove that's actually legal, as is the latest attempt by a major

label to launch a "bootleg" scam, **THE FRAUD SQUAD** Overweight Beats (In Effect Records ELI 1), this scratch mix of Heavy D & The Boyz being the brain child of MCA Records' UK product manager Eli Houd, who had hoped it would be taken to be a Roadblock-type import but spoiled the effect by using an obviously English inner sleeve and matrix number.

There is a for real import bootleg mixer out, created just as **For DJ Only** (Promo-4 PR 4001), medleying recent disco hits starting with MJA|RR|S. Other, kosher, imports include **ROYAL HOUSE** Party People (Idlers WAR 01 5), a nagging jittery jack track created from digital repetition of the title phrase (sampled from a Soul Sonic Force idler, which could of course cause problems!); **KECHIA JENKINS** I Need Somebody

(Profile PRO-7180), Gwen Guthrie-ish rambling shuffler, more "garage" than "house" although including mixes by Blaze and Marshall Jefferson; **LIZ TORRES** Mama's Boy (State Street Records SSR 1006), Chicago's busiest female house singer with a self-penned mumbering sneakily catchy chugging loper; **MR LEE** House This House (Trax TX 56), no prizes for guessing this is house, in trendy, "acid/washing machine" style; **JENIC & PENTHOUSE 69** If You Don't Want Me (Neco Records NE-1000), repetitively cooed simple house bubbler already getting attention; **BEFORE THE STORM** I've Got The Music (Movin' Records MR001), Colonel Abrams-ish weaving carter featuring producer Boyd Jarvis; **MATT WARREN** Take It To The Well (AKA Dance Music AKA-4), juddery house instrument; **RUFFNECK** featuring Cheri Williams The Power The Mythem (New York Underground Records NU001), sweetly cooed lightweight house. Due

apparently for UK distribution via Greyhound and already mentioned by Barry Lazell is the massive 12 album boxed set from Germany, *The History Of The House Sound Of Chicago* (BCM Records BC70-2060-49), an excellent, all-embrasive 120 track compilation made especially fascinating by its choice of early examples and influences.

Out here imminently are a bunch of old codgers — **JAMES BROWN** She's The One (Urban URBX 13), an unreleased male version of Marva Whitney's *He's The One*, coupled with JB's Funky President and Funky Drummer, rare groove break beats all; **BARRY WHITE** For Your Love (I'll Do Most Anything) (Breakout USA1 618), chocolate voiced down-tempo romancing in his classic old style; **THE TEMPTATIONS** Look What You Started (Motown ZT 41734), vigorous now house-tempoed throaty masculine soul chugger with David Cole's keyboards; **DAVID RUFFIN & EDDIE KENDRICK** Couldn't Believe It (RCA PT 49612), nostalgic old

Motown-styled duet by the two ex-Temptations, likely to get radio play by nostalgic middle-aged jocks. Fresh biscuits out here include **BOMB THE BASS** Beat Dis (Rhythm King DODD 12001), MJA|RR|S-influenced exciting "volume pumpster"; **ASHER D & DADDY FREDDY** Brutality (Music Of Life NOTE 11), currently more influential in New York than in London, their earlier Ragamuffin Hip Hop inspiring many similar US reggae-raps, the UK duo's new densely lugging "toast" n' scratch' could likewise be just too rootsy here but deserves to be heard by the Public Enemy market, say; **GUSTO** Materialistic Girl (Fourth & Broadway 12BRW 89), nicely meshing wailed and rapped gentle jagger; **TONY VALENTINE** I Can Do Bad By Myself (Live JIVE T 161), good lurching soulful slow cover version of last year's import "sleazy" by Jesse James; **JACK FACTORY** Jackin' James (Warrior Records WR12 002), James Brown and other cut-ins punctate a burbling house loper from the label's House Beat 1 LP; **JUS BADD** Free Style (Tuff Groove TUFF 001, via 01-237 3237), Cookie Crew-type homegrown female (and male) rappers over a murky scratch backing; **FISION** Young Guns (Go For It) (Identity Records IDENT 102, via Priority), anarchic hip-hop remake of Wham's oldie, more "indie" than rap.

# James Hamilton

C O L U M N

THIS IS  
**TAYLOR  
DAVID**  
WITH THE DEBUT  
AMERICAN SMASH HIT SINGLE  
tell it to my heart



ARISTA  
RECORDS UK LTD

7-inch 109616 12-inch 609616

ARISTA



# TOP 100 ALBUMS

16 JANUARY 1988

INCORPORATING LP, CASSETTE & CD SALES

## MUSIC WEEK



# SOUNDS

THE ESSENTIAL GUIDE TO THE MUSIC SCENE

## NEWS

At least four pages every week of the latest records and CDs to hit the market

## REVIEWS

The most comprehensive round-up of the week's album, singles and CD releases with catalogue numbers and star ratings

## CHARTS

Every week we publish a jam-packed

<b>No1</b>	8	POPPED IN SOULED OUT * CD	Person/Phonogram (MM) 1
		Wet Wet Wet	
<b>2</b>	3	BAD ***** CD	Epic 40990 1
		Michael Jackson	
<b>3</b>	2	WHENEVER YOU NEED SOMEBODY ** CD	K&L R 31539
		Rick Astley	
<b>4</b>	17	INTRODUCING THE HARDLINE ... ** CD	CHR 45 911 1
		Terence Trent D'Arby	
<b>5</b>	6	PET SHOP BOYS, ACTUALLY ** CD	Parlophone P 501 94
		Pet Shop Boys	
<b>6</b>	1	NOW! 10 ***	EMI/Vergil/Polystar/Now 10
		Various	
<b>7</b>	5	BRIDGE OF SPIES ** CD	Sony/Pop 5826 4
		T'Pol	
<b>8</b>	13	THE CHRISTIANS • CD	Island UFR 813
		The Christians	
<b>9</b>	7	TANGO IN THE NIGHT *** CD	Newer Jaden 7005
		Flemwood Mac	
<b>10</b>	15	FAITH ** CD	Epic 46000 1
		George Michael	
<b>11</b>	16	THE BEST OF MIRAGE JACK MIX '88	Shes 584 74
		Mirage	
<b>12</b>	4	HITS 7 ***	CBS/WEA/KCA/Various 1117
		Various	
<b>13</b>	10	WHITNEY ***** CD	Atco 384 11
		Whitney Houston	
<b>14</b>	9	ALL THE BEST! ** CD	Parlophone MW 1
		Paul McCartney	
<b>15</b>	11	THE SINGLES * CD	Real Gone 10 15
		Presidents	
<b>16</b>	23	LIFE IN THE FAST LANE •	Telstar STAR 2015
		Various	
<b>17</b>	25	THE GREATEST LOVE •	Telstar STAR 2016
		Various	
<b>18</b>	21	THE JOSHUA TREE ***** CD	Island 106
		U2	
<b>19</b>	19	RANDANCING ** CD	CHR 45 915 1
		Alison Moyet	
<b>20</b>	20	HEARSAY * CD	Telstar STAR 1
		Alexander O'Neal	

<b>59</b>	30	THE PEOPLE WHO GRINNED ... • CD	Gold Disc 40014 9
		The Housemartins	
<b>60</b>	58	STRANGEWAYS HERE WE COME • CD	Kings Road 40014 106
		The Smiths	
<b>61</b>	83	MAINSTREAM • CD	Pygmy 121 3
		Lloyd Cole & The Commotions	
<b>62</b>	39	THE GREATEST HITS OF 1987 • CD	Telstar STAR 2309
		Various	
<b>63</b>	NEW	CHER	Gulfline WNT 121
		Cher	
<b>64</b>	82	SLEEPY WHEN WET ** CD	Vergil/Phonogram VER 81 38
		Bon Jovi	
<b>65</b>	71	REFLECTIONS • CD	Shes 584 79
		Foster & Allen	
<b>66</b>	72	CHRONICLES • CD	Island 55W 1
		Steve Winwood	
<b>67</b>	NEW	DISCO • CD	EMI/PO 1101
		Pet Shop Boys	
<b>68</b>	73	SONGS OF LOVE • CD	Disco/Duplan 581 546
		Richard Claymen	
<b>69</b>	56	ALWAYS AND FOREVER • CD	Telstar STAR 2301
		Various	
<b>70</b>	38	HIT MIX •	Shes 584 74
		Various	
<b>71</b>	47	DANCE MIX '87 • CD	Telstar STAR 2314
		Various	
<b>72</b>	70	SENTIMENTALLY YOURS • CD	Telstar STAR 2302
		Rose Marie	
<b>73</b>	85	SUBSTANCE CD	Fantasy FAC 700
		New Order	
<b>74</b>	87	INVISIBLE TOUCH *** CD	Vega GEN 2 3
		Genesis	
<b>75</b>	76	A MOMENTARY LAPSE OF REASON • CD	EMI BMD 1000
		Pink Floyd	
<b>76</b>	43	BETWEEN THE LINES * CD	TelstarCAT 1105S
		Five Star	
<b>77</b>	64	U2 LIVE UNDER A BLOOD RED SKY *** CD	Island 106 3
		U2	
<b>78</b>	81	WONDERFUL LIFE • CD	RAMPA 5135
		Black	

# ORDER

THE ONLY mystery surrounding **Primal Scream** is how they managed to "kindle" enough acclaim to see them get as far as a support slot at **Wembley**.

With whining guitar, whining feedback and whining vocals, not even front man Bobby Gillespie's predictable popstar posing added a glimmer of true charisma.

**New Order** radiate it despite themselves. That their celebratory dance music is still misperceived as gloomy is a mystery, but maybe disco music was never made to make you think. **New Order's** does though, and in what was virtually a greatest hits package — from the first single, *Ceremony*, to the latest, *Touched By The Hand Of God*, which opened the set, they seemed more than ever worthy of their stature as a landmark in pop.

The years have not dulled their "edge" either, and while most of their peers aim for a clinically perfect sound, **New Order** still present a refreshingly warm alternative, their endearingly ramshackle approach line warming the capacity audience which was probably for a man, and still allowing room for unpredictability too.

All this and those glorious melodias. They're still light years ahead.

DANNY VAN EMDEN

# Back to Back

SUPPORTING LOCAL hero **Black at Liverpool's Royal Court Theatre**, Thomas Long gave an impressive but subdued performance. The problem may lie in his outstandingly inoffensive collaboration with Miss and Mrs. Jones. The former his fiance, and soon to be the new Mrs Long/Jones, the latter the subject of his sizzling single *Me And Mrs Jones* which held the home crowd semi-comatose for a good three minutes. The rest of the set left barely a ripple and had it been anywhere else, Tom would have died from terminal lack of syncopephany. As it was, his audience was appreciative and polite, the band played well enough and Tom was fitting support to Liverpool's latest heroes.

All in all it was a good year for **Black**. A major deal and a debut album which swept into the charts to nestle comfortably in the number three position. Tonight, they opened with *Everything's Coming Up Roses*, their first single for **AMA**. A magical, forceful epic with that undeniable signature of Veercombe and Dix written through it like *Blackpool* through rock.

Unfortunately, the rest was badly managed. Too many songs ended abruptly and, watching the performance from the gods, one couldn't help but wonder if **Black**



BILL CARTER: the Screaming Blue Messiah.

really are capable of another album of such classic proportions as *Wonderful Life*. The singles stand out too well.

Having said that, heads were bobbing like the Kap on a sunny Saturday afternoon. Arms and bodies swayed — you'll never walk alone Colin Veercombe. **Black** has arrived, in Liverpool anyway.

JOHN SLATER

# Scream Blue Murder

AS ONE appreciative reviewer recently exclaimed: **Bill Carter's Screaming Blue Messiahs** are the perfect in-car stereo crew because their high-performance R'n'B boogie most closely resembles the throbbing acceleration of the neon-lit road. And so it is live at London's **Marque Club** — a constant rush of pulsating drums, perfectly synchronised beats and Carter's zig-zagging guitar splinters that can lay down a steady path and still head off to the nearest destinations all at once. He's a great guitarist, scraping up stinging, metallic solos that never meander or go too far off the beaten track, while his songs are as catchy as they are relentless.

Maybe it's Carter's slightly sinister aura — baldhead, shades, Havana suit and piercing stare — more than the Messiah's reckless, adrenalin-soaked motor override that has kept them a bit beyond public eyesight. Carter is no perfect pin-up, that's for sure, or a man with the heart to compromise. Instead, with the steamy *Bikini Red* or manic *All Shook Down* or any other ruthless rubber-burner, *The Screaming Blue Messiahs* have their beady eyes well set on keeping going just where they already are pointing.

In other words, they won't be driving down the Middle Of The Road in search of pop/audience acceptance, unless it's to run over anyone standing in their way.

MARTIN ASTON

# Lunch punch

LYDIA LUNCH's reputation had preceded her arrival on stage at London's ULU. The student hall was filled with a molley throng of liberated thinkers, for the occasion of her after-UK live date, and as the scene stomping on stage, the atmosphere was charged with anticipation.

Lydia doesn't play with a band or anything. She stands, stoops, weezes, cries, yells, stomps, and then, just when no one is expecting it, she lifts her skirt up a carefully pitched torrent of abuse. Rape. Extreme Violence. Paranoia. The Bomb. Adolescence. All this and much more. Her delivery is suitably vicious and vitriolic, the aim being, we suspect, to confront her audience with some form of scenario where maybe someone will pull a gun and shoot her.

"Only there's not much chance of that" she drawled "After all, you don't carry guns in this crummy country".

Did this particular event have any promotional purpose? It's hard to tell, though the T-shirts still seen to be doing a thriving trade prior to kick-off. I doubt Lydia is terribly concerned. Back in New York, she and her partner — ex-Virgin Retail employee Mr. Clint Ruit — are positively huge in the chic underground circles, and across Europe too, she is viewed with reverence.

On stage in London, she provided half an hour of perfect apocalyptic drama. Those distracted by the rude words and unrestrained on-stage violence of a Lydia Lunch performance are missing the point of the exercise, just like the photographers who hung eagerly around the front of the stage, hoping that she would lift up their skirt again.

What we have with Lydia Lunch is a real talent, a real sign of our times, and in years to come just the sort of person that people will think back to and say — it was her, it was Lydia Lunch, she started all this.

