



Music Week

NEW MEDIA REPORT-P9

For Everyone in the Business of Music

FEBRUARY 14 1998 £3.35

PolyGram in net sales first

by Tracey Snell

PolyGram has become the first major record company in the UK to start selling music via the internet.

In a move which will be closely watched by other labels and retailers, Island Records and A&M's dance label AM-PM have set up mail order music shops on their sites (www.island.co.uk) and (www.ampm.co.uk). The titles available encompass the whole of the labels' current and back catalogues.

The move follows a deal between the labels and IMVS, an internet music and video shop which has also struck an agreement with Dedicated Records and sources the majority of its product

through distributor Golds.

The Island and AM-PM online music stores feature "buy it" icons which customers click on to place their orders using a credit card. The icons provide a link to the IMVS site, which will process the order and deliver titles within 72 hours.

Island managing director Marc Marot says the prime reason for offering the service is to make the label's back catalogue more widely available rather than competing with retailers.

"We are not doing this to sell U2 and Pulp. In these tough times retailers can't afford to stock so much of the back catalogue," he says.

"We get thousands of e-mails from

people every week and many of them say 'I want to get this particular record'. We're not geared up to do retail in the conventional sense, so it seemed right to find an online partner," he adds.

Marot also points to the price of records online, which for chart albums works out slightly more expensive than in the High Street.

Until now the majors in the UK have resisted selling music on the internet, partly for fear of upsetting retailers, but also because of the difficulties involved in online trading in Europe and the fact that CIN does not recognise internet sales.

A source at one major label, which is testing the concept in the US, says,

"Every country in Europe has different release dates, prices and tax laws. There are no country boundaries, so you can't stop orders coming in."

However, with HMV, Tower and Virgin Retail all planning to launch mail order internet services over the next few months the situation is expected to change.

Tower managing director Andy Lown says, "I think the internet is going to form an integral part of music retailing in the future. But for now everyone is going off and doing their own thing, and what they're doing is going to be such an insignificant part of their revenue. I still believe retailers can market music better than record companies."

THIS WEEK

3 Players praise C5 chart show

5 The Box to issue hits compilation

6 Beeping up the Brighton big beat



27 A steady climb up for Morcheeba

35 Dooley: a monkey on his back



The name is Gary, Gary Farrow. Sony's VP of communications is pictured (right) in dress rehearsal for April's London Music Week, where he will interview the composer John Barry (left) in a session titled 'Gary Meets Barry'. Barry, who scored many James Bond themes, will discuss the role music plays in film and speak on the current state of both industries. Farrow says, "John has been one of the most influential composer/producers for the past four decades. I want to hear what he thinks about the music industry and the modern day interpretations of his work." The seminar will be followed by a screening of *Midnight Cowboy*, featuring Barry's score from the movie. See story, p4.

Music comes out top in breakfast war

Music radio was the winner of the battle for breakfast between Virgin Radio and Radio One as more than 1m new listeners tuned in during the fourth quarter of last year.

The latest Rajar figures show Chris Evans attracted an extra 657,000 listeners as the audience for Virgin's flagship show rose to 2.3m, while Radio One's new team of Zoe Ball and Kevin Greening added 400,000 to take its

reach to more than 5.5m.

Director of BBC Radio and controller of Radio One Matthew Bannister says the figures were extraordinary for a new format that remains a music show, while Virgin's programme director Geoff Holland says the station's audience should continue to rise once the rest of the daytime schedule is revamped.

● Rajar analysis, p8

RCA battles Eternal for UK's Euro finalist

RCA and Eternal are fighting it out to back the UK's representative in the Eurovision Song Contest after signing two of the finalists.

Don't It Make You Feel So Good by Alberts (RCA), I'll Never Be Lonely Again by Sapphire (Eternal), When We're Alone (When We Dream) by The Collective (Eternal and RCA are bidding) and Where Are You? by Imami (unsigned) were voted as the favourite four of eight semifinalists by Radio 2 listeners last Friday (6).

Mixed reaction as Boss gets NW licence

Border Radio Holdings has fought off competition from Capital, Chrysalis Radio and 18 other applicants to win the hotly-contested second north west regional FM licence.

Two Radio Authority announced last Thursday (5) it had chosen the Border TV-owned group which is planning to put Boss FM on air by September 1 this year. In all, the RA received 21 bids, a total second only to the 25 it handled for the London licence when a year ago by Xfm.

John Myers, managing director of Border Radio Holdings, says the new station's output will be based on the group's north east station Century Radio with a 60:40 mixture of adult

contemporary music and news.

"We'll be going for the 25-plus age group and we won't be playing new acts or new bands. We will play established acts in the chart and ensure every track we play is well-known," he says.

News of Border's win has received a mixed reaction from the industry with Simon Ward, Anglo Plugging's regional radio promotions assistant, expressing disappointment that there will not be any openings for new artists.

"The major labels are going to have plenty of releases for the station, but it's the smaller labels and bands who are going to find it difficult," he says.

However, Malcolm Hill, Parlophone's director of promotion, believes Boss

will provide a much-needed opportunity for older acts who, in some cases, can only rely on Radio Two for support. "We're pretty well served for new music with Radio One and what Xfm's doing and ILR is catching up with indie as well," he says.

Ken Garner, radio critic for *The Express On Sunday*, says Border has a good track record of winning licences, having won a north east licence for Century and a central Scotland licence in a joint bid with Grampian in the last four years. "It's a testament to their research and their programming skills," adds Garner, who lectures on media at Glasgow Caledonian University.

SHOLA AMA
Much Love

The New Single "Much Love" Out Now

Remixes from The Ignorants (featuring Gamma Kid), Sabam Bani, D'Influence, Outthor & Joe and Paul Walker

CD2 includes acoustic version of 'You Might Need Somebody' as performed on the hit.

WEA184 CD1 / CD2 / C



[BANG]

	<p>Peacock Brook Green House, 4 Roman Road, London W6 7DB Tel: 0181 565 7107 fax: 0181 748 6971 or 741 3785 Isdn: 0181 741 432 e-mail: mailus@peacockdesign.com</p> <hr/> <p>Design, Animation, TV & Radio Commercial Production</p>
---	---

Visit our website at www.peacockdesign.com

Sony backs Palmer for new, broad-based label

by Robert Ashton

Sony is completing a hectic month of deal-making after striking a partnership with former 4th & Broadway founder and A&R director Julian Palmer to fund a new record label.

Palmer's new venture, Disco Volante, will be funded by the Sony Independent Network Europe (Sine) and have offices in both London and Los Angeles with Palmer taking the pivotal role as head of the new outfit and A&R director. Only last week Nude extended its deal with Sine and in January the Sony division, which also has stakes in Creation and Independent, linked with Brighton-based Skint (see profile, p6).

Palmer, who left the island group after 12 years last year, has signed one act - Santessa, a female singer signed to John Campbell's JC Music management company - and says he is close to sealing deals with two other bands.

However, he says the new label will probably not sign many more than half

THE PALMER STORY

1981: joins ATV Music as an accounts clerk
1981-83: DJ at clubs such as The Wag
1983: joins Island as club promotions assistant

early 1984: signs Jocelyn Brown's *Somebody Else's Guy* and joins A&R staff as a result of its success

1984: sets up 4th & Broadway with Ashley Newton and goes on to sign bands such as Trouble Funk

1986: joins CBS as A&R manager working with Muff Winwood

early 1988: Returns to Island as head of A&R at 4th and Broadway and signs Mica Paris, Stereo MC's and The Wild Bunch

1989: links with Priority to handle NWA

1991: appointed to island board

1994: signs Tricky

summer 1997: leaves Island to become A&R consultant with Virgin America

a dozen acts so he can concentrate more resources on them. "I think I want to try and re-create the spirit of Island when

Chris Blackwell was around so we are not just creating a piece of plastic, but an artist-friendly and artist-driven place which is in everyone's blood," explains Palmer, who since leaving Island has been operating as an "A&R troubleshooter" in the US with Virgin's vice chairman of US operations Nancy Berry and co-president Virgin Records America Ashley Newton.

Palmer adds that Disco Volante will have a brand-based A&R policy despite his background in dance. "I suppose I have been known for dance, but I love rock. I want to stretch the boundaries and not pander to the expectations of radio or TV," he says.

Sine senior vice president Mark Chung, who brokered the deal with Palmer, says Disco Volante will bring a valuable and diverse range of repertoire into the company. "Julian is an outstanding and proven talent and his repertoire taste is not typically English and is very suitable for international markets," he says.

Piracy was unwitting, manufacturer claims

The UK CD manufacturer accused of making records for the black market has claimed he did not know what the term "bootleg" meant.

Alun Watkins, director of PC Wise, was appearing at Merthyr Crown Court last week giving evidence. He is accused of illegally producing 406,000 bootleg CDs between 1994 and 1996, covering 27 titles from the likes of Blur and Pulp.

In court Watkins said, "The BPI had to explain 'bootleg' to me. I had never heard the term before."

The BPI was investigating an illegal recording of the Manic Street Preachers which had been pressed at Watkins' factory. Watkins admitted making the disc but said he did not know it was an illegal recording.

The jury was also told that Watkins had pocketed more than £150,000 out of the alleged swindle. He dismissed the allegation as "preposterous" and claimed he did not realise audio CDs were being made at his factory.

The judge directed the jury to record a verdict of not guilty for both Watkins and PC Wise in regard to one charge against the Copyright, Design and Patents Act, of recording the Bob Dylan song One Too Many Mornings. The trial continues.

Pluggers praise C5 show for freshness of approach

Pluggers are predicting a long life for Channel Five's new chart programme after enthusiastically praising the freshness of the first show.

"They say the 30-minute Pepsi Chart already looks like developing its own unique identity due to its fresh setting and careful balance of videos and live performances."

"I thought it was absolutely fantastic," says RCA's head of TV Sasha Reel. "Half an hour went very quickly. I liked the mix of the bands and videos, and having the audience around which gave it a better atmosphere."

The debut programme, which included performances by Aqua, Chumba-

wamba and Robbie Williams, attracted an overnight audience of 700,000 for its first screening at 6pm last Wednesday (4) with the repeat following at 10.30am on Saturday (7).

Robbie McIntosh, Columbia's promotions director, praised the atmosphere of the show. "It was fast-paced, exciting and had a real live feel to it," he says.

Julian Spear, A&M's senior director of promotions, says the show reminded him of The Tube. "As an overview, things are looking good at the moment," he says. "What Chris Cowey is doing at TOTP is excellent and with this show and the success of TFI Friday as well it's never been better for music on TV."



British music's success over the past 12 months will be underlined at tonight's (Monday) Brits show at the Docklands Arena by a performance line-up comprising almost exclusively UK acts. The addition last week of Tom Jones and Robbie Williams (pictured) means the only overseas representation on the bill is Method Man, who is performing with Texas, and both Lindsey Buckingham and Stevie Nicks of Fleetwood Mac.

PPL referred to OFT in royalty complaint

PPL faces its second Monopolies and Mergers Commission inquiry in 10 years following a complaint to the Office of Fair Trading.

In addition to challenging the royalty rate PPL wants to impose on three of its satellite radio stations, Retail Broadcast Services has written to the OFT claiming PPL is abusing its position.

RBS claims PPL wants Granada FM, Femme FM and Homebase FM to accept a licence which will cost more to operate than those issued to IIR stations.

However, a PPL spokeswoman says "PPL won't be treating the approach to the OFT seriously." "We think they are trying their arm," she says.

Stiff competition for World Cup song

An updated version of The Lightning Seeds song Three Lions faces strong competition from a raft of football-supporting bands wanting to pen England's official World Cup song for France '98. A Football Association spokesman confirms the body is in negotiations with several artists and, although he would not reveal any band names, those in the frame are believed to include Pulp, Echo and The Bushmums, Chumbawamba, Blur's Damon Albarn and Ocean Colour Scene.

Virgin Our Price restructures marketing

Virgin Our Price has restructured its marketing department. Andy Kendrick, previously Virgin Retail advertising and promotions manager, and former Our Price promotions manager Stephanie Grainger, former newly-created roles of marketing managers. Meanwhile, David Rose moves from singles and chart department manager at the Oxford Street Virgin megastore to become promotions manager and Jaime Strang takes the newly-created role of press and PR officer from the retailer's PR expert Craigie Taylor.

Columbia moves A&R manager Kemp

Columbia A&R manager Miles Kemp died on Tuesday (3) after a long battle with cancer. Kemp joined Sony on a work placement in the Epic press department in 1993 but soon transferred to Columbia where he worked his way up through the A&R ranks, taking up the position of talent scout in 1995. Kemp was instrumental in bringing Kula Shaker to the label and was promoted to A&R manager shortly after. His family have requested donations be sent to the North London Hospice, 47 Woodside Avenue, London N12 8TF.

HMV set to close Irish HQ

HMV is to close its head office in Ireland on June 26 which could mean up to 20 redundancies. HMV Ireland managing director Alan Townsend was made redundant last week and the retailer says the majority of staff in the office will also lose their jobs. It adds it remains committed to its six Ireland stores. HMV Europe managing director Brian McLaughlin says he is greatly regretting the redundancies, but the savings will allow HMV Ireland to secure its position in an increasingly competitive market.

Chappells manager Pat Harrison dies

Pat Harrison, the former manager of the Chappells of Bond Street music shop in the late Sixties and Seventies, died last Monday (2) after a long illness. Harrison, 66, was central in introducing a high-profile marketing and advertising campaign to the store. Former colleague Trevor Cheney says he helped turn Chappells into a retailer with wide-ranging appeal selling records, tapes, instruments and sheet music.

Suicide verdict in Hutcheon case

INXS' lead singer Michael Hutchence took his own life after taking a mixture of alcohol and drugs, concluded a New South Wales coroner last Thursday (7). The 37-year-old frontman was found dead last November in his hotel room in Sydney. No inquest will be held.

Robbie takes platinum single award

Robbie Williams last week became the first **EX-TRA** to **EX-TAKE** that member to have a platinum solo single when Angels reached the 600,000 mark. BPI gold awards went to Ian Brown's Unfinished Monkey Business, James Horner's Titanic soundtrack and the compilation Ultimate Club Mix with silver awards going to Morcheeba's Who Can You Trust, Usher's My Way and the compilations In The Mix 98 and Simply The Best Love Songs 2.

dotmusic

The latest industry news On The Net.
From Music Week Updated Mondays at 18.00 GMT.
<http://www.dotmusic.com>

▶▶▶ THE BOX BRANCHES OUT INTO COMPILATION CDs - p5 ▶▶▶▶▶

COMMENT

Boss FM misses its chance...

It is depressing to hear John Myers, the man behind the North-West's new regional FM station Boss FM, declaring: "We won't be playing new acts or new bands." There's no crime in wanting to programme easy-on-the-ear mainstream music. It would be unrealistic to expect the average commercial radio operator to be a fervent supporter of cutting edge sounds. But to close the door on anything new before the station has even got its equipment plugged in demonstrates an extreme degree of narrow mindedness. Presumably this means Boss would have steadfastly refused to play Natalie Imbruglia's Torn and Conner Reeves' My Father's Son before they reached the chart—even though both tracks were obviously tailor-made for its audience. How can Myers be sure his audience of over-25s are so conservative? It's hard enough to find outlets for new mainstream acts in the Reeves/Lighthouse Family mould. Boss, serving the crucial North-West region, could have provided a significant opportunity—if it had adopted a less safe and more imaginative stance.

...But Pepsi gets it right

In contrast, C5's first Pepsi Chart was very promising. Not ground-breaking, nothing we haven't seen before, but an engaging 30 minutes. TOTPs and the ITV Chart Show both manage to cover more ground at that time (the Pepsi Chart featured five acts, while last week's TOTPs had seven) but I suspect profile on this show, with its mix of tube-style personality presenters, live music and a bit of hipness, will prove to count for a lot. Certainly Robbie will have mopped up a few extra fans with his gutsy performance. The best thing about the Pepsi Chart, however, (the worst is its clumsy name) is its slot. At 8pm on a Wednesday night, music buyers may actually be around to watch it. *Selina Webb*

PAUL'S QURKS

CD prices: let's nail the issue now

Whenever CD prices are mentioned, people in our industry tend to duck for cover, knowing what's next. All the newspapers focus attention on the subject and consumer magazines and TV programmes such as *Which?* and *Watchdog* know that they are on a winner every time they investigate the issue. Some retailers don't help matters by offering CDs at £14.99 one week and £5.99 the next, but then many of them don't rely solely on music for their profits.

It is unfair to expect counter sales staff to tackle the issues and explain away worldwide price variations especially as some CD albums are up to £5 cheaper in the US. What we need is more spokesmen of the Paul Burger school of persuasion arguing the industry case on TV and radio on a regular basis and the BPI taking the lead in a marketing campaign to reinforce the idea that music is value for money.

If it is time to put the record straight, then we still have a lot of ground to make up, but surely this industry has more than its fair share of creative people who could produce an effective campaign. Let's start the ball rolling now before we score any more own goals.

Taylor-made talent: 25 years on

In the course of a normal year I probably see upwards of 30 new artists and bands and the quality often varies so much that sometimes I need reminding why I joined the music business in the first place. So it was with some trepidation that I went to see James Taylor at the Liverpool Philharmonic last week. It was more than 25 years since I'd first heard him and I wasn't sure how the years had treated him. I needn't have worried: his performance was excellent. An artist in every sense of the word and a timely reminder that no matter what age you are there is no substitute for talent.

Paul Quirk's column is a personal view

NEWS

Live event planned as VH-1 repositions

A live music event is set to be the focus of a package of initiatives designed to give VH-1 a more contemporary image and bolster its reputation within the industry. Plans for the outdoor event were revealed last week by Tim Robinson, VP of programming and production, and Stephen Irvine, head of talent and artist relations, who together head up its new VH1 team. According to Irvine, the event will differ from established festivals, such as Glastonbury, in the types of bands performing which will reflect VH-1's 25-44 target age group. "There is an audience out

there who will be up for it," says Irvine.

A number of promoters have been approached but VH-1 stresses plans for the event are "fairly embryonic".

Last July VH-1 embarked on a process of change. Contemporary music now represents 70% of its playlist with pre-Nineties the remainder 30%. It was previously a top 40 split. Themed days such as its Wham! Day on December 4 and new presenters have been introduced, together with the marketing tag "music that makes you feel good" and a new logo.

Robinson says the reason for the

changes are two-fold: anticipation of fresh competition this year - The Box is due to launch its Magic channel in April - and a natural maturing of the three-year-old VH-1.

The repositioning is said to have led to a 26% year-on-year rise in ratings over the Christmas period, with Barb figures showing an audience reach of 7.3m for that period.

"In the past I think VH-1 was a bit complacent with the signalling, programming and production," says Robinson. "But I don't want to give the impression we are turning our backs on breaking new acts."

Final call for live acts as CD takes shape

by Tracey Snell

London Music Week is taking shape, with conference speakers confirmed and organisers of the live event preparing to make their selection of unsigned bands.

An A&R committee for the unsigned programme has been set up and listening sessions have started in preparation for the final selection of 54 bands which will be announced in mid-March. The bands will play at various Ilington venues between April 25 and May 1.

The committee comprises DF Concerts' Geoff Ellis, Clare Pattenden from Radio One's Evening Session, D-Infusion's Kwame Kwaten, *Melody Maker's* Ben Myers, the Barfly Club's Nick Moore and *Music Week's* Stephen Jones. It is chaired by Live conference manager Bindi Binning.

With less than three weeks to go before the application deadline for the unsigned event (February 27), bands not yet entered are being encouraged to send their tapes in as soon as possible.

COUNTDOWN TO LMW

Feb 27: applications for unsigned showcase closes
mid-March: unsigned A&R committee announces its final selection of 54 bands
mid/late April: *Melody Maker* cover mount unsigned CD
April 28-May 1: LMW takes place

"It's open to overseas acts as well as domestic ones," says Binning. "But no tapes will be listened to without an application form."

An application form was published in the January 24 issue of *MW* and *NME* is due to publish one this week.

"We are also going to be doing a CD featuring some of the acts in conjunction with Sugar Records," says Binning. "*Melody Maker*, who are sponsoring unsigned, will be cover-mounting the CD and publishing a guide to the bands for their London print run a week before the live event."

Record companies wishing to host a live showcase during the week are also

being encouraged to come forward. Bookings will be dealt with on a first-come, first-served basis.

Meanwhile, composer John Barry and EMI Music Publishing managing director Peter Reichardt have been confirmed as conference speakers. Barry will kick off a series of face-to-face interview sessions on the conference's opening day of April 28. Reichardt, who will be interviewed by Paul Gambaccini, will follow on April 30. The interviews will take place in the main auditorium of Ilington's Business Design Centre.

Reichardt's session is called 'Influence' and will focus on the music that changed his life. "I'm approaching it a little like Desert Island Discs, although I will probably put together a whole compendium of music," he says.

The conference programme will be held over three days - April 28-30 - and also features 'Music Meets' sessions. These will look at the impact such areas as digital technology, fashion and football have on the music business.

US station dismisses 'Oasis to split' stories

Influential US radio station K-Rok has hit out at what it calls the "blatantly incorrect" UK press coverage of its recent interview with Noel Gallagher.

The Los Angeles station's rebut follows Oasis, Creation and management company Ignition all last week totally dismissing a series of stories which appeared in eight daily newspapers, including *The Sun*, *Daily Mail* and *Telegraph*, suggesting Gallagher had said in the interview the group would split after their world tour.

It was also claimed in the press coverage that the whole group were due to play at the Santa Monica pub where the interview was taking place, only Noel Gallagher turned up. However, Gene Sandblom, K-Rok's assistant programme director, says the entire band was not expected and could not, in any case, have been accommodated by the venue. "Our goal was to mirror Noel's solo performances during the tour," he says.

Sandblom adds the Oasis songwriter described Liam in the interview as "the greatest singer in the world" and was looking forward to going back into the studio and making efforts on the way to undermine and discredit the band's great achievements in both the US and the UK in the last four years."



Columbia is lining up an intensive TV promotional campaign to drive through its musical relaunch of The Wombles, pictured with the music's creator Mike Batt, later this month. Appearances for the children's favourites are already lined up on programmes including Noel's House Party. This Morning said Jim Davidson's Generation Game around the February 23 release of the single Remember You're A Womble and the March 2 album release The Best Wombles Album So Far, while a new Wombles series starts on ITV on February 25. Fione Ball, Sony Music Video product manager, says, "It's a two-pronged campaign targeted at the adults who remember them the first time and children seeing them for the first time," she says.

The Box branches out with compilation CDs

by Tracey Snell

The Box will launch into the compilation market next month with the release of a hits package in collaboration with Telstar.

The Box Hits 98 is due to hit the shops early next month – just weeks before the channel gears up for its TV expansion – and will feature 40 tracks which, according to chief executive Vincent Monsey, reflect The Box's playlist. "The tracklisting is still in a bit of flux at the moment as we want to have as many current hits as possible," he says.

Tracks confirmed so far include Aqua's Doctor Jones, which by January 29 had spent nine weeks at the top of The Box chart, Oasis's All Around The World and Lily's Nanny In Manhattan, which is released today (8).

The CD is the first fruit of a collaboration between The Box and Telstar and will be closely watched by the industry. Not only has The Box become extremely

BOX HITS 98: SO FAR...

Aqua – Doctor Jones
Oasis – All Around The World
Lily's – Nanny In Manhattan
Cornershop – Brimful Of Asha
Backstreet Boys – All I Have To Give
N-Tyce – 'Til Death Do Us Part
Space – Avenge Angels
Sash! – TBA

influential – it is credited with helping to break the Spice Girls – but it is also planning to release four compilations a year. The Box's profile will be further raised over the next few months when it extends its satellite service and launches an interactive digital channel.

"This is a branding exercise," says Monsey of the compilation CD. "Our reach is now 8.5m people, so the brand name is big enough to support something like this."

Monsey also says that several of The Box's retail advertisers and sponsors –

including HMV and Virgin Retail – have the channel playing in-store.

Jonathan Rees, HMV UK rock and pop manager, says, "The Box is a very strong brand and certainly has the potential to do well in this market."

According to Rees, the compilations market has become crowded in certain genres, particularly dance, but he adds, "The tracks on the CD would appear to fit The Box's profile exactly and Telstar has got a lot of experience in this area. The marriage is as good as you can get."

Rees also points to Telstar's developing reputation as a powerful negotiating tool when striking licensing deals with other record companies.

Adam Hollywood, Telstar marketing director, says, "The Box has proven it can break artists in the UK and its chart is an invaluable source of research for us, both in terms of marketing artists such as Sash! and N-Tyce and in compiling a hits album designed to appeal to both Box viewers and the general public."

Key staff step up in Heine's restructure

Warner Chappell managing director Ed Heine has announced his first reorganisation since taking control of the publishing company two years ago, with eight personnel changes including two board appointments.

The moves also fill key positions left empty by two senior executives last year – deputy managing director and director of commercial and business affairs Andrew Gummer and general creative manager UK repertoire Sas Metcalfe.

Heine says Gummer's exit allows him to promote Annette Barrett and Jane Dyball to the board in their new roles as executive director, creative and international and executive director, legal and business affairs respectively. Hilary Paterson joins Dyball's department from BMG Publishing and barrister Daniel Cohen also comes on board.

Alison Donald, who is promoted to general manager A&R, will oversee the UK A&R department and takes over many of Metcalfe's responsibilities following her departure to EMI as A&R director. Donald will work with Mike Sault, who is promoted to the new position of creative director. The final two moves in the rejig are Kebinde Olatomoye's elevation to A&R manager specialising in R&B and the appointment of Adrian Jolly as a talent scout.



Warner Chappell's key appointments will officially take up their new roles following the publisher's move to new West London premises this week. Warner Chappell is moving from its West End address to new, larger offices at 3rd Floor, Griffin House, 161 Hammersmith Road, London W6. Managing director Ed Heine says the move is necessary because the company's 70 staff were getting cramped at the old office. Commenting on the new appointments, Heine adds, "We're filling a few gaps, but also continuing something I started six months after I joined – to build closer working teams." Pictured above, from left, are Mike Sault, Heine, Annette Barrett, Alison Donald and Jane Dyball.

▶▶▶▶▶ NEW MEDIA: NEW OPPORTUNITIES -p9 ▶▶▶▶▶

NEWSFILE

Spice Girls score US Top 10 double

Spice Girls have become the first UK act in more than 20 years to have two simultaneous Top 10 albums in America. They achieve the rare feat this week as Spiceworld holds at number three and their first album Spice climbs to 10. Their fifth US single, Too Much, is the highest new entry on *Billboard's* Hot 100, at 22.

Moir and Kennedy to address RA event

Radio 2 controller James Moir and PolyGram chairman and ceo John Kennedy are to address the Radio Academy's forthcoming Music Radio 98 conference at Balta in London on April 23, making it the first time the event has had two keynote speakers.

New exchange rate service for music

London-based foreign exchange dealer Exchange Direct has set up what it says is the first 24-hour currency desk dedicated to the music and other entertainment industries. The company claims the service is able to offer more competitive exchange rates than the big banks.

Date set to celebrate Barry Lazell's life

Friends and colleagues of journalist and researcher Barry Lazell, who died in January aged 50, are invited to a celebration of his life taking place on Wednesday, February 18 at London's 100 Club in Oxford Street. Anyone wishing to attend the event, which has a 10.45am for 11am start, should ring Pete Compton or John Mais at MRIB on 0171-731 3555 or Roger Dopsan at Diamond on 0171-731 8551.

Raz Gold moves into management

Raz Gold, the former EMI UK A&R manager behind the signing of high-profile poet Murray Lachlan Young, is switching from A&R activities in record labels to establish his own management company. Goldpush already represents award-winning flautist Lisa Fritsch and Will Mellor, who plays the lead character Jambo Bolton in the teen drama series *Hollyoaks*.

New rights role for Sir Alastair Hunter

Sir Alastair Hunter, an external director of the Performing Right Society, is due today (Monday) to take up the newly-created role of British Music Rights chairman. The one-time diplomat was a former British consul general in Dusseldorf and New York, taking responsibility for the government's promotion of trade and inward investment in Germany and the USA.

Costello in multi-label PolyGram deal

Former WEA artist Elvis Costello last week signed a multi-label worldwide recording deal with PolyGram which will see his pop projects issued through Mercury and other musical ventures through the PolyGram Classics & Jazz division. Costello's first PolyGram project will be a Burt Bacharach collaboration which is set for release on Mercury.

START

is now distributed in the UK by KOCH
 0181 832 1818 Fax:0181 832 1808



START



THE PLATINUM
 COLLECTION



PARADE
 for Jazz and Nostalgia



Tropic Gold
 3CD Sets

LEADING THE MUSIC INDUSTRY INTO NEW SURROUNDINGS



LONDON ARENA IS PROUD TO BE HOSTING THE 1998 BRIT AWARDS

To find out more about the
"New Surroundings" and excellent
Live Music Facilities at
London Arena, Docklands call
Alex McCrindle on +44 171 538 8880
Fax: +44 171 538 5572
<http://www.londonarena.co.uk>



LONDON ARENA
The Capital's Best Connected Venue

PROFILE

SKINT RECORDS

Brighton big beat beefed up by Sony's investment deal

SKINT RECORDS



SIGNING ON (BACK ROW FROM LEFT): TORSTEN LUTH (SINE), MARK CHUNG (SINE), ALESSANDRA SARTORE (SINE), TIM JEFFREY (LOADED). FRONT FROM LEFT: MARK McQUILLIDN (3MV), JC REID (SKINT/LOADED), DAMIAN HARRIS (SKINT)

Last summer, at 3mv's first annual conference in Brighton, homeboys JC Reid and Damian Harris stole the show with a presentation which neatly summed up all that is appealing about their label Skint Records.

Self-deprecating and good humoured, Reid and Harris's performance was packed with incident. Fumbled notes, amusing muttered asides and inevitable football references entertained an industry audience containing representatives from many other 3mv clients, including, auspiciously, Nude and Creation.

But it was the quality of the music on display which impressed and has since attracted substantial investment in the company from Sony Independent Network Europe (MW, January 17).

"They make great music, it's that simple," says Sine senior vice president Mark Chung, who oversaw the deal. "The marketing potential for this music around the world is very strong, not least because it can be promoted via live performances, but also through the club scene. We can work a sort of marketing pincer movement."

Sony has injected a five-figure sum into Skint and the company from which it sprang, Loaded, in return for a stake understood to be as high as 49% and international rights. The investment is weighted 2:1 in favour of Skint in recognition of Harris and Reid's A&R skills in a genre which appears to be a genuine new dance-rock hybrid.

While it is apparent that the big beat tag falls to encapsulate the breadth of music being produced by Skint, there are elements which link acts such as Fatboy Slim, Bentley Rhythm Ace, Lo Fidelity Allstars and Cut La Roc. Their self-described "cut and paste techno" collides with an enthusiasm for old school hip hop, wilful amateurishness and a willingness to experiment across a

diversity of musical styles.

Significantly, commerciality is never far from the surface, a fact spotted early on by Parlophone when it unsuccessfully pursued Harris and Reid in 1996. "It just wasn't us," says Harris. "We were really small then and basically our jobs would have been signing artists to different labels rather than running our own."

Opting for a one-off signing of BRA to Parlophone, the Skint duo dipped out of a full-scale deal and were tipped off about Sine by 3mv, which has strong relations with the Sony division via clients Nude and Creation.

"I've known Damian since we both worked in Rounder Records in Brighton years ago," says 3mv label manager Mark McQuillan. "He sent us a white label of Fatboy Slim's Santa Cruz when he was launching Skint and it was totally different to the other stuff around at the time."

McQuillan says word-of-mouth and selective press coverage has created "a coolness" about Skint which has now filtered through to retail: major chains and specialist indies have been eager to lend in-store support which has propelled the likes of Fatboy Slim's Better Living Through Chemistry album to 60,000-plus sales.

While Reid describes Skint as "moderately shambolic" and himself and Harris as "vaguely competent", the pair are fiercely protective when it comes to retaining independence in the wake of the Sine deal.

"We've got a pretty strong roster at the moment, but we can't stop ourselves signing and releasing things," says Harris.

But it is the likes of the prolific Fatboy Slim, Hard Knox and the deranged but hotly-tipped Lo Fidelity Allstars who have undoubtedly appealed to Sine.

Paul Gorman

THE BRIGHTON BELLES

1992: Loaded founded in Brighton by DJ/Journalist Tim Jeffrey and partner JC Reid.
March 1996: emerging out of the eclectic local club scene centring on the Big Beat Boutique night, Loaded label manager Damian Harris launches Skint Records with Fatboy Slim's Santa Cruz.
1996: key releases include Bentley Rhythm Ace's Bentley's Gonzo Sort You Out, Cut La Roc's Mad Skill EP and Brassic Beats Vol 1.
Autumn 1996: talks start for a Skint label deal with Parlophone.

Jan 1997: Parlophone talks collapse, but the major signs BRA and subsequently releases the act's self-titled debut album.
Spring 1997: starts discussions with Sine following recommendation from 3mv.
May 1997: big beat goes nationwide as BRA attract media attention following storming performance at Essential Music Festival in Brighton.
Sept 1997: Lo Fidelity Allstars' Disco Machine Gun single charts at number 50.
Jan 1998: Sine deal signed.

Fleetwood Mac

BRIT

AWARDS 98

WINNER

**CONGRATULATIONS – TRULY AN OUTSTANDING
CONTRIBUTION TO BRITISH MUSIC**



THE DANCE

The Best Of Fleetwood Mac • Including 4 New Tracks



Breakfast battles tempt listeners as radio beats the summer blues

The headlines were all about Zoe versus Evans, but the underlying trend is optimistic

If breakfast is the most important meal of the day, then it is certainly the most vital time for the nation's radio stations.

