**CHART FOCUS**

Crystal Waters’ Gypsy Woman (La Da Dee) has risen into the singles chart number three, thus pulling the highest ever chart debut by an uncharted act, established by Vanilla Ice in 1990. The song is the last of four tracks on the album, which entered the chart at number four last year. The album’s uncharted acts excelling are the subject of the chart’s focus this week, as they are proving to be a force to be reckoned with.

ERA informs us that transmission problems resulted in a number of errors in this week’s Top 75 Artist Albums chart:
- A Concert by Carreras Domingo Pavarotti should have appeared at 32
- Enigma’s MCMX AD dropped from 39 to 44
- The Best Of Rod Stewart rose from 59 to 51
- Eurythmics Greatest Hits had been on the chart for seven and not six weeks

**UPDATE**

<table>
<thead>
<tr>
<th>Index of unit sales</th>
<th>Last week</th>
<th>This week</th>
<th>% diff</th>
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<tbody>
<tr>
<td>100 weekly average in 1990</td>
<td>72</td>
<td>68</td>
<td>-6</td>
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<tr>
<td>Albums</td>
<td></td>
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<tr>
<td>90</td>
<td>80</td>
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<td>Singles</td>
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<tr>
<td>59</td>
<td>53</td>
<td>-11</td>
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<td>Music Video</td>
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**TOP 10 DISTRIBUTORS**

1. POLYGRAM
2. EMI
3. BMG
4. WEA
5. SONY MUSIC
6. PINNACLE
7. ROUGH TRADE
8. JETSTAR
9. CONIFER
10. REVOLVER

Compiled by ERA from sales data. Based on Top 200 albums chart.

**ANALYSIS**

Record sales may be suffering, but the recession could prove filling for the UK’s indie record companies. During the first 20 weeks of 1991 the number of singles released is up by 12.8% to 64,684, compared with 1,460 in the same period last year.

That is an extra 10 releases week with the independent labels making up most of the extras, according to chart analyst Alan Jones.

The majors are probably of releasing any more than they used to,” he says. “The intra is being made up by singles, especially the dance artists.”

Indie distributor Pinnacle’s ear tends to back this up; releasing an average of 12 singles a week this year, compared with about eight or

One reason is that with sales dropping, it is easier than ever to earn a hit. “You can get into the Top 50 or 60 with a 15,000 or 16,000 shipment at the moment,” says Dickson.

It is a situation which benefits indies more than majors, who often consider the format simply as a promotional tool for albums. Single hits — are prime examples of that attitude.

However, top of the pile is KLF (picture). The dance collective led by Bill Drummond has given hope to every small indie label. Even when it had a number one single with 3AM Eternal, there was still no album on the way. Instead The White Room was hurriedly put together to capitalise on the chart-topper. Labels like KLF Communications are able to make the most of the current climate, thanks partly to the boost of home studio technology and low overheads, making it relatively easy to produce a 2,000-copy single release on a shoestring and be confident of making a profit, says Alan Jones.

It all adds up to an attractive market for the