JULIAN HENRY

# INDEXES GENERAL

**AUTOMATIC DIAMINI** The D Is For Drum. Idea IDEALP 01. Distribution: Pinnacle. The first album on this enterprising label, set up by music publisher Chappells is a fine collection of affectionate pop songs with more brain power in the arranging and instrumentation departments than most outfits manage in their entire careers. The Autos play highly-spiced, pop-soul, punctuated with multi-harmonies, while retaining a contemporary pumping bass and drum sound for support. All of the songs boast a warm and tasteful hook, each having a unique construction and a highly individual sound. Expect to hear a whole lot more from Automatic Diamini through '88, well, if they can manage to pronounce their name on the radio, that is! **DM**

**VARIOUS ARTISTS: Buzz Cat & Mouse Records ABBO 3.** Distribution: Southern Breeze. Soon-to-be-44-monthly cultish music/fashion magazine that aims to be more accessible than *I-D* or *Blitz*, and this is their first sponsored compilation. It mixes the unknown — One (of whom more will come by heard), House Of Helmer and Sergio & Herbette — with the more established: The Very Things, Wellflowers, The Jack Ruby Band and current Top For '88 leaders, Iceland's Sugarcubes (here represented by the hit *Birthday*, composed months before *Orange Juice* was released to universal acclaim). **Buzz** has courageously avoided the obvious independent name attractions, and instead have gathered together a mix of abrasive, charismatic and eminently commercial and danceable characters — much like the magazine itself. No respectful indie fan is going to want to be without this one. **MA**

**THE CHILLS: Kaleidoscope World. Filling Fun FNE 13.** Distribution: Rough Trade. A glance at the cover of the liner notes of the oft-changing New Zealanders, a band of many incarnations, but only one prime mainstay, Martin Phillips. Spies collide as an opportunity is created, a feeling one gains so often from the *TinDiffs*. As a retrospective it simply leaves one hungry for more, or as press reaction moves to bailing grain and the Chequebook Charlies from the record companies look even closer, more is indeed bound to come, and another hour of a single of unreleased stuff to tempt the fans. **DM**

**STEVE NIEVE: Playboy. Demon Fiend 109.** An attraction in his own right unwittingly selects a cover image drawn from one of Bertie Ferry's later nights and then sits at the piano to sketch over a few original neo-classical doodles. Snigger or thrill as Steve takes on Sting's *Ruthless* and sweeps through Careless Whisper, plus lots of Nieve compositions all in the solo grand piano style. Little more than a diversion, but in the same. **Stuck with caution**, as this is not a conventional release. **DM**

**BELINDA CARLISLE: Heaven On Earth, Ivy Records V2496.** Belinda's already scored a number one in the States with a single taken from this album. Her *Record* record includes a startlingly direct *Go Get* (a sort of cut-price Bangles, for those who can't remember) and a well-publicised drug habit that she has now recovered from. So what's the album like? Surprisingly good, and quite possibly the source of several other singles, once Heaven is A Place On Earth peaks here. Of course it's very American, an mainstream, but Heaven On Earth somehow manages to steer clear of the usual rock clichés. Producer Rick Nowels appears moderately well-versed in current recording trends, and he holds down the technical side with admirable gusto. Should shift a good few units in this country. **JM**

**JOHNNY HATES JAZZ: Turn Back The Clock Ivy Records V2475.** The debut album from messrs Datchler Nighthorn and Hayes includes the current hit *Turn Back The Clock* (a version of the 1987 single, I Don't Want To Be A Hero and Shattered Dreams. Like the boys themselves the other tracks are well turned-out, with guest appearance from the likes of Steve Langer. A shrewdly lined release which is bound to achieve a high chart position. **DL**

**MAX BOYCE: Troubadour. PRT 0001.** An interesting choice for distributor **PRT** to launch its own label. Welsh comic and singer Boyce arrived a decade ago with those folk/comedians Harding, Carroll and Connelly. But this mellifluous collection of contemporary folk songs by Bill Caddick, Frank Hennessy and even Mike Batt finds him in Ralph McTell and Tom Paxton territory. Best of all is Boyce's own *A Winter Too Late*, a funny, moving and perceptive song about the miners' strike. Recorded live, gentle but not quite sentimental, this is the kind of stuff to give **MOR** a good name. **DL**

**JACK SHARPE BIG BAND: Catalyst. FRG FRG 716.** Distribution: **PRT**. This splendid debut album by the late and great contemporary big bands is a credit to all concerned, especially to veteran Sharpe and fellow saxist and co-leader Andy Mackintosh. The LP is dedicated to the late Tubby Hayes, whose gift as a composer are demonstrated deftly on his tender ballad *Sourya* on which his remaining folk score for Miles Davis' *Milestones*. The well-dilled outfit gives a demonstration of local jazz talent at its best with solos from Guy Barker, Chris Price, Derek Watkins and Jamie Talbot. The band is now giving concerts all over Britain and their performances will give impetus to sales of this album. **SB**

**REVIEWERS THIS WEEK:** Martin Aston, Stan Britt, Dave C. Henderson, Julian Henry, Duncan Holland and Dave Laing.



SUGAR CUBES: Iceland at its best

## Cube routes

by Martin Aston

IF THE offers and the attention Icelandic rock band The Sugarcubes have received since their

single Birthday was released in September have been over the top, The Sugarcubes are used to such sonic behaviour. "Icelandic culture is manic, totally crazy," explains the volatile Einar Benediktsson (vocals and trumpet). "You can present absolute rubbish from any viewpoint or tasteless, and it will be accepted. You can present something with integrity, and it can be hated. You can never prejudice what will or won't go down."

Birthday is the furthest thing from absolute rubbish you could hear, especially Björk Gudmundsdóttir's stunning voice, and her illuminating presence. The Sugarcubes promise something new, something to upset the status quo with.

Their new single Cold Sweat is released this week. The Sugarcubes' opinion of themselves is charmingly self-deprecating. "We're professional amateurs," admits Einar, who explains that each member has a job and that the group is just a hobby to them. "It's the opposite to our last group, KUKL. They got so serious, you couldn't breathe, so Sugarcubes is to enjoy ourselves.

A Bad Taste Co (an enterprise founded by the Sugarcubes) postcard commemorating the Reagan-Gorbachev summit in Reykjavik managed to sell over 5000 — not bad for a country with a population of 249,000 ("we're an exclusive club," laughs Einar, "with less people than can get into American Express"). The profit paid for most

of The Sugarcubes' first album, *Life's So Good*.

Björk: "We work very independently, but we don't look at ourselves as independent artists or anything. It doesn't matter either way. Also we don't treat music like God, like so many people do. We also listen to what people say, read books. For us songs are fractions out of life, put to music..."

## Snappy blues

by Dave Laing

ARGUABLY THE most exciting blues concerts of last year were those given by the Chicago guitarist Lonnie Brooks, who records for Alligator, the world's most successful blues label and one of the leading indie record companies in America.

How do you create a blues label with a \$2m annual turnover? Alligator's founder, Bruce Iglauer explains: "When I started in 1970 I wanted to convert people. I wanted to proselytise rather than preach to the converted, which was what existing blues labels were doing."

Instead of waiting for the aficionados to come to him, Iglauer put copies of his first album (by Hound Dog Taylor) in his car and went out to sell. "I found that radio

was changing. It was the brief age of progressive rock radio when each DJ could programme his own show."

But soon rigid format programming reassessed itself and by 1975 Alligator had only half-a-dozen albums out. While such slow progress would have sunk a rock label, Iglauer argues that blues musicians have always survived without the necessity of recording. Unlike much rock music, the essence of blues remains live performance. Recognising this, Iglauer moved into booking and management for Hound Dog Taylor, Son Seals, Koko Taylor and other artists. "Promotion around live performance was the key to Alligator's growth," he says. The plan worked.

Today the catalogue contains 83 albums with only one gospel release having been deleted.

Despite its slogan "genuine house rockin' music" Alligator was a classic blues label until it started to sign a series of white guitar

heroes. The first was Johnny Winter, about whom says Iglauer "there was a big outcry until they heard him. There was more flak about Roy Buchanan and about the second Lonnie Mack LP."

With a staff of 15, Alligator's break even sales for most releases are at under 10,000. The best-sellers have been Johnny Winter's Third Degree at 50,000 and Lonnie Brooks' Showdown which has done 83,000 including 10,000 in Britain.

The key to Alligator's American momentum is its ability to reach retailers and radio stations directly. Iglauer reckons to mail out several thousand copies of each album to shops, journalists and around 1000 DJs. While half the titles sold come from outside America, the revenue they bring in is only a fraction of the American earnings. Nevertheless, Iglauer visited Europe five times in 1987 in pursuit of his declared aim to "make Alligator a world label."



BLUES BROTHERS: Bruce Iglauer (left) with Johnny Winter (second left) and Dick Sherman and Fred Bietelberg

# MIDEM '88 FOR £159

Fly down to Midem in style. The Travel Business offer you the return flight to Nice by Boeing 737 for just £159.00.

And, although the price is low, you lose nothing in service. There will be a complimentary glass of champagne whilst you relax with colleagues and hot meals will be served on both flights.

We can also offer a particularly attractive package on an hotel or apartment. Our selected hotel provides three-star facilities for two, sharing a twin or double room. Prices start from £315.25 per person including breakfast, flights, transfers, accommodation and travel insurance.

For three people we can provide an apartment, (P.O.A.) for the whole of Midem week, this will include flights, accommodation, transfers and travel insurance.

Telephone Tom Stone on 01-299 0214 now to discuss all your travel requirements.

Flight times

Depart Gatwick Sunday 24th January 09.50 hrs Arrive Nice 12.40 hrs.

Return Nice Friday 29th January 18.30 hrs Arrive Gatwick 19.20 hrs.

**THE TRAVEL BUSINESS**  
**01-299 0214**



No 2586



ATOL 1220

## MUSIC WEEK



# W

# BROS

# WHEN I BE WILL I BE FAMOUS?

Compiled by Gallup for the BP, Music Week and BBC based on a sample of 400 record outlets, incorporating 7", 12", Cassettes & CD single sales.

<b>No 1</b>	HEAVEN IS A PLACE ON EARTH Baird/Conditie	<b>7</b> 5/27/78	Virgin V571 1058 (E)
<b>2</b>	ALWAYS ON MY MIND • Pat Shop Boys	<b>7</b> 5/27/78	Parlophone 1284 1171 (E)
<b>3</b>	HOUSE ARREST Krutch	<b>7</b> 5/27/78	ION/Club/Phonogram JABX13 (E)
<b>4</b>	STUTTER RAP (NO SLEEP TIL BEDTIME) Morris, Minor & The Majorz	<b>7</b> 5/27/78	10 Virgin (E)/101 (E) 5/27/78
<b>5</b>	I FOUND SOMEONE Cub	<b>7</b> 5/27/78	Capitol CFE 3107 (W)
<b>6</b>	ANGEL EYES (HOME AND AWAY) Wet Wet Wet	<b>7</b> 5/27/78	Parlophone/BMG 6122 (E)
<b>7</b>	ALL DAY AND ALL OF THE NIGHT The Stranglers	<b>7</b> 5/27/78	EPIC WCEET1 1 (E)
<b>8</b>	SIGN YOUR NAME Terence Trent D'Arby	<b>7</b> 5/27/78	CBS/EMI/11 12 (E)
<b>9</b>	COME INTO MY LIFE Joyce Sims	<b>7</b> 5/27/78	FRKO/London LONW1 143 (E)
<b>10</b>	RISE TO THE OCCASION Clive Fisher	<b>7</b> 5/27/78	EMI 1284/633 (E)
<b>11</b>	FATHER FIGURE George Michael	<b>7</b> 5/27/78	EPIC EMU1714 (E)
<b>12</b>	JINGO Jah-Jah	<b>7</b> 5/27/78	Chryslis JELU2 12 (E)
<b>13</b>	I THINK WE'RE ALONE NOW Tiffany	<b>7</b> 5/27/78	MCA/MCA/11 1211 (E)
<b>14</b>	MY ARMS KEEP MISSING YOU Rick Astley	<b>7</b> 5/27/78	RCAR/14883 12-PT4 1484 (BMG)
<b>15</b>	G.T.O. Santitas	<b>7</b> 5/27/78	Earlow 1127/AN 14 (A)
<b>16</b>	THE WAY YOU MAKE ME FEEL Michael Jackson	<b>7</b> 5/27/78	EPIC 457275 12-457275 (E)
<b>17</b>	HEATSEEKER AC/DC	<b>7</b> 5/27/78	Atlantic A 9138/11 (W)
<b>18</b>	LOVE LETTERS Alison Moyet	<b>7</b> 5/27/78	CBS/MOT/11 (E)
<b>19</b>	FAIRYTALE OF NEW YORK The Pogues feat. Kathy MacCall	<b>7</b> 5/27/78	Virgin/Melrose/EMF/12-AN 120 (E)
<b>20</b>	TURN BACK THE CLOCK Johnny Hates Jazz	<b>7</b> 5/27/78	Virgin V571 1037 (E)
<b>21</b>	BEHIND THE WHEEL (Remix) Depeche Mode	<b>7</b> 5/27/78	Mure 1203/600 12/30/78 (E)

<b>53</b>	CHILDREN SAY Level 42	<b>7</b> 5/27/78	Parlophone/POSON 911 (E)
<b>54</b>	FAMILY MAN Fleerwood Mac	<b>7</b> 5/27/78	Warner Brothers W 8114/11 (W)
<b>55</b>	REASON TO LIVE Kist	<b>7</b> 5/27/78	Virgin/Phonogram KISS 8122 (E)
<b>56</b>	LOVE OVERBOARD Gladys Knight and The Pips	<b>7</b> 5/27/78	MCA/MCA/11 1223 (E)
<b>57</b>	LETTER FROM AMERICA The Proclaimers	<b>7</b> 5/27/78	Chryslis CR1 120378 (E)
<b>58</b>	I GOT DA FEELIN'/IT'S LIKE THAT Y'ALL Sweet Tee	<b>7</b> 5/27/78	Columbia/Capitol C00101 140 (E)
<b>59</b>	SAID SHE WAS A DANCER Jahiro Tull	<b>7</b> 5/27/78	Chryslis TULL03 1 (E)
<b>60</b>	STUCK ON YOU Ella Fitzgerald with The Jordanaires	<b>7</b> 5/27/78	KCA R 6995 12-PT 6995 (BMG)
<b>61</b>	IN GOD'S COUNTRY UZ	<b>7</b> 5/27/78	Major 7 7 9385 (E)
<b>62</b>	INSTINCTUAL Imagination	<b>7</b> 5/27/78	RCAR/1487 12-PT4 1486 (BMG)
<b>63</b>	NEVER NEVER GONNA GIVE YA UP Barry White	<b>7</b> 5/27/78	Club/Phonogram JABX1 59 (E)
<b>64</b>	MORE LOVE Feargal Sharkey	<b>7</b> 5/27/78	Virgin V5 92120 (E)
<b>65</b>	SATELLITE The Heavies	<b>7</b> 5/27/78	CEI 651187 12-651188 (E)
<b>66</b>	NEVER CAN SAY GOODBYE The Commanders	<b>7</b> 5/27/78	London LON121 158 (E)
<b>67</b>	MANDINKA Sinead O'Connor	<b>7</b> 5/27/78	Emerg EMTN 611 (E)
<b>68</b>	SIDE SHOW Wendy and Lisa	<b>7</b> 5/27/78	Virgin V571 101278 (E)
<b>69</b>	I'VE HAD THE TIME OF MY LIFE Bill Medley & Jennifer Warnes	<b>7</b> 5/27/78	RCAR/14885 12-PT4 1486 (BMG)
<b>70</b>	THE TIDE IS TURNING (After Live Aid) Roger Waters	<b>7</b> 5/27/78	EMI 1258/27 (E)
<b>71</b>	THE ONE I LOVE R.E.M.	<b>7</b> 5/27/78	1.R.S./MCA/EMI/146 (E)
<b>72</b>	WHENEVER YOU NEED SOMEBODY Jude Ashley	<b>7</b> 5/27/78	RCAR 1180 12-PT 1180 (BMG)
<b>73</b>	I WANNA BE A FLINTSTONE The Bantlers	<b>7</b> 5/27/78	EMI 1258/27 (E)

PACKAGED BY THE BANTLERS



21	BERNHAD	10	Depend	10	Mesa (12) (Sire) 33724 (4)
22	IDEAL WORLD (Remix)	27	The Christians	7	Island (12) (3) 37 (F)
23	I CAN'T HELP IT	45	Bonobrama	5	London MANA 15 (12) MANA 15 (F)
24	THE WISHING WELL	34	G.O.S.H.	MRS 12 (6) GRH 1 (A)	
25	WHO FOUND WHO	16	Jellybean featuring Elka Frijollo	Chrysalis (14) 11 (C)	
26	ROK DA HOUSE	50	Beaminators feat. Coolie Crew	Rhyme Encyphura (EP) 11 (1) (J) (AT)	
27	WHEN I FALL IN LOVE	14	Nat King Cole	Capitol (12) (C) 1995 (E)	
28	CHINA IN YOUR HAND	13	T'Pou	Siren/Virgin (S) (N) (A) 12 (E)	
29	TOUCHED BY THE HAND OF GOD	26	New Order	Factory (F) (C) 1997 (12) 19 (F)	
30	CRITICIZE	18	Alexander O'Neal	Tales (6) 9 (2) 17 (12) (C) 9 (1) 6 (C)	
31	ROCKIN' AROUND THE CHRISTMAS TREE	10	Mal & Kim (Mal Strum & Kim Wilda)	10 Virgin (12) 21 (E)	
32	BRING THE NOISE	43	Public Enemy	Dol Janm 6 (1) 3357 (12) 45 (12) 6 (C)	
33	O L'AMOUR	59	Dollar	London (10) (N) 14 (F)	

THE SECOND Dirty Dancing SMASH HIT FROM

**ERIC CARMEN**  
HUNGRY EYES

7" + PB 49693

DEBUT SINGLE

*burning*

**RAIN**

7" CHS 3155 12" DHS 12 3155

Chrysalis

**CRAYZ HOUSE**

Chrysalis

Order from: MCA/USA Operations, Long Lane, West Nyack, New York, NY 10994, Tel: 914-353-2800

LIMITED EDITION  
PICTURE DISC  
OUT NOW!