Hence the interest shown at last Friday's Rajar announcement when the battle for early morning listeners dominated the press conference. It over-shadowed what was an encouraging fourth quarter for all radio after a dismal summer when the industry experienced its lowest overall listening figures since 1992.

The latest figures reveal that total reach rose from 39.6m to 40.2m over the three months as the much-hyped competition at breakfast between Radio One and Virgin encouraged thousands to tune in again.

The Zoe Ball and Kevin Greening combination retrieved 400,000 listeners for the Radio One breakfast show to take it past 5.5m, while Chris Evans added 657,000 listeners to push the audience for Virgin's peak slot up to 2.3m.

For Radio One it meant no-one was talking about another - if only - 15,000 fall in its overall weekly reach to 9.48m, while the network's share fell from 10.1% to 9.9%. Year-on-year Radio One's performance is down from a reach of 10.6m and a share of 12.4% - which illustrates the responsibility the new breakfast team must continue to bear.

Director of BBC Radio and controller of Radio One and Bannister is optimistic about the next few months. "This is a significant achievement for what is a new show and still a music show," he says. "We have to see the effect of other changes to the schedule with Judge Jules and Dave Pearce's new drivetime show."

Virgin's overall national reach has jumped from 3.2m to 4.0m, and a spokesman for the station says its aim now is for its FM arm to try to break Capital FM's dominance in London.

Capital's Chris Tarrant still has the largest breakfast audience in London at 1.9m and he attracted an extra 300,000 listeners in the fourth quarter despite the new competition. This compares with just 14,000 new city listeners tempted by Ball and Greening (602,000) and 163,000 by Evans (607,000).

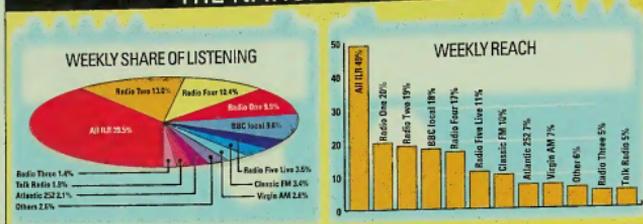
The competitive London market makes Xfm's performance in its first Rajar survey encouraging after its marketing and promotional campaign planned for last autumn was so badly affected by going on air the day after the Princess of Wales' death.

Nevertheless, it secured a 2% reach attracting 234,000 listeners of which 78% are aged 10-44 with a male bias. Managing director Chris Parry says his more up-to-date research puts the audience today at nearer 350,000 and he is confident the station can attain its overall targets of 500,000 with the help of a £0.6m marketing campaign this year.

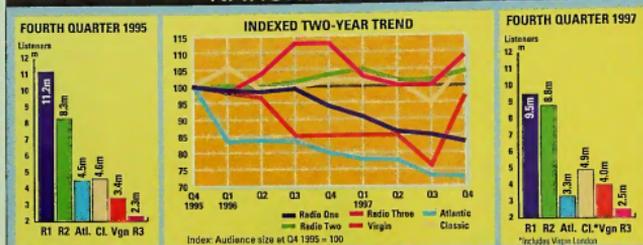
"When we launched we had a real difficulty. It was a very strange time and a very disturbed market and awareness of the station did not get to the sorts of levels we needed. Since then listenership has steadily grown."

Xfm's arrival has already had an effect on GUR which saw its weekly reach fall to 303,000 from 349,000 a

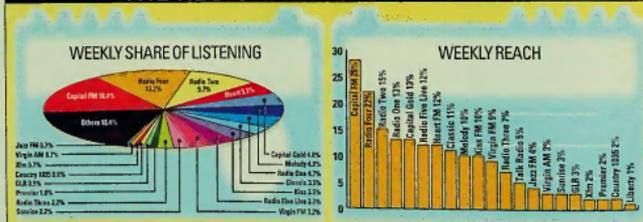
THE NATIONAL PICTURE



NATIONAL TRENDS



THE REGIONAL PICTURE: LONDON



year ago. Assistant editor Jude Howells says the station will continue to play indie music, but will broaden its playlist.

Elsewhere in London specialist music station Country 105AM recorded a market share of 0.8% - higher than the 0.7% recorded by Xfm and Jazz FM.

In the battle for the classical audience, Classic FM posted its highest results to date with reach up 10.9% at 4.9m, while Radio Three enjoyed a record fourth quarter share of 1.4%, up from 1.1% in three months. With its reach rising from 2.3m to 3.6m it meant its audience has returned to the level of a year ago.

Both stations have announced changes with Classic's new schedule beginning at the start of this Rajar period in September. Radio Three's revamp, which began in January and concentrates on live music with its Sounding The Century project will not register until the next results.

While Radio Three was patting itself on the back, Radio Two was content to still have the highest share of any national network at 13%. It made a conscious decision last year to change its music policy to target the 35-44 age group and its reach was up 200,000 quarter on quarter to 8.8m - the same as a year ago. Star performers included its own breakfast show where Terry Wogan attracted an extra 100,000 listeners (to 5.0m) and Steve Wright's two weekend morning programmes that each picked up an additional 200,000.

Elsewhere, Atlantic 252's policy of heavy rotation of more than 70 plays a 32,000 more listeners every week. This took its reach to 3.3m, but this is still 300,000 down on a year ago.

The fourth quarter, along with the second three months of the year, is when the stations with an audience of less than 300,000 are included in the

Rajar survey.

This time the best local performers were Broadland 102 which, since the second quarter, has added 23,000 listeners to 245,000, Orchard FM which saw its reach jump 39% to 119,000 and Wymon FM where a relaunch helped increase its audience by more than 40% to 107,000.

Overall, local commercial radio added 429,000 new listeners taking its total audience to 23.4m, although its share was down from 40.4% to 39.5%. At the same time, BBC local radio attracted 444,000 extra listeners to 8.6m - pushing its weekly reach ahead of Radio Four - and increased its share from 8.8% to 9.6%.

In the wider top-of-war between commercial and the BBC, the independent sector came out on top for the fourth quarter running with 45.6% of the market compared with the BBC's 47.9%. **Steve Hensley**

mission critical

Music industry-related companies of all shapes and sizes have now hooked up to IT but it is "intranets" – individual company networks using the internet as a carrier – which are likely to be the next revolution, says Ian Nicolson

Go "A computer on every desk in the company? That's never happened here. This is the rock'n'roll business!" That's the way one IT systems manager for a major UK-based multinational label describes the company's perspective back in 1998. Twelve years later, that same highly-successful company now boasts a fully-integrated system which is capable of providing staff at all levels with detailed access and up-to-the-minute contractual, financial, production, sales and distribution information almost at a keystroke. It utilises a mix of in-house programming and off-the-shelf packages which will allow it to adapt flexibly to changing market conditions and trading positions.

The creative side of the music industry

has never been afraid to embrace new technologies. Now companies of all sorts, ranging from major and



independent record labels and distributors to two- and three-person PR specialists, find that electronically-delivered on-screen information is the key to both productivity and profitability

– and are prepared to invest heavily to bring themselves up to speed.

Keith Grant, director of recently **"IT is central to our ability to provide high quality with a small number of service staff"**

– Keith Grant

established KG Press & Communication, cites two reasons why more than 60% of his company's start-up costs have been IT related.

"The first is to make a splash by

providing a better level of service than the competition," he says. "The second, and perhaps even more significant reason, is that IT is central to our ability to provide high quality with a small number of service staff."

But whatever the size or the focus of the operation, says Pinnacle Distribution's group management information systems manager Terry Ironside – who came to music from a telecoms background – the aim must always be to enhance business operations and give better value to the customer.

"In any industry, IT is a key element," he says. "Of course, it's crucial to identify customer needs and then acquire the software products and the systems that enable us to respond to them quickly. But it goes further than

New that's what I call...progress

Go Carberus Control and the Cyberia Group of cybercafes have teamed up to launch the first "virtual record shop" in the UK. Consumers can now walk into the Cyberia Cafe in London's Whitfield Street, choose 10 tracks from a local or on-line digital catalogue, specify their play sequence and take a CD version of a personal compilation album home within an hour. "It's just like walking into your local Argos, handing the clerk a slip, waiting a few minutes then picking up a toaster," says Carberus founder Ricky Adar.

Unlike conventional web-based music retailing which relies on surface mail delivery of mass-produced products, the Carberus Virtual Record Store (VRS) and Virtual Pressing Plant (VPP) allow surfers to audition selections from a 10,000 song on-line database. Adar plans to have around 100,000 tracks on-line by late 1998. Browsers select the tracks they want, pay Cyberia around £10, have the songs pressed immediately on to a CD-R, and leave with a permanent CD-format purchase.

Unlike the MY-CD project launched last month at Midem 1998 by a US company led by ex-VH-1 CEO Ed Berman – where web-consumers select tracks for conventional delivery following web-based payment – Carberus' VRS system avoids any consumer security-transaction anxieties as well as using CD-R technology to offer almost immediate delivery.

Carberus and the Cyberia Cafe have also struck a deal with MCPS and PRS to comply with the rights agencies' experimental new media on-line trial licences, and negotiated clearances with each of the labels prepared to license product so far as well as the sub-licences for each track. As part of the deal, logfiles of download and pressing requests are made available to both agencies.

The current Carberus on-line catalogue is heavily weighted towards dance music from labels such as Kickin Records, Moving Shadow, Beggars Banquet and compilation specialists Momentum. "Dance labels just seem to be more progressive about the concept," says Adar. "We've approached the majors many times to release tracks to us, but they're still playing safe." Since the restricted availability of dance mixes and limited edition vinyl is a constant consumer complaint, the dance market may well prove an appropriate initial target market.

As a result, the fast-turnover, compilation-rich dance market will be the first to gauge the impact of this retail innovation. Carberus is planning to make the database available to IT-aware outlets such as cybercafes for around £100 per month, and to supply hardware and software turnkey set-ups to major music-related retailers for around £200 per month over a 24-month contract.

If the marketplace likes Adar's delivery system, it may just rival the 17-year-old Elvia Presley walking into a vinyl Record-Me booth to sing Happy Birthday to his mother for the impact it will have on the music industry.



News

Columbia House debuts mail order website

The latest music retailer to enter the increasingly crowded on-line music market is Total E, which launched in late January with 150,000 audio and 30,000 video titles. Total E's website was created by the largest mail order record club in North America, Columbia House, a joint venture between Warner Music Group and Sony Music Entertainment in the US. The catalogue will feature CD-Rom and audiobook product lines in the spring, and print books later in the year. Delivery is by overlaid mail, and prices are in US dollars.

www.columbiahouse.com



News

Browser wars escalate

Microsoft's rapidly growing share of the web browser market, caused by the bundling of its Internet Explorer (IE) browser with Windows 95 has severely damaged the fortunes of Netscape, which formerly held the largest market share with its browser Navigator.

Netscape has accordingly introduced the latest version of its Navigator/Communicator browser (version 4.04), which is now available to download from CNet.com or Netscape absolutely free.

Microsoft has also just completed the full version of IE4 for the Apple Macintosh, incorporating their largely-successful version of IE4's Active Content technology. Web designers working on Macs can at last take advantage of IE4's native server push capacity and proof their work in a Mac-based application.

Microsoft is also due to launch Windows 95 later this year, with IE built into the operating system.

www.netscape.com



News

New Sony artists Discovered

Sony Music UK's Discovery Zone is extending its e-zine/web radio-styled website to incorporate promotion for new artists signed to the major's raft of labels. Artists yet to be offered Sony websites will be marketed as part of the design and technology-led site. Sony has concurrently announced new dedicated sites for The Lightning Seeds and Brits nominee Finley Quaye.

www.discoverzone.com
www.lightningseeds.com
www.finleyquaye.com



► that, if, for example, you offer them the opportunity to interrogate your systems directly, then you must ensure that you provide the optimum connectivity via ISDN or modem or telephone.

But it's intranets – company-wide private networks that use the internet as a carrier – and the ability they give individual staff members to gain immediate access to relevant information from a variety of different departmental databases and act upon it which are likely to have the next revolutionary effect upon the way the music industry operates. The steady adoption of e-mail has broken the most new ground to date, says China Records marketing manager Jonathan Bunney.

"Thanks to e-mail, our Toronto-based artist Charlene Smith can approve or generate sleeve, packaging or marketing ideas almost instantaneously," he says. "Meanwhile, our dedicated websites for Zion Train and The Lovelovers – which the bands themselves maintain and design – are proving a genuinely useful source of fanbase response which we can then harness in our marketing campaigns."

Nevertheless Bunney has a stern reminder for companies hoping that e-mail, websites and bulletin boards will solve all their operational or communication issues.

"There is one danger with systems like e-mail," he says. "They can lock people to their desks, and then you stop talking to each other."

Not surprisingly, it's the major record labels that have developed the most sophisticated and versatile IT systems. Although their implementation and purchasing structures vary widely, giants such as EMI and PolyGram now recognise that the ability to deliver accurate day-to-day or week-to-week management information on sales, airplay, production, scheduling and distribution has become an essential weapon in the modern music company's armoury.

News

Digital cash enters the on-line game

Consumers concerned over on-line credit card transactions could soon be reduced by innovations in on-line payment systems. Internet users will soon be able to purchase fixed amount credit card-encoded or "virtual wallet" stored digital cash and use it to pay for products and services on-line without having to enter their card details or to the web for each transaction.

- www.cybercash.com
- www.digicash.com
- www.millicent.digital.com
- www.monex.com
- www.visa.com/cgi-bin/veel/pd/cash/main.html



News

On-line translation services

Publishers, publicists, promoters and record companies wanting to penetrate foreign markets can now dump a text document into a website bin overnight (or less depending on the language and length of the piece) and come back to work in the morning to find their contract, press release or proposal translated and ready for posting to Brazil, Germany, Japan or points west.

- www.lha.com
- www.comprende.globalink.com
- www.speechmachines.com
- www.bsbeffish.altvista.digital.com



► go to desktop to see these sites in action - <http://www.dnsmusic.com/milbi>

Indeed, many labels regard this as such an important area of their operations that they are as reluctant to discuss the finer points of their IT strategies as they are their other commercially sensitive points such as profitability, salaries or discount schemes.

"The key issues are the efficient and accurate exchange of statistical information and the speed with which one part of the business can report to

the others," says EMI International's senior director of IT Jonathan Bender. George Jeffrey, management information services director at PolyGram UK, agrees wholeheartedly.

"One of the things which makes the music industry different from almost every other is the speed and urgency with which we need to be able to respond to the market," he says.

"When something like the Elton John record takes off, we need to

be on the case immediately." On the past 10 years, "many record companies' IT structures have grown organically as individual employees have devised their own systems or have grown so accustomed to obsolete software packages they are reluctant to change. PolyGram's global IT policy now allows for the unapproved application of 8,000-plus employees at all its dedicated suite of core applications such as Novell GroupWise for communications, Lotus 1-2-3 for spreadsheets and finance, and WordPerfect for word processing.

"We have to keep a very close eye on what is on our network," says Jeffrey. "It has to be a secure, reliable framework which can allow anybody from any part of the company to feel familiar with anybody else's basic kit in case they need to work from another office."

While the past five years have seen a massive growth in the industry's reliance on e-mail, the digital revolution has reached further than the electronic delivery of facts and figures. EMI's Jonathan Bender reports that over the past two years 30 of the company's offices round the world have been connected with permanent ISDN lines which allow them to exchange packaging and marketing support materials.

"As part of our Rainbow initiative, we standardised packaging specifications on a worldwide basis to minimise unnecessary modification costs," he says. "Now we can change 'Made in the UK' to 'Made in the USA' on a sleeve with a single click of a mouse button." As a result, says Bender, the major has saved its reprographics bill.

Companies with smaller-scale problems operate more personal approaches. Wayne Shelvin, now head of multimedia technology at Virgin, recalls joining the label in the mid-1980s to find that its IBM 4350 mainframe "was big as a room" – which

fono - breaking the mould

Go

At the core of *Music Week* publisher Miller Freeman's new pan-European airplay magazine *fono* sits an IBM AS400 database in Music Control's Dublin office. Every day it collates the digital signatures of 40,000 plays on 560 music stations logged in 15 countries across Europe.

Digital "fingerprints" stored on country-by-country databases recognise every track played on each of those stations, 24 hours a day, seven days a week. And day-by-day that mountain of hard data is crunched to produce the *fono* airplay charts – the fastest and most accurate European airplay charts in print.

As well as individual charts for each of the 15 countries from Norway in the north west to Spain in the south east (ranked by total audience exposure) that *fono* reports on, Music Control's data also generates the crucial Euro Hit 100 chart. Each week it reveals the 100 most popular songs detected on the 100 most important music radio stations across Europe.

The panel of stations is weighted to take account of the sales importance of the individual territories concerned, and correlated with each station's audience data to produce every track's unique Audience Power Rating.

For example, the January 14 pilot issue of *fono* logged 1,307 plays on the Top 100 stations – during the seven days to midnight on January 10 – for Natalie Imbruglia's hit Torn. That performance earned her pole position on the very first Euro Hit 100, with an increase of more than 300 plays over the previous week, an audience boost of 6% and a Power Rating of over 200,000.

Second and third positions on the first chart were held by Janet Jackson and the Spice Girls. Highlighted for analysis by the *fono* team were Germany's Sweetbox (up four places to six), The Verve (up nine places to 20) and Run DMX (up 17 to 27).

Once processed, the airplay data is posted to a secure BIS (bulletin board) hosted in Dublin as a CDF (comma delimited format) ASCII text file. Amazingly, the digested results of

those 40,000 detections a day can be downloaded by the *fono* team over a standard 33.6kbps modem link in a matter of seconds.

The formatting event telescopes the Euro Hit 100 chart – some 27 fields of text multiplied by 100 tracks – into an Ekb file. That's about the size of a small logo image on a website and takes less than 15 seconds to download.

At Miller Freeman's offices in London Bridge – also home to *Music Week*, *MBI*, *dotmusic*, *Promo*, *the Green Sheet*, *Miro*, *Tours Report* and *Hit Music* – the downloaded ASCII data is imported into an Apple Macintosh PowerPC 7300 running a database programmed with FoxPro for Macintosh v3.0.

The program converts the CDF-marked files into a Quark Xpress tagged format which flows straight into the layout templates for each chart page.

That tagging – programmed by Ric Naylor – allows Microsoft's information systems team leader to be specified for each field. It takes less than 10 minutes from the moment the download is triggered to the time the data is output. At that point the essential analysis and focus track selection that forms a key part of *fono*'s ground-breaking design begins.

Editor Martin Talbot (pictured above left with editor-in-chief Steve Radmond) and his 15-strong team of music specialists from each territory across Europe identify the highest new entry, fastest climber, top 10 growers and the tracks showing biggest increases in plays or total audience.

Using their specialist local territory and European music industry backgrounds, they analyze the history – and forecast the future – for the most significant tracks. Just a couple of days after the most westerly station in Portugal plays its midnight smoocher, *fono* will tell the whole of Europe about it.

Without the remarkable innovations seen in automated digital monitoring, reporting and communication over the past five years, Miller Freeman's latest music industry launch would be just a pipe dream. But it's not. *fono* is here.



NOW THERE'S ANOTHER REASON FOR PLAYING WITH YOURSELF ON THE INTERNET

www.resroc.com

PolyGram

POLYGRAM MANUFACTURING
& DISTRIBUTION CENTRES LTD

THE TOTAL PICTURE



Whatever your product, you are looking for the best.

Production controlled by professionals, manufactured on the very latest machinery, finished on our 6 colour screen printers with packing fully automated.

Our team can provide the latest in CD formats. For CD Audio, CD ROM, CD+G, Video CD, Enhanced CD, CD Extra and DVD; with pre-mastering, mastering and reprographic services in-house and a printer on our doorstep, we can fulfill all your requirements.

Give us a call.

Simon Benham
Merrick Iszatt
PMDG Ltd
347-353 Chiswick High Road
London
W4 4HS

Telephone: 0181 742 5500

Facsimile: 0181 742 5501

e-Mail: merrick.iszatt@compuserve.com

Visit our web site on:
www.pmdc-polygram.com



FM 23567

Working as One to be Number One

News

Safety Net

The danger of computer users losing valuable documents or presentation packages due to hard disk failure or theft has been minimised by a new internet-delivered service offered by Seattle-based company Atrive. It enables subscribers to keep on-line back-up copies of songs, samples, data applications or even an entire diary. In return for a minimal monthly fee, Atrive guarantees total security and the facility to recover files instantly from anywhere in the world via modem. www.atrive.com



It was supposedly dedicated to the accounts department – spent much of its CPU time processing and printing address labels for the marketing department. Shevlin's immediate reaction was to purchase new hardware better suited to the task in hand. Thereafter began a steady process of identifying those everyday operations which could be more efficiently handled by computers and devising imaginative software solutions to the problems encountered.

"Our first customised project was to replace a manual barcode check-digit generation process involving the boss and a calculator with a simple program that in six months became a sort of mini-calculator system by default," he says.

A company audit by accountants Peat Marwick McLintock in 1987 threw extra weight behind Virgin's move to boost its IT awareness. As a result Virgin's then finance director Torrens Lister committed

the label to replace its bureau-based royalty accounting system with an in-house equivalent. The Virgin Royalty System is now on-line not only in the UK, but also Germany, Austria, and Switzerland and under evaluation in Spain and Portugal.

In 1988 Virgin operates a comprehensive set of largely in-house systems covering almost all operational requirements.

"Our systems are designed to coordinate service providers such as

manufacturing and distribution with the label's operations," says Shevlin.

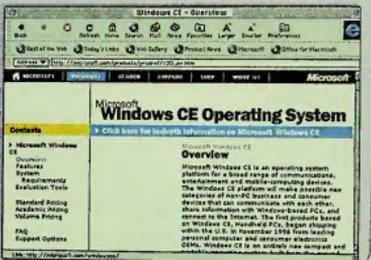
"Because we've never been big on outsourcing endless reports, we give individual users access to structured areas of what we call our Catalogue System database so that they can find the information they require for themselves. We don't run an authoritarian system at Virgin. We're driven by identified needs. If a department can show how a new software package will benefit, then we'll

either buy it or write it ourselves." There's no question that the IT issue is now high on the list of music company management priorities. Not just for the benefits and savings it offers but also because the consequences of late or mistaken implementation are, in the jargon of the IT industry, "mission critical". In other words, finding the correct IT solution could easily make the difference between company success and failure. **Ian Nicolson**

News

Talking Dashboards

Microsoft's new CE operating system – touted as the backbone of tomorrow's smallest PC-powered technologies – is behind the latest hands-free kit for the mobile office. The AutoPC allows drivers to use voice commands to operate in-car entertainment and to listen to e-mails and traffic reports translated into speech. Intel has also revealed plans to install the equivalent of an entire PC in the dashboard, using speech systems to offer the driver navigation advice, stock prices, traffic reports, headlines, and a voice-activated telephone. The same PC would also let passengers watch video, connect to the Internet, play computer games or use a word processor. www.microsoft.com



go to dotmusic.com to see these sites in action – <http://www.dotmusic.com/mw/>

MW New Media Awards

Entries are coming in for the UK Music New Media Awards which take place at the London Hilton on April 6.

Staged by Music Week and on-line magazine dotmusic as part of the Music Week Creative & Design Awards (CADS), the awards recognise creativity and effectiveness for those in the industry creating websites, enhanced CDs, CD-Roms, or any other creative application of interactive media for music.

There are four categories: Best Music Website, Best Website Design and the new category Most Creative Use of New Media. Now in their second year, the New Media Awards are judged by a panel of Internet and design executives and senior music industry figures.

"These awards provide a benchmark to gauge the best in new media in the music industry and recognise creative excellence," says dotmusic commercial manager Chris Sica.

Last year websites originating from Virgin dominated the awards, with the Spice Girls picking up the Best Artist Website with Everything But The Girl. With The Real Website and Channel 3 as joint runners up. Other awards went to Alex Digital for Warner's Perfect website and the official Pulp website, while Capital FM won the Best Music Related Website Award.

This year the competition promises to be hotter than ever, with the majority of record companies boasting websites and more cutting-edge net design coming to the fore. "There were a lot of sites launched early on that were just glorified advertising hoardings. Now they achieve a promotional



purpose as well as attracting more users to their designs," says Sica.

The New Media Awards judging panel will be on the lookout for how effectively a site reflects the image of the band or artist. Originality of design concept, visual impact and technical skill will be deciding factors, as will intuitive navigation and the sense of community the site engenders. dotmusic, the UK's most popular music magazine on the internet, currently attracts more than 100,000 worldwide users per month, and Sica says the number of visitors voting for the Readers' Choice New Media Award has been staggering. The category received more than 2,000 votes last year and has become one of the most popular features on the site. Last year's winner was the fan site Spice Shack, and visitors can vote this year through <http://www.dotmusic.com/readerschoice98.shtml>.

In the first of a regular series, the dotmusic site is also launching exclusive features on some of the brightest new media ideas for the music industry. To see dotmusic "on tour" the site can be visited on <http://www.dotmusic.com/mw/>.

Sica reports that record companies and media agencies are encouraged by the increasing amount of traffic visiting music-related websites and adds that, as the number of visitors increases, so does the record companies need to keep up the production of interesting and useful cutting-edge websites. "Sites are becoming more and more innovative in conveying the message a company wants to get across as well as being more daring in their design," he says.

CATHERINE EADE

INTERNET STRATEGY
BAND NAME REGISTRATION
ONLINE STORES
WEB DESIGN

music on-line

www.musiconline.com
telephone: 0161 228 3817
mailto:info@musiconline.com

MEDICITY'S 'LUCK JUST RAN OUT'

Your
short cut
 to the
market



DOCdata UK
 tel: +44 171 924 1661



DOCdata USA
 tel: +1 207 324 1124



DOCdata France
 tel: +33 1 41 83 1483



DOCdata Benelux
 tel: +31 13 544 6444



DOCdata Germany
 tel: +49 30 467 0840

Industrial
 Automation
 Integrators

Control
 Application
 Engineering



DOCdata
 Connectivity & Media

DOCdata N.V. is a leading independent producer of audio and multimedia CD's and provides related services, with facilities in the Netherlands, France, Germany, United Kingdom and the United States.

DOCdata also provides industrial automation software design and consulting services and designs and builds production systems based on optical and laser technology.

DOCdata N.V. is listed at the Amsterdam Exchanges (AEX) under symbol DOCD and at the NASDAQ Stock Market ticker symbol DOCDF.

DOCdataMedia Services



Helvoirseweg 9 5261 CA Vught
 The Netherlands tel: +31 73 684 7000

In Perfect Harmony

At MPO-AMERIC, we have been perfecting our craft for over forty years. That experience and our global network of sales offices and plants on 3 continents, have made us the largest independent CD manufacturing group in

the world. When unfaltering digital quality, international expertise, reliability and friendly professional service is what you're after, call on us. We can make a world of difference in perfect harmony.

MPO  **AMERIC**

YOUR GLOBAL DISC SOLUTION

See Us at Stand N° 24-02

MPO - Tel. +33 (0)1 41 10 51 51

<http://www.mpo.fr>

AMERIC DISC - Tel. +1 (514) 745 2244

<http://www.americdisc.com>


MPO


AMERIC

SINGLES

AIMMA: Those Days (Easy Jam EACD3009).

This talented 17-year-old singer's third single, following the regional success of Crazy On You, is a more uptempo, catchy R&B number. □□□□

KAREN RAMIREZ: Troubled Girl (Manifesto 5746392). There are shades of Sade on this first silky, latin-flavoured single by the Manifesto singer-songwriter – albeit with more spark in the production. Dance remixes by Way Out West and Boris Dlugosch should help sales in advance of an album release in June. Serious potential. □□□□

ESSENCE: The Promise (Innocent SINCID). The first signing to Virgin's new Innocent imprint is Ricky Simmons and Steve Jones, aka Chakra and the Space Brothers. Their anthemic synth sound and uplifting vocals are met by gentle breakbeats which successfully freshen up the formula. □□□□

BLACK CONNECTION: Give Me Rhythm (Krivageza 009165 EXT). This Seventies-style house track features all the right disco stylings to emulate the success of Bamboogie in the Top 40. □□□□

DI DADD: Coming Back (freedom TABCD 247). This big diva house track has been number one in Dado's native Italy and could see success here. □□□□

SALT TANK: Angels Landing (Itr FDC127/570 123-2). More representative of Salt Tank's ambient output than their recent move into darker breakbeats, Angels Landing is marked by heavenly vocals, Spanish-style guitars and soothing synth sweeps. □□□□

NO AUTHORITY: Don't Stop (Epic 6655592). The Californian teen band championed by Michael Jackson sound fresh and crisp in this very catchy, midtempo soul song. Ideal radio material – and a name to watch out for. □□□□

STEVE STOLL: Model T (Mute CDNMA45). Packed, kinetic dancefloors will be moving this unrelenting chunk of New York-influenced techno. □□□□

SPACE: The Ballad Of Tom Jones (Out CDGUT 18). An inspired parody, Space's Tommy Scott and Catoniana's Cerys Matthews



CHARLATANS: OUTSTANDING COLLECTION

ALAN JONES TALKING MUSIC

Recording a song containing the lyric "stop right now, thank you very much", the Spice Girls leave themselves open to critics' jibes, but the truth is that Stop is probably one of the stronger tracks on Spiceworld. Affectionately tipping its hat at Motown, it's simple and sweet, and gives them an outstanding chance of stretching their opening streak of number ones to seven. The inclusion of their Ain't No Stoppin' Us Now duet with Luther Vandross is a worthwhile bonus too. The third single from Celine Dion's current album Let's Talk About Love, My Heart Will Go On also doubles as the love theme from Titanic. Mellow Celtic stylings and superbly scored strings help the record build from quiet beginnings into a most powerful, stirring ballad, with Dion's voice adapting to whatever is required, from gentle



HINDA HICKS: FUNKY SINGLE

are at each other's throats throughout much of this chilling but wittily-written single which has a gorgeous melody to match. Space are leading for their biggest hit yet. □□□□

BLUSH: Feel My Vice (Ambition AMBC0001). Sounding like a hard-edged Bananarama Klingon over Bellissima with early KLF thrown in, this debut single from the pop trio is an attention-grabbing as any first outing can be. It's just too catchy to ignore. □□□□

LUCE DRAYTON: Different Drum (edel 0094655WHE). Drayton's new single covers the Stone Poneys' classic with grace and originality. It may not be tough enough to mix it with Meredith and Alanis, but the melody and chorus have proven ample. □□□□

BALLROOM: Bionic (Mother MUM98). A dreamy-guitar indie student favourite bolstered by yearning vocals and strings that rock D.M.C.-ed feel back and forth. This limited edition seven-inch sets up a promising year. □□□□

JAMES IHA: Be Strong Now (Irit HUTCD99). This sweet, laidback debut acoustic track by Smashing Pumpkins guitarist Iha is simply delightful. □□□□

NATALIE INBRUGLIA: Big Mistake (IRCA 74312527992). Swooning and sultry vocals, more Morisette than Texas, and a dream of guitar song to challenge Madonna for the number one spot. And she wrote it herself. □□□□

HINDA HICKS: If You Want Me (Island CID6857089). This funky track from the singer-songwriter and darling of R&B/soul critics takes the passion Hicks is able to deliver live. □□□□

MEREDITH BROOKS: What Would Happen (Capitol CDSP165). A mellow offering from the Brits nominee. This is a soulful melodic tune that reinforces the songwriting skills first heard with Birch. Her second release is preceded by a tour of the UK. □□□□

LEVELLERS: The Real (China WOKKCD2091). The Brighton ensemble continue their string of radio-friendly hits with a track which overlays sampled bass and



ULTRASOUND: AMBITIOUS, PROGRESSIVE APPROACH

drum loops into their sound. □□□□

GUS GUS: Polyester (RAD RAD 8002CD). Cool and spacy beats and lilting, harmonious vocals, reminiscent of a tripped-out Stereo MCs, from this engaging Icelandic collective, whose debut album was admired by Sasha & Digweed and David Byrne. □□□□

ULTRASOUND: Best Wishes (Mute NU039CD). Although Be-ide Kurt Russell is more instantly appealing, the elegiac lead track showcases UltraSound's ambitious, progressive approach despite some wobbly vocals. □□□□

QUEEN PEN: Man Behind The Music (INT12 Interscope). This debut single from the New York rapper follows her zealous performance on Blacktree's No One Diggity last year. Under the wing of Teddy Riley, success could be just around the corner. □□□□

SINGLE OF THE WEEK

MADONNA: Frozen (Warner W043CD 9362-43999-2). The inspirational first track from the forthcoming dance LP Ray Of Light is classic Madonna and surely guaranteed the top spot. □□□□□

ALBUMS

THE CHARLATANS: Melting Pot (Beggars Banquet BB0CD198). This is not a 'greatest hits' album, but a best of it most certainly is. Chronically their career from 1990's The Only One I Know to the singles from Tellin' Stories, this includes unreleased mixes and tunes picked by the band. Outstanding. □□□□□

MIKE PETERS: Rise (Isle EACD0019). The founder member of The Alarm follows an acclaimed debut with an innovatively written and arranged album further revealing a distinctive songwriting talent. □□□□□

VARIOUS: Dope De Positives (React REACT CD18). Another excellent collection of blunted beats and booming basslines assembled by John Stapleton, including tracks from Way Out West,

Freestyles and Monkey Mafia. □□□□

NASTASE: Use Time (SPV SPV085-4132CD). Ex-Dog Eat Dog man Dan Nastasi puts a hard edge on the second album from his band. Heavy guitars and sax stand out on this hardcore pop crossover of hip hop and rock. □□□□

FAMILY STAND: Connected (Elektra 862032). The Ghetto Heaven crew return with an old school soul record whose Rufus, Stevie and Commodores stylings may struggle for airplay but nevertheless deserve wider exposure. □□□□

ELVIS PRESLEY: Blue Suede Shoes - The Ultimate Rock 'n' Roll Collection (IRCA 74321 55528-2). He may have been snubbed by last month's Millennium survey but, in his pre-army period, no-one could touch Elvis. Rock became more sophisticated in the four decades following, but arguably never got any better than the 33 tracks anthologised here. □□□□

VARIOUS: UK Garage Fresh Vol. 2 (Subversiv SUB45). Another fresh'n'buff selection of top speed garage tunes, featuring Geriade and Inna City. □□□□

ATOUF DE LUDE: Immoblie (Network 6 6700 20 20 20). The UK's first indie label's second LP is elegant and innovative indie music with a twist of classic Sixties French pop. □□□□

VARIOUS: Athletic Speak (Athletic ATH0001). DJ/label collective Athletico are riding high in the big beat scene and their scratchy, funk-influenced sound comes across loud and clear. □□□□

ALBUM OF THE WEEK

WARMS JETS: Future Signs (This Way Up Island 524 354-2). This splendid debut including adrenaline-fueled singles Never Never and Funked-up soundscapes Warm Jets beyond the reach of their Brats peers. □□□□□

This week's reviews: Simon Abbott, Dougal Baird, Sarah Davis, Catherine Eads, Neil Gibson, Sophie Moss, Ian Nicolson, Rick Naylor, Dean Pattinson, Paul Vaughan and Paul Williams.