SPECIAL 'BROS' BADGE PACK  
ALSO AVAILABLE

ATOM P2/S2

34	TIGHTEN UP, I JUST CAN'T STOP DANCIN'	31	Wally Jeter & The Crustated Entertainment	Introsound (A&M USA) 14 (F)
35	NEW SENSATION	64	INXS	Mercury/Phonogram (MS) 9 (12) (F)
36	THE LOOK OF LOVE	15	Madonna	Sire WA 1 (S) (M)
37	JENNIFER SHE SAID	52	Lloyd Cole & The Communications	Polygram/Cole (A & P)
38	YOU'RE ALL I NEED	11	Molloy Cre	Elektra (EKS) 12 (M)
39	WHEN WILL I BE FAMOUS?	51	Brox	CBS/ATOM (12) (L)
40	EV'RY TIME WE SAY GOODBYE	24	Simply Red	WEA (12) (1) (1) (M)
41	GOT MY MIND SET ON YOU	28	George Harrison	Dash Home/WEA WA 5 (17) (M)
42	TIRE OF GETTING PUSHED AROUND	71	2 Men A Drum Machine & A Trumpet	FFRR/London/LONG 14 (F)
43	SHAME	47	Eurythmics	RCA (A) 11 (E) (M)
44	SO EMOTIONAL (Remix)	35	Whitney Houston	Atlantic (A) 5 (12) (E) (M)
45	HOT IN THE CITY	11	Billy Idol	Chrysalis (10) (1) (1) (C)
46	THE JACK THAT HOUSE BUILT	56	Jack of Club	10 Virgin (EM) 17 (A)
47	CANDLE IN THE WIND (LIVE)	11	Ethan John	Island (E) 5 (12) (F)
48	PARADISE	11	Black	ARM (A) (1) (2) (F)
49	HERE'S THE GIRL	37	Heart	Capitol (12) (C) 12 (E)
50	WHAT DO YOU WANT TO MAKE THOSE ...	22	Shakin' Stevens	EGOT/SHAKY (S) (C)
51	THE TIME WARP II	61	Dominion	Sire (J) (E) 14 (E) (M)
52	SAY IT AGAIN	11	Armed & Shrewt	10 Virgin (EM) 18 (E)

The Scamming Blue Mascally

#92 17 (M) 7 (W)

74 54 PACKJAMMED (WITH THE PARTY POSSE)  
Stock Aitken Waterman

75 46 JOCK MIX 1  
Med Jocks feat. Jackmaster B.A.

Debut/Pirella Göttsche (1997) 10 (A)

**T W E L V E • I N C H**

1	HOUSE ARREST	27	IDEAL WORLD The Christians
2	COME INTO MY LIFE	28	FANTASIE OF NEW YORK Pigeon
3	LET'S GET TOGETHER	29	THE UNTOUCHABLE SINGLE FROM
4	ALWAYS ONLY MIND THE SHOE Boys	30	CRITICIZE Alexander O'Neal
5	THE WISHING WELL	31	ROCKIN' AROUND THE CHRISTMAS TREE
6	ALDIAN AND ALLOT THE NIGHT	32	BRING THE NOISE Public Enemy
7	The Stranglers	33	O L'AMOUR Dollar
8	THE JACK THAT HOUSE BUILT	34	TIGHTEN UP, I JUST CAN'T STOP DANCIN'
9	TURN BACK THE CLOCK	35	NEW SENSATION INXS
10	HEATSEARER ACDC	36	THE LOOK OF LOVE Madonna
11	HEADLINE	37	JENNIFER SHE SAID Lloyd Cole & The Communications
12	INGO	38	YOU'RE ALL I NEED Molloy Cre
13	THE WISHING WELL	39	WHEN WILL I BE FAMOUS? Brox
14	THINK WE'VE ALONE FROM THEORY	40	EV'RY TIME WE SAY GOODBYE Simply Red
15	BEHIND THE WHEEL (Remix)	41	GOT MY MIND SET ON YOU George Harrison
16	Depends mode	42	TIRE OF GETTING PUSHED AROUND 2 Men A Drum Machine & A Trumpet
17	ORDER	43	SHAME Eurythmics
18	THE WISHING WELL	44	SO EMOTIONAL (Remix) Whitney Houston
19	BY MY SIDE	45	HOT IN THE CITY Billy Idol
20	YOU'RE ALL I NEED	46	THE JACK THAT HOUSE BUILT Jack of Club
21	THE UNTOUCHABLE SINGLE FROM	47	CANDLE IN THE WIND (LIVE) Ethan John
22	CRITICIZE Alexander O'Neal	48	PARADISE Black
23	ROCKIN' AROUND THE CHRISTMAS TREE	49	HERE'S THE GIRL Heart
24	BRING THE NOISE	50	WHAT DO YOU WANT TO MAKE THOSE ... Shakin' Stevens
25	O L'AMOUR	51	THE TIME WARP II Dominion
26	TIGHTEN UP, I JUST CAN'T STOP DANCIN'	52	SAY IT AGAIN Armed & Shrewt

**TIREAD**

**OF GETTING**

**PUSHED**

**AROUND**

THE UNTOUCHABLE SINGLE FROM

**2 MEN**

A DRUM MACHINE

& A TRUMPET

ON 7" (LON 141) 12" (LONX 141)

Reviewed by Jerry Smith

**LLOYD COLE AND THE COM-MOTIONS:** Jennifer She Said (Polydor COLE) 8). Recovering from the shock that My Bog wasn't a hit, along comes another superb track from his excellent LP, *Mainstream*, and if talent like this can't result in hits, then God help us!

## STOCK IT

**THE SCREAMING BLUE MES-SIAHS:** I Wanna Be A Flinstone (WEA YZ 166T1). The much acclaimed *Screamies* (you do call them that, don't you?) follow the subtle, title track to their LP, *Bikini Red*, with this much more apt single, harder and sharper, it should get them noticed.

**ASLAN:** Loving Me Lately (EMI 121EM 39). Strong, soulful Irish rockers let go with another catchy, melodic track, previously an Irish hit. Their debut album, *Feel No Shame*, is up next month and should be stuffed with goodies if their sensational live show is anything to go by.

**SCARLET FANTASTIC:** Plug Me (To The Central Love Line) (Arista RIS) 49). In similar style to their No Memory hit, these neon hippies deliver another bubbling, memorable pop number which is sure make an impression.

**THE FALL:** Victoria (Beggars Banquet BEG 206 T). What better way to start this new year than with yet another rousing and rocking piece of Manxman rant as The Fall look set for another cover version hit as they give a good seeing to this old Kinks song.

**2 MEN, A DRUM MACHINE & A TRUMPET:** Tired Of Getting Pushed Around London LON (X 141). This insistent, bubbling dance track has already made its presence felt in the clubs and should crossover now if its on general release with the two men's identities reworked as David Saxe and Andy Cox of Fine Young Cannibals.

## STOCK IT

**WENDY AND LISA:** Sidewalk (Virgin VS) 1012). It's incredible that the wonderfully sublime *Waterfall* was ignored, but the Prince pals are back with another sinuous track from their excellent, self-titled LP.

**FEARGAL SHARKEY:** More Love (Virgin VS) 992). It's a long way from the Undertones, but here is



**SINEAD O'CONNOR:** formidable singer, unorthodox song.

Feargal Sharkey with his first single for nearly two years, another country-style Benmont Tench composition, it also features Keith Richards and is extremely upwardly mobile.

## STOCK IT

**SINEAD O'CONNOR:** Mandinka (Ensign/Chrysalis ENY 92). The striking talents of the rather formidable Sinead O'Connor are well showcased in this dynamic number from her *The Lion & The Cobra LP*, and its inebriated, if unorthodox, nature deserves wide exposure.

**LOWLIFE:** Swirl, It Swings (Nightshift LOLIF 6T). Another hauntingly atmospheric EP from Lowlife as they move more and more confidently on from under the shadow of The Cocteau Twins. Four strong, effective tracks which should serve to strengthen their support.

## STOCK IT

**BREATHE:** Hands To Heaven (Siren/Virgin SRN 68(12)). Breathe keep at it with this well crafted ballad, and with its strong vocal and Bob Sargeant's smooth production it could be the one to make an impression on the pop charts for them.

**GODLEY & CREME:** A Little Piece Of Heaven (Polydor POSP(X) 901). Godley & Creme return after a long absence with this low key, but very effective country-tinged single taken from their forthcoming, harmonica-based LP, *Goodbye Blue Sky*.

# Dance

AND DISCO

# Jock rock

by Barry Lazell  
ON OCCASIONS during 1987, the records which were filling club floors in Scotland, courtesy of the chart compiled by Edinburgh-based First Class Promotions from a weekly survey solely north of the border.

First Class has now put together its year-end chart, and it makes fascinating reading, not least because some of the most popular records included found almost their entire success within Scotland. The

popularity of uptempo, Hi-NRG and Eurobeat sounds with Scottish punters is well-known, of course, but bearing in mind the longevity and widespread success north of the border of tracks like Off's *Electrica Salsa*, Paul Lekakis' *Boom Boom* and Joy's *Touch By Touch*, it seems odd that the appeal was not able to percolate southward in the way that Sinitta's *So Macho* did in 1986. Possibly there is still life down south ahead for some of these during 1988, giving the right promotion.



**SCOTTISH FAVES:** from top, Sinitta (pic: LFI), Sinitta and the Bananarama girls

- 1 **ELECTRICA SALSA OH** (Sone) 12
- 2 **TOY BOY Sinitta** (Fanfare)
- 3 **BOOM BOOM Paul Lekakis** (Champion)
- 4 **NEVER GONNA GIVE YOU UP Rick Astley** (RCA)
- 5 **PUMP UP THE VOLUME M/A/R/R/S (4 AD)**
- 6 **PRIMAVERA Tullio De Pisisco** (Greyhound)
- 7 **I WANNNA DANCE WITH SOMEBODY Whitney Houston** (Arista)
- 8 **CALL ME Spagna** (CBS)
- 9 **MON AMOUR DeBlanc** (Diamond)
- 10 **TOUCH BY TOUCH Joy** (Greyhound)
- 11 **LOVE IN THE FIRST DEGREE Benatar** (London)

- 12 **WHENEVER YOU NEED SOMEBODY Rick Astley** (RCA)
- 13 **WISHING I WAS LUCKY Wet Wet Wet** (Precious Organisation)
- 14 **PAPA CHICO Tony Esposito** (Indisc)
- 15 **F.L.M. Mel And Kim** (Supreme)
- 16 **IT'S A SIN Pet Shop Boys** (Parlophone)
- 17 **RESPECTABLE Mel And Kim** (Supreme)
- 18 **LOVE CHILD Jamie Dean** (Uptown)
- 19 **GROOVE ME Fern Kinney** (Unidisc — Canadian import)
- 20 **NEVER CAN SAY GOODBYE Communards** (London)

# RADIO LONDON

## A LIST

- MAT KINGS-COLE** When Fall Is Gone (EMI)
- MIKE JACKSON:** The Way You Make Me Feel (Epic)
- JELLYBEAN:** Inaps (Chrysalis)
- JELLYBEAN FEATURING ELISA PORIELLO:** When Fall Is Gone (Chrysalis)
- KEITH:** House Arrest (FDM/Fonogram)
- ALEXANDER O'NEILL:** Citizens (Epic)
- JOYCE SIMS:** Come Into My Life (London)
- STOCK AIRTEX WATERMAN:** Performance (NRB The Party Palace) Breakbeat/A&M
- THE TAMPS:** My Body Sure Can Sing (Virgin)
- WALLY JUMP JR & THE CRIMINAL ELEMENT:** Higher Up — Love Can't Stop Dance (Breakbeat/A&M)

## CLIMBERS

- ATLANTIC STARR:** The Sun Is In Your Pocket (Warner Brothers)
- WALTER BEASLEY:** I'm So Happy (Urban Rhythms)
- PEARO RYSON & REGINA BELLE:** (Elektra Impact)
- CRIM GUTRIE:** Ready Alway (Epic)
- PAUL JONICSON:** New (CBS)
- GLOATS AND THE PIPS:** Love Overboard (MCA)
- DAVID RUFFIN & EDDIE KENDRICKS:** (Capitol Records)
- JEROME STEWART:** Soul Again (10/10/Virgo)
- TONY VALENTINE:** I Can Do Bad Myself (Jive)
- BARRY WHITE:** For Love (The Best Must Anguish) (Breakbeat/A&M)

As featured on the **TONY BLACKBURN** Show, Radio London Run-12 song Monday-Friday (104.9 & 100)

# MUSIC VIDEO

- Description (track) Timings/Recommended Retail Price
- 1 **PETER DARRIEL: THE VIDEOS** Virgin MV 741  
Completion (8 tracks)/40min/£9.99
  - 2 **BON JOVI: Slippery When Wet** Channel 5 CPV 04002  
Completion (6 tracks)/£11.99
  - 3 **NOW THAT'S WHAT I CALL MUSIC VIDEO 10** MYP NOW 10  
Completion (10 tracks)/1hr/£9.99
  - 4 **U2: "Under A Blood Red Sky"** Virgin Video 045  
Live (12 tracks)/61min/£9.99
  - 5 **UB40: Best Of UB40** Virgin Video 246  
Completion (1 hr)/£9.99
  - 6 **QUEEN: Magic Years Vol 2** PMJ MYP 99 1155-2  
Completion (1 hr)/£9.99
  - 7 **KISS: Exposed** PolyGram Music Video 041 489-2  
Completion (1.5 hrs)/1hr 30min/£14.99
  - 8 **NOW THAT'S... VIDEO 3** Video Collection PM 0020  
Completion (1 hr)/£9.99
  - 9 **QUEEN: Magic Years Vol 3** PMJ MYP 99 1155-2  
Completion (1 hr)/£9.99
  - 10 **GENESIS: Visible Touch** Virgin Video 204  
Completion (40min)/£9.99
  - 11 **HITS 7** CBS/Fox  
Completion (115 tracks)/£9.99
  - 12 **THE CURE: In Orange** PolyGram Music Video 041 554-2  
Live (23 tracks)/1hr 42min/£14.99
  - 13 **FIVE STAR: Between The Lines** PMJ/Tent MYP 1160-2  
Live (hr)/£9.99
  - 14 **IRON MAIDEN: 12 WASTED YEARS** MYP 99 1011-2  
Completion (115 tracks)/£19.95
  - 15 **NOW THAT'S... VIDEO 2** Video Collection PM 0019  
Completion (20 tracks)/1hr 18min/£9.99
  - 16 **QUEEN: Magic Years Vol. 1** PMJ MYP 99 1154-2  
Completion (1 hr)/£9.99
  - 17 **MADONNA: The Virgin Tour** WEA Music K9381053  
Live (10 tracks)/38min/£19.95
  - 18 **PAT BENATAR: Best Shots** Chrysalis CMV 501-9  
Completion (12 tracks)/55min/£9.99
  - 19 **10 - PRINCE AND THE REVOLUTION** Channel 5 CPV 01292  
Live (19 tracks)/2hr/£9.99
  - 20 **KATE BUSH: The Whole Story** MYP 99 1143-2  
Completion (14 tracks)/50min/£9.99

Compiled by Gallup for Music Week © 1988



**BREATHE** A sign of relief for making an impression.

## TRACKING

by Dave Henderson

SO, TECHNOLOGY is here... so, 1988 is here, and **New Order's** sustaining of their excellent *Touched By The Hand Of God 45* — on Factory through Pinnacle — came about by a bizarre video splash (the team in full *Spinal Tap* costume plus a groovy CD single with two lousy additional tracks. What's more? Well, Pinnacle is also handling a Zappo Records/Rykodisc mini-CD — a mere three inches across — which features **Frank Zappa** with Peacock On Regalia as its main track. It comes through the main's deal with Music For Nations.