THE OFFICIAL UK CHARTS

CHART FOCUS



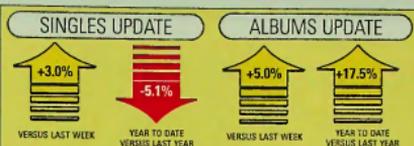
James Horner's music for the movie *Titanic* becomes the first incidental score ever to top the British album chart, surging 5.1% this week. The album, which is also the first ever number one for Sony Classical, sold 52,000 copies last week, 4,000 more than *The Verve's* Urban Hymns, which dips to number two.

Urban Hymns was second to Oasis' *Be Here Now* in the list of best-selling albums of 1997 trailing by around 200,000 sales but its powerful start to 1998 has lifted its sales to nearly 1.6m, about 50,000 more than *Be Here Now*. Before being dethroned by *Titanic*, Urban Hymns had spent six weeks in a row at number one, and to add to the five it registered immediately after its release last October. Its overall tally of 11 weeks at number one is bettered by only two albums in the nineties - the Spice Girls' *Spice World* (10 weeks) and - and equalled by Meat Loaf's *Bat Out Of Hell II - Back Into Hell* and Alanis Morissette's *Jagged Little Pill*. Thus far, Urban Hymns has spent its entire chart career - 19 weeks - in the top three. The last album to enjoy a longer initial top three residency was Oasis' (What's The Story) Morning Glory?, which didn't fall to four until its 31st week.

On the singles chart, Aqua's *Doctor Jones* shows enough growth to outpace the Backstreet Boys' latest *All I Have To Give*, which debuts at number two. All I Have To Give is the Backstreet Boys' eighth straight Top 10 hit and their fifth in a row to make the top five, both trends being superior to the current track record of all the other boys bands except Boyzone. It's also the third top three hit in as many releases from their Backstreet's Back album, which has sold 530,000 copies in the six months since its release but, which has surprisingly dropped 10 places in the last fortnight, slumping 16-21-26.

Meanwhile, the latest girl group to make its presence felt is Cleopatra. The Manchester sisters are the youngest of the girl groups to chart - Yainam is 13, Cleopatra is 15 and Zainam is 17 - and the second highest charting group comprising solely of sixteen in chart history, the number three pointing of the fact that Cleopatra's *Theme* being beaten only by Sister Sledge, who topped the chart with *Frankie* in 1985. They also boast the youngest songwriter in the current chart, as Cleopatra's *Theme* was written by the middle sister whose name is also that of the group.

For obvious reasons, whatever *Elton John* does as his new single sales likely to have insignificant sales



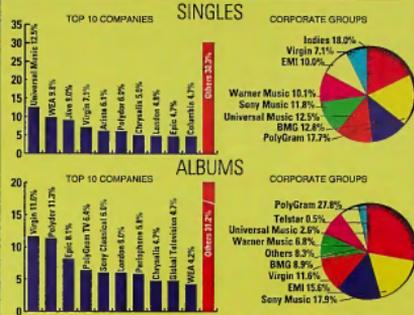
Robbie Williams' single finally ascends to the apex of the airplay chart this week, after a lengthy 11 week climb. It's the slowest climb yet to the top of the chart, eclipsing Toni Braxton's *Un-Break My Heart*, which made it at the ninth attempt in December 1996. Williams' single has spent 10 weeks in the Top 10 of the C/N chart, and its apparently consistent appeal to record buyers has been crucial in maintaining its airplay support. In the absence of wide appeal 1998 releases, the top four records in this week's chart are collectively the oldest quarter ever to hold such high placings. Aside from Angels they are All Saints' *New Power* (on its 14th week in the chart), and *Robbed of Top billing* by a mere 1/3 of a million listeners this week, the *LightHouse Family's* *High (10th week)* and *Janet Jackson's* *Together Again* (13rd week). With *Notre Dame* (14th week) for holding eighth place in its 18th week on the chart, things are getting pretty stale.

Lower down, Aqua's *Doctor Jones* is finally getting airplay more commensurate with its sales success, and reverts 95-97, while returning here *Madonna's* *Frozen* is the highest new entry into the Top 50 at number 21. *Doctor Jones* moved out of intensive care thanks to a major increase in support from Radio One - where it was played 12 times last week, compared to only twice the week before - and also earned 11 spins at Capital. *Frozen* managed to snare 15 plays from each station, which, between them, delivered slightly under half of the 22m audience enjoyed by the record. *Frozen's* early success suggests that radio stations' response to Madonna's last single - *Another Suitcase In Another Hall* - was due to the song's un-fashionability, not the artist's. Madonna's first Evita single, *Don't Cry For Me Argentina*, peaked at three on the airplay chart but *Another Suitcase In Another Hall* fell short of the Top 50, despite peaking at number seven on the C/N (sales) chart.

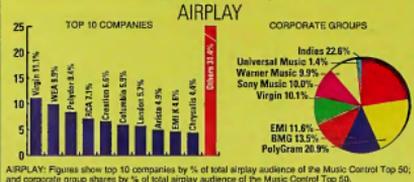
The most added record at radio a fortnight ago, Aussie duo *Savage Garden's* *Truly Madly Deeply* experienced very strong growth again last week, with support for the recent US number one being very doubling, sending it soaring 62-26. One of the record's earliest and strongest supporters is London's Capital Radio, where it has been played 64 times in the last fortnight.

After exploding 203-32 a fortnight ago, the Llys's maddeningly commercial *Nanny In Manhattan* has stalled. It climbed to 31 last week but now slips to 34. **Alan Jones**

AT-A-GLANCE WEEKLY MARKET SHARE



SINGLES: Figures show top 10 companies by % of total sales of the Top 75; and corporate group shares by % of total sales of the Top 75. **ALBUMS:** Figures show top 10 companies by % of total sales of the combined Top 75; and corporate group shares by % of total sales of the combined Top 75.



AIRPLAY: Figures show top 10 companies by % of total airplay audience of the Music Control Top 50; and corporate group shares by % of total airplay audience of the Music Control Top 50.

compared to the history making *Candle In The Wind 97*. In the event, *Recover Your Soul* makes a respectable debut at number 16, though its first week sales are barely 1/6 of the first week sales of *Candle In The Wind*. Its success...

...never, make Elton the only one so far to have enjoyed a new hit every year in the nineties. Even more impressively, Elton has had a hit each and every year since his 1971 debut *Your Song*. Elton can maintain his record for three more years he will top the record of 30 consecutive years of hits enjoyed by *Elvis Presley* from 1956 to 1985, though whether "enjoyed" is the correct word for an artist who died several

years before his run came to an end is debatable.

The fading glory of his name is the number two album in C's *Music Of The Millennium* programme sees the *Stone Roses'* self-titled 1989 debut slump 62-55. It's the group's former lead vocalist *Lan Brown's* debut solo album *Unfinished Monkey Business* debuts at number four. It's not just the highest new entry of the week - it's the highest new entry of 1998, and its success - it sold 40,000 copies last week - partially compensates dealers for below par chart entries by both *Goldie* (number 15) and *Pearl Jam* (number seven). **Alan Jones**

music week CREATIVE AND DESIGN AWARDS 1998

Monday 6 April 1998 - London Hilton on Park Lane.
 If you have already requested an entry pack, you will be receiving one shortly. If not, please call Louise Stevens or Lucia Nicolai on 0171 921 5982 or 5904 for further details. Please note that the deadline for entries will be the last week in February. For sponsorship information, contact the Music Week Sales Dept. on tel: 071 620 3636 or fax: 071 921 5984.

MUSIC VIDEO AWARDS: BEST POP VIDEO, BEST DANCE VIDEO, BEST ROCK / ALTERNATIVE VIDEO, BEST VIDEO OF 1997. **VIDEO TECHNICAL AWARDS:** BEST CINEMATOGRAPHY, BEST EDITING, BEST ART DIRECTION, BEST USE OF SPECIAL EFFECTS. **NEW MEDIA AWARDS:** BEST ARTIST WEBSITE, BEST WEBSITE DESIGN, BEST MUSIC WEBSITE, MOST CREATIVE USE OF TECHNOLOGY. **ADVERTISING AWARDS:** BEST CONSUMER PRESS ADVERTISEMENT, BEST TRADE PRESS ADVERTISEMENT, BEST TV ADVERTISEMENT, BEST ADVERTISING CAMPAIGN. **DESIGN AWARDS:** BEST ADVERTISING CAMPAIGN, BEST DESIGN AND PACKAGING AWARDS, BEST SINGLE DESIGN, BEST ALBUM DESIGN, MOST INNOVATIVE PACKAGING, BEST ART DIRECTION OF A PROJECT. **SPECIAL AWARDS:** NEW DIRECTOR OF THE YEAR, DIRECTOR OF THE YEAR, VIDEO COMMISSIONER OF THE YEAR, DESIGNER OF THE YEAR, THE CREATIVE AWARD



TOP 75 SINGLES

14 FEBRUARY 1998

NEW		Title	Artist (Producer) Publisher (Writer)	Label CD/Class (Distributor)	Title	Artist (Producer) Publisher (Writer)	Label CD/Class (Distributor)
1	NEW	DOCTOR LUNGS	UNIVERSAL (MCA) 84071-LM845 (BMG)	Virgin VSCDT 1676W/96 1676 (E)	38	HIGHER THAN REASON	Virgin VSCDT 1676W/96 1676 (E)
2	NEW	ALL I HAVE TO GIVE	Jive JIVECD 4451UEV 445 (EP)	Virgin VSCDT 1676W/96 1676 (E)	39	1800	Polygram 5919202/59194 (P)
3	NEW	CLEOPATRA'S WIG	WEA WEA 138CWA 138C (W)	Virgin VSCDT 1676W/96 1676 (E)	40	B-B-BOY STANCE	Frankenware FND 7NC 7 (M/V) (M)
4	NEW	YOU MAKE ME WANNA... *	Lafayette 74215905/374215905A (BMG)	Virgin VSCDT 1676W/96 1676 (E)	41	IT'S ALL ABOUT THE BENJAMINS	Puff Daddy/Arista 0210381670/210381670 (A)
5	NEW	NEVER EVER #2	London LONDON 407A/LONDON 407 (P)	Virgin VSCDT 1676W/96 1676 (E)	42	TELEUTHESIS SAY-EH-OH! *	808 Woods/Black WMS 0180W/WMS 0180 (BMG)
6	NEW	GETTIN' JIGGY WIT' IT	Columbia 6659265/6659264 (S)	Virgin VSCDT 1676W/96 1676 (E)	43	HAIL MARY	Intertracore INC 9553V/INC 9553 (A)
7	NEW	ANGELS *	Chrysalis CDCHS 50743/50743 (E)	Virgin VSCDT 1676W/96 1676 (E)	44	5 AVENGING ANGELS	Cap DIGUT 18/CAGUT 18 (E)
8	NEW	HIGH *	Polygram 5891445/5891444 (P)	Virgin VSCDT 1676W/96 1676 (E)	45	BLUE FEAR	Xtravaganza/EMI 091458/EXT091489 EXT 091489 (E)
9	NEW	MULDER AND SCULLY	Blanca Negro NEG 119C/NEG 119C (W)	Virgin VSCDT 1676W/96 1676 (E)	46	THE PRESSURE	AMP-PM 5824782 (E)
10	NEW	TOGETHER AGAIN *	Virgin VSCDT 1676W/96 1676 (E)	Virgin VSCDT 1676W/96 1676 (E)	47	SO GOOD/FREE LOVE 98	Delirious 742159402/742159404 (M)
11	NEW	ALANE	Polygram 5891445/5891444 (P)	Virgin VSCDT 1676W/96 1676 (E)	48	YOU MAKE ME FEEL (MIGHTY REAL)	Manitex FESCD 38/FESCD 38 (P)
12	NEW	LE DISC JOCKEY	Sam COSUM 21/OSUM 21 (C/M)	Virgin VSCDT 1676W/96 1676 (E)	49	GOIN' TO VEGAS	Sony S2 6694862/6694864 (SM)
13	NEW	WISHING ON A STAR	Northwestside 742155463/742155242 (BMG)	Virgin VSCDT 1676W/96 1676 (E)	50	MAYBE I'M AMAZED	Carlen YRCD 128/YRCD 128 (E)
14	NEW	BAMBOOZIE	VC Records VCRD 29/VCRD 29 (E)	Virgin VSCDT 1676W/96 1676 (E)	51	2 TOO MUCH *	Virgin VSCDT 1676W/96 1676 (E)
15	NEW	MEET HER AT THE LOVE PARADE	Manifesto FESCD 38 (P)	Virgin VSCDT 1676W/96 1676 (E)	52	PRINCE IGO!	Del Jem/Mercury 6749602/6749604 (P)
16	NEW	RECOVER YOUR SOUL	Rocket EJSCD 40/EJSCD 40 (P)	Virgin VSCDT 1676W/96 1676 (E)	53	NO SURPRISES	Paraphone CDDATAS 04/NCDDATA 04 (P)
17	NEW	RENEGADE MASTER '98	Hi-Life/Project 2entz 619/2entz 619 (P)	Virgin VSCDT 1676W/96 1676 (E)	54	MY STAR	Polygram 5718972/5718973 (P)
18	NEW	IT STARTED WITH A KISS	EMI CDHOT 161/CDHOT 161 (E)	Virgin VSCDT 1676W/96 1676 (E)	55	SAINT OF ME	Virgin VSCDT 1676W/96 1676 (E)
19	NEW	DESIRE	Positive CDTV 87/CDTV 87 (E)	Virgin VSCDT 1676W/96 1676 (E)	56	SCHÖNEBERG	Warmer 100P/100P (E)
20	NEW	CRAZY TALK PARTY GIRL	Virgin VSCDT 1676W/96 1676 (E)	Virgin VSCDT 1676W/96 1676 (E)	57	NEW	Perfecto PERF 15C/20 (E)
21	NEW	HIDEAWAY 1998	MCA Lason/Philly/Atlantic 742156105/742156104 (BMG)	Virgin VSCDT 1676W/96 1676 (E)	58	STARSHIP TROOPERS	Coalition DOLA 000A/DOLA 000A (W)
22	NEW	5,6,7,8	Jive JIVECD 438/UEV 438 (P)	Virgin VSCDT 1676W/96 1676 (E)	59	WIND BENEATH MY WINGS	RCA 742152372/742152374 (A)
23	NEW	PERFECT DAY #2	Chrysalis CDCHS 50743/50743 (E)	Virgin VSCDT 1676W/96 1676 (E)	60	I'LL BE THERE FOR YOU	Jive JIVECD 431/JIVEC 431 (P)
24	NEW	AIN'T THAT JUST THE WAY	Widow's CDNEF 01/CDNEF 01 (E)	Virgin VSCDT 1676W/96 1676 (E)	61	DUB LATE CULTURE	Satellite 742159502/ (BMG)
25	NEW	ALL ABOUT THE WORLD	Creation CRESD 280/CRESD 280 (M/V)	Virgin VSCDT 1676W/96 1676 (E)	62	ALL NIGHT ALL RIGHT	Mushroom MUSH 21/CDMUSH 21 (M/V)
26	NEW	AMBSA	EMI CDEM 438/ETC 438 (E)	Virgin VSCDT 1676W/96 1676 (E)	63	2 NOT STOP	Infarmo CDERN (03)/CDERN (P)
27	NEW	I THINK I'M IN LOVE	Dedicated SPIRIT 01/CD/CD (P)	Virgin VSCDT 1676W/96 1676 (E)	64	SOMETHING ABOUT THE WAY... CANDLE IN THE WIND 1997	Cap DIGUT 18/CAGUT 18 (E)
28	NEW	SOMEBODY ELSE'S GUY	AMP-PM 58251/58252 (A)	Virgin VSCDT 1676W/96 1676 (E)	65	GIVEN TO FLY	EMI 6653240/6653241 (A)
29	NEW	TORN *	RCA 742157862/742157864 (BMG)	Virgin VSCDT 1676W/96 1676 (E)	66	I WILL BE YOUR GIRLFRIEND	Food/EMI CDFOODS 109/CDFOOD 108 (E)
30	NEW	TOURNAQUET	Epitaph 66504/66504 (M)	Virgin VSCDT 1676W/96 1676 (E)	67	CHILDREN OF THE NIGHT	Peach PCHCD 06/PCHCD 06 (E)
31	NEW	THE YEAR OF YOUR LIFE (GOOD RIDDANCE)	Rayray W 6400D/14W 303C (W)	Virgin VSCDT 1676W/96 1676 (E)	68	THE ONLY ONE	Eagle EA5XA 016/EA5XA 016 (BMG)
32	NEW	THE STORY OF LOVE	EMI OTT 120/OTT 12 (E)	Virgin VSCDT 1676W/96 1676 (E)	69	TELL HIM	EMI 6653268/6653264 (A)
33	NEW	SYLVIE	Creation CRESD 279X/CRESD 279 (M/V)	Virgin VSCDT 1676W/96 1676 (E)	70	LUCKY MAN	Mercury 6749602/6749604 (P)
34	NEW	HOW COULD I? (INSECURITY)	Columbia 6654026/6654024 (SM)	Virgin VSCDT 1676W/96 1676 (E)	71	SPIN-SPIN SUGAR	Cap DIGUT 18/CAGUT 18 (E)
35	NEW	SKY'S THE LIMIT	Puff Daddy/Arista 742156192/742156194 (BMG)	Virgin VSCDT 1676W/96 1676 (E)	72	AS LONG AS YOU LOVE ME	Jive JIVECD 434/JIVEC 434 (P)
36	NEW	BARBIE GIRL #2	Universal UM041/UM041 (M)	Virgin VSCDT 1676W/96 1676 (E)	73	FEEL SO GOOD	Puff Daddy/Arista 742156242/742156244 (SM)
37	NEW	NEVER NEVER	Island W4 6786 (P)	Virgin VSCDT 1676W/96 1676 (E)	74	RARE, PRECIOUS AND GONE	Chrysalis CDCHS 50743 (E)

As used by Top Of The Pops and Radio One

dive boogie
The Club Chart No. 1 Out Now
WEA 147 CD 3984022000 2 - WEA 147 CD 3984 22001 2

CHRIS REA
THE SINGLE OUT NOW. From the album "THE BLUE CAFE"
EWSX/CD

AIRPLAY PROFILE

STATION OF THE WEEK

Ram FM's programme controller Rob Wagstaff is not someone to shy away from the fight for listeners in the competitive world of commercial radio.

As head of the GWR-owned station based in Derby he drew up his battle plan a year ago, focusing his offensive on the breakfast show. "Breakfast is the battleground for radio and we must get it right. This is the time of day to use the music to get people listening by creating a 'must-listen' show. We stress to the presenters that if they are not playing good music then the speech content has to be entertaining and informative," he says.

Wagstaff joined Ram FM a year ago from Trent FM where he was programme controller for three years. The group then decided he should swap roles with Ram's previous high-profile programme controller Dick Stone. "The idea was to bring a fresh approach to both stations, and my main aim when I came here was to make Ram more focused on music," says Wagstaff.

Like all GWR stations, Ram's playlist is governed by the group's advance listener research system rather than the CIM chart. Nevertheless, a study of its most-played songs reveals that three of the station's five favourite tracks last week were still in the sales top 10. "We rely on our research to see what is trending well. Natalie Imbruglia's Torn is a good example of how important research is because it has been out a long time but remains hugely popular. It is the type of track our listeners will still select on the jukebox when they go out. The same

TRACK OF THE WEEK

SPACE: AVENGING ANGELS

Intermedia had TV as much as radio to thank for the extensive airplay of Space's Avenging Angels. The song entered the airplay chart at number 47 on December 13, in a week that the video was previewed on The Chart Show and the band performed on This Morning. Over the next six weeks Space would appear and have their video featured on programmes including Top Of The Pops, The Big Breakfast, TFI Friday, Sex News and Live And Kicking as well as enjoying nearly 20 plays a week on MTV.

All this helped raise the song's profile at local radio, which was slow to pick up on a track that was an early favourite with Xfm, Radio One, Virgin and Capital FM in London. The regional stations offering the most support were MFM and Red Dragon, although total plays monitored by Music Control never got above 1,200 a week.

Radio One played Avenging Angels more than a month before release and rotated the song more than 20 times a week throughout most of December and January. Support on Virgin was even more prolific, with

RAM FM TOP 10		
Track/Artist (Label)	Plays	
1 Never Ever All Saints (London)	50	
2 Angela Robbie Williams (Chrysalis) 49		
3 Ain't That Just The Way (Lynce McNeal) (Widapar)	48	
4 Toni Natalie Imbruglia (RCA)	40	
5 Together Again Janet Jackson (A&M)	35	
6 Lucky Man The Verve (Hu)	29	
7 Too Much Spice Girls (Virgin)	27	
8 Story Of Love OJT (Epic)	27	
9 Amnesia Dumbawamba (EMI)	26	
10 Maybe Im Amazed Gordon Anderson (Circus/Arca)	26	

Source: Music Control (week to 31/01/98)

can be said about Robbie Williams' Angels and All Saints' Never Ever—tracks that we will continue to play once they leave the chart if they still test well."

Ram does not have any specialist music shows but it does allocate a slot called the Hot Seven at Seven to new signed bands and local acts.

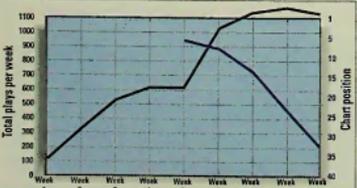
Wagstaff has introduced themed weekends to retain his audience's loyalty. The station promoted a Titanic Weekend at the beginning of February featuring songs that "only sailed into the chart once", while this Saturday and Sunday February 7 and 8 is Bets Weekend concentrated on songs from nominated artists. **Steve Hemsley**



Between 25-42 plays recorded every seven days.

The audience treasured on national radio was enough to keep Avenging Angels in the top 20 on the airplay chart, while the radio and TV support reinforced sales of the single which entered the CIM chart at number six on the January 10 roundup. When it slipped to number eight the second week, it was still the third most popular song on radio one with 26 plays.

By the time the single had left the Top 20 sales chart it was receiving more than 40 spins a week on Virgin while Atlantic 252 had increased its weekly rotation from 48 to 28. **Steve Hemsley**



BIG RADIO 1

RADIO 1

Pos	Title/Artist (Label)	No of plays	Wk
1	MULDER & SCULLY Caroleen (Blanca Y Negro)	30	30
2	BRIMFUL OF ASHA Cornejo (Virgin)	21	27
3	YOU MAKE ME WANNA... Usher (Lafayette/Arista)	30	26
4	NANNY IN MANHATTAN Lys (Cher)	29	26
5	EVERY DAY SHOULD BE A HOLIDAY Cindy Warbler (Capitol)	25	25
6	SEXY BOY Ar (Sire)	27	24
7	SOLOMON BITE THE WORM Busted (Supercube Quality/A&M)	14	24
7	LEGEND OF A COWGIRL Inara Capeloa (Columbia)	25	23
9	GETTIN' JIGGY WIT IT Will Smith (Columbia)	23	23
9	SO GOOD Juliet Roberts (Debutco)	10	23
9	TREAT INFAMY Reef Assault (Reefbox)	20	23
9	AMNESIA Dumbawamba (EMI)	23	23
9	B-B-OY STANCE Freshwelder (Freshwelder)	23	23
12	IT'S ALL ABOUT THE BENJAMINS (ROCK REMIX) Puff Daddy & The Family (Polygram/Arista)	20	21
13	MY STAR Jan Brown (Polydor)	25	20
14	TIME OF YOUR LIFE (GOOD RIDDANCE) Green Day (WEA International)	22	19
14	RENEGADE MASTER Whitehead (Polydor)	24	19
14	ALL AROUND THE WORLD Quika (Debutco)	28	18
14	ONLY THE STRONGEST WILL SURVIVE Hurricane (Creation)	15	18
14	CLEOPATRA'S THEME Cleopatra (WEA)	13	18
14	HAND IN YOUR HEAD Money Mark (A&M)	21	18
14	FROZEN Madonna (Mercury)	9	18
14	MEET HER AT THE LOVE PARADE Ca Heel (Mercury/Mercury)	14	17
14	ALL HAVE TO GIVE Backstreet Boys (Jive)	17	17
14	MUCH LOVE Shela Arca (WEA)	12	15
14	BALLAD OF ANGELS Space (Hu)	8	15
14	SARBEL Black Drop (Radioactive)	3	15
14	MONY MONY QUEEN OF THE NIGHT (Radioactive)	7	13
14	SONNET The Verve (Hu)	21	13
14	BUY ROY ROCK Louick (Concrete/Constraction)	2	12
14	SYLVIE Sine Eriava (Creation)	10	12
14	DOCTOR JONES Alca (Universal)	1	12

© Music Control UK. Titles ranked by total number of plays on Radio One from 00:00 on Sunday 1 February until 24:00 on Saturday 7 February 1998

Pos	Title/Artist (Label)	Wk	No of plays	Wk
1	NEVER EVER All Saints (London)	1922	1866	
2	TOGETHER AGAIN Janet Jackson (Virgin)	1712	1817	
3	HIGH Lightbox Family (Wid Card/Polydor)	1557	1708	
4	ANGELS Robbie Williams (Chrysalis)	1612	1639	
5	TORN Natalie Imbruglia (RCA)	1494	1440	
5	ALL AROUND THE WORLD Quika (Debutco)	1438	1440	
7	AIN'T THAT JUST THE WAY Lynce McNeal (Widapar)	1423	1350	
8	AMNESIA Dumbawamba (EMI)	1236	1252	
9	YOU MAKE ME WANNA... Usher (Lafayette/Arista)	1017	1173	
10	GETTIN' JIGGY WIT IT Will Smith (Columbia)	809	1136	
11	MULDER & SCULLY Caroleen (Blanca Y Negro)	880	1044	
12	BRIMFUL OF ASHA Cornejo (Virgin)	519	958	
13	SOMEBODY ELSE'S YOU Ca Hee Penton (A&M)	801	888	
14	BAMBOOZIE Barbara (V/C Recordings)	1078	833	
15	BABY CAN I HOLD YOU TONIGHT Reverse (Polydor)	938	833	
16	AVENGING ANGELS Space (Hu)	963	830	
17	ALL I HAVE TO GIVE Backstreet Boys (Jive)	588	810	
18	TOO MUCH Spice Girls (Virgin)	1202	801	
19	STORY OF LOVE OJT (Epic)	817	798	
20	MY HEART WILL GO ON Celine Dion (Epic)	279	712	
21	DOCTOR JONES Alca (Universal)	419	674	
22	SO GOOD Juliet Roberts (Debutco)	875	669	
23	TRULY MADLY DEEP Savage Garden (Columbia)	457	649	
24	SHOUL I MAKE LOVE Robin (Frochet)	548	615	
25	LUCKY MAN The Verve (Hu)	856	589	
26	PERFECT DAY Verve (Chrysalis)	658	584	
27	FREE DAY Verve (Chrysalis)	658	584	
28	HOW COULD IT (INSECURITY) Reef Assault (Debutco)	633	561	
28	WISHING ON A STAR Jax-J Two featuring Green Day (Blanca Y Negro/Warner)	465	518	
30	YOU MAKE ME FEEL (MIGHTY REAL) Bryan Stingley (Mercury/Mercury)	584	500	

© Music Control UK. Titles ranked by total number of plays on 46 mainstream independent local stations from 00:00 on Sunday 1 February until 24:00 on Saturday 7 February 1998

VIRGIN

Pos	Title/Artist (Label)	No of plays	Wk
1	ALL AROUND THE WORLD Quika (Debutco)	39	30
2	ANGELS Robbie Williams (Chrysalis)	35	37
3	LUCKY MAN The Verve (Hu)	35	35
4	MULDER & SCULLY Caroleen (Blanca Y Negro)	35	35
5	BACK TO YOU Bryan Adams (A&M)	32	34
6	AVENGING ANGELS Space (Hu)	29	30
6	LEGEND OF A COWGIRL Inara Capeloa (Columbia)	25	28
8	TORN Natalie Imbruglia (RCA)	27	28
9	NO SURPRISES Puff Daddy (Polygram)	24	27
10	AMNESIA Dumbawamba (EMI)	18	26

© Music Control UK. Station profile charts rank titles by total number of plays per station from 00:00 on Sunday 1 February until 24:00 on Saturday 7 February 1998

ATLANTIC 252

Pos	Title/Artist (Label)	No of plays	Wk
1	TOGETHER AGAIN Janet Jackson (Virgin)	861	861
2	NEVER EVER All Saints (Virgin)	801	851
3	AVENGING ANGELS Space (Hu)	81	81
4	YOU MAKE ME WANNA... Usher (Lafayette/Arista)	58	23
5	SOMEBODY ELSE'S YOU Ca Hee Penton (A&M)	38	21
6	ANGELS Robbie Williams (Chrysalis)	76	33
7	AIN'T THAT JUST THE WAY Lynce McNeal (Widapar)	46	30
8	ONLY THE STRONGEST WILL SURVIVE Hurricane (Creation)	45	30
8	STORY OF LOVE OJT (Epic)	43	30
8	AMNESIA Dumbawamba (EMI)	48	30
8	MULDER & SCULLY Caroleen (Blanca Y Negro)	36	30

TOP 50 AIRPLAY HITS

14 FEBRUARY 1998

music control
UK

Pos	Weeks on chart	Title	Artist	Label	Total plays	Plays % up or	Total audience	Audience % up or
1	3	ANGELS	Robbie Williams	Chrysalis	1799	-2	58.60	+2
2	2	NEVER EVER	All Saints	London	2050	-4	58.26	-1
3	6	HIGH	Lighthouse Family	Wild Card/Polydor	1875	+6	56.62	+15
4	4	TOGETHER AGAIN	Janet Jackson	Virgin	2134	+5	54.53	+2
5	9	YOU MAKE ME WANNA...	Usher	LaFace/Arista	1472	+16	53.18	+20
6	1	ALL AROUND THE WORLD	Oasis	Creation	1583	-3	49.78	-20
7	1	AMNESIA	Chumbawamba	EMI	1351	+1	47.40	+3
8	5	TORN	Natalie Imbruglia	RCA	1542	-5	46.07	-14
9	13	MULDER & SCULLY	Catatonia	Blanco y Negro	1185	+20	41.87	+19
10	14	GETTIN' JIGGY WIT IT	Will Smith	Columbia	1374	+32	40.85	+22
11	18	SOMEBODY ELSE'S GUY	Ce Ce Peniston	A&M	1046	+14	39.79	+35
12	17	BRIMFUL OF ASHA	Cornershop	Wiiija	1046	+74	38.65	+22
13	9	AVENGING ANGELS	Space	Gut	964	-16	37.80	-8
14	15	AIN'T THAT JUST THE WAY	Lutricia McNeal	Wildstar	1500	-5	35.76	+8
15	12	SO GOOD	Juliet Roberts	Delirious	822	-27	31.18	-19
16	21	ALL I HAVE TO GIVE	Backstreet Boys	Jive	891	+22	29.05	+8
17	16	STORY OF LOVE	OTT	Epic	878	-17	28.33	-33
HIGHEST CLIMBER								
18	20	MY HEART WILL GO ON	Celine Dion	Epic	776	+162	26.01	+27
19	16	19	BABY CAN I HOLD YOU TONIGHT	Boyzone	880	-12	25.55	+69
20	30	30	RECOVER YOUR SOUL	Elton John	415	-2	22.96	+33
21	31	31	FROZEN	Madonna	333	+184	22.85	+107
22	11	11	BAMBOOGIE	Bamboo	1002	-27	22.76	+63
23	30	30	SUNNET	The Verve	469	+87	21.90	-18
24	24	24	TIME OF YOUR LIFE (GOOD RIDDANCE)	Green Day	297	-2	21.24	-1
25	34	34	ONLY THE STRONGEST WILL SURVIVE	Hurricane#1	295	+43	20.11	+23
26	81	81	TRULY MADLY DEEPLY	Savage Garden	662	+43	19.76	+93
27	35	35	DOCTOR JONES	Aqua	711	+63	19.16	+207
28	35	35	WISHING ON A STAR	Jay-Z Featuring Gwen Dickey	619	+8	18.74	-14
29	38	38	FREE	Ultra Nate	647	-11	18.46	-10
30	38	38	TOD MUCH	Spice Girls	825	-49	18.27	-51
31	35	35	LEGEND OF A COWGIRL	Imani Coppola	224	+87	18.19	+63
32	32	32	NO SURPRISES	Radiohead	547	-22	17.89	+50
33	33	33	SYLVIE	Saint Etienne	491	+44	17.79	+46
34	31	31	NANNY IN MANHATTAN	Livvy	184	+48	17.44	-2
35	41	41	SHOW ME LOVE	Robyn	631	+11	17.36	+30
BIGGEST INCREASE IN PLAYS								
BIGGEST INCREASE IN AUDIENCE								
36	100	100	TREAT INFAMY	Rest Assured	233	+357	17.29	+343
37	19	19	LUCKY MAN	The Verve	681	-45	16.71	-67
38	40	40	EVERY DAY SHOULD BE A HOLIDAY	Dandy Warhols	108	+32	16.39	+29
39	29	29	PERFECT DAY	Various	602	-15	15.29	-22
40	27	27	MY STAR	Polydor	244	-20	15.27	-26
41	21	21	RENEGADE MASTER	Wildchild	246	-19	14.84	-19
42	25	25	SOLOMON BITES THE WORM	Bluetones	158	+10	14.77	-6
43	40	40	CLEOPATRA'S THEME	Cleopatra	333	+140	14.71	+48
44	42	42	YOU SEXY THING	Hot Chocolate	462	-2	14.39	+10
MOST ADDED								
45	39	39	YOU'RE STILL THE ONE	Shania Twain	325	+60	14.18	-2
46	44	44	SEXY BOY	Air	114	+31	13.81	+11
47	40	40	MUCH LOVE	Shola Ama	299	+32	12.77	+21
48	43	43	IT'S ALL ABOUT THE BENJAMINS (ROCK REMIX)	Puff Daddy & The Family	55	-4	12.43	+1
49	45	45	AS LONG AS YOU LOVE ME	Backstreet Boys	448	-14	12.31	-4
50	38	38	B-BOY STANCE	Freestyles	54	-2	12.07	-13

© Music Control UK. Compiled from data gathered from 100 UK radio stations on Saturday 7 February 1998. Stations ranked by audience figures based on total first four plays data. Δ Audience increase Δ Audience increase 50% or more

TOP 10 GROWERS			Total plays	Increase in no. of plays
Pos.	Title/Artist (Label)			
1	MY HEART WILL GO ON Celine Dion (Epic)	776	480	
2	BRIMFUL OF ASHA Cornershop (Wiiija)	1046	445	
3	GETTIN' JIGGY WIT IT Will Smith (Columbia)	1374	335	
4	DOCTOR JONES Aqua (Universal)	711	276	
5	HOW COULD IT (INSECURITY) Reefarfad (Columbia)	537	242	
6	SUNNET The Verve (Hut)	469	218	
7	FROZEN Madonna (Maverick)	333	207	
8	YOU MAKE ME WANNA... Usher (LaFace/Arista)	1472	204	
9	TRULY MADLY DEEPLY Savage Garden (Columbia)	662	200	
10	MULDER & SCULLY Catatonia (Blanco Y Negro)	1185	195	

© Music Control UK. Chart shows tracks boasting greatest increase in the number of plays

MUSIC WEEK 14 FEBRUARY 1998

TOP 10 MOST ADDED			Total entries	Stations	Add'l no. weeks
Pos.	Title/Artist (Label)				
1	YOU'RE STILL THE ONE Shania Twain (Mercury)	32	25	13	
2	TOURNIQUET Headwinds (Epic)	33	17	12	
3	BE ALONE NO MORE Another Level (Northwestside)	49	29	11	
4	HOW DO I LIVE Leann Rimes (Curb/The Hit Label)	15	9	9	
5	TREAT INFAMY Rest Assured (Punk/London)	31	13	7	
6	BRIMFUL OF ASHA Cornershop (Wiiija)	59	53	6	
7	ANGEL ST M People (M People/BMG)	22	6	6	
8	CLEOPATRA'S THEME Cleopatra (WEA)	52	30	5	
9	IF YOU WANT ME Hinda Hicks (Island)	45	31	5	
10	IT'S A BEAUTIFUL THING Ocean Colour Scene (Geffen)	25	16	4	

© Music Control UK. Chart shows tracks boasting greatest number of station adds just added as new or more plays

AIRPLAY

14 FEBRUARY 1998

14 FEBRUARY 1998

THE OFFICIAL CHARTS - 14 FEB

music week

AS USED BY

BIG RADIO 1

TOTP



SINGLES

1	DOCTOR JONES	Aqua	Universal
2	ALL I HAVE TO GIVE	Backstreet Boys	Jive
3	CLEOPATRA'S THEME	Cleopatra	WEA
4	YOU MAKE ME WANNA...	Usher	LaFace
5	NEVER EVER	All Saints	London
6	GETTIN' JIGGY WIT IT	Willi Smith	Columbia
7	ANGELS	Robbie Williams	Chrysalis
8	HIGH	Lighthouse Family	Polydor
9	MULDER AND SCULLY	Catatonia	Bianco Y Negro
10	TOGETHER AGAIN	Janet Jackson	Virgin
11	ALANE	Més	Epic
12	LE DISC JOCKEY	Encore	Sum
13	WISHING ON A STAR	Jay-Z featuring Gwen Dickey	Northwestside
14	BAMBOOGIE	Bamboo	VC Recordings
15	MEET HER AT THE LOVE PARADE	Da Hool	Manifesto
16	RECOVER YOUR SOUL	Eltan John	Rocket
17	RENEGADE MASTER	98 Millachild	H-Lite/Polydor
18	IT STARTED WITH A KISS	Hot Chocolate featuring Errol Brown	EMI
19	DESIRE	BBE	Positiva
20	CRAZY LITTLE PARTY GIRL	Aaron Carter	Ultra Pop/Eidel
21	HIDEAWAY	1988 De'arcy	Slip N'Slide/Deconstruction
22	5,6,7,8	Steps	Jive
23	PERFECT DAY	Various	Chrysalis
24	ANY TALK ABOUT THE MANY	LORNA MCNORN	WINDHAM
25	ALL		

ALBUMS

1	TITANIC (OST)	James Horner	Sony Classical
2	URBAN HYMNS	The Verve	Hut/Virgin
3	LIFE THRU A LENS	Robbie Williams	Chrysalis
4	UNFINISHED MONKEY BUSINESS	Ian Brown	Polydor
5	ALL SAINTS	All Saints	London
6	POSTCARDS FROM HEAVEN	Lighthouse Family	Willi Card/Polydor
7	YIELD	Pearl Jam	Epic
8	LET'S TALK ABOUT LOVE	Celine Dion	Epic
9	TRULY - THE LOVE SONGS	Lionel Richie	Midtown/PolyGram TV
10	AQUARIUM	Aqua	Universal
11	INTERNATIONAL VELVET	Catatonia	Bianco Y Negro
12	OK COMPUTER	Radiohead	Parlophone
13	WHITE ON BLONDE	Texas	Mercury
14	DEKSANDRUMSANDROCKANDROLL	Propellerheads	Wall Of Sound
15	SATURIZ	RETURN Goidie	frf
16	MY WAY	Usher	LaFace/Arista
17	BIG WILLIE STYLE	Willi Smith	Columbia
18	BLUE FOR YOU - THE VERY BEST OF	Nina Simone	Global Television
19	MAVERICK A STRIKE	Finley Quayle	Epic
20	LEFT OF THE MIDDLE	Natalie Imbruglia	RCA
21	SPECEWORLD	Spice Girls	Virgin
22	WHEN I WAS BORN FOR THE 7TH TIME	Corneshop	Wipja
23	BE HERE NOW	OWLS	Chrysalis



Celine

DION

MY HEART

cream

14 FEBRUARY 1998

cream gets licence for massive new outdoor event

Cream and the Mean Fiddler have been granted the licence for their outdoor Creamfields event on Saturday 2 May.

The venue has been revealed as The Bowl on the Muttley Estate, near Winchester in Hampshire. The event will have a capacity of 40,000 and run from 1pm to 6am.

Darren Hughes, director of Cream, says, "We were always confident that there wouldn't be a problem with the licence but it's still obviously very important that we've got it. We can now start firming things up."

The Bowl is best known for being the first place to sprout crop circles and was previously used as a war tent during the World War Two for General Eisenhower to address US troops.

"It's an unbelievable site," Hughes says. "It's a completely natural bowl in this valley with three sealed sides."

Creamfields will consist of nine different arenas

featuring house in its various forms as well as techno, trance, big beat, drum & bass, hip hop and disco. The emphasis will be on celebrating club culture.

"The ethos behind Creamfields is that we feel there's a chance to represent club culture. This will be a very different event from anything that's gone before.

We want to push the pendulum back and put the DJ centre stage," says Hughes. He says he has no interest in competing with other outdoor dance events. The event will also try to be genuinely nationwide even though it's situated in the south.

"It's the beginning of the summer and I think it'll be the first big outdoor event of the year," says Hughes. "We're definitely looking to mobilise the north-of-London club scene."

The line-up, expected to include most of the UK's biggest DJs, will be announced in the coming weeks.



Big rock records have a nasty habit of providing the inspiration for dance tracks six months down the line. Nirvana's 'Smells Like Teen Spirit', Blur's 'Girls & Boys' and Oasis's 'Some Might Say' are just some of the guitar-fests that have been pitched up and aimed at the dancefloor. The latest victim is The Verve's 'Bitter Sweet Symphony' whose string line forms the main inspiration for Rest Assured's 'Treat Infamy' which seems assured of a Top 10 placing on release. The track is the work of the Canny production trio - Laurence Nelson, Nick Carter and Alistair Johnson - who have completed remixes for the Space Brothers, Witchild, Dina Carroll and Tin Tin Out, amongst others.

Having completed the track half seriously, the boys left it on a showreel tape and didn't think much of it until a bidding war for the track kicked off between several record companies. The track was eventually signed to London's Ifm, which had musicians from Trimily College Of Music re-record the string line, and are now rushing releasing the track next Monday (16).

inside:

[2] SEVEN DAYS IN DANCE: ERICK MORILLO reveals what caught his attention this week

[3] RADIO: the Top 40 Dance Airplay countdown; PETE TONG's playlist

[4] Q&A: STEVE 'SILK' HURLEY talks to Tony Farsides

[5] JOCKS ON THEIR BOX: COLDCUT

[6-11] HOT VINYL: all the tunes of the week, the latest reviews and DJ Tips



buzz chart number ones	CLUB:	GIVE ME RHYTHM Black Connection (Xtravaganza)	p7
	URBAN:	HOLLER' Gino wine (Epic)	p9
	POP:	'OH LA LA LA' Alexia (Dancepool)	p11
	COOL CUTS:	SINCERE MJ Cole (Metrix)	p12

The Latest Recording Company
Catalogue No. CD RPM 0033
Distribution by BMG

11 10 THE BEST CLUB ANTHEMS - EVER 2
18 19 THIS IS SPEED GARAGE
20 20 TRAINSPOTTING (OST)

PAGANINI TRAXX — RELEASE YOURSELF 12" / X2 CDS 16—2—98

CD1 INCLUDES QATTARA & FORTH REMIX
OF THE RM CLUB CHART NO. 1 'ZOE'



14	25	ALL
15	26	AMM
16	27	ITH
17	28	SOM
18	29	TOR
19	30	TOL
20	31	TIME
21	32	THE
22	33	SVL
23	34	HOW
24	35	SKY
25	36	BAR
26	37	NEW
27	38	NEW
28	39	HIGH
29	40	BAB
30	41	B-BC

Boilered titles

IFEEED
2XENH/



[BEATS & PIECES]

Conclusive proof that DJs really do get paid too much each last week with the news that **TONY DE VITO** has decided to treat himself to a belated Christmas present in the form of the actual sports car used in *The Saint*. The Volvo C70, complete with gadgets such as its own fax, set Tony back a cool \$50,000 and then he fitted it with personal number plates as well. Next time you go to Trade

you'll know where your money goes... Seven years from its launch next month (March 23) since the release of the latest instalment of the excellent 'REBIRTH OF COOL' on Island. Launched at the height of the Acid Jazz/Tekim Loud boom, the album has chronicled the twists and turns of the jazz-based dance scene ever since. Compiled as always by Patrick Forge, artists featured on the latest compilation include Roni Size, Luciano, Abstrax Truht, Blaze and State of Bengal, amongst others...The Ministry Of Sound will be celebrating the second birthday of its Friday night **FRISKY** on

20 February. An all-star DJ line-up has been put together including Paul Oakenfold, Judge Jules, Boy George, John Kelly, Seb Fontaine, DJ Heaven, Craig Campbell, Paul Jackson, Scooby Doo and Nephonic. Tickets are £15 in advance, £10 to members. **MURF** will be making a rare trip to the UK this month to play an exclusive UK date at Jockey's Saturday night at Catterton, London, on 21 February. The duo - Oscar Gaetano and Ralph Falcon - will be promoting their new compilation 'Miami Deep - The Essential Mark And Funky Green Dog Mixes' on **Harmless**...

on the airwaves

(by caroline moss)



Well I'm pleased to report we have our first dance radio smash of the year. **REST ASSURED's** Verve-sampling 'Treat Infamy' on London comes in at five, making it the joint highest new entry ever. Other last October's **PROPELLERHEADS/DAVID ARNOLD** collaboration 'OHMSM'. All three Galaxy stations and Kiss 100 have put heavyweight support behind the track, which is destined for certain Top 10 success and radio longevity.

It went straight onto the A-list as such as we got our hands on it around two weeks ago," says Galaxy 105 programme controller **Andy Nicholson**, who says a buzz had already started from the station's specialist DJs and through local clubs. "The track has the instant catch of the Verve combined with a Massive Attack feel. It's an awesome record which doesn't look like it'll go away in a hurry."

"Treat Infamy" is joined by four more new

entries this week from **ANOTHER LEVEL** at 16, **187 LOCKDOWN** at 29, **DAVE HOLLISTER** at 31 and **Z FACTOR** at 36.

Although it hasn't made the Dance Airplay 40 yet, another track shaping up to be a huge dance radio hit is **LIONHROCK's** 'Rude Boy Rock' which last week had the distinction of being the Radio One Breakfast Show record of the week. **Craig Madley** PR is working the record in London, and says everyone has gone mad for it. "It's like what used to happen in plugging a few years ago," he says. "Two weeks ago I serviced Radio One with some seven-inch singles of the track before the CDs were ready. These days you expect to get a track for a few weeks before it gets any airplay, but the seven-inch was played on the *Jo Whalley* show the very same day." The track is also being played on **Kiss 100** and **Xfm**, and regional support, which is just beginning to kick in, should ensure an entry on the Airplay 40 before long.

pete tong playlist



Lustrol (Pico) Choons • 'MEET HER AT THE LOVE PARADE (EXTORTION MIX) De Hool (Manifesto) • 'BRAND NEW SOUND' Jodeli (Ultimate Dilemma) • 'BELIEVE' Goldie (frr/Matheadz) • 'AUTOMATIC Continuous Cool (frr) • 'DARK & LONG (CISBOY BOOTIE) Underworld? (white label) • 'ALANE (ROUSSEAU ENTUSIASTS MIX) Was (Epic) • 'DERROTE' Trans (Perfecto) • 'THIS IS IT State Of Mind (Machty) • 'PRACTICE SHOWER' The Marlon Jaxx Planet • 'THE BIG BROTHER IS WATCHING YOU' York (Music Max) • 'YM LONELY' Hollis P. Monroe (white label) • 'UPTOWN CONNECTION LA' Nu School Breaks EP (Pickler) Breaks • 'WHERE YOU ARE' Rashawn Patterson (JMA) • 'MORE' De'Laicy (Deconstruction) • 'FORTIFIED LOVE' Reflexion Eternal feat. Msa Def & Mr Man (Rowkey) • 'MUSIC' Siza Queen (Twisted) • 'YLL BE THERE FOR YOU' Goldie (frr/Matheadz) • 'AND THE GIG GOES ON! All Seeing Eye (Earth) • 'NOBODY'S BUSINESS' Peace By Piece (Bionica Y Negral) • 'DISTORTION' Phonohexa (Subliminal) • 'SILVANTY BAD (ANGED) RONN SIZE MIX Pressure Drop (Higher Ground) • 'HAND IN YOUR HEAD' Money Mark (Ice) • 'SHE'S MY LOVER' Kid Loco (Red Wax) • 'ALL NIGHT LONG' Mood II Swing (Groove On) • 'ANNIHILATE' Major Nona (Waka) • 'Y (HOW DEEP IS YOUR LOVE) DJ Scott (Perfecto) • 'WAVCOM' Man With No Name (Perfecto)

AS FEATURED ON RADIO ONE'S THE ESSENTIAL SELECTION WITH PETE TONG ON FRIDAY 1 FEBRUARY (10pm-9pm)

dance airplay 40

NEW	LAST WEEK	ARTIST	LABEL			
1	2	10 YOU MAKE ME WANNA... Usher	Lafco/Arista			
2	11	TOGETHER AGAIN Janet Jackson	Virgin			
3	10	BAMBOODIE Bamboo	VC Recordings			
4	5	GETTIN' JIGGY WIT IT Will Smith	Columbia			
5	NEW	TREAT INFAMY Rest Assured	frr/London			
6	4	80 GOOD Juliet Roberts	Delirious			
7	11	HIGH LightHouse Family	Wid Carz/Polydor			
8	7	12 JUNT THAT JUST THE WAY Lutricia McNeal	Wildstar			
9	10	SANDS OF TIME Kallelt	Imity			
10	11	NEVER EVER All Saints	London			
11	22	WISHIN' ON A STAR? feat. Gwen Dwyer	Re-A-Feel/Vertigo			
12	4	SOMEBODY ELSE'S GUY Ce Pen-A-Gen	A&M			
13	10	1 REFUSE (WHAT YOU WANT) Somers	XL			
14	6	1 FEEL DIVINE S-J	React			
15	13	1 RENEGADE MASTER Wildchild	Polydor			
16	NEW	BE ALONE NO MORE Another Level	Northside			
17	28	2 SYLVIE Saint Etienne	Creation			
18	17	100 HIRE ME HERE (MISTY) R&B/Byen Singly	Northside/Reaction			
19	18	36 PURE Ultra Note	VM/PM/A&M			
20	31	3 LET ME SHOW YOU Camilla	VC Recordings			
21	25	14 THROUGH IT WAS YOU Seb-O-Sonique	frr			
22	21	7 SHELTER Brand New Heavies	frr/London			
23	4	8 GETTOD HEAVEN Family Stand	Perfecto			
24	16	8 PRINCE 100R Rapsody feat. Warren G & Sisqel	Del Am/Mercury			
25	20	3 HIDEAWAY De'Laicy	Deconstruction			
26	19	30 MO MONEY MO PROBLEMS Notorious B.I.G./Bad Boy/Arista	27	15	5 MEET HER AT THE LOVE PARADE De Hool	Manifesto/Reaction
28	25	34 118 BE BE BE (REBEL MIX) Faith Evans	Bad Boy/Arista			
29	NEW	11 KLING-FU 187 Lockdown	East West/Dance			
30	29	11 FUMING JET	Perfecto			
31	NEW	7 THE MEXICAN Zoo Ballin' feat. Redman & Eric San	Tony Bay			
32	39	10 CASUAL SUB (BURNING SPEAR) E.T.A.	East West/Dance			
33	30	9 BELO HORIZONTE! Heartlights	VC Recordings			
34	NEW	3 NO WAY Freashopper	Southern Fried Funk			
35	33	3 SKY'S THE LIMIT Notorious B.I.G. Puff Daddy/Arista	frr			
36	NEW	3 GOTTA KEEP PUSHIN' Z Factor	frr			
37	24	12 HIGH TIMES Jamiroquai	Sony S&W			
38	NEW	19 SOMETHING GOING ON Todd Terry/Manifesto/Mercury	East West			
39	27	2 MY BODY LEAVE Sweat Dill	East West			
40	27	10 FEEL SO GOOD Mase	Puff Daddy/Arista			

Stations monitored between 00:00 on 30.01.98 and 24.00 on 04.02.98. Kiss 100, Galaxy 102, Galaxy 105, Galaxy 103, Choice (London & Birmingham), Vibe FM, UK Music Contact UK, 95 St John St, London EC1A 4AN, Tel: 0171-330-6996.

The Atlantic Recording Company
Catalogue No. CD RPM 0033
Distribution by BMG

16 THE BEST CLUB MIXES EVER 2
17 THIS IS SPEED GARAGE
18 TRAINSPOTTING (OST)

music week awards 98

MARCH 5 1998 GROSVENOR HOUSE HOTEL

VARIOUS SPONSORSHIP OPPORTUNITIES ARE NOW AVAILABLE.

YOU PROMOTE YOUR COMPANY TO THE CREAM OF THE MUSIC INDUSTRY CONTACT MUSIC WEEK SALES DEPARTMENT ON 0171-620 3636 or e-mail: sales@musicweek.com



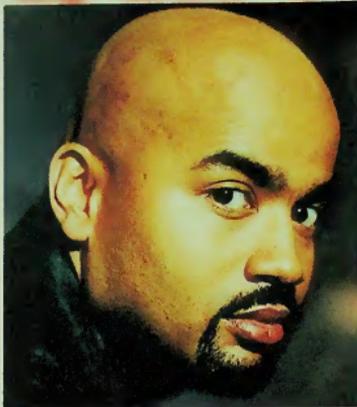
PHOTO: BOB FERRIS/PHOTOFEST; STYLING: BRITNEY

14 25 ALL
15 26 AMM
16 27 ITH
17 28 SOM
18 29 TORI
19 30 TOU
20 31 TIME
21 32 THE
22 33 SYLV
23 34 HON
24 35 SKY
25 36 BAR
26 37 NEW
27 38 HIGH
28 39 BAB
29 40 B-B

Bullerized titles

[FEED] 2VENH

q&a



Steve 'Silk' Hurley scored the first ever house number one when 'Jack Your Body' hit the top spot 11 years ago. Since then he's developed into a leading producer and remixer. As well as remixing Quincy Jones, Prince, Michael Jackson and numerous others, Hurley has launched successful artists such as Ce Ce Peniston and Chantay Savage. He's currently enjoying a club hit with the Voices Of Life's 'Word Is Love'

steve 'silk' hurley

IT'S BEEN 11 YEARS SINCE YOU ENJOYED YOUR FIRST BIG SUCCESS AND YOU'RE STILL GOING STRONG WHEN A LOT OF YOUR CONTEMPORARIES FROM CHICAGO SEEM TO HAVE FALLEN BY THE WAYSIDE. WHAT'S THE SECRET OF YOUR LONGEVITY?

"The first thing would be that I'm doing what I love. I have a passion that makes me patient dealing with the ups and downs of the music industry. If you didn't have that passion those would be enough to put you off. The other thing is that when I first made records I would only use the black keys on the piano. So I've been basically just learning my craft - doing remixes of people like Prince and Michael Jackson. In phase two of my career the longevity has been because I learned the business. Early on in my career I went through lawsuits and things like that which taught me lessons I will never forget. You can't be flavour of the month all the time so if you know the business you know how to get through those periods."

YOU'VE ALWAYS HAD A DISTINCTIVE SOUND. WAS THAT A CONSCIOUS DECISION TO DEVELOP YOUR OWN STYLE OR DID IT JUST EVOLVE?

"When I was young I worked really hard at being a good DJ. I was always looking for something that would make me stand out so that I would get booked to play at a party. So, I've always been about trying to be unique and I carried that on with my own music. The only time I stopped was when the business started to dictate what I was doing. When my remixing really took off people wanted me to do that one style. So I'd try to do that and then experiment a bit more on the dub which is often what the DJs would pick up on. But then it got to the point where I was doing a mix a week and I didn't have time to do my own clubs. So I stopped my creativity - I was getting burnt out. Then I realised that something was missing and it was DJing. That forces you to pay attention to what kids want to hear."

YOU'RE ALSO ONE OF THE FEW US PRODUCERS WHO'S SUCCESSFULLY MANAGED TO DO BOTH HOUSE AND R&B.

"Well, musically my sound doesn't change that much. I concentrate

on songs and melodies and that's the same in both my house and R&B tracks. It's just the BPMs that vary. I just look at the production as being a backdrop."

HOUSE IN GENERAL SEEMS TO HAVE GOT LESS SOUND ORIENTATED - WHAT DO YOU THINK ABOUT THAT?

"The original Chicago house scene was all about great songs that didn't fit into the mould of radio at the time and used to get played in the clubs instead. Things like Positive Force's 'We Got The Funk' or Geraldine Hunt's 'Can't Fake The Feeling'.

That's one of the things that bothers me. What I call house other people seem to call garage. House started out being vocal-based, gospel-influenced. Then the more tracky things started coming out. 'The Word Is Love' is considered garage rather than house which is a strange thing for me. It confuses me but to me I suppose house is more of a feeling than a name - when you hear it you know it."

[LABEL]

TEC

[FOCUS]

TEC
Unit G, 44 St Paul's Crescent, London
NW1 5TN, tel: 0171-284 0434, fax:
0171-267 6015

HISTORY
TEC, or Truelove Electronic Communications, was formed by John Truelove in 1992 after Truelove's first release, 'You Got The Love', shot to chart success the previous year. TEC's brief was to specialise in harder-edged nu-NRG, influenced by clubs like Trade and FF. "TEC was where I could put my heart back into producing, even though the sound was perceived as neither cool nor trendy by the UK music press," says Truelove of those times. The label kicked off with two tracks licensed from Germany, Next Fashion's 'Error' and Interactive's 'Amok/Koma', and at first the releases went down better in Germany than in the UK. This changed when what became known as the 'Hoover' sound began to build in the UK thanks to Tony de Vit, then a DJ on the Birmingham gay club scene, and former Heaven bartender Blü Peter. Now one of 14 labels forming the Truelove Label Collective, TEC has 23 singles and three albums under its belt. Truelove is justifiably proud that TEC stuck to its guns, with its sound now well established in UK clubs.

KEY STAFF:

John Truelove, Sarah Feeney, Steve Simmons, Ronnie Red, Howard Litchfield

SPECIALIST AREAS:

Energy trance

KEY ARTISTS:

Jon The Dentist, Baby Doc, John Truelove (as Lectrolux), Ramon Zenker, Trigger, Jens Lissat, Hoschi, Oliver Bondzio, R Damski, DJ Hoolligan, PK Ward, Kevin White, Marc Heal, Malcolm Duffy, Blü Peter, De Donatis, Rachel Auburn, S-J, Larry Lush, Dave The Drummer, Jay Burnett, 3rd Degree Burn, Chris Liberator, Nick Woolfson, Chris Harvey

LAST THREE RELEASES:

'Terradome' Karllton; 'Slave' Ironik; 'Raise Your Power (Knuclieheadz remix)' Precizo

COMING UP:

'Wind It Up' (Jon The Dentist remix) Egoiste; 'Mind Gap (Commander Tom & Knuclieheadz remixes)' Lectrolux; 'Floor Play (Ronnie Red remix)' Karllton

RETAILER'S VIEW:

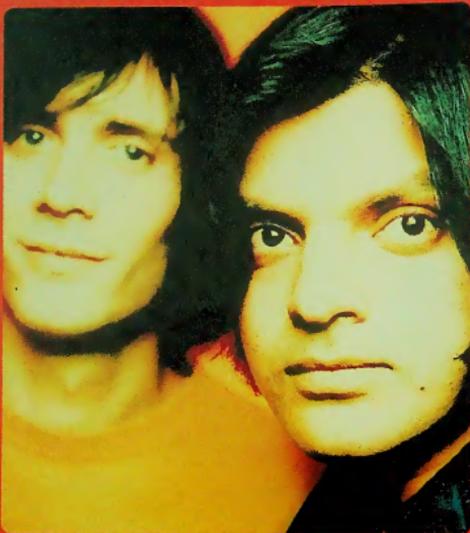
"Quality, banging techno house. We support them quite heavily because their stuff fits well with what we sell here" - Joel Collins, Pure Groove

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4																					

hot vinyl

(on the decks: andy beavers, brad beatnik, chris finan, james hyman, danny mcmillan, ralph tee, ziad (pure groove))

TUNE OF THE WEEK



CORNERSHOP 'BRIMFUL OF ASHA' (WIJJA)

(ALTERNATIVE)

Re-released surely due to the Norman Cook remix preceded before Christmas, this gentle jangly big beat bears certainly hooks with its "Everybody needs a bosome for a pillow" mantra. With the recent successful touch Fatboy Slim added to Wildchild, there will be no problem with this achieving a similar chart position. Seriously a monster! ●●●●●

JH



MATT THOMPSON
(featured in *Jack On His Box*
RM issue dated October 4, 1997)

matt thompson's

streamin' 10

tips for the week

- 1 'LIGN' Fridge (Output)
- 2 'POLITICIAN (THE PRUNES REMIX)' Telding (Jazz Fudge)
- 3 'CONTACT' Terranova (KT)
- 4 'BLACK HOLE (LIVE MIX)' 168 (Eye Q)
- 5 'MICROPHONE FIEND' Kid Loops (Filter)
- 6 'ENDLESSNESSISM (JIMPSTER REMIX)' (Dot)
- 7 'YENDI' Photek (Science)
- 8 'THE UNSTABLE MOLECULE' (Isotope 217) (Thrill Jockey)
- 9 'CASA NOSTRA' Guaspo (Criminal Communications)
- 10 'INTO A SEPARATE SPACE' Morgan Geist (Phono)

HOUSE TUNE OF THE WEEK

REST ASSURED 'TREAT INFAMY' (FRFR) (HOUSE)

There are several Verve-sampling tracks to choose from at the moment, but this is easily the most in demand. Laurence Nelson, Nick Carter and Alastair Johnson's full-on acid intro'd monster seems to have cleared the sample hurdle with ease. Big breaks with Enigma charts midway through before the downtempo bit that everyone knows has its own spot. Not difficult to imagine how massive this will be played out, and no great surprise when it goes Top 10 either. ●●●●●

CF

COLOUR GIRL 'TEARS' (4 LIBERTY) (GARAGE)

Getting played by all the top garage DJs, this has in fact been promoted since last year, appearing in mixes from Underground Sessions and The Dream Team. A typical slice of UK garage, it shuffles its way along with Colour Girl's catchy "Tears that I cry" vocals providing the hook. Simple but catchy. ●●●●●

Z

WUBBLE U 'PETAL' (INDOLENT) (HOUSE)

This over-promoted but nevertheless very good triple set of 12-inches begins with the original mix, a Rez-like builder with plenty of clicking beats and hooks such as "It's difficult these days to get good grass" and the shrill female vocal "If you believe in me, if you believe in love". Stanley Unwin also crops up for novelty value and after *Melody Maker* proclaimed this one of the worst singles ever, it has the potential to be a spring smash. Fontaine & Verne, Murk and the Freestylers all combine their sound with some of the elements of the original, but the original stands out on its own anyway. ●●●●●

JH

ESSENCE 'THE PROMISE' (INNOCENT) (HOUSE)

Another Chakra/Space Brothers production and blueprint for new Virgin label Innocent. Mixes over two 12-inches from Tony De Vit, Sai Brothers and Space Brothers with the latter being perhaps the most accessible. Familiar synth lines with subdued acid support, and the main vocal as the focal point. Another credible club track built around a song. ●●●●●

CF

PIANOHEADZ 'DISTORTION' (SUBLIMINAL) (GARAGE)

Eric 'More' Morillo and Jose Nunez are the production duo behind this tough US garage release. At the heart of this lies an incessantly energetic piano riff that twists and turns its way through a multitude of fx and short breaks. That riff - reminiscent of Alcatraz's 'Give Me Lov' - is driven along by one of the toughest grooves to come out of NYC this year, giving us a track that seems to build and build endlessly on. ●●●●●

Z

MARK WILLIAMS 'LOWFORCE' (TORTURED) (TECHNO)

Billy Nasty invites Mark Williams, aka Acorn Arts, into the harsh stable of Tortured to let loose three prime cuts of tech-funk. 'Lowforce' delivers into the realms of Dave Angel-esque melodic synths rushes coupled with a tough underpinned percussive drumtrack. On the flip both 'Atomic Toms' and 'Back To The Future' have grit rubbed into the grooves for some added punch on the dancefloor. Class. ●●●●●

DM

LHOOQ 'LOSING HAND' (ECHO) (BEATS)

Echo's Icelandic act makes its debut with a sweeping downtune tune hallmarked by a stirring guitar motif and a

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
ALL	CLE	YOU	NEV	GET	ANC	HIG	MU	TOG	ALA	LE	WIS	BAN	MEE	RECK	REN	ITST	DES	ORA	GRA	HIDE	PER	PER	ALL	ALL
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25

[upfront house]

[commentary]

by alan jones



A powerful surge takes BLACK CONNECTION's 'Give Me Rhythm' to the top of the chart.

where it replaces SANDY B's 'Make The World Go Round'. But 'Give Me Rhythm' came under increasing pressure during the week from newcomer KAREN RAMIREZ, whose debut single 'Troubled Girl' is this week's highest debut, at number two. A gentle samba at times redolent of Sade's 'Smooth Operator' in its original mix, it is transformed into a dancefloor stormer courtesy of Boris Dlugosz and Michael Leve. Way Out West, Full Intention, Don Carlos and Masters At Work. Originating from Italy, it seems certain to become the third number one of the year for its UK label Manifesto, which has already topped the chart this year via STYRON STINGILY's 'You Make Me Feel (Mighty Real)' and DA HODJ's 'Meet Her At The Love Parade'. Manifesto are so convinced of Ramirez's appeal that an album, entitled 'Distant Dreams', is scheduled for release as soon as March. While 'Troubled Girl' is very obviously a potential monster, it's a little less easy to spot the future success of a record when it debuts at a lowly 55 - but that's what happens this week to PISA ASSURED's 'Treat Infamy'. This is the record that samples the strings from The Verve's 'Bitter Sweet Symphony', and it's huge wherever it's being played and is number one in more individual DJ returns processed for this week's chart than any other record in the chart, except for the top two. That's because fir - which has signed the record - is so sure that it will be a smash that it's serviced only a small elite of DJs with a double-pack test pressing. DITO ARRI's 'Sexy Boy' on Virgin, which debuts at number 59, and is in the shops from today (Monday 9). Two records featured in the chart as white labels are now signed. TSUNAMI's self-titled offering, up to number nine this week, is due on All Around The World. And the remixed version of GURU's MATTHEW's soul classic 'Move On Up' has finally been secured by AM-PM. With the original version of 'Move On Up' (released in 1971) currently being used on a TV commercial and the club popularity of the remixes (seven weeks on the chart so far, with a highest position of 15) its success seems assured.