MUTE TYPES I **Start Counting** continue their awkward and uncompromising rise to anonymity with another slice of sub-**Art Of Noise** stuff — although better than that monster might imply, they'll find it difficult to get a solo league with their sampled sonnet. It's a single called *Love Him* (Edit). Meanwhile, **Depeche Mode** have already charted with their remix of *Behind The Wheel* for the same label, while the government lobs intent on making **Erasure's** *Circus* available in every format known to man. Now, there's industry for you!

MUCH-TOUTED Antipodean label Flying Nun further enhances its UK reputation with four releases that should shine from every record collection. **The Chills** have their earliest, rare singles re-packaged and re-presented on *Kaleidoscope World* — an album that originally saw the light of day on Creation — while **Sneaky Feelings**, a rather bracing outfit, have a second album, *Sentimental Education* for your delatation. **The Tall Dwarfs** have the best of their previous mad and madder outbursts thus together on *Hello, Cruel World* and **The Jean Paul Sartre Experience** finally have their first five-track EP released after much to do about themselves in the press. More than this, **F Nun** has spawned a Flying Nun Europe branch and it has a CD version of **The Chills** rather revised-over *Brave Words* LP available... so, check the import racks.



BHUNDU BOYS: a single to get the press rumbling again



WEDDING PRESENT: from Peel's Festive 50 to Everybody's 50!

SIMILARLY THE CD boom hits the new folk market with the release, on Special Delivery (through Nine Mile and the Cartel), of *Mischief*, the latest set from **Clive Gregson** and **Christine Collister**. The duo will also have a remixed version of the album's opening cut, *I Wouldn't Treat A Dog available* on both seven and 12-inch through Special Delivery as Feb rears its spotty brow.

THE MUCH gesticulated-over **Legendary Pink Dots** have another album to laud and delight the Euro market; you never know, this could just be the one that breaks them through into the home market. Any Day Now sees them rise to new professional peaks and it's available on LP and CD on the Play It Again Sam label through Red Rhino and the Cartel. Similarly, from Sam, comes **Parade Ground's** *Strange World* — a 12-inch with a commercial tinge from these Belgian chaps. And with Sam yet again, **Chris and Casey** release the title track from their *Exaltica* album, as a dance 12, which Red Rhino has as having a "nice cover too".

THE BHUNDU Boys have a release on Discotricque titled *Ziva Kwawakaba*, it features the title track which was only previously on the *Shabini* CD version, plus an unreleased track and another cut from *Shabini*. Expect the usual press hub-bub around this release. Also from Revolver comes **Cirkus's** LP *One* on the Five Hours Back Label. A popular

progressive classic from '71, it says here... and who are we to argue? Furthermore, the *Scaral* label, through Revolver and the Cartel, has its second release, following the acclaim for the label's debut with *Fristine Christine* from **The Sea Urchins**, with **The Orchids** I've Got A Hobit on seven-inch.

THE NEW year sees a new **Jonathan Richman** album in *Modern Lovers 88* for the Deacon label through Pinnacle, and the former airborne snowman (from the supermarket) will be touring in the UK to promote its release. Also from the Pinnacle air-hanger is a double compilation from SST entitled *No Age* which features instrumental tracks from a selection of acts including **Alter Matives**, **Black Flag**, **Los Rancidos**, **Gonos**, **Steve Fisk** and a whole lot more. Other Pinnacles that might have been lost or overlooked in the drunken seasonal haze are **Canned Heat's** *Live In Australia* album on Bedrock, a couple of **Family** releases, **MUSIC In A Doll's House** and **Family Entertainment** on See Far Miles and **The Toy Dolls'** *Barefaced Cheek* CD on Neat.

AS THE year of year dictates the number of releases that are actually managing to wend their way through the pressing backlogs and what have you, this seems like a good opportunity to list some of the things that could continue to do well in the first part of the new year following either success in the latter part of the last year or potential deals in the offing. **The Wedding Present's** massive presence in **John Peel's** *Festive 50* should keep their **George Best** album ticking over, while tales of their next single featuring an acoustic line up of the band might suggest that they'll gain even greater exposure. Next LP from them will be a compilation of all their singles, on Reception. Meanwhile, the producer of **George Best** has turned his hand to **The Flaminets**, and their next single should certainly increase the popularity that they've begun to develop with their *You're Gonna Cry* single. **The Primitives** first major label single in February should secure further sales for their *Lozy* back catalogue, while **New Order** have a new LP almost complete which should arrive in the spring to end all rumours of splits and further hinder their commercial reputation.

## TOP 40 SINGLES

1	FAIRYTALE OF NEW YORK The Pogues & The Ska-Busters	Pogues Release NTF 10
2	TOUCHED BY THE HAND OF GOD New Order	Factory FACT012 EP
3	BEHIND THE WHEEL (REMIX) Depeche Mode	Mute BONG 15 (UK) EP
4	LETTER FROM AMERICA The Foundations	Chevy Chase CS178 10
5	THE ONE LOVE L.B.S./MCA Int'l (UK)	L.B.S./MCA Int'l (UK)
6	LAST NIGHT I DREAMT THAT SOMEBODY LOVED ME The Beatles	Rough Trade RT 208 18 EP
7	5 The Foundations	Capitol DISCO201 12
8	BIRTHDAY The Cars	Cas-Linda Int'l 777 18 EP
9	PUMP UP THE VOLUME M.A.A. U.S.A.	4AD AD078 18 EP
10	THE CIRCUS (Remix) The Beatles	Mute MUTE 66 (UK) EP
11	HIT THE NORTH The Beatles	Reggae Beatcom REG 203 10
12	DARKLANDS The Jesus And Mary Chain	Melrose Int'l NEG29 10
13	I STARTED SOMETHING I COULDN'T FINISH The Beatles	Capitol DISCO201 12
14	BACK SEAT EDUCATION Linton Kwesi Johnson & The Love Reaction	Melrose 202 10
15	I SAY NOTHING The Beatles	London LON311 EP
16	IN THE CLOUDS Albion Band	Edis EREN 13 EP
17	THE HUNG UP Green Brown And Gold	Virgin VS 1027 13
18	PEEL SESSIONS The Beatles	Strange Fruit SFS 023 10
19	HIGH TIME The Beatles	Reggae Beatcom REG 203 10
20	PEEL SESSIONS The Beatles	Strange Fruit SFS 023 10
21	DOWNTOWN Belle And Sebastian Of Miami	KLF Communications JAMS 37 219 EP
22	BLUE WATER Lulu (Lulu) Off The Hook	Shirley Two SIF 48 (UK) EP
23	OPEN UP The Beatles	Shirley Two SIF 48 (UK) EP
24	I WANNA LIVE The Beatles	Reggae Beatcom REG 201 10
25	MY BELOVED GUY The Beatles	Elevation A&R 104
26	JANICE LOUNG SESSION The Mighty Lemon Drops	Night Tracks NTF04 10 EP
27	PEEL SESSIONS The Beatles	Strange Fruit SFS013 10
28	GENIUS MOVE The Beatles	Virgin VS1022 13
29	THRU THE FLOWERS The Beatles	Leafy LAF06 18 EP
30	WAY OUT The Beatles	Capitol DISCO 145 10
31	PEEL SESSIONS The Beatles	Strange Fruit SFS042 10
32	SHAKE DOWN (SHAKE YOUR THANG) Lynyrd Skynyrd	Virgin VS1008 13
33	PEEL SESSIONS The Beatles	Strange Fruit SFS045 10
34	BEVERLY PATROL The Beatles	Chapter 21 CH 16 11 (UK) EP
35	THRU THE FLOWERS The Beatles	Leafy LAF06 18 EP
36	YOU'RE DEEP IN LOVE The Beatles	Edis 0337 13
37	PEEL SESSIONS The Beatles	Strange Fruit SFS 038 10
38	YOU'RE GONNA CRY The Beatles	Sabwy SUBWAT4 10 EP
39	ANYONE CAN MAKE A MISTAKE The Beatles	Reception REC026 18 EP
40	BIG ROCK CANDY MOUNTAIN Moby Dick	Rough Trade RT210 18 EP

## TOP 20 ALBUMS

1	THE CIRCUS The Beatles	Mute STUM423 1187 29
2	STRANGEWAYS, HERE WE COME The Beatles	Rough Trade ROUGH 18 EP
3	THE PEOPLE WHO GRINNED THEMSELVES TO DEATH The Beatles	Capitol DISCO AG019 10
4	SUBSTANCE New Order	Factory FACT230 9
5	BLOODLAND Steve Nieve	Merchell Release MB461 10
6	THIS IS THE STORY The Foundations	Capitol DISCO 142 10
7	DOCUMENT The Beatles	L.B.S./MCA Int'l 1025 13
8	DARKLANDS The Jesus And Mary Chain	Melrose Int'l NEG 29 10
9	GEORGE BEST Midge Markey	Reception LE025 10 (UK)
10	MUSIC FOR THE MASSES Squape Music	Mute STUM447 1187 29
11	IN MY TRIBE The Beatles	Shirley Two SIF 48 18 EP
12	DAWNRAZOR Lulu (Lulu) Off The Hook	Shirley Two SIF 48 18 EP
13	BOX FRENZY The Beatles	Chapter 21 CHAP17 11 (UK) EP
14	JESUS MEETS THE STUPIDS The Beatles	Virgin SODA5 10 EP
15	THE PALACE OF SWORDS REVERSED The Beatles	Capitol DISCO 143 10
16	DRILL YOUR OWN HOLE The Beatles	Virgin VS1028 13
17	WAREHOUSE SONGS AND STORIES The Beatles	Melrose Beatcom REG 211 10
18	THE HOUSE OF DOLLS The Beatles	Reggae Beatcom REG 87 10
19	HALFWAY TO SANITY The Beatles	Reggae Beatcom REG 89 10
20	SCINIC FLOWER GROOVE The Beatles	Elevation ELEV 20

<b>21</b>	<sup>14</sup> THE BEST OF U2 VOL. 1 ★ CD U2	Virgin U171
<b>22</b>	<sup>65</sup> HEAVEN ON EARTH Belinda Carlisle	Virgin V2496
<b>23</b>	<sup>22</sup> WHITESNAKE 1987 ● CD Whitesnake	EMI BNC 3338
<b>24</b>	<sup>18</sup> THE CREAM OF ERIC CLAPTON ★ CD Eric Clapton/Cream	Polygram ECLV1
<b>25</b>	<sup>12</sup> YOU CAN DANCE ★ CD Madonna	Sire WK716
<b>26</b>	<sup>28</sup> RUNNING IN THE FAMILY ★★ CD Level 42	Polygram POL442
<b>27</b>	<sup>24</sup> THE CIRCUS ★ CD Erasure	MCA STUM435
<b>28</b>	<sup>31</sup> FROM MOTOWN WITH LOVE ★ Veronica	K&M INC 1201
<b>29</b>	<sup>69</sup> COME INTO MY LIFE CD Joyce Sims	FRR/London LOND47
<b>30</b>	<sup>27</sup> THE MICHAEL JACKSON MIX ● CD Michael Jackson	Sire/SMS 745
<b>31</b>	<sup>29</sup> BEST SHOTS ★ CD Pat Benatar	Chrysalis M4V1
<b>32</b>	<sup>53</sup> JUST VISITING THIS PLANET CD Jellyfish	Chrysalis CH1549
<b>33</b>	<sup>34</sup> MEMORIES ● CD Elaine Paige	Telstar STAM 2213
<b>34</b>	<sup>26</sup> LOVE SONGS ★ CD Michael Jackson & Diana Ross	Telstar STAM 2298
<b>35</b>	<sup>44</sup> GRACELAND ★★ ★★ CD Paul Simon	Warner Bros/Warner W022
<b>36</b>	<sup>33</sup> SAVAGE ● CD Enphemics	K&M R17555
<b>37</b>	<sup>30</sup> CLOUD NINE ● CD George Harrison	Dark Horse/WEA MW 123
<b>38</b>	<sup>46</sup> SINUITA ● CD Sinuita	Felton EDU17
<b>39</b>	<sup>48</sup> PHANTOM OF THE OPERA ★★ CD Various	Polygram PODY9
<b>40</b>	<sup>45</sup> SONGS FROM STAGE AND SCREEN ● CD Michael Crawford/LSO	Telstar ST148 2081
<b>41</b>	<sup>61</sup> MY FAIR LADY ● CD Kiri Te Kanawa & Jeremy Irons	Decca/London WFL1
<b>42</b>	<sup>63</sup> KICK ● CD INXS	Mercury/Phonogram MERR114

★ ★ ★ GOLD (160,000 units) ● SILVER (80,000 units) NEW NEW ENTRY THE ENTRY

and Metal

If you want to keep in touch with what's happening in rock — buy SOUNDS!

**EVERY WEDNESDAY. ONLY 55p**

<b>43</b>	<sup>49</sup> MEN & WOMEN ★ CD Simply Red	Elektra WK65
<b>44</b>	<sup>40</sup> BROTHERS IN ARMS ★★ ★★ ★★ ★★ ★★ CD Dire Straits	Virgin/Phonogram VERR75
<b>45</b>	<sup>60</sup> DIRTY DANCING CD Original Soundtrack	K&M EL608
<b>46</b>	<sup>35</sup> HYSTERIA ★ CD Def Leppard	Ridgeport RLR/Rhino HNS11
<b>47</b>	<sup>32</sup> RED ★ CD The Commanders	London LOND 29
<b>48</b>	<sup>37</sup> SIMPLY SHADOWS ★ The Shadows	Polygram SHAD1
<b>49</b>	<sup>52</sup> GIVE ME THE REASON ★ CD Luther Vandross	Epic E011341
<b>50</b>	<sup>41</sup> SIXTIES MIX ★ Various	Sire/SMS 733
<b>51</b>	<sup>55</sup> BAD ANIMALS ● CD Heart	Capitol ESTD 2022
<b>52</b>	<sup>42</sup> E.S.P. ★ CD Bee Gees	Warner Bros/Warner W083
<b>53</b>	<sup>62</sup> DANCING WITH STRANGERS ★ CD Chris Rea	Megaphone MEG15071
<b>54</b>	<sup>51</sup> NOTHING LIKE THE SUN ● CD Sling	AMMAMA 6402
<b>55</b>	<sup>36</sup> ALWAYS GUARANTEED ★ CD Ciff Richard	EMI BMD 1004
<b>56</b>	<sup>54</sup> TUNNEL OF LOVE ★ CD Bruce Springsteen	CBS 662701
<b>57</b>	<sup>57</sup> CLASSIC ROCK COUNTDOWN CD London Symphony Orchestra	CBS/WOOD3
<b>58</b>	<sup>59</sup> CRAZY NIGHTS CD Kiss	Virgin/Phonogram VERR49

<b>79</b>	<sup>68</sup> CONTROL - THE REMIXES ● CD Janet Jackson	Elektra/AMM W0131
<b>80</b>	<sup>65</sup> TRUE BLUE ★★ ★★ ★★ CD Madonna	Sire W054
<b>81</b>	<sup>67</sup> RUMOURS ★★ ★★ ★★ CD Fleetwood Mac	Warner Bros/Warner W0348
<b>82</b>	<sup>84</sup> THIS IS THE STORY ● The Proclaimers	Chrysalis CHR 1602
<b>83</b>	<sup>81</sup> NEVER TOO MUCH Luther Vandross	ERC 23087
<b>84</b>	<sup>89</sup> ESCAPE FROM TV Jan Hammer	MCA WCR 3407
<b>85</b>	<sup>92</sup> NO JACKET REQUIRED ★★ ★★ CD Phil Collins	Virgin V2316
<b>86</b>	<sup>77</sup> INSIDE INFORMATION CD Foreigner	A&M WX141
<b>87</b>	<sup>91</sup> QUEEN'S GREATEST HITS ★★ ★★ ★★ CD Queen	Polygram BMTV 20
<b>88</b>	<sup>78</sup> BETE NOIRE ● CD Bryan Ferry	Virgin V2424
<b>89</b>	<sup>74</sup> PLEASE ★ CD Pat Sharp Boys	Polygram P381
<b>90</b>	<sup>93</sup> PICTURE BOOK CD Simply Red	Elektra ERT 27
<b>91</b>	<sup>86</sup> BEST OF JAMES BROWN-GODFATHER ... ● CD James Brown	K&M INC 1734
<b>92</b>	<sup>64</sup> OST 'WHOS THAT GIRL' ★ CD Madonna/Various	Sire WK102
<b>93</b>	<sup>82</sup> FLASHDANCE Original Soundtrack	Mercury/Phonogram MERR111
<b>94</b>	<sup>85</sup> STREET LIFE - 20 GREAT HITS ★ Bryan Ferry/Roxy Music	EGEMEGTIV
<b>95</b>	<sup>80</sup> THE BEST OF PHIL LYNOTT & THIN LIZZY ● CD Phil Lynott & Thin Lizzy	Telstar STAM 2200
<b>96</b>	<sup>84</sup> EVERY BREATH YOU TAKE - THE SINGLES ★★ CD POLICE: The	AMM EREB1
<b>97</b>	<sup>98</sup> THE UNFORGETTABLE FIRE ★★ CD U2	Island U25
<b>98</b>	<sup>99</sup> WHITNEY HOUSTON ★★ ★★ CD Whitney Houston	A&M 200 978
<b>99</b>	<sup>90</sup> FLOODLAND ● CD The Sisters Of Mercy	Mercury/Belmont WEA MG 4411
<b>100</b>	<sup>NEW</sup> MAKE IT LAST FOREVER Kish Smeed	Elektra 6626131

CD Released on Compact Disc  
\*The British Record Industry Chart © Sound Survivors (London) Ltd., 1987. Publication rights reserved exclusively by Music Week. Broadcasting rights to the BBC. All rights reserved.