Pos	Weeks	Title	Artist	Label
1	4	GIVE ME RHYTHM (FULL INTENTION/BURGER QUEEN/VICTOR SIMONELLI/GROOVE/DAEMON JUICE MIXES)	Black Connection	Xtravaganza
2	1	TROUBLED GIRL (BORIS DLUGOSZ & MICHAEL LEVE/WAY OUT WEST/FULL INTENTION/DON CARLOS MIXES)	Karen Ramirez	Manifesto
3	7	THE PROMISE (SOUL BROTHERS/VEPES/SPACE BROTHERS MIXES)	Essence	Innocent
4	1	MAKE THE WORLD GO ROUND (TONY DE VITO/KRUK/ETIENNE/CRAMSEY & FEWDEEDISH MIXES)	Sandy B	Champion
5	1	PLANET VIOLET (B.B.E.A.COVY VS ENACQD/TOMAR&T MIXES)	Rain L.L.C.	Logic
6	49	OH LA LA (ALMIGHTY/FARGEST/FATHERS OF SOUL MIXES)	Akaza	Dancepact
7	3	WANT LOVE (TIMEWRITER/SOL BROTHERS/LES VISTEURES/DO SOIR MIXES)	Hysterik Ego	WEA
8	17	REWIND (STEVE 'SILK' HURLBY/KELLY GORIO/BE MIXES)	Celelia	Big Life
9	32	TSUNAMI	Tsunami	All Around The World
10	15	MOTHER'S 3 (FRICK/DALL PAUL/BIG C MIXES)	Floribunda	Heat Records
11	2	REVOLUTION 909	Dall Park	Virgin
12	5	PETA (ORIGINAL/FONTAINE & VERNE/FREESTYLE/SUMR&K MIXES)	Wubble-U	Virgin
13	10	FROZEN (VINCENT CALDERONE/STEREO M/C'S/WILLIAM ORBIT MIXES)	Madonna	Maverick
14	10	CATCH ME (MARK PICCITTO/TIMM&S MIXES)	The Absolute	AM-PM
15	18	COMING BACK (BABY BLUE/DADU MIXES)	Dad	freedom
16	1	THE DUB ADDICT EP: WAKE UP YOUR MIND/DANGEROUS/BONA BEATS T-Fetal	2 Factor	99 Records
17	15	GOTTA KEEP PUSHIN' (MIXES)	2 Factor	Multiply
18	10	MUCH BETTER (FUTURE SHOCK/BORIS DLUGOSZ/CAPTER RAIN/HORROR MIXES)	Club 69 featuring Suzanne Palmer/Twisted United Kingdom	Amplify
19	11	YIM (HYPRID/ATARRA/GRAHAM GOLD/SOURM&S MIXES)	Jez & Chonpie	Multi
20	3	TIME IS TICKING AWAY (DIRTY ROTTEN SCOUNDRELS/SCENOMANIA MIXES)	C-Block	Coalition
21	10	HEY (MOUNT RUSHMORE/FULL MOTION/UK INTERNATIONAL MIXES)	Falino Rainey	Coalition
22	10	CHASE (MALIN & KANE/DJ QUICKSILVER MIXES)	Trace Atlantic/Air Waves	Virgin
23	2	DELICIOUS COLOUR SYSTEM (MC MIXES)	Dani Hines featuring Don-E	Musstrom
24	8	BOODIE (LOOP DA LOOP/KIM/LYN/OVUNPPA & HYSTERIX MIXES)	Dive	WEA
25	6	BE ALONE NO MORE (ANOTHER LEVEL/DUO/MASTERS/SCOTT GARCIA MIXES)	Another Level	Satellite/Norwest/Westside
26	1	LIFT ME UP (PROKSTONE/JON JULES & STEVE M/C MIXES)	Gems For Jam featuring Rachel McFarlane	Rokstone
27	13	MUSIC IN THE STREETS (PROOF MIXES)	Main Connection	Rumour
28	26	MARBLES (P.L.P./FABIO PARAS MIXES)	Block 9	Radioactive
29	29	IF YOU WANT ME (BROOKLYN FLUNK/EEZ/ELVIN FONTAINE/TARKSTAR MIXES)	Hinda Hicks	Island
30	16	KEEP HOPE ALIVE (BTANJAY LINC/HARD/NOX MIXES)	Crystal Method	Sony S3
31	10	BRIMFUL OF ASHA (NORMAN COOK MIXES)	Conerthon	Wijaya
32	9	PLANET LOVE (DJ QUICKSILVER/DIY TRAX/BOZ/EXTROUS MIXES)	DJ Quicksilver	Positiva
33	4	REAL BAZE	Brooklyn Bounce	Club Tails
34	12	PURPLE (SASHA/THE LIGHT MIX)	Guns Gigs	4AD
35	20	MEET HER AT THE LOVE PARADE (MALIN & KANE/EXTROUS MIXES)	Da Hood	Manifesto
36	37	FLAME (MOOZ B SPINX/CRUSTATION/PEAKNIX MIXES)	Crustation	A&E
37	14	RELEASE YOURSELF (HIPHO FRANTIC/FUNK/ATARRA MIXES)/ZOE (FORTH MIX)	Paganini Traxx	Sony S3
38	21	LET ME SHOW YOU (ORIGINAL/TALL PAUL MIXES)	Camisa	VC Recordings
39	24	GOT FUNK (ROGER SANCHEZ/SOL BROTHERS MIXES)	Funk Junkieez	Evocative
40	45	MAOZULU (PHIL CAT/PABLO FLORES/EBE MIXES)	Deep Forest	Saint George/Sony Music
41	28	LET'S GET DOWN (SCORPIO MIXES)	JT Pagan	Play-PM
42	19	ANGELS LANDING (THE LIGHTS/TONY MIBES MIXES)	Salt Tank	WEA
43	6	THE PRESSURE (JAZZ 'N' GROOVE/L.B.P./CEVIN FISHER/FRANKIE KNUKLES MIXES)	Sounds Of Blackness	AM-PM
44	24	THE WORD IS LOVE	Voice Of Life	RM
45	22	DON'T GO LOSE IT BABY (PHAT & PHUNKY MIXES)	Rozalla	Deconstruction
46	27	KING & SACRED (HIP MIXES)/GREGORY/DJ THE OTHER SIDE (SASHA MIX)	Itaria Naylor	East West Dance
47	21	RUNE-FU (187 LOCKDOWN/RAMSEY & FENRIPSONS/VEPES/TECHNOLOGY & TMS 1 MIXES)	187 Lockdown	Concrete
48	10	KING OF ROCK/BEST FOOT FORWARD/PUSH BUTTON COCKTAIL	Linnrock	RCA
49	23	SLIDE (SKINNY MALINKY/BEAT FOUNDATION/OTTO TERRY/VERMINE PILGRIM MIXES)	Junkester	RCA
50	31	SHOW ME LOVE (BACKROOM/DJ3/GRAND JURBY/BLUE HILL/BLACK LITE/CIPHER MIXES)	Rolyata	East West
51	1	THE LAST TIME I SAW SADIE (DANM&S/FORTH/HIGHT MIXES)	Emma Townshend	Telstar
52	10	TELEFUNKIN' (RATED PG-D/BCP/BLACKS&M/FIRST STEPS MIXES)/N-TYCE MEGAMIX N-Tyce	Black	AM-PM
53	38	MOVE ON UP	Carlis/Hartfield	Atlantic
54	48	OFF THE HOOK (SOUL SOLUTION/MASTERS AT WORK MIXES)	Jody Watley	fir
55	10	TREAT INFAMY (MIXES)	Hest Assured	Subliminal
56	10	FUN DA MOB featuring Jocelyn Brown		Azuli
57	10	MOVIN' ON Debbie Ponder		Cheeky
58	10	FURIOUS ANGELS (ROB DOUGAN/RADIO MIXES)	Rob Daugan	Source/Virgin
59	10	SEXY BOY (ETIENNE DE CRECY & FLOWER PISTOLS/CASSIUS MIXES)	Air	The Brothers
60	10	FREE (OFFWORLD SOUND MIXES)	S-Epic	

The Latest Recording Company Catalogue No. CD RPM 0033

11 18 THE BEST CLUB ANTHEMS... EVER! Z
13 19 THIS IS SPEED CHANGE
20 20 TRAINSPOTTING (OST)

Distribution by BMG

SEXY BOY SEXY BOY SEXY BOY SEXY BOY SEXY BOY



taken from the current album 'MOON SAFARI'

OUT NOW ON ALL FORMATS

CD AND 12" FEATURE REMIXES BY CASSIUS AND ETIENNE DE CRECY

14 25	ALLT
15 26	AMM
16 27	ITH
17 28	SON
18 29	TOR
19 30	TOR
20 31	TIM
21 32	THE
22 33	SVL
23 34	HOV
24 35	SKY
25 36	BAR
26 37	NEW
27 38	HIG
28 39	BAB
29 40	B-B

Bulleared titles

IFEEED 2XENTH



DRUMS: MOBY FROM PRINCE&THE NEW POWER GENERATION

(continued on page 28 from a special of **REVIEWS** by **RENEE** - 0161-717-927-2081)

TRK	Wks	TRK	Artist	Label
1	2	3	HOLLER	Epic
2	5	5	IF YOU WANT ME WHEN YOU TOUCH ME THERE	Island
3	1	8	YOU MAKE ME WANNA...	LaFace
4	6	4	YOUNG SAG & BLUECHETTO SUPERSTAR	Freeworld
5	3	7	GETTIN' JIGGY WIT IT	Epic
6	8	5	BE ALONE NO MORE	Satellite/Northwestside
7	7	7	SHOW ME LOVE	RCA
8	4	4	DO I QUALIFY?	Coolempo
9	10	4	THE WEEKEND	Tammy Boy
10	NEW	NEW	WHAT YOU WANT/WILL THEY DIE 4 U?	Puff Daddy
11	9	6	WISHING ON A STAR	Northwestside
12	NEW	3	TOP CLOSE	Arista
13	11	6	MAN BEHIND THE MUSIC	Interscope
14	11	6	ONE STEP	Gailes
15	17	4	MY BODY	East West
16	37	5	4,3,2,1	Del Jam
17	NEW	NEW	WHERE ARE YOU	WEA
18	16	9	MUCH LOVE	Universal
19	4	4	DELICIOUS	Telstar
20	13	2	TLL DO ANYTHING	Progs
21	15	5	TELEFUNKY	Epic
22	NEW	NEW	LIGHTS OUT	Mecca
23	NEW	NEW	VENDETTA (LP)	Big Life
24	14	3	LADIES IF YOU'RE WITH ME	East West
25	16	2	REWIND	Columbia
26	21	2	FREAK (AND YOU KNOW IT)	Loud
27	30	8	NO NO NO	Columbia
28	29	2	EP	Loud
29	25	2	PHONE TAP/FIRM BIZ	Columbia
30	22	5	LEVERT SWEAT GILL (LP)	East West
31	32	5	DAVINA (LP)	Loud
32	23	10	IF YOU THINK I'M JIGGY	Puff Daddy
33	38	3	OFF THE COCK	Atlantic
34	NEW	NEW	UP AND DOWN/PARADISE	East West
35	28	3	HAIL MARY	Universal
36	12	5	SOMEBODY ELSE'S GUY	AM/PM
37	NEW	NEW	DEJA VU (TOWNSHIP BABY)	Cadence
38	31	2	DANGEROUS	East West
39	35	2	HOLIDAY	Interscope
40	26	13	IS THIS REAL	WEA

[commentary]



by **tony farsides**

A new number one, but little other action in the Top 10 bar the entry of MASE straight in at 10 with the R&B-ish 'What You Want' featuring Total and my own personal fave 'Will They Die 4 U?' featuring Puff Daddy and Li' Kim... Promoted in the same envelope from Arista, N.E.K.'s uptempo 'Too Close' debuts at 12... QUEEN PUFF finally makes the chart in her own right with 'Man Behind The Music' that track first surfacing in the autumn as a bonus cut on Blackstreet's 'Poo' package. The UK promo features a new mix from Structure Rize... Look out for Steve 'Six' Harley's excellent mix of 'Where Are You?' by RASHAAN PATTERSON - already receiving radio support, this could easily cross over... Last week saw the closure of Awe's R&B imprint ADEPT which was home to Lakiesha Berri, Elisha La Verne and Thelma U amongst others. Thriller U's 'Here I Come' will be the label's final release. Label head Steve Wren will remain at the company until the end of February and in the meantime is trying to find a new home for Lakiesha Berri who has finished an LP. Any interested parties should call Steve on 0171-734 3682... POWER PROMOTIONS has started a new division, Pro Urban, to deal with R&B and hip hop. The section will be run by Staun 'Stuckee' Willoughby who was formerly an A&R at Dome Records. Any interested DJs should send mailing list applications to: Pro Urban, Unit 11, Impress House, Mansell Road, London W3 7DH.

The Latest Recording Company Catalogue No. CD RPM 0033
Distribution by BMG

R & B TUNE OF THE WEEK

TERRY CALLIER 'LOVE THEME FROM SPARTACUS' (TALKIN' LUDS) (R&B)
Chicago soul veteran Terry Callier returns with one of the coolest new grooves ahead of a much-anticipated new album. Vocally nothing has changed since his 'rare groove' cuts 'I Don't Want To See Myself Without You' and 'Ordinary Joe' from the Seventies, though on mixes presented here the mood is strictly 21st century R&B. Four Hero in particular create an awesome and refreshing, futuristic jazzy atmosphere, just short of blatant drum & bass with plenty of busy percussion brewing beneath Terry's richly textured hanging tones. ●●●●● RT

KALIGULA FEAT. MARSHALL JEFFERSON 'FEED THE LIONS (REMIX)' (PLEASURE) (HOUSE)
This one-sided piece comes straight out of the Pleasure music library. Mark Bell, Paul Birchall and Marshall are the usual suspects and Blakkat is on the remix. If you like your house music quite tech-then this will definitely be up your cuff-de-sac. Sharp synths collide with funky programming whilst Marshall's vocal chants ("Feed the lions") go toe to toe with an offbeat snare that drives the track. The outcome is pure upbeat mayhem with a sophisticated edge. ●●●●● DM

SKY SPOONER 'RUBY INDIANA' (SUNBURN) (ALTERNATIVE)
The sixth release from San Francisco-based Hardkiss' offshoot label is a beautifully eclectic set that kicks off with the mellow beats, double bass and floaty vocals of 'Lucky Boy' which, musically at least,

has a mid-period Talk Talk feel about it. The jazzy and chilled instrumental 'Elevator' marries drums, double bass and piano while 'Murder Song' has more of a bleep but will find dreamy vocals. Finally, 'Everything' combines a funk bassline with gentle piano and a falsetto vocal. With the accent on songs rather than features, this is a very musical, inspiring collection. ●●●●● BB

FLORIBUNDA 'MOTHERS PRIDE' (HEAT) (HOUSE)
Big C & Tall Paul are responsible for two varied versions of this classic Skinny Maltin track. Big C relies on a chunky deep bass and subdued acid twirls for a solid build-up with a wonderful piano section at the break backed up by female tribal chants and a kicked-in 4/4 beat at the end. Tall Paul's transformation is very Camira-like - a pulsary percussive beat and hi-hat, stabbing synths and lots of energy. Two top variations on the same theme. ●●●●● CF

BROOKLYN BOUNCE **OUT: 16TH FEBRUARY 1998**

★★★★★ THE REAL BASS ★★★★★

Including a killer mix from DJ Quicksilver & Nylons
tuff-but-smooove Rumble In The Jungle remix.

CLUB TOOLS A PROJECT OF eol

11 18 THE BEST CLUB ANTHEMS EVER! 2
13 19 THIS IS SPEED GARAGE
20 20 TRANSPORTING (OST)

14	25	ALL
15	26	AMM
16	27	ITH
17	28	SON
18	29	TOR
19	30	TOR
20	31	TRM
21	32	THE
22	33	SVL
23	34	HOV
24	35	SKY
25	36	BAR
26	37	NEW
27	38	HIG
28	39	BAB
29	40	B-B

[FEED] 2XENH

Battered rititas

GROUPS MANY FROM PINKADEL (PHOTO BY RAZZ)

THE OFFICIAL CHARTS - 14 FEB

music week

DEEJAY PUNK ROC 'MY BEATBOX' (INDEPENDIENTE)

Apparently promo-only, this old school electro cut can also be found on the previously released 'Still Searchin' compilation on Airod. Radio talk and sirens build to some sturdy Daff Punk-ish beats making it quite irresistible and ridiculously dancefloor-friendly. The sort of record that keeps Norman Cook awake at night. ●●●●

NALIN I.N.C. 'PLANET VIOLET' (KOSMO/LOGIC)

A Kosmo import that now has Logic support for UK release. Not too much info coming in its promo form, but the artist's name gives a little away. Another excellent steady-paced trance-influenced house track that is blueprint Nalin & Kane, but with a harder feel. A deep pulsing bassline and moody key/beats topped with a distanced "Feel it" sample at the break resulting in a class production, backed up by mixes from BBE among others. ●●●●

ULTRAMARINE 'ON THE BRINK' (NEW ELECTRONICA) (ALTERNATIVE)

The ground-breakers are back, on a new label and - more importantly - returning to the sound of their classic 'Every Man And Woman Is A Star' album. The title cut is a dreamy, Flia Brazillia-style fusion of shuffling beats and lazy keyboard melodies. 'Surfacing' is a more techno-ified and jittery take on the same while the Further Details mix of '4U' is an early Orbital-like house instrumental journey through textured beats and synth gurgles. ●●●●

TEKARA 'BREATHE IN YOU' (3BEAT)

This combines two very popular styles at the moment - house and breakbeat. Breakbeat plays the major part in the Original mix, very light and atmospheric, with Lucy Cotter doing the wisp vocals. Matt Karis's Lost Tribe mix is the other option - a harder-edged conformist beat, warping bass and lots

(BEATS)

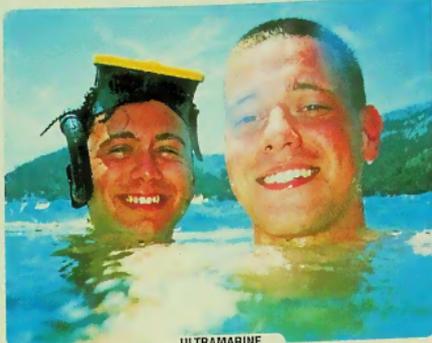
of power. Ms Cotter's part is still very much centrestage, and Matt Darcy uses it well. A good market spread. ●●●●

BLAZE 'DIRECTIONS' (US SPIRITUAL LIFE) (HOUSE)

Although not as instantly appealing as some of their recent outings, the deep and challenging jazz-techno sound of 'Directions' shows that even after all these years Blaze are still prepared to lead from the front. Imagine Carl Craig playing 'Mr Hands'-period Herbie Hancock and you won't be far wrong. Currently there are only a handful of the single-sided Spiritual Life promos in the country, but a full release with additional mixes is planned for early this year. The same is true of Lucho's excellent jazzy vibed 'Symbols Of Life' which has been slightly remixed from Nuphone's sublime 'Spiritual Life Music's' compilation. ●●●●

NATIVE SOUL FEAT TREY WASHINGTON 'A NEW DAY' (JUS' TRAX) (HOUSE)

This disco-house fusion stands out from the crowd thanks to Trey Washington's well-treated gospel-inflected vocals, which ride on crunchy beats, an almost Morcer-esque bassline and distinctively dramatic string samples. It is the work of Dave Jarvis and Ben Mitchell, who have collaborated with Harvey & Diesel on the Moton Inc releases, including their neatly beefed-up version of Billy Paul's



ULTRAMARINE

(HOUSE)

THE PHENOMENAL US HIT

LEVERT · SWEAT · GILL
mybody

• OVER 1.3 MILLION COPIES SOLD IN THE US ALONE
• 16 WEEKS IN TOP 3 BILLBOARD R'n'B CHART

Released In The UK 16th February
CD • 12" Vinyl • Cassette

All Formats Include Remix Featuring Missy 'Misdemeanor' Elliott

Taken From The Album 'ESQ', Platinum in US.
Released 9th March

diveboogie

DJ Club Chart Number 1 - Top 5 in RM
2 CD's & 12" feature the huge Nylon Mix
& new remixes by Loop Da Loop, KLM, Nippa & Hysterix.
"It'll do wonders for the dance floor... excellent." DJ

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25

Compiled by Alan Jones from a sample of more than 900 DJs (see box: 0171-923 2311)

(handbag)

[commentary]

by alan jones



Pos	Off	Wks	Title	Artist	Label
1	3	9	OH LA LA LA	Alexia	
2	5	2	STARSHIP TROOPERS	Universal Citizen Federation feat. Sarah Brightman	Danepool
3	1	3	SUNCRZYME	Dario G	Universal
4	6	2	THE PROMISE	Essence	Innocent
5	6	2	LET'S GET DOWN	JJ Flynez	Playola
6	1	1	FROZEN	Morjana	Maverick
7	1	1	COMING BACK	DJ Dado	Threadroom
8	3	3	TIME IS TICKING AWAY	C-Block	Coalition
9	1	1	TROUBLE GIRL	Karen Ramirez	Manifesto
10	1	1	BE ALONE NO MORE	Another Level	Satellite/Northwestside
11	1	5	MADAZULU	Deep Forest	Sony Music
12	1	3	PETAL	Wuolde-U	Indelent
13	4	3	BITTER SWEET SYMPHONY/THE DRUGS DON'T WORK	Devarah	Klone
14	1	1	IT'S RAINING MEN	Marina Wash feat. RuPaul	Logic
15	1	1	EVOLUTION	Sheryl Leo Ralph	Almighty
16	1	5	TORN	Natalie Browne	Almighty
17	1	1	JOT & PAUL	Adams & Gee feat. Antonia Lucas	Steppin' Out
18	1	1	DON'T GO LOSE IT BABY	Rozalla	BM
19	2	6	MEET HER AT THE LOVE PARADE	Da Hool	Manifesto
20	1	7	YOU MAKE ME FEEL (MIGHTY REAL)	Byron Stingily	Manifesto
21	9	12	BAMBOOGIE	Bambino	VC Recordings
22	2	2	GIVE ME RHYTHM	Black Connection	Xtravaganza
23	1	5	JUDO ACTION	Mr. President	WEA
24	6	6	TELEFUNKIN'	N-Type	Telstar
25	1	6	DON'T STOP	No Authority	MA/Epic
26	1	1	MIND	DJ Tennorati	Kosmo
27	4	4	I WILL ALWAYS LOVE YOU	Sarah Washington	Almighty
28	1	1	CHASE	Trance Atlantic/Air/Waves	Virgin
29	2	8	DR. JONES	Aqua	Universal
30	1	1	PLANT VIOLET	Hailin I.N.C.	Logic
31	1	1	ALANE	Wes	Epic
32	1	1	SHOW ME LOVE	Rahyn	RCA
33	1	1	BRIMFUL OF ASHA	Comerstep	Wihija
34	1	1	FEEL MY VIBE	Bush	Ambition
35	1	3	TIME WARP '98	Damian S-Face	Academy Street
36	3	2	FREE	Hysterix Ego	The Brothers
37	2	2	WANT LOVE	Camira	WEA
38	3	5	LET ME SHOW YOU	Canisra	VC Recordings
39	2	2	MAKE THE WORLD GO ROUND	Sandy B	Champion
40	3	10	LE DISC-JOCKEY	Enorel	Sum

Surgling to number one this week, ALEXIA'S 'Oh La La La' originates from Italy and had a short run on the Club Chart last year. Coming back with better mixes and stronger promotion, it registers the greatest support of any Pop Top chart-topper this year, which holds back the UNITED CITIZEN FOUNDATION/SARAH BRIGHTMAN remake of 'Starship Troopers' which surges 5-2 and has enough support to have been number one in any other week of this year. The UCF/Brightman record is performing very poorly in the CIn chart, a fact which can, no doubt, be partly attributed to the very short lead-in time given for the promo to gain support and for dealers to place orders...It's good to see a former chart-topper, 'Aiane' by WES, making such a big impact on the CIn chart this week. A smash hit on the continent, 'Aiane' has had only limited support from radio and, as of last week, had still to make the Airplay Top 50. The bulk of its support and visibility therefore came from the clubs...The ever busy Almighty label has three records in the chart at present, and should have another one next week when the new promo by DEJA VU FEATURING TASHIM takes flight. Almighty specialise in NRG/Electro remixes of pop hits, and they're usually after the fact, which makes the new single a bit of a novelty, since it's a high-octane cover of the new CELINE DION single, 'My Heart Will Go On', which was released today and should be perched at the top of the CIn chart come this Sunday.

The Latest Recording Company Catalogue No. CD RPM 0033
Distribution by BMG

ALTERNATIVE TUNE OF THE WEEK

KID LOD 'SHE'S MY LOVER' (YELLOW) (BEATS)

Already billed for his debut album released at the end of the year, the Kid will no doubt garner further praise as this gem is lifted from it. A beautifully soulful organ and shuffling beat combination is topped with a drifting vocal. 'Pearly Girl' Man' is a string of all-Air-style jazz hip hop cut while 'Cum On' has a very saucy female vocal sample over monumentally funky bonus beats. Finally, lest we forget, there's a stunning version of the lead track by fellow French beat maestros Bang Bang, which adds sitar and Hammond organ into the mix. ●●●●● **BB**

'East'. The flip of 'A New Day' is an excellent remix by Ashley Beedle in his Black Science Orchestra guise. It loops the choice "I don't care how I get there, but I've gotta make this journey" line over stripped-down beats and an extra-phat bassline. ●●●●● **AB**

CONVERT 'NIGHTBIRD' (WONDERBOY) (HOUSE)

Re-releases are now forthcoming for older and older records. Six years since it originally charted for A&M, Wonderboy turn this track past us again with stacks of mixes from Tin Tin Out, 187 Lockdown, Vincent De Moor, Magic Alec and Jason Nevins. Tin Tin Out's happy and upbeat mix stands out from the rest, using most of the original's hooks, adding a crisp percussion and hooky synth lines which all add up to a damn good club record. ●●●●● **CF**

BEST OF THE ALBUMS

VARIOUS 'DJ KICKS: SMITH & MIGHTY' (K7) (AMBIENT)

Hardly has there been time to recover from the sheer brilliance of Terranova's 'DJ Kicks', when Smith & Mighty step forth with a Bristolian mix of dub, reggae and drum & bass that includes their own rare classics 'Walk On By' and 'Anyone' plus the usual exclusive DJ Kicks offering, in this case 'I Don't Know'. The best CD-mix series on the market - fact! ●●●●● **JH**

VARIOUS 'KOMPACTION' (NOVAMUTE) (TECHNO)

This 16-track double CD showcases five years of Mute's offshoot label, and contains cuts from Luke Slater, JBS, Speedy J, Plastikman and Steve Stoll. Novamute's solid style and tight roster puts it on a pedestal above similar-sounding labels and this collection is clear proof. ●●●●● **JH**



BUSINESS

OUT 9 • 2 • 98
available on 2 CDs & MC
featuring mixes by
K KASS, M&S, PAUL GÖTEL, JOHN 'OO' FLEMING
to hear 'business' call 0990 134 104

11 18 THE BEST CLUB ANTHEMS EVER? Z
13 19 THIS IS SPEED GARAGE
20 20 TRANSPORTING (OST)



ORDER YOUR FAVORITE PROMOS! 01888 370 622

- 14 25 ALL
- 15 26 AMM
- 16 27 I TH
- 17 28 SON
- 18 29 TOR
- 19 30 TOU
- 20 31 TIMI
- 21 32 THE
- 22 33 SYLN
- 23 34 HOV
- 24 35 SKY'S
- 25 36 BAR
- 26 37 NEW
- 27 38 HIGF
- 28 39 BAB
- 29 40 B-B

Bullethead critics

[FEED] 2XENH



14	25	ALL-STARRED THE FUND US	Columbia
15	26	AMNESIA Chumbawamba	EMI
16	27	I THINK I'M IN LOVE Spiritualized	Dedicated
17	28	SOMEBODY ELSE'S GUY Ce Ce Peniston	AMiP
18	29	TORN Natalie Imbruglia	RCA
19	30	TOURNQUET Headswim	Epic
20	31	TIME OF YOUR LIFE (GOOD RIDDANCE) Green Day	Reprise
21	32	THE STORY OF LOVE OTT	Epic
22	33	SYLVIE Saint-Etienne	Creation
23	34	HOW COULD I? (INSECURITY) Roachford	Columbia
24	35	SKY'S THE LIMIT The Notorious B.I.G. featuring 112	Puff Daddy/Arista
25	36	BARBIE GIRL Aqua	Universal
26	37	NEVER NEVER WARM Jets	Island
27	38	HIGHER THAN HEAVEN Unbelievable Truth	Virgin
28	39	BABY CAN I HOLD YOU/SHOOTING STAR Boyzone	Polydor
29	40	B-BOY STANCE Freestylers featuring Temor Fly	Freshkanova

↑ Bullseye titles are those with the biggest sales gains over last week

WILL GO ON

THE SMASH HIT LOVE THEME FROM THE NO.1 FILM 'TITANIC'

OUT NOW



TOP TWENTY COMPILATIONS

1	1	IN THE MIX '98	Various Artists	Polygram TV
2	2	ULTIMATE CLUB MIX	Various Artists	Virgin BMG
3	3	THE SOUL ALBUM II	Various Artists	Polygram TV
4	4	LOVE	Various Artists	Polygram TV
5	5	FUNKY DIVAS	Various Artists	BMG Music
6	6	THE EIGHTIES MIX	Various Artists	Star/Polygram TV
7	7	SIMPLY THE BEST LOVE SONGS 2	Various Artists	Various
8	8	NOW THAT'S WHAT I CALL MUSIC! '98	Various Artists	EMI Music/Various
9	9	THE FULL MOUNTY (OST)	Various Artists	BMG Music
10	10	A FERRER LOVE	Various Artists	Various
11	11	THE ANNUAL II - FETE TING & BOY GEORGE	Various Artists	Virgin BMG
12	12	HARDCORE HEAVEN - VOLUME 3	Various Artists	Various
13	13	THE BRIT AWARDS 1998	Various Artists	Columbia
14	14	MAXIMUM SPEED	Various Artists	Virgin BMG
15	15	ONE WORLD	Various Artists	Columbia
16	16	DIANA PRINCESS OF WALES - TRIBUTE	Various Artists	Diana Memorial Fund
17	17	THE ALL TIME GREATEST LOVE SONGS - II	Various Artists	Columbia
18	18	THE BEST CLUB ANTHEMS - EVER 2	Various Artists	Virgin BMG
19	19	THIS IS... SPEED GARAGE	Various Artists	Backward
20	20	TRANSPOTTING (OST)	Various Artists	Parade Records

17	25	THE BLUE CAFE Chris Rea	East West
21	26	BACKSTREET'S BACK Backstreet Boys	Jive
20	27	THE VELVET ROPE Janet Jackson	Virgin
15	28	MOON SAFARI Air	Virgin
26	29	LIKE YOU DO...THE BEST OF LIGHTNING SPEEDS	Epic
25	30	THEIR GREATEST HITS Hot Chocolate	EMI
27	31	THE FAT OF THE LAND The Prodigy	XL Recordings
28	32	THE BEST OF Wham!	Epic
31	33	OCEAN DRIVE Lighthouse Family	Wild Card/Polydor
45	34	STANLEY ROAD Paul Weller	GoDisks
23	35	THE STONE ROSES The Stone Roses	Silverstone
32	36	PARKLIFE Blur	Food/Panophone
30	37	PAINT THE SKY WITH STARS - THE BEST OF Enya	WEA
28	38	GREATEST HITS Eternal	1st Avenue/EMI
47	39	WORD GETS AROUND Stereophonics	V2
38	40	TRACY CHAPMAN Tracy Chapman	Elektra

© GIN. Produced in co-operation with the BPI and BARD, based on a sample of more than 1,000 record outlets.

[FEEDER] < SUFFOCATE >

2X ENHANCED CD/IX LIMITED-NUMBERED 7"

16-CZ-98



COURTESY: NINE FOUR PUBLISHING; STARS: SPY/SPZ

NADIA MOHSSEIN



YOU'VE GOT TO CRY

Release Date
16th February

The Latest Recording Company
Catalogue No. - CD RPM 0033
Distribution by BMG

INTERNATIONAL FOCUS

US CHARTWATCH

No excuses for starting with the Spice Girls again. The fab five's recent success at the box office and in the American Music Awards continues to have a favorable effect on their albums, with Spice selling 109,000 units last week to hold at number three, while Spice returns to the Top 10 for the first time since September 27 last year, climbing 11-10 after selling another 58,000 units. Both albums are likely to fall next week, however. Spice has only a flimsy grip on the Top 10 and saw its sales drop slightly last week, while Spiceworld can find no way past Celine Dion (236,000 sales) and the unshakable Titanic (583,000 more sales for a 2.2m total) and will undoubtedly be overhauled by Pearl Jam's new album, which was reported as doing



chart, a nursery slope for records by artists who have yet to reach the Top 100.

The Rolling Stones' Bridges To Babylon album holds at number 114 but Mick Jagger and Keith Richards are cining it thanks to The Verve's Urban Hymns which advances 30-23 after selling 42,000 units last week. That's the highest position of the album's 18-week chart career, and owes much to the use of Bitter Sweet Symphony in Nike's recent advertising campaign. That song is claimed as a Jagger/Richard composition on the grounds that it samples Andrew Oldham's experimental reworking of The Stones' The Last Time, even though the strings it uses are part of Oldham's scoring of the piece and have no melodic similarity to the original Stones recording.

Though it survived at number one for a staggering 14 weeks, Elton John's Candle in the Wind '97/Something About the Way You Look Tonight is falling much more quickly than most number ones, having dropped 3-5-19-13-17 so far. Remarkably, the record is still number one north of the border, and has now clocked up 20 weeks at number one in Canada—a national record.

Alan Jones

UK WORLD HITS

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

AUSTRALIA	
1	TUBTHUMPING Chubbamba EMI
2	YOU SEXY THING T. Sion WEA
3	DA YA THINK I'M SEXY? N-Trance/Acol Sweet Festival
4	TOO MUCH Spice Girls Virgin
5	SOMETHING CANON IN THE WIND '97 Elton John Mercury
	Source: ARIA

NETHERLANDS	
1	NEVER EVER All Saints Mercury
2	ANGELS Robbie Williams Chrysalis
3	TOO MUCH Spice Girls Virgin
4	CANDLE IN THE WIND '97 Elton John Mercury
5	SAIN'T OF ME The Rolling Stones Virgin
	Source: Dutch Top 100

ITALY	
1	CANDLE IN THE WIND '97 Elton John Mercury
2	TUBTHUMPING Chubbamba EMI
3	AMNESIA Chubbamba EMI
4	BREATHE Midge Ure Arista
	Source: Musica e Dischi/RII

GERMANY	
1	ANGELS Robbie Williams Chrysalis
2	SUNSHINE Dario G WEA
3	DA YA THINK I'M SEXY? N-Trance/Acol Sweet Slow-Up
4	TOO MUCH Spice Girls Virgin
5	RUMOURS Axxess CNR
	Source: Media Control

SWEDEN	
1	NEVER EVER All Saints Mercury
2	ANGEL OF MINE T. Sion EMI
3	SOMETHING CANON IN THE WIND '97 Elton John Mercury
4	ANGELS Robbie Williams Chrysalis
5	ALL ABOUT THE WORLD Oasis Heller/Sabbat
	Source: GJ/FPI

AUSTRIA	
1	BREATHE Midge Ure Arista
2	SOMETHING CANON IN THE WIND '97 Elton John Mercury
3	DA YA THINK I'M SEXY? N-Trance/Acol Sweet EMI
4	SUNSHINE Dario G WEA
5	N OUBLIEZ JAMAIS Joeocker EMI
	Source: ZPA

ARTIST PROFILE: THE VERVE

If overseas success simply equated to a band's promotional work, The Verve would have packed their bags long ago and headed back to Wigan.

Instead, the Hut/Virgin signings are responsible for one of the big UK breakthroughs of the past 12 months with their album Urban Hymns reaching platinum status in six countries and gold in 11 other countries. In addition, it this week reached a new peak of 23 on the



Billboard 200, around four months after first charting. Increasingly, against the usual tide of countless promo trips, their global success has been achieved with a minimal amount of promotional work involving the band who, as Virgin's international marketing director Loraine Barry explains, made it clear "getting off of your corner of the world on publicity jams would be figuring in their plans." "From the beginning we knew they would be putting their energy into the studio and touring, and promotion would be totally negligible," she says.

Virgin's efforts have been concentrated on building up the international profile of the band who, as its international marketing director points out, barely managed to scrape into four figures in some territories with their previous album Northern Soul.

However, Barry believes Urban Hymns has made it mark on the world almost totally on the back of the music itself. "There's no doubting it's the quality of its record which is selling it and our job has been made easy because of it," she says. "We're really fortunate the media appreciated it as well and helped us do the job."

In the USA, the album has been aided by Nike's inclusion of Bitter Sweet Symphony in a TV ad, turning the song into a top 30 hit and sending the album up the chart. Since the ad started to run Urban Hymns, which first peaked at #63 back in October, has moved back to the past month 70-36-30-23.

With the album having now reached one in Ireland, Sweden and New Zealand and secured Top 10 status in 10 other countries, momentum will continue through the rest of the year. This could include a series of European dates and summer festivals, including Urban Hymns' 4m worldwide sales. "We've watched this just spread around the world," says Barry. "It's all been down to the quality and the excellence of the album." **Paul Williams**

ALBUMWATCH: THE VERVE

- Urban Hymns new peak of 23 in USA
- Nine times platinum in Ireland
- Twice platinum in Italy and platinum in Australia, Canada, New Zealand

PEPSI Chart

#	Title/Artist	Label	#	Title/Artist	Label
1	DOCTOR JONES Age	Warner	21	BRIMFUL OF ASHIA	Comet
2	ALLI HAVE TO GIVE	Bascom	22	RECOVER YOUR SOUL	Elek
3	CLEOPATRA'S	DMG	23	PERFECT DAY	Chrysalis
4	YOU MAKE ME WANNA...	Sub	24	ALIANE	Wax
5	NEVER EVER	Mercury	25	SO GOOD	BMG
6	GETHIN JEGY WIT IT	Columbia	26	MY HEART WILL GO ON	Celine Dion
7	ANGELS	Chrysalis	27	LE DIS JOCKEY	Seena
8	HIGH	Capitol	28	FREE	U2
9	MULDER & SCULLY	Mercury	29	NO SURPRISES	Redhead
10	TOGETHER AGAIN	Mercury	30	SOMMET	Wax
11	ALL AROUND THE WORLD	Capitol	31	TIME OF YOUR LIFE	Mercury
12	TORN	Mercury	32	LUCKY MAN	Mercury
13	AMNESIA	EMI	33	TOO MUCH	Virgin
14	AIN'T THAT JUST THE WAY	Mercury	34	SYLVIE	Mercury
15	SOMEBODY ELSE'S GUY	Mercury	35	HOW WOULD I (INSECURITY)	Mercury
16	AVENGING ANGELS	Mercury	36	RENEGADE MASTER	Mercury
17	BAMBOOZIE	Mercury	37	YOU SEXY THING	Mercury
18	WISGIRN A STAR	Mercury	38	TRULY MADLY DEEPLY	Mercury
19	BABY CAN I HOLD YOU TIGHT	Mercury	39	MEET HER AT THE LOVE PARADE	Mercury
20	STORY OF LOVE	Mercury	40	AS LONG AS YOU LOVE ME	Mercury

VIRGIN RADIO CHART

#	Title/Artist	Label	#	Title/Artist	Label
1	URBAN HYMNS	The Verve	21	TRACY CHAPMAN	Mercury
2	LIFE THROUGH A LENS	Mercury	22	DOOKIE	Mercury
3	UNFINISHED MONEY BUSINESS	Mercury	23	THE VERY BEST OF Sting	Mercury
4	OK COMPUTER	Mercury	24	LENNIN LEGEND - THE VERY BEST OF	Mercury
5	FIELD	Mercury	25	MOTHER NATURE CALLS	Mercury
6	WHITS ON BLONDE	Mercury	26	THE GREATEST HITS	Mercury
7	INTERNATIONAL VELVET	Mercury	27	BLOOD SUGAR SEX MAGIK	Mercury
8	THE BEANS	Mercury	28	UNPLUGGED	Mercury
9	LEFT OF THE MIDDLE	Mercury	29	TALK ON CORNERS	Mercury
10	MAVERICK A STRIKE	Mercury	30	WORD GETS AROUND	Mercury
11	PABLO GUNN	Mercury	31	DESTINATION ANYWHERE	Mercury
12	BE HERE NOW	Mercury	32	MARCHIN' ALREADY	Mercury
13	THE BLUE CAFE	Mercury	33	THE GREAT ESCAPE	Mercury
14	WHEN WAS I BORN FOR THE 7th TIME	Mercury	34	TRANSFORMER	Mercury
15	LIKE YOU DO - THE BEST OF	Mercury	35	DO IT YOURSELF	Mercury
16	STANLEY ROAD	Mercury	36	THE BIG PICTURE	Mercury
17	PARLUR	Mercury	37	THE SINGLES	Mercury
18	PAINT THE SKY WITH STARS - THE BEST OF	Mercury	38	DEBUT	Mercury
19	REQUIEM DREAM - THE VERY BEST OF	Mercury	39	I SHOULD COO	Mercury
20	DEFERENT CLASS	Mercury	40	BLUR	Mercury

R&B SINGLES

This Week	Last Week	Title	Artist	Label	Cat. No.	(Contributor)
1	NEW	CLEOPATRA'S THEME	Cleopatra	WEA	WEA 1330D (W)	
2	1	YOU MAKE ME WANNA...	Usher	LaFace	74212150602 (BMG)	
3	2	GETTIN' JIGGY WIT IT	Will Smith	Columbia	695502 (ISM)	
4	3	NEVER EVER	All Saints	London	CD: LOND 407 (F)	
5	4	WISHING ON A STAR	Jay-Z featuring Queen Latifah	Rhinehouse	74212152242 (BMG)	
6	4	HIGH	Lighthouse Family	Polygram	5931492 (F)	
7	5	TOGETHER AGAIN	Janet Jackson	Virgin	VSCDG 1676 (E)	
8	NEW	SKYS THE LIMIT	The Notorious B.I.G. featuring M.I.A.	Puff Daddy/Arista	74215128130 (BMG)	
9	8	AIN'T THAT JUST	Lutricia McNeal	Wildstar	CD: STAS 2907 (W)	
10	6	SOMEBODY ELSE'S GUY	Ce Ce Peniston	AM/PM	5825112 (F)	
11	7	IT'S ALL ABOUT THE BENJAMINS	Puff Daddy & The Family	Puff Daddy/Arista	7421511872 (BMG)	
12	NEW	HOW COULD I? (INSECURITY)	Roachford	Columbia	6953462 (SM)	
13	NEW	HAIL MARY	Makaveli	Interscope	NO 95575 (BMG)	
14	NEW	THE PRESSURE	Sounds Of Blackness	AM/PM	5824472 (F)	
15	8	MAYBE I'M AMAZED	Carleen Anderson	Circus	YRCD 128 (E)	
16	11	PRINCE IGOR	Warren G featuring Sisqel	Del. Jam/Mercury	5748652 (F)	
17	10	ALL NIGHT ALL RIGHT	Peter Andre featuring Warren G	Motown	MUSR 1310 (D/MP)	
18	12	ONE STEP	Kiliah Priest	Geffen	GFSTO 22318 (BMG)	
19	14	FEEL SO GOOD	Mase	Puff Daddy/Arista	74215126443 (BMG)	
20	13	ALL CRIED OUT	Alaire	Epic	9652715 (SM)	
21	15	MY LOVE IS THE SHHH!	Somebody For The People	Warner Bros	W 047CD (W)	
22	17	I'LL BE MISSING YOU	Puff Daddy & Faith Evans	Puff Daddy/Arista	74215128442 (BMG)	
23	20	MEN IN BLACK	Will Smith	Columbia	6946882 (ISM)	
24	NEW	BUTTERFLY	Mariah Carey	Columbia	6953085 (SM)	
25	16	THA DOGGFATHER	Snoop Doggy Doggy	Interscope	NO 95550 (SM)	
26	20	BEEN AROUND THE WORLD	Puff Daddy & The Family	Puff Daddy/Arista	74215128442 (BMG)	
27	23	NO MONEY NO PROBLEMS	Notorious B.I.G. featuring Mase	Puff Daddy/Arista	74215128442 (BMG)	
28	18	GHETTO HEAVEN	Family Stand	Perfecto	PERF 156CD1 (F)	
29	NEW	TASTE OF THINGS TO COME	Barry Blue	Universal	MCSTD 40150 (BMG)	
30	23	PHENOMENON	Lil' Cool J	Del. Jam/Mercury	5881172 (F)	
31	29	DA DANGEROUS	Busta Rhymes	Elektra	E: 38717 CD (W)	
32	21	I WONDER IF HEAVEN GOT A GHETTO	2Pac	Jive	JIVECD 496 (F)	
33	18	NO NO NO	Destiny's Child	Columbia	49K7867 (Import)	
34	26	HIGH TIMES	Jamiroquai	Sony	52 9653702 (SM)	
35	33	IT'S GREAT WHEN WE'RE TOGETHER	Failexy Guyvee	Epic	CD: 9653382 (SM)	
36	27	JUST CRUISIN'	Will Smith	Columbia	6953482 (ISM)	
37	25	ROXANNE '97	Sing And The Police	A&M	5824952 (F)	
38	NEW	PLAYERS CALL	Dran. Jada Jones feat. Stu Large	Tennsy Boy	TBYD 775E (W)	
39	21	5 STEPS	Dru Hill	Island	Black Music 1215 675 (F)	
40	24	GODD GIRLS	Joe	Jive	JIVEAT 442 (F)	

© C.I.N. Compiled from data from a panel of independents and specialist multiples.

DANCE SINGLES

This Week	Last Week	Title	Artist	Label	Cat. No.	(Contributor)
1	NEW	MEET HER AT THE LOVE PARADE	Da Hood	Manifesto	FESK 38 (F)	
2	NEW	THE PRESSURE	Sounds Of Blackness	AM/PM	5824871 (F)	
3	NEW	HIDEAWAY 1998	De LaFace/SyN/Slide/Destruction	7421516101 (BMG)		
4	NEW	ABANDON ME	Yazz	East West	EW 151T (W)	
5	NEW	SCHONEBERG	Marmion	fltr	FX 324 (F)	
6	NEW	LE DISC JOCKEY	Encore	Son	TSUM 2 (T/ROW)	
7	NEW	DUBPLATE CULTURE	Soundscape	Satellite	7421512001 (BMG)	
8	NEW	BLUE FEAR	Armin	Xtravaganza/Epic	0301480 EXT (F)	
9	2	SOMEBODY ELSE'S GUY	Ce Ce Peniston	AM/PM	5825111 (F)	
10	3	SPIN SPIN SUGAR	Snooker Pimps	Clean Up	CLUP 027Y (F)	
11	4	B-BOY STANCE	Freestyle featuring Fear Fly	Rockaviva	RH7 03M/S376	
12	13	RENEGAD MASTER 98	Wildchild	Hi-Lite/Polygram	582379 (F)	
13	NEW	Y (HOW DEEP IS YOUR LOVE)	DJ Scott Project	Perfecto	PERF 1571 (W)	
14	7	YOU MAKE ME FEEL (MIGHTY REAL)	Byron Stingily	Manifesto	FESK 38 (F)	
15	NEW	BRAIN IS THE WEAPON	Mark NRG	Tropik	TRAX TRAX031 (ADD)	
16	NEW	IT'S LIKE THAT	Ron CMC vs. Jason Nevins	Sonic Communications	53005 (F)	
17	1	DON'T STOP	Ruff Dweez	Interlope	TEREM 063 (T/ROW)	
18	NEW	SKY'S THE LIMIT	The Notorious B.I.G. featuring M.I.A.	Puff Daddy/Arista	74215128130 (BMG)	
19	21	CASUAL SUB (BURNING SPEAR)	ETA	East West	EW 145T (W)	
20	22	BAMBOO	Bamboo	VC	Recordings VCR 29 (E)	
21	14	MOVIN' ON	Debbie Ponder	Azuli	AZULIBL77 (ADD)	
22	8	SO GOOD/FREE LOVE 98	Juliet Roberts	Delicious	7421514001 (BMG)	
23	20	TEMPEATER	Goldie	fltr	FX 325 (F)	
24	6	THE TWISTER	Viper	Hoo	Choons H00J 59R (V)	
25	10	NIGHTBIRD	Corvett	Wanderboy/AM	WBG0Y 018 (F)	
26	5	BUTTERFLY	Titi featuring Zee	Perfecto	PERF 154T (W)	
27	NEW	ALANE	Wes	Epic	965466 (SM)	
28	19	WARHEAD	DJ Krust	V	Recordings VO2 (Vinyl)	
29	11	ONE STEP	Kiliah Priest	Geffen	GFST 22318 (BMG)	
30	NEW	HOLD YOUR HEAD UP HIGH	Boris Dlugosz presents Boom	Positive	1271V 73 (E)	

DANCE ALBUMS

This Week	Last Week	Title	Artist	Label	Cat. No.	(Contributor)
1	NEW	SATURNZ RETURN	Celvia	fltr	K28991/0289504 (F)	
2	2	MY WAY	Usher	LaFace	728092/0134 (BMG)	
3	1	DEKSDRUMSANDROCKANDROLL	Prophetsbreaks	Wol	01 Sound WALLP 025WALLC 015 (W)	
4	NEW	REACTIVE CLASSICS	Various	React	REACTLP 114REACTMC 114 (W)	
5	NEW	TIMEPEACE	Terry Callier	Tahiti	Leeds 538201V (F)	
6	NEW	BIG WILLIE STYLE	Will Smith	Columbia	499621/480924 (ISM)	
7	NEW	IN THE MIX 98	Various	Virgin/EMI	ATDAG 174 (E)	
8	NEW	HOLDIN' - THE SELF MEGAMIX	DJ Krust	Mo Wax	MW 08LP (F)	
9	5	ULTIMATE CLUB MIX	Various	PolyGram	TV 2552094 (E)	
10	NEW	THE VELVET ROPE	Janet Jackson	Virgin	V 289372V 2800 (E)	

SPECIALIST CHARTS

14 FEBRUARY 1998

Heroin addiction.

Detox 5 offers virtually pain-free, effective detox treatment for heroin and methadone addiction. The programme is affordable and available in clinics at Harrogate, Harrow and Sevenoaks and is supervised by consultant medical specialists with 24 hour registered nursing care. **Freephone: 0800 515282**

Detox 5

The 5 day opiate detox programme.

Web site: <http://www.opiate-detox.co.uk>

MUSIC VIDEO

VIDEO

This	Last	Artist Title	Label/Cat No	16	9	THE ENGLISH PATIENT
1	NEW	PETER PAN	Walt Disney 020295Z	17	8	JERRY MAGUIRE
2	NEW	STAR TREK VOYAGER - VOL. 41	CIC Video VFR452	18	7	PREDATOR 2
3	1	HEARTBEAT - CHANGING PLACES	BMG Video V73256-350	19	12	MISSEY IMPOSSIBLE
4	NEW	STAR TREK DEEP SPACE NINE - VOL. 41	CIC Video VFR330	20	10	BEAVIS AND BUTT-HEAD DO AMERICA
5	23	GORDY	Walt Disney 020437Z	21	11	REDEMPTION CONLEY - ULTIMATE FAT BURNER
6	NEW	RUDYARD KIPPLING'S THE JUNGLE BOOK	War. Disney 020470Z	22	21	TELEUBIES - DANCE WITH THE TELEUBIES
7	4	SEVY	Ev. EVS2014	23	26	SENSE AND SENSIBILITY
8	2	THE X-FILES - FILES & REDUX	Fox Video 27610	24	16	THE ROCK
9	NEW	ONLY FOOLS & HORSES - A ROYAL FLUSH	BBC Video VHC471	25	18	LAST MAN STANDING
10	5	THE SHAWSHANK REDEMPTION	Video Collection V13471	26	24	CRIMSON TIDE
11	15	LEON	Touchstone V40302Z	27	22	TELEUBIES - HERE COME THE TELEUBIES
12	NEW	THE FIRST WIVES CLUB	CIC Video VFR438	28	20	BUMB AND DUMBER
13	6	MATILDA	olumbia Tristar DV42518	29	10	STAR WARS - TRILOGY
14	3	PREDATOR	Fox Video 1515	30	NEW	MURKIN'S WEDDING
15	17	CINDERELLA	Walt Disney 020410Z			© CIN

This	Last	Title	Label/Cat No
1	NEW	MICHAEL JACKSON - Thriller	Epic 495552
2	1	SPICE GIRLS Official Video - Live In Istanbul	Virgin V100342
3	2	MICHAEL FLUTEVILLE Of The Dance	VHL 41983
4	5	ALANIS MORISSETTE Live	Warner Music Video 7595816
5	3	BACKSTREET BOYS Cashmere & Lined The Seven	Capitol 75077
6	4	CLIFF RICHARD & CASHMERE Live	Video Collection 12125
7	6	ULCAST TELEDUO Live Moncler Concert	Video Collection 12125
8	10	2PAC World's New Style	MC Video V1427
9	7	FRANK SINATRA My Way	Video Collection V1427
10	8	BELL WEISS Standalone New Show	Warner Music Video 7512180
11	12	BELL WEISS Standalone New Show	Video Collection 0255
12	8	SMILEY DOWNELL The Legend Book - Live From The Pool	Re: 70211
13	13	BACKSTREET BOYS Live In Concert	Virg V1011
14	11	SPICE GIRLS Official Video Volume 1	Virgin V100342
15	10	VARIOUS ARTISTS The Show	Ev. EVS2014
		© CIN	

INDEPENDENT SINGLES

This	Last	Artist Title	Label (distributor)
1	NEW	CRAZY LITTLE PARTY GIRL	Ultra Pop/Ced 009645 ULT (P)
2	NEW	SYLVIE	Creation CRESCD 278Z (M/W/V)
3	1	ALL AROUND THE WORLD	Creation CRESCD 282 (M/W/V)
4	2	I'LL BE THERE FOR YOU	Live JIVECD 437 (P)
5	5	S&P	Jive JIVECD 438 (P)
6	4	ANGVING ANGELS	Ships
7	4	ALL NIGHT ALL RIGHT	Ships
8	NEW	CHILDREN OF THE NIGHT	Ships
9	NEW	SPIN SPIN SUGAR	Ships
10	NEW	THE TWISTER	Ships
11	6	SANDS OF TIME	Ships
12	NEW	THE VAMP (REVAMPED)	Ships
13	7	STAY	Ships
14	9	I FEEL DIVINE	Ships
15	NEW	COCKROACH/YETI	Ships
16	11	AS LONG AS YOU LOVE ME	Ships
17	12	HISTORY REPEATING	Ships
18	15	WHATEVER	Ships
19	9	OVERTHROW	Ships
20	20	WONDERWALL	Ships
		© CIN	

INDEPENDENT SINGLES

This	Last	Artist Title	Label (distributor)
1	NEW	BECKS ANDRUMS AND ROCK AND ROLL	Wall Of Sound WALDCD 015 (V)
2	12	THE STONE ROSES	Silvertone ORECD 502 (P)
3	1	WHEN I WAS BORN FOR THE 7TH TIME	Wuuja WLJC0 105 (W/D/S/C)
4	2	BE HERE NOW	Creation CRECD 219 (M/W/V)
5	3	BACKSTREET'S BACK	Jive CH1P 186 (P)
6	4	WORD GETS AROUND	V2 VVR 100038 (M/W/V)
7	5	LADIES & GENTLEMEN...	Deconstructed DC04 (V)
8	NEW	DEBUT	One Little Indian TPLP 310X (P)
9	48	TURNS INTO STONE	Silvertone ORECD 521 (P)
10	6	TELLIN' STORIES	Beggars Banquet BR0CD 130 (R/T/M/D/S/C)
11	7	(WHAT'S THE STORY) MORNING GLORY?	Creation CRECD 185 (M/W/V)
12	NEW	KI-OKU	Apple/AMBB990CDX (M/W/V)
13	9	BETTER LIVING THROUGH CHEMISTRY	Ships BRASSIC 202 (M/W/V)
14	13	BECOMING X	Ships BRASSIC 202 (M/W/V)
15	NEW	COLD AND BOUNCY	Alpaca Park VVR 1000738 (M/W/V)
16	NEW	PARANOID & SUNBURNT	Alpaca Park VVR 1000738 (M/W/V)
17	NEW	POSTLEGALITY	Ships BRASSIC 202 (M/W/V)
18	14	THE COMPLETE	Silvertone ORECD 528 (P)
19	8	HOMOGENIC	One Little Indian TPLP 71CD (P)
20	15	SPIDERS	Ships
		© CIN	

COUNTRY

This	Last	Title	Artist	Label (distributor)
1	1	SEVENS	Garth Brooks	Capitol 856092 (E)
2	2	LOVE SONGS	Kenny Rogers	Virgin KENVCD 1 (E)
3	4	COME ON OVER	Shania Twain	Silver Swan 31240 (E)
4	3	FURTHER DOWN THE ROAD	Charlie Landsborough	Ritz RITZCD 006 (P)
5	5	SONGS OF INSPIRATION	Daniel O'Donnell	Ritz RITZCD 709 (P)
6	7	YOU LIGHT UP MY MIND	Leann Rimes	Carb. CURCD 046 (R/W/P)
7	6	WITH YOU IN LIFE	Charlie Landsborough	Ritz RITZCD 0078 (P)
8	12	THE WOMAN IN ME	Shania Twain	Mercury 522886Z (E)
9	9	IN PIECES	Garth Brooks	Liberty CD05T 221Z (E)
10	11	TIMELESS	Daniel O'Donnell & Mary Duff	Ritz RITZCD 707 (P)
		© CIN		

This	Last	Title	Artist	Label (distributor)
11	8	NO FENCES	Garth Brooks	Liberty CDP 75502 (E)
12	20	SO LONG SO WRONG	Alison Krauss & Union Station	Rounder CD-RUCD 086 (R/W)
13	13	BLIND	Leann Rimes	Carb. CURCD 028 (R/W/P)
14	10	IF I DON'T SAY THE NIGHT	Mindy McCready	BNA 742115203Z (BMG)
15	15	MUSIC FOR ALL OCCASIONS	Mavericks	MCA MCD 11344 (BMG)
16	19	STONES IN THE ROAD	Mary Chapin Carpenter	Columbia CK 6423Z (SM)
17	16	EVOLUTION	Melanie McBride	RCA 07853736Z (BMG)
18	NEW	DID I SHAVE MY LEGS FOR YOU?	Deana Carter	Capitol CD05T 2240 (E)
19	14	A PLACE IN THE WORLD	Mary Chapin Carpenter	Columbia 465182Z (SM)
20	18	THE SECRET OF LIFE	Gretchen Peters	Carb. CURCD 031 (R/W/P)
		© CIN		

MID-PRICE

This	Last	Title	Artist	Label (distributor)
1	3	PABLO HONEY	Radiohead	Parlophone CDPCS 2380 (E)
2	1	TRACY CHAPMAN	Tracy Chapman	Elektra ETKACD 10 (E)
3	NEW	PARKLIFE	Blue	Foed FOODCD 10 (E)
4	NEW	BLOOD SUGAR SEX MAGIK	Red Hot Chili Peppers	Warner Brothers 75952681Z (W)
5	NEW	DOOKIE	Green Day	Reprise PHCR 1520 (P)
6	NEW	EXIT PLANET DUST	The Chemical Brothers	Virgin XDUSTCD 1 (E)
7	19	MCMXC A.D.	Enigma	Virgin International CDVA 1 (P)
8	NEW	THE SINGLES	PreTenders	WEA K24225Z (E)
9	9	TRANSFORMER	Lo Real	RCA NDR3085 (BMG)
10	NEW	GREEN	REM	Warner Brothers 325735Z (W)
		© CIN		

This	Last	Title	Artist	Label (distributor)
11	8	SECOND COMING	Stone Roses	Geffen GED 2493 (BMG)
12	NEW	THE GREAT ESCAPE	Blur	Foed FOODCD 10 (E)
13	4	ELEGANT SLIMP	M People	Deconstruction 7432116076Z (BMG)
14	NEW	SONGS OF SANCTUARY	Adams	Venture CD05 825 (E)
15	NEW	GREATEST HITS	Bob Dylan	Columbia 46209Z (SM)
16	15	BRIDGE OVER TROUBLED WATER	Simon & Garfunkel	Columbia 46248Z (SM)
17	NEW	MONSTER	REM	Warner Bros 3252437 (W)
18	NEW	BLUE LINES	Blind	Wild Bunch WBRC0 1 (P)
19	NEW	BEFORE THE RAIN	Stearns	EMI CD05M110 (E)
20	NEW	SEAL	Eternal	ZTT 90311455Z (W)
		© CIN		

ROCK

This	Last	Title	Artist	Label (distributor)
1	1	DOOKIE	Green Day	Reprise 596245195Z (W)
2	3	NIMROD	Green Day	Reprise 59624794Z (W)
3	6	DESTINATION ANYWHERE	Jon Bon Jovi	Mercury PHCR 1520 (P)
4	2	BLOOD SUGAR SEX MAGIK	Red Hot Chili Peppers	Warner Bros 75952681Z (W)
5	8	THE COLOUR AND THE SHAPE	Foo Fighters	Roswell EST 2295 (E)
6	8	INSONMIAC	Green Day	Reprise 59624692Z (W)
7	5	ALBUM OF THE YEAR	Foxy Puzo	Black 828902Z (P)
8	4	MADE IN JAPAN	Deep Purple	EMI 85186Z (E)
9	7	ONE HOT MINUTE	Red Hot Chili Peppers	Warner Bros 3252437Z (W)
10	10	BBC SESSIONS	Led Zepplin	Atlantic 75678361Z (E)
		© CIN		

JAZZ & BLUES

This	Last	Title	Artist	Label (distributor)
1	NEW	BLUE FOR YOU - VERY BEST OF	Nina Simone	Global Television RADC0 84 (BMG)
2	7	KIND OF BLUE	Miles Davis	Columbia CK 64305 (SM)
3	NEW	TO SEE YOU	Harry Connick Jr	Columbia 46209Z (SM)
4	1	BAJAZZ	Erykah Badu	MCA UD 3107 (BMG)
5	2	LISTEN IN COLOUR - VSD JAZZ FM	Various Artists	Jazz FM JAZZFMCD 6 (S/W)
6	5	FROM THE CRADLE	Eric Clapton	Duck 5004275Z (E)
7	3	GREATEST HITS	Kenny G	Arista 078221891Z (BMG)
8	4	DELICUS WILD	Blind	Universal MCD 1172Z (BMG)
9	6	MAAD ABOUT THE BOY - THE VERY...	Dinah Washington	Cribsom CRIMCD04 (EUK)
10	6	LIVE	Erykah Badu	Universal UNO 53108 (BMG)
		© CIN		

MORCHEEBA

NEW ALBUM BLOWS CHINA'S WELL-KEPT SECRET



title track Big Calm is Nosaj from New Kingdom, a psychedelic rap band from Brooklyn with whom Morcheeba share a mutual admiration.

Although the initial marketing spend on Big Calm will exceed that of the first album, Green and China managing director John Benedict agree that Morcheeba are not the sort of band who would suit an in your face marketing campaign.

Benedict says, "Our strategy is ultimately to let the album speak for itself, get it on as many listening posts as possible, make sure people hear it. When you market this sort of band you don't expect a string of top five singles, but Blindfold (the second single, out on April 30) could take it to another level."

A priority release for the newly-restructured Sire Records in the US, the album will come out there on Sire/China, supported by a worldwide

tour kicking off in the UK in March before going to America, Canada and Europe (less than a month after the anticipated arrival of Skye Edwards' second baby) in mid-February, which has propelled the band's profile into women's magazines).

In the UK, the release of the funky Morcheeba remix album Beats And B-Sides at the end of last year re-ignited interest in the act in underground circles. To precede the album, a limited edition single featuring the first and

last tracks, The Sea and Big Calm, will be released on February 16. Benedict describes this as a taster to show the musical breadth of the album.

He adds, "It draws on so many references: blues, R&B, soul, reggae, dance. It's a huge canvas and it will appeal to anyone who is discerning about music."

The Sea has subsequently won considerable Radio One airplay on the As Featured playlist, and Benedict says the reaction elsewhere in the UK and overseas has been overwhelming.

But it is the album which will win over any remaining doubters. With the reggae-infused Friction, the perfect pop of Blindfold and Over And Over, the countryish slide guitar on Part Of The Process and Dignity In A Watery Grave – not to mention Ross's blues guitar and star playing – Big Calm is an LP of stunning breadth that should ensure Morcheeba's vision is shared by a wide audience.