# TOP 100 ALBUMS

1	816	POPPED IN SOULED OUT **	Patricia/Phonogram/INMUSIC
2	319	BAD ***	EMI/ASVAP/EMI
3	2	WHENEVER YOU NEED SOMEbody **	RCAP/1715/200MG
4	1726	INTRODUCING THE CRISTENES ***	EMI/Virgin/Pol/Grain/NEW/EMI
5	618	FET SHOP BOYS, ACTUALLY **	Parlophone/PCPD/140
6	1	NOW! 10 ***	EMI/Virgin/Pol/Grain/NEW/EMI
7	51	BRIDGE OF SPIES ***	Sire/Warner/S&W/EMI
8	1312	TANGO IN THE NIGHT ***	Worner Brothers/WEA/W
9	726	FAITH **	EMI/ASVAP/EMI
10	1510	THE BEST OF MIRAGE JACK MIX '88	Mersey (Nigel Wright)
11	16	HITS 7 ***	CBS/WEA/CA/Arts/His/7/CW/IMG
12	4	WHITNEY ***	Atlantic/AT&T/EMI
13	1036	ALL THE BEST! ***	Parlophone/AT&T/EMI
14	11	THE SINGLES ***	Real Gone/WEA/W/EMI
15	1113	LIFE IN THE FAST LANE *	Telstar STAR 231/8MG
16	25	THE GREATEST LOVE *	Telstar STAR 231/8MG
17	25	THE JOSHUA TREE ***	Capricorn/Atlantic/EMI
18	214	ROD DANCING ***	EMI/ASVAP/EMI
19	19	HEARSAY *	Capricorn/Atlantic/EMI
20	242	THE BEST OF UB40 VOL 1 *	Virgin/IBLV/13
21	1413	HEAVEN ON EARTH	Virgin/IBLV/13
22	66	WHITESNAKE 1987 *	EMI/ASVAP/EMI
23	224	THE CREAM OF ERIC CLAPTON *	Capricorn/Atlantic/EMI
24	111	YOU CAN DANCE *	Mersey (Nigel Wright)
25	12	RUNNING IN THE FAMILY **	Parlophone/PCPD/140
26	280	THE CIRCUS *	Mersey (Nigel Wright)
27	244	FROM MOTOWN WITH LOVE *	Capricorn/Atlantic/EMI
28	3117	COME INTO MY LIFE	Parlophone/PCPD/140
29	69	THE MICHEL JACKSON MIX *	Mersey (Nigel Wright)
30	7	BEST SHOTS *	Capricorn/Atlantic/EMI
31	32	JUST JUSTIFYING THIS PLANET	Capricorn/Atlantic/EMI
32	3	MEMORIES *	Telstar STAR 231/8MG
33	2616	LOVE SONGS *	Telstar STAR 231/8MG
34	4471	GRACELAND ***	Mersey (Nigel Wright)
35	31	SAVAGE *	Capricorn/Atlantic/EMI
36	31	CLOUD NINE *	Capricorn/Atlantic/EMI
37	2010	SINITTA *	Capricorn/Atlantic/EMI
38	464	PHANTOM OF THE OPERA ***	Capricorn/Atlantic/EMI
39	45	SONGS FROM STAGE AND SCREEN	Capricorn/Atlantic/EMI
40	41	MY FAIR LADY *	Capricorn/Atlantic/EMI
41	43	KICK ***	Capricorn/Atlantic/EMI
42	69	MEN & WOMEN *	Capricorn/Atlantic/EMI
43	403	BROTHER ARMS *****	Capricorn/Atlantic/EMI
44	373	DORTY DANCING	Capricorn/Atlantic/EMI
45	31	HYSTERIA *	Capricorn/Atlantic/EMI
46	3214	RED *	Capricorn/Atlantic/EMI
47	3173	SIMPLY SHARONS	Capricorn/Atlantic/EMI
48	31	GIVE ME THE REASON *	Capricorn/Atlantic/EMI
49	4128	SIXTIES MIX *	Capricorn/Atlantic/EMI

## MASTERFILE

### EIGHT MONTHLIES TWO QUARTERLIES ONE HALF YEARLY

and  
THE JAN-DEC '87  
YEARBOOK

## ALL FOR ...

### ARTISTS' A-Z

A	ALICE IN CHAINS	1
B	BAD	2
C	CADILLAC	3
D	DANCE MIX '87	4
E	EMINEM	5
F	FLEETWOOD MAC	6
G	GENESIS	7
H	HITS 7	8
I	INVISIBLE TOUCH	9
J	JAMES BROWN	10
K	KICK	11
L	LIZZY	12
M	MADONNA	13
N	NIGHTS	14
O	ON THE BORDER	15
P	PARLOPHONE	16
Q	QUEEN	17
R	REAL GONE	18
S	SINCE	19
T	TANGO IN THE NIGHT	20
U	UB40	21
V	VANGUARD	22
W	WHITNEY	23
X	X-FILES	24
Y	YOUNG	25
Z	ZEPHYRUS	26

51	55	BAD ANIMALS *	Capitol/STU/200MG
52	42	BEES ***	Warner Brothers/WAR/EMI
53	217	DANCING WITH STRANGERS *	MCA/MCA/100MG/100MG
54	113	NOTHING LIKE THE SUN *	Capricorn/Atlantic/EMI
55	41	ALWAYS GUARANTEED *	EMI/EMO/104MG
56	5414	TUNNEL OF LOVE ***	Capricorn/Atlantic/EMI
57	3110	CLASSIC ROCK COUNTDOWN	CBS/1000-30
58	3911	CRAZY NIGHTS	Variety/Phonogram/VERM/497
59	50	THE PEOPLE WHO GRINNED ...	Capricorn/Atlantic/EMI
60	5815	STRANGERS WHEN WE COME *	Rough Trade/ROUGH/184
61	83	LLOYD COLE & THE COMMISSES (on Stanley)	Capricorn/Atlantic/EMI
62	79	THE GREATEST HITS OF 1987 *	Telstar STAR 231/8MG
63	1317	CHER	Capricorn/Atlantic/EMI
64	82	SLIPPERY WHEN WE T * *	Variety/Phonogram/VERM/381
65	7115	REFLECTIONS *	Capricorn/Atlantic/EMI
66	7311	CHRONICLES	Capricorn/Atlantic/EMI
67	67	DISCO *	EMI/PG/1801E
68	73	SONGS OF LOVE *	Decca/Digital/Side 534/535
69	56	ALWAYS AND FOREVER *	Telstar STAR 231/8MG
70	38	HIT MIX *	Capricorn/Atlantic/EMI
71	47	DANCE MIX '87 *	Telstar STAR 231/8MG
72	7010	SENTIMENTALLY YOURS *	Telstar STAR 231/8MG
73	85	INVISIBLE TOUCH ***	Capricorn/Atlantic/EMI
74	75	A MOMENTARY LAFSE OF REASON *	Capricorn/Atlantic/EMI
75	4317	BETWEEN THE LINES *	Capricorn/Atlantic/EMI
76	10	LIVE UNDER A BLOOD RED SKY ***	Capricorn/Atlantic/EMI
77	81	WONDERS OF LIFE *	Capricorn/Atlantic/EMI
78	610	THE REMIXES - JAKE BLAKE *****	Capricorn/Atlantic/EMI
79	80	TRUE BLUE *****	Capricorn/Atlantic/EMI
80	81	RUMOURS *****	Capricorn/Atlantic/EMI
81	84	THIS IS THE STORY *	Capricorn/Atlantic/EMI
82	83	NEVER TOO HIGH *	Capricorn/Atlantic/EMI
83	84	ESCAPE FROM TV	Capricorn/Atlantic/EMI
84	85	NO JACK REQUIRED **	Capricorn/Atlantic/EMI
85	86	INSIDE INFORMATION	Capricorn/Atlantic/EMI
86	87	QUEEN'S GREATEST HITS *****	Capricorn/Atlantic/EMI
87	88	BETE NOIRE *	Capricorn/Atlantic/EMI
88	89	PLEASE *	Capricorn/Atlantic/EMI
89	90	PICTURE BOOK	Capricorn/Atlantic/EMI
90	91	BEST OF JAMES BROWN-GODFATHER *	Capricorn/Atlantic/EMI
91	92	SON-WHO'S THE GIRL *	Capricorn/Atlantic/EMI
92	93	FLASHDANCE	Capricorn/Atlantic/EMI
93	94	FREET LIVE - 20 GREAT HITS *	Capricorn/Atlantic/EMI
94	95	THE BEST OF PHIL LYNOTT & THIN LIZZY *	Capricorn/Atlantic/EMI
95	96	EVERY BATTLE YOU TAKE - THE SINGLES **	Capricorn/Atlantic/EMI
96	97	THE UNFORGETTABLE FIRE **	Capricorn/Atlantic/EMI
97	98	WHITNEY HOUSTON ***	Capricorn/Atlantic/EMI
98	99	FLOODLAND *	Capricorn/Atlantic/EMI
99	100	KEEP ME LAST FOREVER	Capricorn/Atlantic/EMI

Compiled by Gallup for the BPI, Music Week and BFC. This is a sample of 300 conventional record units. It is based on a chart position. UK, Canadian and US charts are a dealer price of £1.82 or more.

KEY TO THIS CHART

1. Indicates total sales increases of 50% or more.

2. Indicates total sales increases of 100% or more.

3. Indicates total sales increases of 200% or more.

4. Indicates total sales increases of 300% or more.

5. Indicates total sales increases of 400% or more.

6. Indicates total sales increases of 500% or more.

7. Indicates total sales increases of 600% or more.

8. Indicates total sales increases of 700% or more.

9. Indicates total sales increases of 800% or more.

10. Indicates total sales increases of 900% or more.

11. Indicates total sales increases of 1000% or more.

12. Indicates total sales increases of 1100% or more.

13. Indicates total sales increases of 1200% or more.

14. Indicates total sales increases of 1300% or more.

15. Indicates total sales increases of 1400% or more.

16. Indicates total sales increases of 1500% or more.

17. Indicates total sales increases of 1600% or more.

18. Indicates total sales increases of 1700% or more.

19. Indicates total sales increases of 1800% or more.

20. Indicates total sales increases of 1900% or more.

21. Indicates total sales increases of 2000% or more.

22. Indicates total sales increases of 2100% or more.

23. Indicates total sales increases of 2200% or more.

24. Indicates total sales increases of 2300% or more.

25. Indicates total sales increases of 2400% or more.

26. Indicates total sales increases of 2500% or more.

27. Indicates total sales increases of 2600% or more.

28. Indicates total sales increases of 2700% or more.

29. Indicates total sales increases of 2800% or more.

30. Indicates total sales increases of 2900% or more.

31. Indicates total sales increases of 3000% or more.

32. Indicates total sales increases of 3100% or more.

33. Indicates total sales increases of 3200% or more.

34. Indicates total sales increases of 3300% or more.

35. Indicates total sales increases of 3400% or more.

36. Indicates total sales increases of 3500% or more.

37. Indicates total sales increases of 3600% or more.

38. Indicates total sales increases of 3700% or more.

39. Indicates total sales increases of 3800% or more.

40. Indicates total sales increases of 3900% or more.

41. Indicates total sales increases of 4000% or more.

42. Indicates total sales increases of 4100% or more.

43. Indicates total sales increases of 4200% or more.

44. Indicates total sales increases of 4300% or more.

45. Indicates total sales increases of 4400% or more.

46. Indicates total sales increases of 4500% or more.

47. Indicates total sales increases of 4600% or more.

48. Indicates total sales increases of 4700% or more.

49. Indicates total sales increases of 4800% or more.

50. Indicates total sales increases of 4900% or more.

51. Indicates total sales increases of 5000% or more.

52. Indicates total sales increases of 5100% or more.

53. Indicates total sales increases of 5200% or more.

54. Indicates total sales increases of 5300% or more.

55. Indicates total sales increases of 5400% or more.

56. Indicates total sales increases of 5500% or more.

57. Indicates total sales increases of 5600% or more.

58. Indicates total sales increases of 5700% or more.

59. Indicates total sales increases of 5800% or more.

60. Indicates total sales increases of 5900% or more.

61. Indicates total sales increases of 6000% or more.

62. Indicates total sales increases of 6100% or more.

63. Indicates total sales increases of 6200% or more.

64. Indicates total sales increases of 6300% or more.

65. Indicates total sales increases of 6400% or more.

66. Indicates total sales increases of 6500% or more.

67. Indicates total sales increases of 6600% or more.

68. Indicates total sales increases of 6700% or more.

69. Indicates total sales increases of 6800% or more.

70. Indicates total sales increases of 6900% or more.

71. Indicates total sales increases of 7000% or more.

72. Indicates total sales increases of 7100% or more.

73. Indicates total sales increases of 7200% or more.

74. Indicates total sales increases of 7300% or more.

75. Indicates total sales increases of 7400% or more.

76. Indicates total sales increases of 7500% or more.

77. Indicates total sales increases of 7600% or more.

78. Indicates total sales increases of 7700% or more.

79. Indicates total sales increases of 7800% or more.

80. Indicates total sales increases of 7900% or more.

81. Indicates total sales increases of 8000% or more.

82. Indicates total sales increases of 8100% or more.

83. Indicates total sales increases of 8200% or more.

84. Indicates total sales increases of 8300% or more.

85. Indicates total sales increases of 8400% or more.

86. Indicates total sales increases of 8500% or more.

87. Indicates total sales increases of 8600% or more.

88. Indicates total sales increases of 8700% or more.

89. Indicates total sales increases of 8800% or more.

90. Indicates total sales increases of 8900% or more.

91. Indicates total sales increases of 9000% or more.

92. Indicates total sales increases of 9100% or more.

93. Indicates total sales increases of 9200% or more.

94. Indicates total sales increases of 9300% or more.

95. Indicates total sales increases of 9400% or more.

96. Indicates total sales increases of 9500% or more.

97. Indicates total sales increases of 9600% or more.

98. Indicates total sales increases of 9700% or more.

99. Indicates total sales increases of 9800% or more.

100. Indicates total sales increases of 9900% or more.

## ... £75!

# MASTERFILE

The Most Comprehensive Listings of New Product and Chart Information in the UK

See card for details

# Sell-through comes of age

1987 PROVED to be a bonanza year for video sales, with all the companies involved in sell-through reporting figures above their projections, and large number of titles selling in excess of 100,000 units.

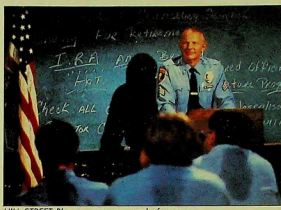
The general euphoria is reflected in the comments of Peter Scott, sales director of general acknowledged market leader Video Collection, who says: "We have done fantastically well this year. We've sold in excess of 3.5 million units, and achieved our predicted sales of 1.6 million units in the last quarter, which makes it a record three months for us."

The children's and special interest areas in particular go from strength to strength, and we have some very strong product lined up for 1988. We'll be continuing our success with merchandised characters with the release of the Sylvanian family and Marshall Bravestar, a new hero for boys which should also be a best-seller. Other specialist sell-through companies echo Scott's optimism, although Channel 5's Michael Golemba is a little more cautious, referring to 1987 as "an excellent year in relation to the objectives we set ourselves. After the incred-

ibly fast pace of 1986 we wanted to consolidate our position in 1987/88 and find out not only our own strengths and weaknesses but also what the trends in the market really were. As a result, one thing we discovered was that we were comparatively weak in children's product, so that's an area we've strengthened considerably.

"I think last year was notable in that consumer awareness of the product and its availability increased tremendously, although there's still a long way to go. We hope 1988 will be the first year we can all enjoy real margins; and start to see a good return on investment for distributors and retailers alike. We'll have more from various programmes with an already proven success record, like *Teddy Ruxpin*, *Lady LovelyLocks*, *Barbie*, the *Gerry Anderson series* and *Hill Street Blues* — plus lots of exciting new product."

*Video Gems*, *MSD* and *Missing In Action* also reported excellent figures, and a wealth of new product forthcoming. The big Hollywood studios have now all started their major assault on the sell-through market, with *CIC* taking the plunge earlier than most and War-



*HILL STREET Blues* — proven record of success.

ner preparing a massive release of almost 200 films, while *CBS/Fox* is expected to follow up the success of its first big package with equally strong product releases.

"Companies like *BBC Video*, *MGM/UA* and *Vestron* and *Virgin* will continue to do well — and everyone committed to sell-through seems to believe 1988 will be the best year yet.

Pickwick, which supplies the multiples with video product from various companies, reports an excellent year too, with targets being regularly exceeded.

Many industry pundits believe that 1988 will be the year sell-through comes of age, and that record dealers stocking video tapes for sale could be in for a very profitable year.

## Best of BBC wildlife to go on general release

**NATURAL HISTORY** programmes sell particularly well on video — they've been referred to as the video equivalent of the coffee table book. And few people make better ones than the BBC.

Four of the BBC's best titles — *Life On Earth*, *Kingdom Of The Ice Bear*, *The Living Isles*, and *The Living Planet* — have recently been on sale exclusively through *W H Smith*. This exclusivity ceased on December 31, and the tapes are now available to dealers through the usual outlets.

The first three tapes carry a suggested retail price of £12.99, while the *Living Planet* is on two tapes with a retail price of £14.99 for the set.

These tapes have done exceptional business for *W H Smith*, reg-

ularly appearing in its Top 20. The BBC will also be releasing some more children's videos in February — further episodes of *Dr Who*, priced at £9.99 retail, and some programmes for smaller children, including *Pigeon Street*, at £6.99.

● **TO REFLECT** the growing importance of the sell-through market in video, the British Videogram Association has changed the categories for its awards (the video equivalent of gold and silver discs).

The two main categories are now rental and retail. In the retail (sell-through) category, producers need to sell the following numbers to receive the appropriate award: 300,000 platinum; 200,000 — gold; and 100,000 — silver.

## STARCOM to star in own show

**STARCOM** IS joining the ranks of boys which became video stars in a new release through *MSD*.

*STARCOM* has been a best-selling toy since its launch in June 1987, and will continue to have considerable sums of money spent on its promotion. So the *STARCOM* animated film, featuring three episodes, should sell well. It carries a suggested retail price of £8.99 (dealer price £6.25).

*MSD* will also be releasing further children's product on the *Tempo* label. There's more from *The Shoe People* in *PC*, *Boat To The Rescue* — And *Other Stories*, containing eight adventures of the award-winning cartoon character. Dealer price £5.56.

Other children's releases from *Tempo/MSD* are *Sylvanian Families Vally*; a tape featuring *The Moonlanders*, entitled *Dreamland Express* and other stories and more from *The Poppies* (dealer price £4.86 each) and a *Rupert The Bear* adventure (dealer price £5.56). Release date is February 26.



*THE SNOWMAN* has sold more than 200,000 units.

## Round four for a children's classic

**HIGH ON** everyone's sell-through charts at Christmas was *Palace Video's The Snowman* — a remarkable achievement for a tape that was released three years ago, and has just sold through its fourth Christmas.

*Palace Video* general manager *Robert Jones* says: "When we acquired the rights to this film four years ago we were convinced that it had the potential to become a children's classic. The events of the past four Christmases have more than vindicated that belief."

"This year we spent a lot of money promoting it, and I'm delighted to say that we were more than satisfied with the results. During 1987 we have sold over 100,000 units of *The Snowman*,

bringing the total to in excess of 200,000. That makes it one of the most successful sell-through titles ever."

"When initially released, *The Snowman* was on an hour-long tape which also featured trailers and four cartoons. This was in the days before the sell-through market had become really established, and the tape was released at a higher price.

Nevertheless, it sold well. But two years ago it was re-packaged onto a standard hour-long tape, and that's when sales increased dramatically. They have been steady ever since, with peaks around Christmas, and *Jones* says: "We can't wait for Christmas 1988!"

## MOD marches into concert video market

**AN UNUSUAL** deal has been concluded between the Ministry of Defence and TeleVideo Productions, which will allow the release of a series of concert videos featuring military bands.

The first tape, entitled *The Massed Bands Of The Royal Air Force In Concert At The Royal Albert Hall*, has already been released at a suggested retail price of £19.95.

Other releases scheduled for the coming months include *The Band Of Her Majesty's Royal Marines (March)*, *The Band of the United States Air Force (May)* and *Marching With The Marines (June)*.

These tapes are available through leading wholesalers.

## String of Gems for 1988

"THE STARS" the hits and the magic" is the banner under which *Video Gems* is launching its 1988 schedule.

This sell-through product, all of which will carry a suggested retail price of under £10, will include children's material, feature films and special interest tapes.

Following the company's 1987 success with *Transformers*, the *Movie* children will also be well catered for with 1988's releases. Two major animated productions are scheduled: the first is *Defenders Of The Earth*, which stars such comic book favourites as *Flesh Gordon* and *Mandrake* the Magi-

cian. This series is due to be shown on in the new year, and *Video Gems* will release the feature film of the series.

The second animated adventure features *Visionaries*, a range of toy characters from *Hasbro* which is now immortalised on film like so many of its predecessors (*Transformers*, *My Little Pony* etc.). Other children's product includes animated adventures of *Lancelot and Hordy*, *The Barkleys* and *Bozo* the Clown, more from *The Transformers* and another new feature film special, *Robotch*. The *Movie*.

Special interest product scheduled is also very varied, ranging

from the *Costello* magazine video featuring *Good*, to a Chinese cookery tape featuring *TV chef Kenneth Lo* and an instructional video for learner drivers.

Finally, feature films will be well represented by such movies as *Rebecca West's Return Of The Soldier* starring *Glenda Jackson*; *Ingrid Bergman's Joan of Arc* and *Charles Bronson* in *Act Of Vengeance*.

Actual release dates are still to be announced, but *Video Gems* chief executive *Mo McClaurie* says this is "without a doubt the strongest package of programmes ever released by *Video Gems*".

# THERE CAN ONLY BE ONE WINNER



Thank you all. Your support has given Virgin Video a third consecutive Christmas No. 1. Billy Connolly for '87, Comic Relief for '86, Rupert & The Frog Song for '85.

We've sold more than 120,000 "Billy" videos. That's no joke.

As well as topping the video chart our Music Video releases hold more than half the top ten Christmas slots – in a market that's quadrupled in the past 12 months. WAIT TILL '88...



Virgin  
VIDEO

# Shape up to

**'Fitness tapes are quite clearly the pre-dominant area of special interest tapes, and take a substantial share of our business — anything up to 10 per cent'**

**F**EW WOULD argue with the view that the sell-through market for video tapes exceeded everyone's expectations last year, providing distributors and stockists alike with excellent profits. Mostly this has been in predictable areas, such as children's tapes where the demand is seemingly insatiable. But the strength of one particular section of the market has surprised even those involved with it: health and fitness tapes. Within the video industry it has always been appreciated that people would rather to own such material rather than rent it, as almost all activities aimed at attaining fitness need to be done as a regular routine. Thus fitness tapes are a natural product for the sales market. The problem in the early days of the video industry was the same one that dogged all attempts to establish sell-through: costs were so high that it was impossible to sell at a realistic price. Nevertheless, Warner had considerable sales success with its Jane Fonda Workout, despite a retail price of around £30.

However, once the market had changed to allow tapes to be sold for under £10, sales of fitness and 'lifestyle' tapes (which includes such subjects as diet, health and beauty) surpassed even the most confident predictions.

In this as in many other areas of sell-through, Video Collection has

led the way. The company "tested the water" with another programme from the then undoubted queen of fitness, Jane Fonda. Video Collection's New Workout sold so well that it went straight into the sales chart — and stayed there for weeks. It's still selling, so it comes as no surprise to discover that the company subsequently re-released two further Fonda programmes — The Prime Time Workout and Low Impact aerobic workout.

Video Collection marketing director Peter Scott comments: "Without a doubt, the launch of the New Workout established a mass market for fitness tapes in the UK. Last year it won a BVA (British Videogram Association) award as the top selling special interest tape, and we've sold in excess of 200,000 units so far, with demand showing no sign of decreasing."

"Fitness tapes are quite clearly the predominant area of special interest tapes, and take a substantial share of our business — I'd say anything up to 10 per cent. They continue to do well, regardless of whatever else is happening in the market."

All the Fonda tapes are pure exercise programmes, each aimed at a slightly different target group

**As the bloated consumer sadly surveys its post-Christmas stomach, now is the time to cash-in on health and fitness tapes. Always a certain for sell through, the regular routines involved don't really lend themselves to rental, the area boomed once the £10 barrier was broken — Rosie Horode puts on the leotard and works out with the latest releases.**

## it the big

depending on the viewer's fitness. This is not the only approach to fitness — many take a wider view, including the currently successful tapes featuring TV-AM's fitness guru "Mad" Lizzie Webb. The first tape featuring Webb came out earlier this year through Video Gems, and was called Lizzie Webb's Body Programme. Webb had made it some time before, and confesses that, from her point of view of least, it was put out "to see what happened". What happened was phenomenal sales which have ensured its place in the sales charts ever since.

**M**o Claridge, now chief executive of Video Gems, says: "There are several reasons why Lizzie Webb has been so successful on video — and a success she certainly has been, with sales of The Body Programme in excess of 110,000 so far and 26 weeks on the sell-through charts. Firstly, it's a very good programme which includes diet and other health and beauty tips as well as exercise. Secondly, she's on television every day — which is phenomenal promotion. Finally, she is and comes over as, an immensely likeable person: for those with health or fitness problems that's very important. They feel they can relate to her, and she's not talking down to them."

"There weren't enormous sums of money spent promoting The Body Programme — I believe its popularity was caused by news of its excellence being spread by word of mouth, personal recommendation."

Not surprisingly, there is now a second Lizzie Webb tape on the market. But sadly for Video Gems, it's not available through the company. Video Collection recently signed a two-tape deal with Webb. The first fruit of this was Lizzie Webb's Lifestyle, released towards the end of 1987, and containing not only daily workout exercises, but also beauty and body care including diet tips, poise and confidence, and relaxation techniques.

Lizzie's Lifestyle is already a success, and Video Collection has also great hopes for the new year with

so many people putting "lose weight/get fitter" at the top of their list of New Year's Resolutions. Later in the year the company plans to issue its second fitness tape from Lizzie, this time an hour long exercise programme, probably to be released in May.

Scott also says his company will be re-promoting its "Seven Day Wake Up And Shake Up Programme", a tape titled A Week With Raquel. This was originally released in late summer 1987, but a visit from its star Raquel Welch should generate a whole lot of new publicity, and she's scheduled for a trip to the UK early in 1988.

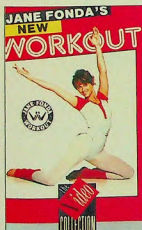
"We're also hoping for further Fonda material, and will be looking very seriously at other health and fitness programmes in 1988."

Doubtless there will be many fitness tapes from other companies as they realise what a potentially profitable area of the market this can be. But one from Video Gems deserves a special mention. Early 1988 will see the release of the Caspamolitan life and leisure tape entitled Looking Good, Feeling Great. There will be a lot of publicity for this programme, tentatively scheduled for February 15 release. It is a combination of exercise, make-up and general diet and fitness tips, sponsored by Caspamolitan. Mo Claridge is convinced it will be a best seller.

"It's aimed at the average person, he says, "and a lot of them are buying video tapes."

Everyone in video agrees that health and fitness tapes are an important part of the sell-through market. So any music retailer either already selling video tapes or contemplating starting should definitely ensure he has some. There are in fact several more than those mentioned here, but as in many areas of video it's a star or personality-led market, and the proven best sellers are those fronted by "names" like Fonda, Webb and Welch.

At the beginning of the new year, when fitness and diet are at the front of everyone's mind, dealers stocking such product could get a nice bonus profit. Such perennial sellers should be on everyone's racks.



WORKING OUT: fit and healthy with Jane Fonda, Raquel Welch and Lizzie Webb.

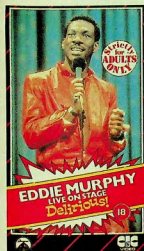


# EDDIE LIVE

(cop it for  
just £9.99)



Great films from the Hollywood Studios of Paramount and Universal.



Videos at the right price. £9.99 each, yours for keeps. 

Distributor Codes

- AM-ABC (1) 643 3244
AN-ABC (2) 491 4494
AR3-ABC (3) 993 3033
BH-Hue (4) 025 78740
BU-Blue (5) 020 62621
BUC-Blue (6) 525 3200
BUC-Blue (7) 969 74316
...
VW-Wal (1) 998 5929
WB-Warner (2) 326 3925
WN-World (3) 061 8472

Artist Title Label LP No/Cassette No Dealer Price (Distributor)

Table listing albums with columns for Artist, Title, Label, LP No/Cassette No, Dealer Price, and (Distributor). Includes entries like BARRIS, BONES, BERGER, BIRCH, BOOTS, BROWN, BRYAN, etc.

COMPACT DISCS

Table listing compact discs with columns for Artist, Title, Label, LP No/Cassette No, Dealer Price, and (Distributor). Includes entries like ADAMS, BERGAMO, BOUTTIE, BROWN, etc.

Music Category

Table listing music categories such as Jazz, Rock, Rhythm & Blues, Soul, Folk, Country, etc.

US TOP FORTIES SINGLES

Table listing top 40 singles with columns for rank, title, artist, and label. Includes entries like GOT MY MIND SET ON YOU, SO EMOTIONAL, etc.

ALBUMS

Table listing albums with columns for rank, title, artist, and label. Includes entries like FAITH, DYING DANCING, TIFFANY, etc.

Charts courtesy Billboard, January 14, 1988 \* bullet indicates awarded to those products denoting the greatest artery and sales gain.

# LUCKY LUCKY LUCKY

PAINTING THE FENCE RED

PAINTING THE FENCE RED



VARIOUS ALBUM (TOTEM 2)

**I SHOULD BE SO LUCKY**  
The new hit from Stock Aitken  
and Waterman



KYLIE MINOGUE

KYLIE MINOGUE (PWL8)



**JACKIN' JAMES**  
WR12002

JACKIN' JAMES (12" SINGLE)

# IT'S NOT LUCKY REALLY!

Pinnacle 0689 73144

JUST SOUND JUDGEMENT!