Catherine Eade

"They've come up with an artistically triumphant album. Their time is now"
– Derek Green

STEVE LAMACO ON A&R

Back to basics this week, starting with Gravel. Gravel are the band I first met one morning at the Radio One Breakfast Show (it's a long story), but then I met them again at the Midget gig in Bedford recently, which makes sense. The foursome are a forthright, Midget-esque guitar band, who sound like they've bought one of those thrash-pop Starter Kits which get you from square one (rehearsing) to square two (gigging). A bit more of their own obvious hunger and sparkle, and they could be well on their way. Worth seeing live...On the other side of the world – well, from Exeter – to be fair – come **Breakstroke** with one of the few demos to really stick out this week. Not necessarily because they have huge chart potential, but because they seem to have a different set of

aspirations to your average new indie band. Listen to this description of the sound from their own press hand-out: "Distorted, soulful and ****ed up, as if REM on smart drugs had crash-landed back in the American Underground with a degree from the University of Whiteboy Indie Swing under their belts." Of course, you're never going to be able to live up to that, and to be honest, the first track sounds more like Frank Black singing than Michael Stipe, but there is a great tune on it called **Blinded By The Horn**...Next up from round Manchester way, come **The Damian Shrub** with a strong, stompy, melodic take, but lads, you could lighten up in your press shot...**Meanwhile, Johnny Deluxe** must be pretty committed to getting somewhere

because this is the second cassette I've opened from them this morning. Caught In The Traffic starts pretty averagely but there is a great tune here called I'm Lazy But You Know...Finally – pausing only to mention a screamer of a tape from angry young power-pop types **Bones** – we arrive at the first of our star name lucky dip demos. Every so often we'll be getting top nice people to pull a demo from the rubble for us to review, so come on down **The Tates**. Your jury was picked from the pile by a blindfolded Jenny Ross (The Sunday Show). It didn't sound much cop on first listen, but actually **So Far Out** is a really good song. Keep working at it lads, because fate is obviously on your side.



ON THE WATCH

SISTER NATURE
These four serious-minded Arctic-regional R&B singers from Luton are set to be Britain's answer to La Voix et le Violon à travers le monde. Watch out for their debut album.

It is entirely in keeping with Irish-born Perry Blake's melancholic muse that the promo for his haunting new single Genevieve (The Pilot Of Your Thighs) is shot amid the gothic splendour of Prague. But it is doubly apposite that with the fervour for the singer that exists over the Channel, the 26-year-old has chosen a European city to promote the dramatic, string-laden track released by Polydor on March 9.

Polydor international product manager Nicholas Veselohnikoff says, "We've had a tremendous reaction in France where the press has been raving about him in magazines like *Les Inrockuptibles* and *Magie*."

The favourable response to advance tapes of Blake's self-titled debut album has been compounded by his decision to join French singer Helena Noguerra on a surreal version of *All Shook Up*, to be released by Warner in her home country this spring.

It's not surprising that the French have responded to Blake so quickly; his singles and forthcoming self-titled debut album showcase a brooding musical presence where inflections of Scott Walker combine with the deftness of Inuch of Nick Drake. Blake says, "I suppose I am working in some kind of European tradition. The songs may be melancholy, but there is a certain pop sensibility which hopefully isn't cheesy."

As such Slipgob Blake's talents appear to have emerged fully formed. Polydor A&R head Simon Gavin says, "When I heard his tape in 1996 he was close to signing to another PolyGram company, but I was so impressed with his originality and infectious melodies I flew to Dublin and we did the deal."

Blake wrote many of the songs on the album years ago, performing them in cabaret form around Dublin. "I was always a complete outsider and never felt part of the Irish music scene. I gave up working with a band when it became obvious they were more interested in alcohol than music. In fact, I can't think of any Irish artist I respect, maybe Bob Geldof, but more for his attitude than his music," says Blake.

Determination and self-belief are certainly characteristics that the two Irishmen share. For example, Blake cut his first recording in London with hip label stablesman Howie B after just a few days, choosing producer Ross Cullum (who has worked with Enya) instead.

"The album was recorded at Cullum's studio in the River in London with

Blake's collaborator Graham Murphy handling programming duties as well as arranging. The singer insisted that the vocals should be taped in a suitably atmospheric environment, and eventually settled on a church by a lake in Somerset, resulting in a distinctive, mournful sound.

The release, which took 13 months to record, has a sombre tone which prompted industry wags to dub Blake "Perry Coma" when an impressively packaged sampler was circulated by Polydor last autumn.

But comparisons with the likes of Scott Walker miss the point, Blake says. "Sometimes it's quite flattering, but virtually none of the

names which have been mentioned are influences, apart from Jacques Brel musically and maybe David Sylvian, who I really admire for the seamless way in which he presents his music," he says.

When the track *The Hunchback Of San Francisco* was released last autumn, it made single of the week on Jo Whitley's

Radio One lunchtime show, and Blake embarked on a series of semi-acoustic dates in appropriate London venues like the ornate Cafe de Paris and various less salubrious Soho bars.

While these drew critical plaudits from attendees, the perfectionists in Blake prompts him to add, "Things got a bit karaoke at the end." However, he is set to embark on a number of higher profile showcases, including one backed by *Les Inrockuptibles* in Paris. Blake confesses bemusement over the collaboration with Noguerra, which came about because both artists are published by Sony Music. "It's not really my thing but I decided to give a mildly deadpan performance," he adds.

Even as preparations are made for his debut, Blake is already contemplating his next album. "It's going to be much darker," he says, as if to provoke the industry wags further. "But it won't be forced. Bacharach is incredibly dark sometimes, but it's the most beautiful way. Think of something like *Do You Know The Way To San Jose?*" That's a very dark song but very listenable."

Meanwhile, Polydor is set to ensure that the whole of Europe succumbs to "Perry Coma" the first time around.

Paul Gorman



BEVERLEY KNIGHT signed to Rhythm Series about a year ago after modest sales with her debut 1995 set called *B. Knight*, which featured the club hit *Flow Of The Old School on Dance* EMI. Knight, who co-wrote and did the vocal arrangements for all the songs on the upcoming disc, says, "I have to be an artist who happens to be R&B and not just an R&B singer. Keith and the team all understand that." The single *Made By You* is a contemporary, hip-hop based club floorer produced by Dodge, which also features reggae by Redman - it due out in late April. Wozencroft says, "I think Beverley is the best female R&B act in the UK."

Parlophone's A&R director Keith Wozencroft is intent on keeping up his label's artist-led tradition with his latest baby, the R&B-dedicated artist called Rhythm Series.

After working on the new label's concept for the past two years, the man who discovered Radiohead, Supergrass and Mansun says that his game-plan is to approach the R&B scene from a similar standpoint to the way he has tackled the alternative rock arena.

All ears will be tuned to the results as the first releases on the label from signings Beverley Knight, Charlotte, Stephen Simmonds and Bizzi take off over the coming months.

After the recent success of acts like Usher, Will Smith and Shola Ama, Parlophone could be accused of jumping on a trendy bandwagon, albeit a little late, but Wozencroft is very

quick to dispel any such thoughts.

"I haven't moved into R&B because it's fashionable. I won't sign an act unless I believe in them and if that's how it works for us in the rock world and we're not doing it any different here," he says.

Wozencroft explains that as long as three years ago he decided to move into new areas which contained "something that carried the same album principles", spurred on by a lack of interest in signing any of the acts evolving from the alternative rock world.

The first new area Wozencroft looked at was leftfield dance and he eventually signed Beyoncé and the drum & bass act, Boytender. But he wanted more than that. He started looking seriously at the R&B

BIZZI 26, a Nineties R&B singer who is originally from Leicester. He signed to Rhythm Series last year and released a single called *Bizzi's Party*, which reached number 22 in the UK in November. Bono says, "This is what Mark Morrison should have been. The kid is class, which is what we're all about here at Rhythm Series - real quality."

MARION

BEGINNING TO SHOW THEIR PROMISE

The danger for London Records of involving Johnny Marr in producing one-time Britpop second leaguers Marion's second album is that any success will be credited to the ex-Smiths guitarist.

But about of the release of their sweeping, thunderous new single, *Miyako Hideaway* (out on February 23), singer Jaime Harding disagrees. "Johnny's input was as big as anybody's and he changed quite a bit of the music under the guise. He made it richer and gave it a different feel but I know what we've got is so good, it stands up on its own, it's a Marion sound. If I was insecure I might be worried but I'm not, we've made a great record," he says.

However, part of Marion's increased maturity and the rich, panoramic sound that pervades their new material should be ascribed to the role played by Marr, who was invited down to rehearsal by his ex-manager Joe Moss who now looks after the band. Marr says, "I wasn't particularly looking to produce a group but they invited me down to a rehearsal. Before we knew it, six hours had gone by and we'd worked on pretty much the whole album. It soon became obvious we were going to make a record."

When the young Macfeeblid quintet broke through at the close of 1995 they

were inevitably lumped in with the Britpop brat pack, yet their edgy, intense, heart-on-sleeve rock sound on *Top 10* album *This World And Body* - which sold 55,000 copies - seemed out of step with the upbeat mood of the times. Now material from the album, *The Program* (out on April 13), is set to put the record straight.

A&R manager Paul McDonald, who signed Marion to London Records late in 1994, agrees that the band were unwilling recruits to any scenes. "Since they formed, Marion have been developing musically at their own pace. What's interesting is that they've gone away for a couple of years and had to outlive, endure and Britpop," he says.

"They've turned into what kind of rockers of an intense and passionate sound which is deep rather than dark. The new music will sit very well in a record collection

One to WATCH

AT PEOPLE SINGER
Beverly Knight
Parlophone has built a bit of a buzz around the singer's debut *Flow of the Old School* in the UK. She plays the Moby-Dick club in London on February 9.

Artist: Perry Blake Label: Polydor Single songwriters: Blake/Murphy Production: Ross Cullum Studio: The River Publisher: Sony ATV/Perfect Songs Released: March 9

RHYTHM SERIES

AFTER TWO YEARS OF PLANNING, PARLOPHONE UNVEILS ITS R&B LABEL

some about two years ago and, encouraged by a return to live instruments by artists such as Maxwell, D'Angelo and Erykah Badu, began pulling away from the producer-led genre. He says, "I had always listened to people like Earth, Wind & Fire, Stevie Wonder and the Chi-Lites. I felt we could produce that kind of artist-led genre in the UK."

His first move was to get on board Jamie Nelson, a senior A&R manager and self-confessed Essex soul boy, to start work on the new concept. Nelson says, "My brief was quite

simple. Keith said the Rhythm Series is about great artists. He wanted me to sign and nurture great R&B artists for today and for the future."

Wozencroft's next move was to bring in Lloyd Brown aka Daddy Bug as an A&R manager to help run the label day-to-day. Brown is an original pirate-disco DJs Kid and still has a late-night show on the station, "I got live-night because I wanted someone who understood the real R&B underground and the real world because that's such an important feature of this genre," says Wozencroft.



CHARLOTTE originally came in to talk to Jamie Nelson about the possibility of doing some songwriting for the label, having worked with acts such as Soul II Soul and Isaac Hayes. Charlotte says, "I was impressed when I met the guys at Parlophone. Keith comes across as someone who could be out there buying records but at the same time he has a strong vision of what the music should sound like."

The single Bo Mine is an uptempo soul track which is due out on April 6. Other songs include the superb Semedney which Charlotte co-wrote with Geoffrey Williams and which has huge crossover potential.

Brown sees his role as crucial to producing modern R&B music. "What mixes do I try to enhance good music with today's technology and put it in the direction where today's R&B music is going," he adds.

Brown oversaw the Rhythm Series' first album called Groove Essentials, a compilation of soul acts, including Camille Douglas and DeNosh, which he licensed from Bent Factory in Canada. The reason Rhythm Series took on this project was to see where the distribution and sales problems were to be anticipated in the R&B market. It also had discussions with specialist radio stations like Choice and Kiss about the best way to deal with the problems.

Nelson explains that the other reason Rhythm Series handled the Groove Essentials project, and will probably take on others like it, is because it wants to be able to allow talented acts to release one-offs without massive contractual obligations to the label.

"Rhythm Series is also about a big pot with a lot of creativity. We've started from the viewpoint that we know nothing about this sector and we're covering all angles. We want success early, but only so long as it doesn't compromise the long-term future of the act or the label," says Nelson.

The marketing team has developed a look for the label which is intended to convey quality (the logo even features a pound sign). Parlophone senior marketing manager Sue Lacey says, "We don't want the label to be bigger than the artist but we want the Rhythm Series name to appear on the cover because people will associate the name with quality and talent."

After two-and-a-half years of work on the project the team have covered all bases right down to a dedicated specialist sales, logistics and marketing team. With success it could be that the Rhythm Series eventually finds itself being mimicked by other labels.

Yinka Adegoke



STEPHEN SIMMONDS is a Swedish soul singer/multi-instrumentalist who is signed to Diesel in his native country. His album album was released last year and has sold 40,000 copies in Sweden alone and he has been nominated for four Scandinavian Grammys. Nelson says, "He's a great artist whom I don't think we could discover here. Sometimes we're too wrapped up in trying to be contemporary but maybe just does his own thing. We are currently working with him to update and repack the album for release later this year."

The single Get Down - a soul-driven, guitar-led mid-tempo groove which Simmonds wrote - may be his final Diesel. Wozencroft is also well known to him. Never Dry, which is the kind of slow mature strings-led piece you would expect on a classic R&B album.

which contains The Verve, Radiohead, the Manics and U2."

Recording began at Revolution Studios just outside Manchester in February last year and proceeded rapidly with Marr managing the band's sound, adding guitars and rearranging songs.

Marr says, "They were really open to

ideas, we clicked together. I wanted to capture their spirit and energy and you can hear it all in the first single, Miyako Hideaway. They had a steaming chorus and I came up with a middle eight and developed the verses a little to alter the mood of the music."

Early indications as to the single's reception are good. XFM has been playing it for weeks upfront and Radio One has begun to play it during the daytime.

Meanwhile, London's McDonald is in no hurry to push the band, who are on his finished article.

"It was always our intention to take a long-term view. I actually think the third album will be the one which really breaks them, although they've made huge steps with this record. They're just starting to reach out and be the band they can be."

If Marr, McDonald and London are right, then Miyako Hideaway is set to beat the previous best chart success with Sleep, which reached number 17 in March 1996.

Mike Pattenden

ELECTRONIC CHARGED YEAR FOR MARR

After leaving The Smiths, Johnny Marr went through a have-guitar-will-travel phase, guesting with the likes of Foxy Music, The Pretenders, Simple Minds and The The. Forming Electronic with Bernard Sumner in 1991 gave his writing and performing talents an outlet but production has never featured very high on his list of things to do, he says.

Ahead of the planned release of a third Electronic album this summer, Marr says, "I've turned down quite a few offers over the years, some that have been really big. I have to get on with the people, believe in the songs and really believe in the singer to work with them."

"There's a lot of emotional involvement for me in production. Once I start getting involved I really begin to care, and commercial considerations go out the window."

Working with Marr rekindled Marr's love affair with guitars, which has largely been toned down over Electronic's two Top 10 albums and made him realise he'd been missing working within a group.

"It was nice to be involved in making a rock record, I was looking to do something with guitars again. It also did me no end of good to be around a band again. The idea of Electronic was to get away from that, which was a good thing, but this time round we're



HARDING & MARR

more of a band, we've got a drummer and bass player now," he says.

The gold first album, Electronic, reached number two in June 1991 on Factory and took five years to be followed by Raise The Pressure on Parlophone, which reached number eight in July 1995 and went

silver. Yet the foursome are currently demoting material for a new album which Marr expects to have ready for release this summer. "We're recording some stuff at the moment and ironically we're looking for someone to produce us. Has influenced me a bit working with Marion, there are going to be more guitars but it's the vibe we're looking for and we'd like someone to capture it for us."

Marr also hopes Electronic will tour later in the year. "I'm kind of missing playing at the moment."

The year could prove to be a busy one for the guitarist, who also has plans for a solo project. "I've got so many bits of music lying around that I've gotta get some out now," he says.

A collaboration with his friend Bernard Butler may also see the light of day. "We like to play together but most of it is in private. The James Gang which we worked on a theme for together."

Marion should be congratulated for galvanising the ex-Smiths man.



Artist: Marion Label: London Project: single/album Songwriters: Marion/Marr Producer: Johnny Marr Publisher: PolyGram Music Publishing Studio: Revolution Studios Released: Feb 23/Apr 13

One to Watch

SKINNY

Mark Bernick and Paul Herman's indie track, Pulla, out on Geffen Records on March 16. Produced by David Holmes and Tim Goldsworthy, it is outrageously brilliant. Pop of

Spring into Classics

New Releases from
PolyGram Classics

The No. 1 Classical Company

Ave Verum
The Soul Ascends
CD/MC 457 940-2/4

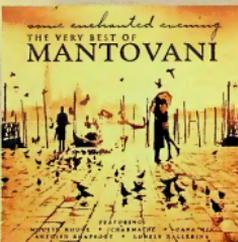
A sublime collection of the greatest spiritual music of all time, including special performances by Andrea Bocelli and Cecilia Bartoli

*Released March 30th



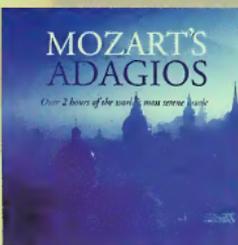
The Very Best of Mantovani
Some Enchanting Evening
CD/MC 460 039-2/4

A double album of classic songs and popular film themes from the famous Mantovani orchestra.



Mozart Adagios
CD/MC 460 191-2/4

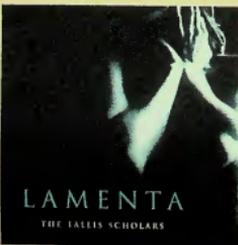
Over 2 hours of the world's most serene music, by the world's best-known composer.



Lamenta
The Lamentations of the Prophet Jeremiah
CD 454 996-2

Another exquisitely beautiful release from the world renowned Tallis Scholars – perfect for Easter.

*Released March 16th



PHILIPS Classics



And the Band Played On
Music played on the Titanic
CD 458 382-2

A collection of evocative and charming music from the resident musicians on the Titanic, 1 Salonisti.



Ute Lemper
All that Jazz
CD/MC 458 931-2/4

The new album from the star of the hugely successful West-End musical "Chicago", including hit songs from the show.



Music of the Night
The Essential Chopin Collection
CD/MC 457 821-2/4

Over 2 hours of Chopin's most bewitching & evocative melodies performed by the world's finest pianists.



Music of the World
National Anthems
CD 456 656-2

A unique collection of the national anthems from the 1998 Winter Olympics in Nagano.



Le Voyage Magnifique
Schubert Impromptus
CD/MC 457 550-2/4

Special two for one album of Schubert's most beautiful piano music performed by the great Maria João Pres.

*Released March 16th



Berlioz
Roméo & Juliette, Op. 17
2CDs 454 454-2

Shakespeare's timeless love story, performed for the first time on period instruments by John Eliot Gardiner and the Monteverdi Choir.

Order from PolyGram
Tel: 0990 310 310 Fax: 0990 410 410

hard work CLASSICAL CROSSOVER

Competition remains intense in the classical sector, but it is a combination of astute marketing and good old hard work which is reaping the greatest dividends. Andrew Stewart reports

Once more the combination of hard work and focused marketing has paid off for the UK's top-performing classical record companies.

CIN figures for the year ending 1997 show improved percentage returns from five of the Top 10 corporate groups, while lower down the listings, competition remains intense with 11 companies fighting for less than 10% of the total classical market.

Top-ranking PolyGram's single percentage point drop in market share stands as the closest margin between the companies in more than five years.

"1997 proved once again how one or two big sellers can totally transform the classical market," says PolyGram's Bill Holland. "Nevertheless I think everybody in the business agrees that we still suffer from poor distribution and related inaccessibility of classical products to a wide audience."

If any one company best overcome these difficulties over the past 12 months then, it was surely BMG Conifer, which increased its share of the corporate group marketshare by 93%. Its 8.1% of total UK sales helped it climb from seventh to fourth place in only its second full year of operation. The merger of the major BMG and independent Conifer companies was always intended to challenge PolyGram and EMI's traditional dominance of the classical market, says managing director Alison Wenham.

"By putting together BMG and Conifer, we created a company that was capable of taking on the market leaders," she says. "Competition at the top must benefit everybody, since it can only help to expand the classical market. We have been given the freedom to run a set of business principles like we applied when we were independent, and that is now beginning to pay off."

Three of BMG Conifer's labels made significant gains. Conifer Classics was lifted into the Top 20, while RCA Victor and RCA Red Seal improved on their 1996 shares, too.

The successful release of opera diva Lesley Garrett's *A Soprano Inspired* helped boost Conifer Classics' performance in the last few weeks of 1997. The singer's debut album for the label captured the imagination of Christmas buyers and closed the year in fourth place in CIN's chart of Top 20 classical best-sellers. Garrett's brief, but come, appearance on the BBC's *Perfect Day* video may also have contributed to the success of the Conifer disc.

Certainly the death of Diana, Princess of Wales and the TV time dedicated to it by all the channels, left its mark on the demand for compilations and other recordings of music performed at her funeral service. Sony Classical's Westminster Abbey anthology of choral works by John Tavener, *Innocence* - which sold around 5,000 units at the time of its release in 1995 - registered a six-fold sales increase after the composer's

CLASSICAL MARKETSHARE 1997

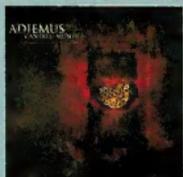
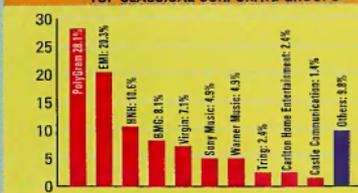
TOP CLASSICAL LABELS	
Pos	Title
1	Decca: 11%
2	Naxos: 10.4%
3	EMI Classics: 8.0%
4	Deutsche Grammophon: 7.2%
5	Philips: 5.0%
6	Virgin/EMI: 4.7%
7	Sony Classical: 4.5%
8	HMV: 3.5%
9	Venture: 3.0%
10	Erato: 2.9%
11	CFP: 2.4%
12	Royal Philharmonic: 2.2%
13	Virgin: 1.7%
14	RCA Victor: 1.6%
15	Conifer Classics: 1.6%
16	BBC Worldwide Music: 1.5%
17	Hyperion: 1.3%
18	Teldec: 1.2%
19	Red Seal: 1.2%
20	Others: 22.1%

All charts source: CIN

THE TOP-SELLING CLASSICAL CROSSOVER ALBUMS

Pos	Title	Artist	Label
1	Most Relaxing Classical Album...Ever!	Various	Virgin/EMI
2	Diana, Princess of Wales 1961-97	Various	BBC/PolyGram
3	Adiemus II Cantata Mundi	Adiemus	Venture
4	A Soprano Inspired	Lesley Garrett	Conifer Classics
5	Songs Of Sanctuary	Adiemus	Philips
6	Shine OST	David Hirschfelder	Venture
7	Best Opera Album In The World...Ever	Various	Virgin
8	Salva Nos	Mediaeval Baebes	Venture
9	Agnus Dei	CNC Oxford/Wigginbotham Erato	Various
10	100 Popular Classics	Various	Castle Communications
11	Braveheart OST	LSO/Tormer	Decca
12	The Greatest Classical Movie Album	Various	Telstar
13	The Ultimate Collection	Pavarotti	Decca
14	The English Patient OST	Various	Fantasy
15	The Best Classical Album In The World...Ever	Various	Virgin/EMI
16	Dies Irae - Essential Choral Collection	Various	DG
17	Paul McCartney's Standing Stone	LSO/Foster	EMI Classics
18	Taverner/Innocence	West Abbey/Nearby/Sony Classical	Various
19	The Soprano's Greatest Hits	Lesley Garrett	Silver Classics
20	The Piano OST	Nyman	Venture

TOP CLASSICAL CORPORATE GROUPS



Topping the classical crossover charts

Song For Athene was sung at Diana's funeral.

The tribute album in honour of Diana, released by BBC Worldwide Music under licence from PolyGram Classics, dominated sales during the final quarter, although Virgin/EMI's shrewdly marketed *Most Relaxing Classical Album Ever!* compilation proved the year's best seller. Compilations and OSTs continued to command the chart of best-selling classical albums, while the market continued to respond well to the crossover sound of Karl Jenkins' *Adiemus* as well as Sir Paul McCartney's heavily-promoted symphonic poem *Standing Stone*.

With the exception of *Taverner*, long-established classical composers were consigned to anthologies such as the 100 Popular Classics from Castle

Communications and Erato's admirable *Agnus Dei* disc. Undisguised pop marketing techniques from Venture brought the Mediaeval Baebes into vogue. Despite outbursts from purist critics, the Baebes introduced songs from the Middle Ages to an eager new audience.

Among the independent specialist companies, Hyperion Records improved its 1996 standing by 30% thanks to health sales returns from albums such as *British Light Music Classics* and Matthias Goerner's outstanding account of Schubert's *Winterreise*. Hyperion's 1.3% slice of the corporate group share secured 11th place in CIN's market share analysis, representing the fourth consecutive year in which the label has increased its market share return. Nimbus and Harmonia Mundi also made

encouraging gains, the Welsh label's 0.4% representing a 30% improvement on 1996, while French-owned Harmonia Mundi increased its share by some 50% to finish in 20th position with 0.3% of the classical market.

Although the bullish rise of HNH in 1995 has been arrested by two successive annual falls, the company behind the budget Naxos label enters its second decade with only PolyGram and EMI besting its 10.6% slice of the market. Judged against the CIN figures for individual label share, Naxos clearly attracts consumers with an ear for quality at bargain prices and remained such a strong contender that the label's 10.4% market share was only exceeded by that of first-placed Decca, top of the CIN league for eight of the past 10 years.

1997 End Of Year Report

STUDENT

BMG Conifer

SUBJECT

The Classical Music Market

1. PRACTICAL EXERCISES:

The year got off to a strong start with "The Puccini Experience" at No.1 in the Classical Chart* and the release of David Helfgott's controversial recording of the "Rach 3". Some of the critics may not have liked it but the public certainly did with it reaching No.1 in the Classical Chart* and going on to become one of the best selling classical discs of the year.

In February the company came over all evangelical with "Voices from Heaven" and it indeed seemed blessed achieving a chart position of No.5 in the classical crossover chart.

They were still in the heavens in March, although this time it was with the release of the Star Wars Trilogy Special Edition soundtracks.

The Force was definitely with them as the three albums dominated the classical charts during March and April.

In May David Helfgott was back with his solo album "Brilliantissimo" and the chart position was quite brilliantissimo too with the album going straight in at No. 1 in the Classical Chart*. Also in May a new album from one of Britain's most gifted young artists, Steven Isserlis, and one of our leading composers, John Tavener. "Svgati" went on to be named as one of the 10 Albums of the Year in the Mercury Music Prize and reached No.1 in the Classical Chart*.

The summer months saw the debut release from perhaps the most gifted conductor of his generation Daniele Gatti garnering enormous critical acclaim, as did new albums by other young BMG Classics artists Vesselina Kasarova and Waltraud Meier.

It was time for more chart action in September and October with Trinity College Choir's "Choral Moods" going straight in at No. 1 in the Classical Chart** and the compilation "Complete Serenity" reaching No.4.**

October also saw the launch of a major new joint venture initiative with Classic FM to create a completely new classical music label.

The year was rounded off in true style with BMG Conifer capturing the Christmas No.1 in the Classic FM Chart with Lesley Garrett - A Soprano Inspired.

In fact the singer's first album for BMG Conifer proved to be her fastest selling ever; certified silver in just five weeks and becoming the fourth best selling classical album of 1997† on little over seven weeks sales!

2. THEORY:

Market share up from 6% in 1996 to 10.3% in 1997.††

3. OTHER INTERESTS:

Jazz, world music, Broadway musicals - oh, and the best selling soundtrack album of 1997 - The Full Monty.

4. SUMMARY AND PROSPECTS:

We expect continued success in 1998. Look out for new albums from Evgeny Kissin, Vesselina Kasarova, Evelyn Glennie, Daniele Gatti, Steven Isserlis, Nicholas McGegan and Michael Tilson Thomas amongst others over the next few months.

* CIN Specialist Classical Chart ** CIN Crossover Classical Chart † from Millward Brown Classical Yearly Report 1997
†† from Millward Brown Classical Yearly Report 1997 Market Share: Total Albums by Distributor (value).

RAMEAU: Les Fêtes d'Hébé Les Arts Florissants/Christie (Erato 3904 21054-2 2 CDs). Out now. William Christie's rejuvenating influence on the music of early 18th-century France shows no hint of decline in this first complete recording of Rameau's lyric tragedy, supported by glorious singing from Brits Sophie Daneman and Sarah Connolly.

HANDEL: Music For The Royal Fireworks. A concertise a due (Sony Classical SK63079). Out now. Populist Baroque repertoire directed in the mix of captivating freshness and attention to period detail that has distinguished producer Wolf Erichson's long career in the early music business.

UTE LEMPER: All That Jazz - The Best of Ute Lemper (Decca 458 931-2/4 CD/MC). Out now. Decca's best-of compilation of Lemper's work is enhanced by sparky new recordings from her latest film, *Appetite*, and of the Chicago show-stopper, *All That Jazz*.

SEASONS OF LOVE: Various artists (Collins Classics 16092 2 CD). Out now. Despite its cheap and cheerful artwork, Collins deserves to do well with this anthology of popular and well-performed favourites by such as Barber, Alboni and Pachube.

BOLSHOI GALA: Soloists, Chorus and Orchestra of the Bolshoi Theatre Moscow, Peter Fernac (Melodya 74321 50945 2). Out now. Moscow's so-called 'Great Theatre' has been under financial and artistic heel since it is today, but this newly-recorded collection of Russian operatic jewels reveals that its company of musicians can still deliver the goods.

THE VERY BEST GILBERT & SULLIVAN: The D'Oyly Carte Opera Company (Decca 460 010-2/4 2 CD/MC). Out now. Released to highlight the D'Oyly Carte's financial plight,

Decca's shrewdly-selected anthology contains some vintage Gilbert & Sullivan performances which include well-chosen rarities alongside the more obvious titles. **MAHLER: SYMPHONY No.5.** Riccardo Contergebouw Orchestra, Riccardo Chailly (Decca 458 860-2). Out now.

Surprisingly, this is the first time since the advent of digital recording that the Contergebouw has attempted the Mahler Five, but it proves to be a magnificently recorded and passionately played exploration of this great score.

RENEE FLEMING: The Beautiful Voice. English Chamber Orchestra/Tate. Includes arias by Charpentier, Gounod, Massenet, Dvorak, Puccini and Korngold. (Decca 458 858-2). Out now.

Essential listening for anyone in search of a singer with flair and individual vocal qualities, Fleming's work in this well-chosen album places her in the highest light of modern sopranos.

MOZART/R. STRAUSS: Arias and Orchestral Music. Christine Schäfer, Berlin Philharmonic, Claudio Abbado (Deutsche Grammophon 457 950-2). Out now. The beautiful Me Schäfer is blessed with the voice of an angel and makes her DG debut with the sort of captivating performance which has long made her a favourite with opera house audiences all over the world.

OBRECHT: Missa Malheur me bat. The Clerks' Group, Edward Wickham (ASV CD GAU 171) Out now. Wickham and his Clerks continue their story of late medieval sacred music with a vibrant, lusty look at repertoire that ranges from Obrecht's mass to motets by Johannes Martini.

PARIS: Emmanuel Pahud, Eric Le Sage (EMI Classics 5 56468 2). Out now. With those Gallic good looks and complete mastery of his instrument, Emmanuel Pahud is likely to win new friends with the fine French flute repertoire by such as Poulenc and Messiaen selected for his EMI solo recital debut.

SCHUMANN: Liederkreis;

stock talking

Andrew Stewart reviews the hottest releases



Dichterliebe. Ian Bostridge, Julius Drake (EMI Classics 556575 21) Out now. The willowy English tenor with the compelling, richly-voiced voice makes his leader debut on EMI with a soul-searching account of Dichterliebe as well as equally poetic readings of Schumann's songs.

TOURNEMIRE: Symphonies Nos 5 and 8. Liège Philharmonic, Pierre Bartholomé (Audiuid Valois 4V793 2CD). Out now. The Frenchman's first and rarely performed symphony echoes the grand schemes and orchestral riches of Mahler's Symphony of A Thousand and is a serious candidate for rediscovery of the month.

REVOLUTIONNAIRE ET ROMANTIQUE: Gardiner/Berlitz: Roméo et Juliette, Soloists, Monteverdi Choir and Orchestra (Philips Classics 454 454-2). February 9. Bold stuff from John Eliot Gardiner's period-instrument forces and refined singing make this a strong contender in the Erato opera stakes.

ELGAR/PAYNE: The Sketches For Symphony No.3. BBC Symphony Orchestra, Andrew Davis (NMC D053; also mid-price documentary disc NMC D052). February 16. Thanks to an inaudible performance from the BBC Symphony and its principal conductor, this could prove one of the year's top selling and award-winning releases.

Composer Anthony Payne's accompanying disc memorably explains how he fleshed out Elgar's fragmentary sketches into a four-movement symphony.

SALIERI: Falstaff. The Madrigalists of Milan, Orchestra Guido Cantelli of Milan, Alberto Veronesi (Chandos CHAN 9613 2 CD). February 16. Peter Shaffer's 'view of "wicked" Salieri as Mozart's wren enemy conveniently ignored the man's compositional and theatrical skills. So this brilliant Chandos set should help redress the balance.

EVGENY KISSIN: Beethoven: Piano Sonata No.14 'Moonlight', Franck: Prelude, Choral and Fugue, Brahms: Paganini Variations (RCA Victor Red Seal 09026 68910-2). February 23.