# DISTRIBUTION TOP INDIE SINGLES

- 1 **TOUCHED BY THE HAND OF GOD**  
New Order Factory FAC1937 (P)
- 2 **BEHIND THE WHEEL (REMIX)**  
Depeche Mode Mute (12)BONG15 (L/R/SP)
- 3 **ROK DA HOUSE** Rhythm King/Mute LEFT111 (L/R/T)  
The Beatmasters/The Cookie Crew
- 4 **MY BABY JUST CARES FOR ME**  
Nina Simone Charly CR212 (12—CY2112) (CH)
- 5 **LAST NIGHT I DREAMT**  
The Smiths Rough Trade RT11 (L/R/T)
- 6 **JACK MIX IV**  
Minogue Debut DEBT(3)0305 (A)
- 7 **BIRTHDAY**  
Supercuts One Life Indian (12) 7797 (I/NM)
- 8 **PUMP UP THE VOLUME/ANITINA (...)**  
M.A.R.B.S. 4AD(B) AD707 (L/R/T)
- 9 **TRUE FAITH**  
New Order Factory FAC 183/7 (12—FAC 183) (P)
- 10 **BLUE MONDAY**  
New Order Factory FAC73 (P)
- 11 **THE CIRCUS (Remix)**  
Erasure Mute (1) MUTE666 (T) (L/R/SP)
- 12 **FEMALES**  
The Cookin' Crew Rhythm King/Mute LEFT121 (L/R/T)
- 13 **THE PEEL SESSIONS**  
Joy Division Strange Fruit SFF5033 (P)
- 14 **THE PEEL SESSIONS (VOLUME 2)**  
New Order Strange Fruit SFF5039 (P)
- 15 **TEMPLE OF LOVE**  
Sisters Of Mercy Merciful Release MR (X) 27 (I/R/R)
- 16 **DOWNTOWN**  
Justified Ancients Of MuMu KLF Communications JAMS27 (T) (L/R/T)

- 17 **WHO'S THAT MIX**  
The Top Gear Band Debut DEBT(X)0304 (A)
- 18 **JESUS MEETS THE STUPIDS**  
The Shapids Vinyl Solution SOL7 (P)
- 19 **LOVE WILL TEAR US APART**  
Joy Division Factory FAC212 (P)
- 20 **GIRLFRIEND IN A COMA**  
The Smiths Rough Trade RT 197 (L/R/T)
- 21 **BLUE WATER**  
Fields Of The Nephilim Situation Two SIT48 (T) (L/R/T)
- 22 **BEATS + PIECES**  
Ahead Of Our Time CLUT1 (L/R/T)  
Cold Cat featuring Floodmaster Squeezes
- 23 **DO IT**  
2 Bad 2 Mention In Touch SEVEN 005 (SP)
- 24 **ALICE**  
Various Merciful Release MR021 (L/R/R)
- 25 **BEVERLY HILLS COP**  
The Big & Creep Uptown 7UTRS (12—12UTRS) (A)
- 26 **GET DOWN**  
Derek B Music Of Life NOTE 007 (P)
- 27 **NEVER LET ME DOWN AGAIN**  
Depeche Mode Mute (12)BONG14 (L/R/SP)
- 28 **LET THERE BE ROCK**  
Under One Flag 12FLAG103 (P)
- 29 **LOVE IT (COLD CUT MIX)**  
Society One Day 13UK1 (T) (L/R)
- 30 **BOG EYED JOG**  
Ray Moore Play PLAY224 (SP)
- 31 **I STARTED SOMETHING I COULDN'T FINISH**  
The Smiths Rough Trade RT11198 (L/R/T)
- 32 **HOUSE REACTION**  
Koolhaat KOOLTR (A)
- 33 **OPEN UP**  
Red Lorry Yellow Lorry Situation Two SIT49 (T) (L/R/T)
- 34 **DO YOU WANNA FUNK**  
Sylvester with Patrick Cowley Domino DOM4T (CH)

- 35 **STRETCHIN' THE PIECES**  
C.C.C.R. Crew Circle City CCY(T) (A)
- 36 **HOUSE OF HELL/HELLHOUSE**  
Huffine Rhythm King/Mute LEFT117 (L/R/T)
- 37 **FLYING**  
Chas & Dave Bunce 7BUNI (A)
- 38 **THE JANICE LONG SESSION**  
The Mighty Lemon Drops Night Tracks SPNT004 (P)
- 39 **WILLIAM IT WAS REALLY NOTHING**  
The Smiths Rough Trade RT(1) 166 (L/R/T)
- 40 **LONDON POSSE**  
London Posse featuring Sipho Big Life BLR2(T) (I)
- 41 **THE PEEL SESSIONS**  
Electro Hippies Strange Fruit SFF5042 (P)
- 42 **SAVIN' MYSELF**  
Eric Facchin Saturday 7SD1 (12—STD1) (A)
- 43 **VICTIM OF LOVE**  
Erasure Mute (12)MUTE6 (L/R/SP)
- 44 **LET'S START IT DANCE AGAIN**  
Hamilton Bohannon Domino DOM3T (CH)
- 45 **THE PEEL SESSIONS**  
The Damned Strange Fruit SFF5040 (P)
- 46 **POWER**  
Fields Of The Nephilim Situation Two SIT42(T) (L/R/T)
- 47 **ANYONE CAN MAKE A MISTAKE**  
Wedding Present Reception REC006(12) (L/R/T)
- 48 **STUFF THE TURKEY**  
Alien Sex Fiend Anagram (12)AN440 (P)
- 49 **BAD HEARTS**  
Ymox 4AD BAD711 (L/R/T)
- 50 **STRAWBERRY WINE**  
My Bloody Valentine Lazy LAZY077 (L/R/T)

AVAILABLE SOON  
NEW ALBUM FROM

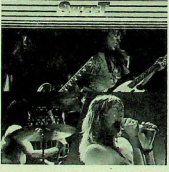
## THE HEPBURNS



THE MAGIC OF THE HEPBURNS  
BRED 83  
CHERRY RED RECORDS LTD 33 KINGSTON GARDENS SQUARE LONDON W2 4BA  
DISTRIBUTED BY PROMUSIC CORPORATION KENT BIR6 5DR TEL: 0811 789 314

COMING SOON  
FROM

## THE SWEET



HARD CENTRES - THE ROCK YEARS -  
NOW AVAILABLE ON COMPACT DISC CD MZEB II  
ALBUM CD8 B CASSETTE CDZ8 B  
TEBBA RECORDS IS A DIVISION OF CHERRY RED RECORDS LTD. DISTRIBUTED BY PROMUSIC

## TOP 25 ALBUMS

- 1 **THE CIRCUS**  
Erasure Mute STUMM 35 (L/R/SP)
- 2 **STRANGEVANS HERE WE COME**  
The Smiths Rough Trade ROUGH106 (L/R/T)
- 3 **SUBSTANCE**  
New Order Factory FACT 200 (P)
- 4 **UPFRONT 9**  
Various Serious UPFR9 (A)
- 5 **MY BABY JUST CARES FOR ME**  
Nina Simone Charly CR30217 (CH)
- 6 **BEST OF HOUSE MEGAMIX**  
Various Serious BOIT1 (A)
- 7 **BEST OF HOUSE VOLUME 3**  
Various Serious BEHO 3 (A)
- 8 **LOUDER THAN BOMBS**  
The Smiths Rough Trade ROUGH 225 (L/R/T)
- 9 **THE WORLD WON'T LISTEN**  
The Smiths Rough Trade ROUGH101 (L/R/T)
- 10 **WONDERLAND**  
Mute STUMM25 (L/R/SP)
- 11 **HATFUL OF HOLLOW**  
The Smiths Rough Trade ROUGH76 (L/R/T)
- 12 **THE QUEEN IS DEAD**  
The Smiths Rough Trade ROUGH 96 (L/R/T)
- 13 **STREETSONDS HIP HOP 19**  
Various Streetsounds ELCST19 (A)
- 14 **THE CUTTER AND THE CLAN**  
Run-DMC Ridge RR008 (RM/PROJ/CM)
- 15 **LES MISERABLES**  
Original London Cast First Night ENCORE (P)
- 16 **GEORGE BEST**  
Wedding Present Reception LEEDS001 (L/R/R)
- 17 **MUSIC FOR THE MASSES**  
Depeche Mode Mute STUMM 47 (L/R/SP)
- 18 **THE SMITHS**  
The Smiths Rough Trade ROUGH61 (L/R/T)
- 19 **THE MAN - BEST OF ELVIS COSTELLO**  
Elvis Costello Demon - FIEND 52 (P)
- 20 **OUT OF OUR IDIOT**  
Elvis Costello Demon XFIEND67 (P)
- 21 **UPFRONT 8**  
Various Serious UPFR8 (A)
- 22 **MEAT IS MURDER**  
The Smiths Rough Trade ROUGH88 (L/R/T)
- 23 **ROCKY HORROR PICTURE SHOW**  
Original Soundtrack Ode OSV21653 (PAC)
- 24 **FLYING**  
Chas & Dave Bunce BUNLP1 (A)
- 25 **DON'T FORGET TO REMEMBER**  
Daniel O'Donnell Ritz LP043 (SP)

JET STAR ADVERTISEMENT  
01-961 5818

REGGAE CHART	REGGAE DISCO CHART
1 (2) IF I GUESS MY HEART John Macken	1 (1) MARI MARI-Peel
2 (1) GET READY Frankie Paul	2 (4) GIVE ME THAT FEELING Frankie Paul
3 (6) BATTY GIRL Flanagan	3 (1) NICE TO HAVE YOU BACK AGAIN Joyce Bessie Obichere OCB 026
4 (5) BAD BOY Courtney Melody	4 (2) SO AMAZING Janet Kay
5 (4) GUILTY OF LOVING YOU Carl Sinclair	5 (3) RIGHT HERE IS WHERE YOU BELONG K. Nashon
6 (9) SHE'S MY LADY Administration	6 (5) KILL THEM WITH IT Adrenaline
7 (1) LEAVE IT TO ME Frankie Paul	7 (7) THE REAL EASY Huggy Diamond
8 (10) AGONY Red Dragon	8 (6) RUEL A DJB MARKET Frankie Paul
9 (19) HOOKED ON YOU Trevor Harty	9 (10) VALLEY OF THE TREES Rocky Campbell
10 (7) ONE THE HARD WAY Chuck Turner	10 (12) IN THIS TIME P. Lee Youngblood

REGGAE ALBUM CHART
1 (11) MARI MARI-Peel
2 (4) GIVE ME THAT FEELING Frankie Paul
3 (1) NICE TO HAVE YOU BACK AGAIN Joyce Bessie Obichere OCB 026
4 (2) SO AMAZING Janet Kay
5 (3) RIGHT HERE IS WHERE YOU BELONG K. Nashon
6 (5) KILL THEM WITH IT Adrenaline
7 (7) THE REAL EASY Huggy Diamond
8 (6) RUEL A DJB MARKET Frankie Paul
9 (10) VALLEY OF THE TREES Rocky Campbell
10 (12) IN THIS TIME P. Lee Youngblood

NEW RELEASE DISCOS

SAY YOU'LL BE	Various Artists	Sure Delight S21 (A) (Soul)
NOBODY CAN LOVE ME	Fungus in Check	Comet/WAS 6 (Soul)
GEE BAY!	Lynn	Comet/WAS 5
FALLING IN LOVE	Ernie Walker	Singa/SO 545
REWARD ME	Loay Gable	Echo Rec/ECHO 13
RAM JAM CAPITALISM	Popo Loco	Two/TWO 104
LIKE A CHILD	Sugar Minott	Jama/JA 1003

NEW RELEASE ALBUMS

SIS NYA	John Shaka	John Shaka/SHAKA 864
THE MUSIC MESSAGE	John Shaka	John Shaka/SHAKA 777
WARRIOR	John Shaka	John Shaka/SHAKA 867
SOUL AND SAX	Wale Rose	Cherryred/CDR 028
WAR IN A BABYLON	Admiral Tabor	R&S/RS 3029 (Import)
WATCHMAN OF THE CITY	Gregory Isaacs	Ruhle/Ruh/RUH 9300 (Import)

## APPOINTMENTS



### VIRGIN RECORDS

#### PA/SECRETARY/ADMINISTRATOR

To work with an A&R Director of Virgin Records. Work will include the usual secretarial functions as well as some A&R co-ordination — booking studios, dealing with producers etc.

We need a good organiser with an outgoing personality able to work under pressure using their initiative. Previous A&R experience would be an advantage but is not essential.

### SIREN RECORDS

#### A&R SECRETARY

To work with the A&R Director of Siren Records. Duties will include all usual secretarial functions including shopping. As above we need a good organiser who is able to work under pressure and use their own initiative.

### VIRGIN RECORDS

#### PRODUCTION JUNIOR

We need a young energetic person to join the busy production department. Must be able to work in an organised methodical fashion and be good with figures. Duties will include telephoning, photocopying, and VDU work (training will be given if necessary). This is a junior position with scope for promotion.

Salaries negotiable

Please apply in writing including CV to:  
Josephine Nestor at Virgin Records, 553 Harrow Road,  
London W10 4RH

## Group Distribution Manager

W. London

£22000 plus with car.

Our client is arguably the largest distributor of high-quality pre-recorded video cassettes, leased through Multiple retailers and wholly owned outlets.

Dominating this market sector, and currently poised for dramatic expansion they wish to appoint a highly motivated manager in his/her early 30s with a knowledge of related computer systems, bar coding and ability to move product quickly.

They are an exciting public limited company in the leisure industry offering career development at higher levels.

A prerequisite however will be a fast learning curve to assume additional responsibilities including integration of activities and product acquisition.

The company provides an exceptional employment package.

Please reply to:

### BARCLAYS EXECUTIVE APPOINTMENTS

Horntil House, 58 Station Approach, South Ruislip, Middx.  
HA4 6SA. Telephone: 01-842 216/0676. Ref. JN 2326.

## BARCLAYS

## ARE YOU THE BEST PRESENTER IN RADIO?

Would you like to talk to the biggest and best audience in the Midlands?

We're looking for a radio presenter with experience and balls (even if you are a lady)

Undreamt of rewards for the right person !!

WHO ARE WE?  
See the small print



BRMB Radio PO Box 555  
Birmingham B5 4BX  
Attn. Mike Owen

## EXECUTIVE PA/SECRETARY

Zomba, the successful and rapidly-expanding group of music companies *urgently* seeks an experienced PA/Secretary. Reporting directly to the executive directors of the company, the successful applicant should have had experience working as a PA/executive secretary in a major record company or music publishing company, and have strong secretarial and organisational abilities (including word processing skills), plus an interest and enthusiasm for the music business in general. Based at our friendly N.W. London (Willesden) offices, the position offers an attractive remuneration package plus additional benefits appropriate to this important appointment.

Apply now in writing (together with a detailed CV) to:

Susan Kennedy  
Zomba Group of Companies  
Zomba House

165/167 High Road, London NW10 2SG  
All applications treated in absolute confidence



## INTERNATIONAL PROMOTION MANAGER

The Popular Music Division of Polygram International wishes to appoint an experienced Promotion Manager. Responsibilities will include the co-ordination of all promotional activities for our artists worldwide.

Reporting to the Marketing Director and working in conjunction with the Press Officer, the successful candidate will additionally assist in the promotional activities of our affiliates overseas and will be responsible for international PR for the Polydor label. Travel abroad on tour with artists can be anticipated.

Proven experience as a Promotion Manager, preferably within more than one market, is essential as is the ability to communicate effectively with our overseas territories. Candidates will ideally possess a working knowledge of more than one language.

Benefits include company car, medical insurance, etc.  
Please write enclosing full CV and daytime telephone number to: Joy Hamlyn, Personnel Officer, Polygram International Limited, 30 Berkeley Square, London W1X 5HE.

**polygram**

### THE SPECIALISTS

In the MUSIC WORLD



Handle Recruitment  
Permanent and  
Temporary Secretarial  
Consultants to the  
Communications Industry  
01-493 1184

## APPOINTMENTS WANTED

### Tour Manager/Manager/Promoter

requires a challenging position in the music business. Over 14 years experience in the industry, working in Britain and on the Continent. CPC holder, Cleaning licence and CV available.

Box No: MW 1617  
c/o Music Week

## OFFICES TO LET

### TO LET

Small suite of Offices.  
450 sq ft approx  
Shared facilities.  
Prime 10 location.  
Phone: 01-437 2777

## Financial Controller required immediately

The company which is based in Primrose Hill provides a variety of services to the leisure industry, but is particularly concerned with the production and distribution of copyright cleared video programmes for use in public locations around the world.

We are looking for a bright and ambitious qualified accountant to join our management team and take full responsibility for control of the small accounts department, consisting of four members of staff.

The successful applicant should have had commercial experience and be able to take hands on control of the company's accounting functions which will include supervision of all day to day activities, including sales and purchases, nominal cash, payroll, VAT etc., and the preparation of regular financial and management, and annual statutory accounts, budgets and cash forecasts. A working knowledge of royalty accounting would be an advantage.

The company is about to install an IBM 36 and the comprehensive suite of software will include an accounts package, order processing, stock control, w.p. and a royalty programme. Computer literacy would therefore be a distinct advantage.

The financial arrangements will be discussed at interview, however it is envisaged a salary in excess of £20,000 p.a. will be paid, and a company car and medical insurance will be included in the package.

Telephone or write with CV to Martin Davis, Diamond Time Ltd  
6 Erskine Road, NW3 5AJ. Telephone: 01-586 7066.

### PROFILE RECORDS MANAGING DIRECTOR

for its new London based label.  
Experience in foreign and/or marketing preferred.  
Salary negotiable.  
Good employee benefits.  
Please send resume To: Profile Records, 740 Broadway, New York NY 10003  
Attention: Steve Pironick

## Experienced Manager

and Staff required for new retail outlet in Surrey.

Phone 01-549 2800 for details



## INTERNATIONAL CO-ORDINATOR

We have a great opportunity for a young, lively and bright person to run our international department.  
Responsibilities include licensing and co-ordination of our Overseas record and publishing clients and PA duties to the Managing Director. Good secretarial skills, international experience and ability to work on our initiative essential.

Salary negotiable. Apply in strict confidence  
01-221 7799  
FLYING INTERNATIONAL SERVICES

## DISCS

### OLDIES UNLIMITED

(DEPT Y1) Dukas Way,  
St Georges, TELFORD,  
Shrops TF2 9QH, U.K.  
Tel: TELFORD (0952)  
616911.  
Telex: 39493 Oldies G.  
Fax: 61274.

For the Widest selection of back catalogue 7" + 12" singles, turn to Oldies Unlimited. We can offer you any quantity of such singles. Our lists are constantly updated and sent out automatically to our customers.

We also offer our Oldie Records Racking Service, where we leave a selection of Oldie singles at your premises on sale or return.

Contact us to get more details of the many services Oldies can offer.

### CLOSE UP CD'S LP's & CASSETTES ALSO

Over 3,000  
Selections Available

ONE WAY RECORDS  
P.O. Box 8429, 1 Prospect Ave,  
Albany, New York 12206-0429  
518-489-3288  
Telex: 291591  
Telefax: 518-489-3028

DEALERS ONLY

### ASSORTED DELETIONS

35p each. Min order 1,000 records  
100 French, Italian, Spanish, Swedish  
Completions and more. 90% new labels available.  
Phone, fax or write for full catalogue.

MARNEI RECORDS,  
P.O. Box 353, Pleasanton,  
New Jersey 08552-0353 U.S.A.  
Trade only.  
Tel: 818-581-5803/5321, Fax: 818-581-6411/6171

### GLOBAL RECORD SALES

3 CHEPSTOW STREET  
MANCHESTER M1 5EN  
TEL: 061-236 5368/9

1000's OF DELETIONS/  
OVERSTOCKS, MID AND  
FULL PRICE ALBUMS

Write or call NOW  
for our latest list

30 PENCE FOR DELETIONS!  
Buy Direct And Save. Specializing in Rock/New Wave/Soul LP's at the lowest prices in the world. All orders accepted, small and large. Phone, telex or write for extensive catalogue.

SCORPIO MUSIC, 2900 East State St., Fresno J.J. 00015  
Phone: 805-838-6606  
Telex: 843386 recotapes cids  
Fax: 408-6606047

## The Wholesaler

RECORDS...CASSETTES...COMPACT DISCS  
TOP 100...K-TEL-STAR...BIG DISCOUNTS...  
LARGE BACK CATALOGUE...RARITIES...  
OVERSTOCKS...SPECIAL OFFERS...VIDEOS  
CALENDARS...24 HOUR DELIVERY...  
WEEKLY CATALOGUES...  
TELEPHONE SALES...  
ONE STOP...EXPORT...  
ARABESQUE...



### Arabesque Ltd.

Swan Centre Fisher Lane Crosswell London W6 1TX  
Telex: 219588 ARABESQ Tel: 01-948 7889, 01-945 3023  
Fax: 01-948 1027

## EQUIPMENT

### POSTING RECORDS?



Don't leave anything to chance!

RING WILTON OF LONDON FOR PROTECTIVE ENVELOPES AND ALL YOUR PACKAGING NEEDS

Contact: Kristina on 01-341 7070 (6 lines)  
Stanhope House, 4-8 Highgate High Street, London N6 5JL  
Telex: 267363

## APPOINTMENTS

### MANAGEMENT OPPORTUNITIES WITH VIRGIN

Virgin Retail, part of the phenomenally successful Virgin Group, now has exciting opportunities in the Midlands and the South West for experienced retail managers and assistant managers.

Aged 23+, you should have proven managerial ability, but are now looking for a more demanding and challenging role and a unique opportunity to develop your career with a successful and innovative company.

We are offering a high standard of training, together with an excellent salary and benefits package to successful candidates who will be self motivated, enthusiastic and ambitious.

Write with full career details to:  
Richard Rae  
Midlands Regional Office  
Virgin Retail Limited  
18 Merchant Street  
Bristol BS1 3EP

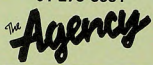


### SECRETARY REQUIRED

for Managing Director  
of a major Music Booking Agency  
Ability to work on own initiative.

Flexible hours Salary negotiable.

Contact Jan Sikorski  
01-278 3331



## DISPLAY MERCHANDISING



designers and manufacturers of display and storage racking for records, videos, cassettes and CDs

New showroom open one mile from M25 Junction 22

Tel: (0727) 22018

NORANK SYSTEMS PLC  
WELLSINGTON ROAD, GARDONS GLENDALE, ST ALBANYS, HERTFORDSHIRE AL2 3EJ  
(A member of the Spring Holdings plc Group)



## MERCHANDISING

### Stage 3 Promotions

Specialist suppliers of screenprinted products, Business gifts and promotional and advertising items.

If you are interested in any promotional or personalised garment or product — just ask us, we'll tell you if it can be done. (Large or small orders, equally welcome):

e.g. Polo, T and Sweat Shirts, Hats, Mugs, Pens, Stickers, Patches, Badges, Pennants, Sunstrips, P.O.S., Promotional items, Advertising incentives and business gifts. Printed and personalised to your specification.

Please ring

Tony Hickman on 0608 737831  
or write to

STAGE THREE PROMOTIONS  
Wheelwrights, Hook Norton, Banbury, Oxon OX15 5NT

## TOUR MERCHANDISING



DESIGN AND PRODUCTION  
TOUR SUPPLY  
ADVICE, SERVICE AND SUPPORT  
EUROPEAN RETAIL DISTRIBUTION

ACME TOTAL MERCHANDISING LTD  
TEL 01 439 2472 TELEX 317366 T-SHRTG FAX 01 434 0133



SPECIAL OFFER  
Artwork and Printer's Plates  
**FREE**  
You only pay for Carrier Bags  
Ask for our Free Information Pack

0482 224493

## ACCOMMODATION ABROAD

Midem Cannes 1988

Studio flats and apartments for Midem Week  
WE STILL HAVE SOME AVAILABILITY  
Belvedere Holiday Apartments Ltd  
5 Bartholomews, Brighton BN1 1HG  
Tel: (0273) 23404

Please address all Box No. replies to:

BOX No. ....  
Music Week,  
Greater London House  
Hampstead Road  
London NW1 7QZ

## WANTED

REWARD  
Up to £100,000 available for all excess/deleted stocks of records/tapes/CDs/Video film.  
Any quantity considered.  
All enquiries in strictest confidence.  
Phone or write now.  
CIRCUIT WHOLESALERS  
15 Sunningfield Crescent, Hendon London NW4 4RD  
01-263 5269 or 01-263 5269  
Telex: 955118Z  
Fax: 01-318 1439

## EQUIPMENT FOR SALE

TRIDENT TSM  
32-24-24  
CONSOLE FOR SALE  
Recently completely refurbished by Trident.  
Well maintained.  
£26,000  
01-582 8492

# Diary

## D A R Y

QUOTES OF 1987: "The last 12 months have been the most boring period for pop music — one can only hope that it gets better. Something radical has to happen soon because the industry needs it" (Virgin's head of A&R Jeremy Lascelles in January on music trends of 1986) ... "There may come a day when there is nothing left to play, nothing left to copy" (Nesuhi Ertegun as IFPI president during a dramatic meeting on DAT between record companies and Japanese hardware interests in Vancouver) ... "I'm not hiding" (Bob England following the formation of Hodgecock Productions soon after the demise of Towerbell) ... "We are here to stay" (Stanley Simmonds on January rumours that Oxford Street retailer Smithers & Leigh might close) ... "We now have the team to fulfil this company's potential" (Mehelli Modi on being appointed deputy MD at MCA in January) ... "What I'm intending to create is a new dynasty" (Island's Chris Blackwell at Midem) ... "The classic entrepreneurial success story" (LWT's South of Walford on Morgan Khan's Streetsounds) ... "Rubbish" (Channel Four's John Cummins on early year suggestions that The Tube was to be scrapped) ... "The kids are not idiots. They have ears and sometimes we treat them like they are complete plebs" (BASF's Bob Hine attacking the record industry for the quality of pre-recorded cassettes) ... "If people want to buy this company, I wish they'd talk to me instead of you" (PRT's Simon Carrel on February talk of a sale to cartoonist Ray Richards, among others) ... "It makes quite horrific reading" (Street liquidator Robert Valentine, reporting on the company's statement of affairs in March) ... "For you it's an awards ceremony, for me it's an audition" (Tony Blackburn at the Music Week Awards) ... "Remember, the public are creatures of habit and above all they want and welcome something predictable" (TOTP executive producer Michael Hurlst at the same event) ... "Nobody leaves this company who I want to stay" (BMG chairman Peter Jamieson doing some spring cleaning) ... "It's NO longer so exciting or promotional" (used to be" (Alastair Pirrie, producer of new ITV chart show The Roxy, on OUP) ... "Richard Branson "is not interested in music" (Virgin Records chairman Simon Draper on the key to the company's success) ... "Single sales are in irreversible decline" (PolyGram's Maurice Oberstein on the launch of the cassette single) ... "We must encourage DAT but we must control it" (George Martin at the launch of Copycode) ... "They're out to kill off the industry" (claimed Harvey Goldsmith when PRS proposed a live rate increase for promoters) ... "Trading terms are being reviewed almost hourly" (Our Price's Garry Nesbitt) ... "If there was a Japanese device for opening Yale locks, would that make burglary legal?" (BPI chairman Rob Dickens on the ethics of home taping) ... "I think it's fair to say that we've changed the record industry a bit" (Richard Branson at the New Music Seminar) ... "We do not consider that DAT will have any impact on CD" (president of Sony Europe Jack Schmuckli) ... "Can we get that producer with the double-barrelled name, you know, Stock Aiken-Waterman?" (a well known artist manager) ... "If I had £1 for every rumour that has been circulating about me, I'd be richer than I hope to be" (David Simons, at the time Phonogram MD, on reports of a move to MCA) ... "We haven't done any sort of 'Rit' (Towerbell's Bob England, phoning from Antigua) ... "We do not accept that David Simons has any grounds for feeling entitled to resign and we have therefore not accepted his resignation" (PolyGram's Maurice Oberstein, the day after a court ruled that Simons should not be prevented from working elsewhere) ... "Divorce is such a heartbreak, but I feel I didn't even get a honeymoon" (Brian Yates on his brief stay at Capitol/EMI) ... "We believe in promoting our people, not suing them", and "BMG and PolyGram have been beating their chests about their share of the market and what clever boys they are. All they have done is taken a lot of crummy little record companies and put them under the umbrella of a big crummy record company" (Paul Russell at the CBS sales conference) ... "It would be wrong of me to say that I do not envisage changes in our staff" (Tony Powell on joining MCA)

AND NOW gently into 1988: A fiery debate between BPI chairman Rob Dickens and DJ Mike Smith about the British Record Industry Awards didn't end at the close of the Night Network programme recording. It apparently continued into the green room, the lift and out on to the street in front of the LWT studios ... Those wishing to advertise in the BRIA charity brochure should phone MW on 01-387 6611 now ... Looks like Michael Hurlst, despite leaving TOTP, will not be away from chart shows for long and word is that the new project will not be for LWT ... There are still some Midem travel seats left for those travelling to Cannes. Phone The Travel Business on 01-292 0214 ... Sad to report the death just before Christmas of Steve Webb, a Midlands rep for more than 10 years for WEA, EMI, Magnet and Antis.



JOIN THE club: Bruno Brooks gets a visit from WEA's Phil Gibbs and Salli Griffin on behalf of I Wanna Be A Filmmaker.



VAN WARMER: A bevy of artist management surrounds Hein van der Ree at a party to welcome him to Phonogram.



CIRCUS ARTIST: Simon Rattle signs books and albums during an appearance at HMV Oxford Circus.



CLEVER DICK: Richard Clayderman receives gold and platinum awards for his debut UK album from London.



FABULOUS NIGHT: Dave Edmunds joined CBS staff and The Fabulous Thunderbirds after guesting with the band onstage.



REA VIEW: Chris Rea receives a full set — silver, gold and platinum — of awards for Dancing With Strangers from Magnet.



GUARANTEED SUCCESS: Cliff Richard receives a double gold album for sales of Always Guaranteed after his six nights at the NEC.



STARS COME OUT: Five Star take a breather during an appearance at Virgin Marble Arch.



AMAZING GRACE: Amy Grant receives an award from Ward UK marking sales of 150,000 albums.



AT A stroke: The £6,000 proceeds from the Happy Hookers golf day is presented to Westminster Children's Hospital. This year's event is on September 29.

# A N N O U N C I N G

## THE MUSIC WEEK



## AWARDS

**TAKING PLACE AT  
THE GROSVENOR  
HOUSE  
MONDAY, 22ND  
FEBRUARY  
1988.**

### AWARD CATEGORIES

(NOT REQUIRING NOMINATIONS)

The Market Share Awards  
Top Album Award  
Top Single Award

Top Dance and Disco Album Award  
Top Dance and Disco Single Award  
Top Indie Distribution Album Award  
Top Indie Distribution Single Award

Top Classical Album Award  
Top Compilation Album Award

\*Top British Recording  
Studio Award

\*Top Producer (Albums) Award

\*Top Producer (Singles) Award

\*Top Recording Engineer Award

Top Publisher (Individual) Award

Top Publisher (Corporate) Award

Top Music Video Award

Top Country Album Award

Exemplary Service Award

\*Awards in association with  
Studio Week.

### AWARD CATEGORIES

(REQUIRING NOMINATIONS)

Top Sleeve Design Awards

Top Music Week  
Advertisement Award

Top Consumer Press  
Advertisement Award

Top British Music Promo Video Award

The Marketing Award For Records,  
Cassettes & CDs

Pluggler Of The Year Award

Top Record Distributor Award

The Leslie Perrin Award for P.R.



Contact Judith Rivers at  
Music Week  
to obtain a  
table reservation form  
on 01-387 6611.

# 1987