Just-released to coincide with the outstanding young Russian's UK concert tour, this live recording highlights the qualities of musicianship, spontaneity, technical mastery and sheer emotional depth that has put Kissin in a class of his own.

JS BACH: Complete Cantatas Vol.5. The Amsterdam Baroque Orchestra & Choir, Ton Koopman (Erato 3964-21629-2 3CD). February 28. Koopman's irresistible Bach series rolls on with the first instalment in his survey of JS's Leipzig cantatas which all feature impressive period trumpet playing and stylish singing.

NEW LONDON ORCHESTRA/CORP: European Light Music Classics (Hyperion CDA66998). February 28. Ronald Corp has already argued a persuasive case for classics of British light music, venturing further afield for his latest Hyperion offering and hitting the spot with a superbly idiomatic reading of Lehar's Gold and Silver waltz.

TELEMANN: Orpheus, Soloists, Akademie für Alte Musik Berlin/Jacobs (Harmonia Mundi HMC 901618.19 2 CDs). February 28. The Orphic myth inspired Telemann to compose one of his finest operatic scores, recorded here for the first time by a crack cast and performed with hisisable commitment.

GRAINGER: Orchestral Works Vol.2. BBC Philharmonic/Hickox (Chandos 9564). February 28. Good sound, thrilling playing and a sense of occasion demand repeated listening for Richard Hickox's striking account of Grainger's 'imaginary ballad' 'The Warriors'.

WAGNER E VENEZIA. Uri Caine Ensemble (Winter & Winter 910 013-2). February 28. Recorded live at Venice's

Hotel Metropol, Uri Caine and his coffee-house band translate Wagner's greatest hits with a passion which should appeal to a mass market.

VERDI: Operatic Arias. Roberto Alagna, Berlin Philharmonic Orchestra, Claudio Abbado (EMI Classics 5 56067 2). March 2. Rapiers of Alagna's self-destructive tendencies are disproved by these confident, classy and heart-felt performances of rare and popular Verdi material on which she is supported by the musical might of Abbado and the Berlin Philharmonic.

DVORAK: Sonata in F major. Smetana in G major, Four Romantic Pieces, Ballad, Nocturne, Anthony Marrow, Susan Tomes (Hyperion CDA 669934). March 2. Duo playing rarely comes better than this as Marrow and Tomes explore the emotional depths of Dvorak's glorious melodies.

GLINKA: Songs. Lina Mirkitchyon, Evgeny Talisman (Opus 111 OLS 30-227). March 9. This recital of Glinka songs benefits from Lina Mirkitchyon's superlative talent. Sympathetically accompanied by Evgeny Talisman, she hits the spot every time with her elegant phrasing and a wide tonal range.

MOPPOU: The Piano Works Vol.1. Artur Pizarro (Collins Classics 15152). March 9. Artur Pizarro delivers some of his best performances with a body of deliberately austere, haunting piano works by Catalan composer Federico Mompou who anticipated the present fascination with music of still simplicity nearly 70 years ago.

VIVALDI: Concert For The Prince Of Poland. The Academy Of Ancient Music, Andrew Manze (Harmonia Mundi HMU 907239). March 9. Manze invites listeners to relive the experience of Prince Frederick Christian at the Ospedale della Pietà in 1740, by recreating part of Vivaldi's programme for the evening.

JS BACH: Mass in B minor, Collegium Vocale, Philippe Herreweghe (Harmonia Mundi HMC 901614.15 2CD). March 16. Philippe Herreweghe's sublime talent of soloists and exquisite young chorists relive a sure grasp of the style of the 17th-century composer.

SIBELIUS: Complete symphonies and orchestral works. Lahti Symphony Orchestra/Vánska (BIS 861, 862, 863, 864, 915 6 CDs). March 23. Following the critically-acclaimed individual releases of Osmo Vänska's visionary cycle of his Sibelius symphonies, BIS offers the set complete for those who value committed, intelligent, thrilling music-making.

AVE VERUM: The Soul Ascends. Cecilia Bartoli, Andrea Bocelli, Santa Cecilia Orchestra and Chorus, Myungho Chung (Deutsche Grammophon 457 940-2/4 CD/MC). March 30. Superbly-performed selection of sacred songs, arias and choruses by Bach, Vivaldi, Handel and Mozart.

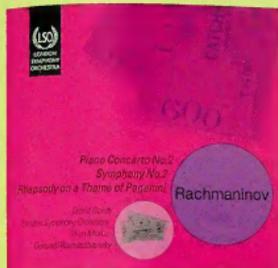
BETHOVEN: Piano Sonatas Op.2. Maria Popolopoulos, Carlisle Classics CS027025 2. April 9. A strong start to this budget-price Carlton cycle of the Beethoven Sonatas, distinguished by majestic playing and insightful interpretation from the London-based Greek pianist.

SCHUBERT: The Complete Impromptus, Maria João Pires (Deutsche Grammophon 457 850-2 2CD). Special initial offer price of 2 for 1. May 2. After throwing fresh light on Chopin's Nocturnes, Portuguese pianist Pires' treatment of Schubert's Impromptus unveils his hidden aspects of the music's interior character.

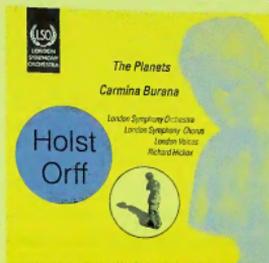
LAMENTA: The Lamentations of the Prophet Jeremiah. The Tallis Scholars (Philips 454 996-2). May 2. Unblinded choral singing from one of the most marketable of all the current crop of early music ensembles offering a sure means of contemplation for the severely stressed.

LSO DOUBLES

Leading this exciting range of 16 Double CDs, is the first ever release to combine 2 all-time favourites:
The Planets & Carmina Burana



Rachmaninov
2 CDs: 30368 01117



The Planets/Carmina Burana
2 CDs: 30368 01107



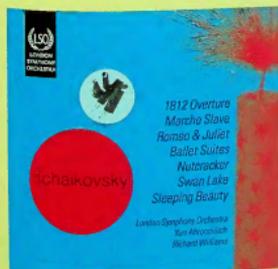
A Viennese Collection
2 CDs: 30368 01127



That's Entertainment
2 CDs: 30368 01257



Great Opera Chorus
2 CDs: 30368 01167



Tchaikovsky
2 CDs: 30368 01147



Beethoven 1, 2 & 3
2 CDs: 30368 01157



Berlioz/Wagner
2 CDs: 30368 01217

CARLTON
Classics

The Waterfront, Elstree Road, Elstree, Hertfordshire WD6 3BS Tel: 0181 207 6207 Fax: 0181 207 5789
Telesales: 0181 810 5061 Fax: 0181 810 5761

CAMPAIGNS OF THE WEEK

ARTIST OF THE WEEK



RONAN HARDIMAN - SOLAS

Record label: Polydor. Media agency/exec: The Media Business/Tina Digby. Marketing executive: George McManus. Creative concept: Acrobat Design, Dublin

Having signed Lord Of The Dance composer Ronan Hardiman as an artist in his own right, Polydor is backing his instrumental album Solas - due out next Monday - with TV advertising on Granada and radio spots on Classic FM. There will also be press ads in the *Irish Post*, an insert in 30,000 Lord Of The Dance programmes directing the public to a phone line where they can hear samples of the album, plus retail support.

COMPILATION OF THE WEEK

KISS SMOOTH GROOVES 98

Record label: PolyGram TV. Media agency/exec: The Media Business/Tina Digby. Marketing manager: Nigel Godfsif. Creative concept: In-house PolyGram TV is backing Kiss Smooth Grooves 98



with a national TV advertising campaign on Channel Four and satellite stations from its release next week. There will also be regional advertising on ITV plus radio ads on Kiss, Galaxy and Choice. The album, which features tracks by Finlay Quaye, En Vogue and All Saints, will also be advertised in the dance press and supported by London Underground posters, nationwide street posters and displays with selected retailers.

ARTIST/TITLE/LABEL

SHOLA AMA Much Love (WEA)

RELEASE DATE

out now

TV

●

RADIO

●

CAMPAIGN

From today this release will be promoted with national TV ads on Channel Four, Five, Sky. There will be ads in the music and teen press, club nights and mailouts plus retail support. Music press ads will be backed by listening posts at Virgin, Our Price and HMV plus national posters. There will be advertising in the specialist music press to support this release. Ads will run on ITV Granada and on Classic FM. There will be displays with selected retailers. Advertising will run in the specialist music press including *NME* to support this release. There will be national press advertising with the emphasis on women's pages to support this release. Advertising will run in the specialist music press. Radio ads on Kiss and Galaxy are backed by press ads in specialist dance and DJ titles. Advertising will run in *Vox*, *JMAG*, *The Times* and *The Guardian* to support this release. There will be ads in the film and sci-fi press plus competitions with the national press, TV and radio. Advertising will run nationally on Channel Four and regionally on ITV backed by radio and press ads. Ads will run on Channel Four and ITV and there will be radio ads on Kiss, Galaxy and dance stations. Radio ads on Jazz FM, Classic FM and Melody are backed by music and national press advertising. An all-media campaign includes national and regional TV advertising and ads in the dance press. There will be national ads on Channel Four, regional ITV advertising and ads on Sky Sport and UK Gold. An all-media campaign includes national Channel Four and regional ITV advertising plus BR posters. Ads on Channel Four, ITV and IJR stations are backed by ads in the *Radio Times*, *Best and More*. Advertising on Sky, Channel Four and MTV is backed by specialist radio ads and retail displays. Ads will run on Classic FM and Melody backed by ads in the national press and *Classic FM* magazine.

BBE Games (EMI)

February 18

●

●

DAWN OF THE REPLICANTS One Head... (East West)

February 19

●

●

FARM DOGS Immigrant Sons (WEA)

February 9

●

●

RONAN HARDIMAN Solas (Polydor)

February 19

●

●

PILLS Electroacine (Mercury)

February 9

●

●

DUSTY SPRINGFIELD Songbook (Mercury)

February 9

●

●

SOFA SURFERS Transit (Klein/MCA)

February 9

●

●

BYRON STINGILY The Purist (Mercury)

February 9

●

●

STYLE COUNCIL la Concert (Polydor)

February 9

●

●

VARIOUS Aizen Invasion: Space... (Silva Screen)

out now

●

●

VARIOUS Best Disco Albums... (Virgin EMI TV)

February 9

●

●

VARIOUS In The Mix 98 (Virgin EMI TV)

out now

●

●

VARIOUS Journey To The Amazons (Warner Classics)

February 16

●

●

VARIOUS Kiss Smooth Grooves 98 (PolyGram TV)

February 16

●

●

VARIOUS Love (PolyGram TV)

out now

●

●

VARIOUS Pure Rock Ballads (PolyGram TV)

February 3

●

●

VARIOUS Simply The Best Love Songs 2 (Warner/asp)

out now

●

●

VARIOUS Speed Garage Anthems Vol. 2 (Global TV)

February 9

●

●

VARIOUS Vox Humana (Warner Classics)

February 16

●

●

Compiled by Sue Sillitoe: 0181-767 2255



SPECIAL DEALS!

Special deals announced for UK Indie Labels

SPONSORED BY

MAJORconference

GREATexhibition

ESSENTIALnetworking

INTERNATIONALpavilions

Website

<http://www.london-music-week.com>

BUSINESS DESIGN CENTRE

52 Upper street
Islington green
London N1 0QH
F +44 (0) 171 288 6446

april

28 29 30
1998

live music

FESTIVAL 25 April - 1 May 1998

BBC RADIO 1
97-99fm

Register NOW for full delegate pass

CALL PHIL GRAHAM
FOR MORE INFORMATION OR TO REGISTER CALL

+44 (0)171 359 3535

BEHIND THE COUNTER

JAMIE MCFARLANE, Track Records, York

"Business has been really slack since Christmas but a couple of good releases this week have bounced sales up. We've got a strong window display for Ian Brown's Unfinished Monkey Business and that has helped to pull in a steady stream of buyers. We're also doing big business with Pearl Jam. It's a perfect release for this store because we have a heavy rock fan. We've tied in a Pearl Jam back catalogue promotion and much to our surprise it has really taken off. Singles on the other hand have been pretty quiet although there have been a few takers for Hot Chocolate. We're planning to wind down our vinyl department in the near future as it is dying on its feet. Most vinyl releases are more expensive than CDs and there seem to be far less of them around than there were this time last year. We are one of the few stores in York that stock the format and there is definitely a demand for it. It's just a pity it's no longer profitable."

ON THE ROAD

JO PERRY, EMI rep for East Anglia

"Singles-wise BBE is doing really well and we should get another hit off of them. Hot Chocolate has been a nice surprise for us recently and the latest single is selling, despite a couple of my dealers being worried it wouldn't sell because people have already got the Greatest Hits album. Robbie Williams is still doing brilliantly and it's really good his album is getting the success it deserves. Elsewhere, the Ian Brown album is doing well, which is really good for dealers and people of my age because of nostalgia for the Stone Roses. On press, we're doing the Dandy Warhols, which has been getting a lot of support on Radio One, and there's a second Catherine Wheel single which shows the depth they've got. DJ Quicksilver's new single is out next week with albums to come from him and BBE, while in March there are albums by Gang Starr and Simple Minds, both of whom have a considerable fanbase."

IN THE SHOPS THIS WEEK

NEW RELEASES

A strong crop of albums helped to make it the best week of the year so far. Fans turned up in droves on Monday to purchase Pearl Jam and Ian Brown while solid business was also done with Mark Hollis, Catatonia, Godie, Craig Armstrong and Best Love Songs II. Singles departments were similarly busy with Backstreet Boys, Hot Chocolate, Jay-Z, De'LaCy, Sounds Of Blackness, Da Hool, Cleopatra and Warm Jets.

PRE-RELEASE ENQUIRIES

Singles - Comershop, Camisra, Money Mark, Spice Girls, Stereophonics, Rest Assured, The Verve, Voices Of Life, Catch, Learn Rimes, L.S.G; Albums - Bluetones, Wee, BBE, Dawn Of The Ice Storm, Spiritual Beggars

ADDITIONAL FORMATS

Ian Brown limited vinyl album in gatefold sleeve, Aqua CD2 single with CD-Rom, Backstreet Boys CD2 with bonus live tracks

IN-STORE

Windows - The Brits 98, Simply The Best Love Songs II, Lionel Richie, Fantasia Presents British Anthems, Nick Lecco, Fleetwood Mac, Ute Lemper; In-store - Bluetones, Ian Brown, Strangelove, Craig Armstrong, Imani Coppola, Richard Marx, Seasons Of Love, Liys, Catch, Define Dion, Gary Barlow, A Perfect Love, DJ Quicksilver, Air, Hurricane #1

MULTIPLE CAMPAIGNS

Radio single - DJ Quicksilver; Windows - Fantasia Presents British Anthems, sale with CDs for £1.99 - £9.99; In-store and Press ads - Titanic, Craig Armstrong, Strangelove, Discover The Symphony, Imani Coppola, Richard Marx, Seasons Of Love, Virgin Classics; Radio ads - DJ Quicksilver (Galaxy 102/105, Vibe FM)

Single - Celine Dion; Album - Simply The Best Love Songs II; In-store - Camisra, Liys, Air, Bluetones, DJ Quicksilver, Catch, Hurricane #1, Stereophonics, Shola Ama, Fantasia Presents British Anthems, Drop Dead Gorgeous, Pure Rock Ballads, Richard Marx, Speed Garage Anthems Vol 2, Air

In-store - The Brits 98 featuring Robbie Williams, Radiohead and The Verve, Romeo And Juliet, Peter Pan, Valentine's Day promotion offering free chocolates with selected CDs including Janet Jackson, Heartbeat and A Perfect Love and videos Father Of The Bride, Muriel's Wedding, and Beaches

Windows - Music Of The Night, And The Band Played On, Titanic; In-store - Eminent and Classics For Pleasure promotion with two CDs for £10, Bruce Ford, Colin Davis Conducts Mozart



Singles - Hurricane #1, Air, Liys, Stereophonics, Catch, Dive; Windows - Three CDs for £22, The Brit Awards 98, Shine; In-store - Scooter, Reactivate Classics; Press ads - DJ Crush, Catatonia, Air, Miles Davis, Brassic Beats Vol 3, Spiritualized, Comershop, Jay-Z, Boyzone; Posters - Soul Album II, In The Mix 98



Windows - The Brits 98 with CDs at £12.99, two CDs for £14, Ian Brown; In-store - The Brits 98, Ian Brown, Love, Catatonia, Reactivate Classics, Music Of The Night, Pearl Jam



Select listening posts - Feeder, Soundbombing, X-Scouters, The Ice Storm, Spiritual Beggars



Singles - Celine Dion, Bluetones, Catch, Liys; Albums - Richard Marx, Fantasia Presents British Anthems, Pure Rock Ballads, Drop Dead Gorgeous, Speed Garage Anthems 2



Singles - Liys, Air, Stereophonics, Bluetones, Catch, Shola Ama; Albums - Kid Lecco, Mark Hollis, Kristin Hersh; Windows - The Brit Awards 98, Shola Ama, Fleetwood Mac, Celine Dion, Finley Quayle, Radiohead; In-store - The Brit Awards 98, In The Mix 98; Press ads - Catch, Shola Ama, Liys, Catatonia, Miles Davis



Singles - Air, Hurricane #1, Stereophonics, Catch; Windows - Nick Lowe, The Brits 98, Fleetwood Mac, Shine, WEA mid-price campaign, Ute Lemper; In-store - The Brits 98, Ian Brown; Press ads - The Brits 98, Shola Ama, Chemical Brothers, Daft Punk, Chumbawamba; Posters - Fleetwood Mac, Mase, Pearl Jam



Singles - Catch, Gus Gus, Strangelove, Stereophonics; Windows - New Artists campaign, The Brits 98; In-store - sale, Bluetones, The Brits 98, Mid-price promotion, Valentine's Day promotion; Press ads - Kid Loco, Stereophonics, Shola Ama, Air, Liys



Singles - Liys, Catch, Celine Dion; Albums and Windows - Simply The Best Love Songs II, Lionel Richie, The Brits 98; In-store - The Brits, Valentine's Day promotion



Singles - Liys, Bluetones; Albums - Drop Dead Gorgeous; In-store - The Brits 98 with two CDs for £22, X Files, selected CDs at £7.99 or buy three and get a fourth free, Toms For A Tenner CD and cassette promotion

The above information, compiled by Music Week on Thursday, is based on contributions from Andy's Records (Worcester), Arcade Records (Nottingham), David's Music (Litchworth), HMV (Bristol), Kavern Records And Video (Lundun), Ltd, Legged Pineapple (Loughborough), Our Price (Luton), Tower (Picaadilly), Track Records (York) and Virgin (Harlow). If you would like to contribute, call Karen Fax on 0181-543-4838.

EXPOSURE

RADIO

TELEVISION

14.2.98

Live And Kicking with Will Mellor, BBC1: 7.30-12.30pm

One Live featuring Manix Lee, Channel 4: 10.30-12.30pm

Shirley with Garth Brooks, VH1: 4.50pm

Night Fever, hosted by Suggs, with Jimmy Nail's Channel Five: 6.52-7.45pm

National Lottery Draw featuring Boyzone, BBC1: 7.50-8.10pm

Hot 'n' The Bed: Pepsi And Shirley with Weiland and Natalie Imbruglia, VH1: 10.1-10.35pm

15.2.98

Hot 'n' The Bed: Pepsi And Shirley with Weiland and Natalie Imbruglia, VH1: 10.1-10.35pm

18.2.98

The Poppi Class, features Robbie Williams, Channel Five: 8-8.30pm

National Lottery Draw with Five, BBC1: 8.45-9pm

19.2.98

Light Lunch featuring N-Tyce, Channel Four: 12.30-1.30pm

20.2.98

Live And Kicking Friday with Robyn, BBC1: 4.30-4.55pm

Vintage Hour with Erol Brown, VH1: 10-11pm

4.30-4.55pm

Vintage Hour with Laurena and Millie Jackson, Flava with Laurena and Millie Jackson, Channel Four: 12.05-12.40pm

14.2.98

Gallagher And Lyle In Concert, Radio Two: 5.30-6.30pm

Live From The Met: Iti Trevatore featuring soprano June Anderson, Radio Three: 6.30-8.20pm

The Essential Mix with Ian Peel, Radio One: 2-4am

15.2.98

100 Great Singers features Austrian soprano Lucia Popp, Radio Three: 4-4.15pm

Lucia Popp, Radio Three: 4-4.15pm

Charm Offensive, presented by Chuck D and featuring Shabba Ranks, Mary J Blige and Yvette Michelle, Radio One: 9-10pm

The A-Z Of Easy Listening, George Martin plays Dave Brubeck, Kenny G and Bobby McFerrin, Radio Two: 10-11pm

15.2.98

Composer Of The Week: Shostakovich, the composer's entire symphonic cycle runs this week. Radio Three: noon-1pm

Andy Kershaw presents Harlem Gospel Singers and Queen Esther Marrow, Radio One: 8.40-10.30pm

19.2.98

The Glen Campbell Story, Radio Two: 7-8pm

The Deniece Williams Show with gospel singer Shirley Caesar, Radio Two: 9-9.30pm

Rates: **Appointments: £30.00** per single column centimetre (minimum 4cm x 2 col)
Business to Business: £18.00 per single column centimetre
Situations Vacant: £12.00 per single column centimetre
Box Number: £12.00 extra
 Published weekly each Monday, dated following Saturday
Copy Date: Advertisements may be placed until Thursday
 (time for publication Monday (space permitting)).
 All rates subject to standard VAT



**WE ACCEPT MOST
MAJOR CREDIT CARDS**

Cancellation Deadline:
 Wednesday 10 am before publication Monday.

To place an advertisement please contact

Arne Jones

Music Week - Classified Department

Miller Freeman plc, Fourth Floor, 8 Montague Close, London SE1 9UR

Tel: 0171 921 5907

Fax: 0171 921 5984

All Box Number Replies to Address above

APPOINTMENTS

international product manager c.£24k Kensington

SOUND



eastwest

eastwest records, part of the Warner Music Group, is going from strength to strength. And, by staying flexible, imaginative and industrious we're being internationally creative whilst keeping a central focus.

We are looking for an International Product Manager who will have responsibility for

planning and delivering creative international marketing strategies and campaigns, you'll implement a full range of marketing support for each release.

You'll steer relationships with our international affiliate companies, co-ordinate overseas releases and tours, liaising closely with artists and management.

Your energy and imagination are vital, but your self-belief and thorough understanding of international record marketing, will be the drivers that make the difference.

And if you can thrive on an opportunity like this whilst bringing at least 3 years marketing experience and a thorough understanding of music

product management, then we want to hear from you.

Write with a CV and covering letter to Victoria Bird, HR Manager, eastwest records, 46 Kensington Court, London W8 5DP.

Email: HR_wmuk@wmg.com

Talent doesn't discriminate and neither do we. If you're the best for the job, we'll sign you.

Music is our passion. To ensure the continuation of our success in the UK, we are now seeking a

KEY ACCOUNT MANAGER

UK

The position:

- Managing an existing sales team and support staff, you will coordinate all sales activities.
- You will play an active role with key clients, artists and other labels.

The person:

- Must have a successful sales track record in our business
- Strong contact and relationship development skills at all levels
- Credibility, coupled with imagination and commercial sense
- Enthusiasm in music

Besides, we wish to hear from candidates for our young and motivated team:

SALES ASSISTANT

The position:
 Strong sales/service orientation, music business experience, excellent telephone and communication skills required.

Candidates should apply in writing:
 Music Week
 p.o. Box 108
 Miller Freeman plc., Fourth Floor,
 8 Montague Close, London SE 1 9 UR



THE RECRUITMENT CONSULTANTS TO THE MUSIC INDUSTRY

ARTIST'S PA £25,000
 Sharp, energetic, mature PA with music management exp. to support popular artist. Free to travel, able to offer complete commitment. Comp. benefits, good sec skills.

RECEPTION - MANAGEMENT £13,000
 Well presented, confident with previous front desk experience for cutting edge management co. 30+ typing, good admin skills.

MARKETING ASST - UXBRIDGE £18,000
 A full marketing assistant role for ambitious, proactive secretary with music entertainment exp. Room for career progression.

PA - 20 HR WEEK TV STAR £13,000
 Mature, articulate, educated sec for PA to support TV Presenter. Reason and journalistic experience valuable.

PRODUCT MANAGER £25,000+benefits
 Ambitious, passionate with at least 2 years Product Management exp. on large roster and major act exposure.

BUSINESS AFFAIRS SECS £19,000
 Based with litigation and copyrights work. Several opportunities for experienced legal secs within the exciting world of the music. Fast growing.

handle
 Handle Recruitment 0171 935 3585

APPOINTMENTS

MDC Classic Music have vacancies for Management staff in their London shops. A good knowledge of classical music is required. Terms on application.

Please send covering letter and CV to:-

Maxine Guilbert
MDC Classic Music
124 Camden High Street
London NW1 0LU

TAPE-TO-TAPE
LONDON

Require: RECORDING ENGINEER
(Radio Commercial Production)
Must be experienced in:
Pro Tools, C2R + ISDN Transmission
Contact: RICHARD BEETHAM
Tel: 0171 371 0978

Career moves

IF YOU ARE LOOKING TO MOVE OR RECRUIT:-

WE RECRUIT EXECUTIVE AND PERSONAL ASSISTANTS, SECRETARIES, RECEPTIONISTS, ROYALTIES AND COPYRIGHT ADMINISTRATORS TO A LARGE PROPORTION OF THE MAJORS.

call LINDA TAYLOR 0171 292 2900
fax 0171 434 0297 (Rec. Cons.)

PRODUCTION ASSISTANT

Urgently Required

by one of London's leading live Concert Promoters. Applicants must have some previous experience in a similar environment and be used to working under pressure. Salary negotiable.

Please send CV to:

Box Number 110
Music Week, 4th Floor, 8 Montague Close,
London SE1 9UR

Due to expansion, an Independent Record Label requires the following staff:

**ASSISTANT LABEL MANAGER
AND A&R CO-ORDINATOR**
Experience essential.
ASSISTANT MARKETING MANAGER
Dynamic and committed.
Send C.V. to:
Box No 109, 4th Floor,
8 Montague Close, London SE1 9UR

OPPORTUNITY TO GET OUT OF THE BEDROOM

NEW STUDIO/LABEL WITH RESPECTABLE BACK CATALOGUE SEES YOUNG PROGRAMMER WITH ENGINEERING ABILITIES AND OWN OUTBOARD TO COLLABORATE WITH ESTABLISHED ARTISTS. KNOWLEDGE OF LIVE ANALOGUE RECORDING USEFUL SO IF YOU HAVE BROAD MUSICAL TASTE & ABILITY TO WORK HARD SEND YOUR C.V. & OUTBOARD LIST TO
BOX 105, 4th FLOOR,
8 MONTAGUE CLOSE, LONDON SE1 9UR
NOW!

COURSES

Music Training/Career Development

Take a positive step for the New Year....

Intensive Music Industry Overview

Based on the following: International Publishing, Management, Royalty Calculations, Marketing & PR, Recording Agreements, A&R, Manufacturing & Distribution, Music Media

Music Marketing, PR & Promotion

Content: Direct Marketing, The Music Marketing Mix, International Marketing, Press and Promotions, Artist Marketing Case Study, Dealing in Public Relations, Club Promotions, The Role of Pluggers/Radios, Marketing Dept. Overview

All Courses Provide 1-2-1 Career Development

For An Information Pack Call Global On 0171 583 0236

PHILIP & SEPTIMA

improve sales with easy referencing for the retailer buyer.

.....Album, CD & Cassette Browser Dividers from the market specialists.....

MASSON SEELEY & CO LTD
HORNWALL, DOWNHAM MARKET, HORNFLAX, PEAR VAL
TEL 01366 382511 FAX 01366 382222

in store security cases

- maximum security for audio visual display
- compatible with all EAS alarm systems
- accommodates all important packaging formats
- enhances the look and feel of the product
- easy to use and fully guaranteed

contact Mike or Steve

PRO-LOC

Pro.Loc Europe
Royal Albert House
Sheet Street, Windsor
Berkshire SL4 1BE
Tel: 01753 705030
Fax: 01753 831541



BUSINESS TO BUSINESS

CD Audio • CD Rom
Prima CDs Ltd.
Tel • 0171 700 3060
Fax • 0171 700 5544

100 • 300 • 500 • 1000 Package Prices On

Cassette Production @ 200¢
contact Phil or Andy

One off CDs & CD-Roms including on body Printing
Runs of 10-100 • Call for details

prime
Top Class Graphic Design
• Digital Mastering Studio •
Prima Multimedia Ltd.

Video • Graphic Design

Going to WMC or SXSW??

We have blocks of seats at the best fares
To Miami from Heathrow £299 plus £45 tax
Hotels and apartments available

To Austin from Heathrow or Gatwick from £399 plus £45 tax with stopovers and a Special Business Class fare also available

CALL US on 0171 627 2200
FAX US on 0171 627 2221

Music
TRAVEL LIMITED
ATOL 3820

STUDIO SHOWCASE
WILL BE FEATURED IN
NEXT WEEK'S
MUSIC WEEK CLASSIFIED
FOR ADVERTISING RATES
AND DEADLINES
PLEASE CALL ANNE
ON 0171 921 5937
OR FAX 0171 921 5984
TO PROMOTE YOUR STUDIO
TO THE MUSIC INDUSTRY

THE MUSIC STOREFITTING SPECIALISTS

NEW CHARTWALL MUSIC & VIDEO DISPLAYS BROWSEERS & COUNTERS STORAGE

EXTENSIVE RANGE OR CUSTOM BUILT FREE STORE PLANNING IN-HOUSE DESIGN & MANUFACTURE & INSTALLATION



INTERNATIONAL DISPLAYS

TEL: 01480 414204
FAX: 01480 414205

POSTING RECORDS, CD's, CASSETTES, DAT?

Then use our **PROTECTIVE ENVELOPES**

For ALL your packaging needs - call us NOW!!

Contact Kristina on: **0181-341 7070**

Wilton of London - Stanhope House, 4 Highgate High Street, London N6 5JL
Tel: 287263 Fax: 0181-3411176

Silver Road Studios Audio Post-production for Broadcast

16 track hard disk recording, full MIDI interfacing
24 track ADAT, 24 track analogue, 80 channel total recall
Time-coded DAT, Analogue mastering to 30 ips 1/2" S.R.
Sync to picture, voiceovers, audio duplication
3 recording areas (1200 sq.ft) visible from control room
All rooms acoustically isolated & air-conditioned
Video production, filming, editing & duplication
BBC Approved Facility

2 Silver Road, Wood Lane London W12 **0181 - 746 2000**

JUKE BOX SERVICES

OVER 300 JUKEBOXES IN STOCK
0181 943 1700
31 WICK ROAD, TEDDINGTON MIDDLE TW11 9DN

CD CASES AT THE RIGHT PRICE TRACKBACK

For all types of CD & tape cases, record sleeves, master bags. All available on next day delivery
Contact ROY on Tel: 0117 947 7272
Fax: 0117 961 5722
1 Garage Avenue, Bristol BS15 3PE
Credit cards accepted

THE DAVIS GROUP

CD Masters
CD Masters
CD Masters
All types of Jewel Boxes
Call **ROBBIE** on:
0181 951 4264

Thinking caps? Phone:

TEL 01752 267902
FAX 01752 255663



Printed or Embroidered.
THINKING CAPS ALL THE TIME

music week

TO ADVERTISE YOUR BUSINESS IN THE CLASSIFIED PAGES,

PLEASE CALL ANNE ON

TEL: 0171 921 5937
FAX: 0171 921 5984

BLACKING THE RECORDING STUDIO

Customers include:
MARSH, Pines, The Moral Code, Rio, Juice Jerez, Time Global Underground, Starobab, Saxon O'Hagan & The High Llamas, Pichay, Conger Lory, Electric, Heavy Glass, Teenage Fan Club, Clapton Takes, Jack HPH Diagne, Scotty, Van Buren, Biscuits, Punks, Goring, Warm axis, Old Boo Sad, Snak, Llanfillo

"I was amazed by the number of solutions on display in Lift's showroom, it's definitely worth visiting to view all the options at first hand."

CHARTWELL SYSTEMS	COMPREHENSIVE SHOWROOM	LISTENING STATIONS	COUNTERS & STORAGE	SIGNAGE & GRAPHICS	CAMPAIGN DISPLAYS	MUSIC & VIDEO DISPLAYS	STORE DESIGN & PLANNING	BROWSING SYSTEMS	<p>for information call Tel: 01296 615151 Fax: 01296 612865 E-mail: sales@lift-uk.co.uk</p> <p>Noel Harrison, More Than Music</p> <p>LIFT® Systems with future.</p>
-------------------	------------------------	--------------------	--------------------	--------------------	-------------------	------------------------	-------------------------	------------------	--

And you thought the World Cup was the only major football event this year ...

1998 - World Cup year, and the year when you could be picking up your own football trophy!

We're looking for the fittest and fastest five-a-side football teams to take part in the Music Week Five-A-Side Football Challenge. It's an FA-approved nationwide tournament to find the top team in the UK music industry.

Heats will be held all over the country, with professional referees to keep an eye on foul play. And, if your team is one of the 16 finalists from the heats you'll find yourself playing at the National Arena in Birmingham in April as part of the BBC Match Of The Day Live event!

Each team must have a maximum of 8 players and all players must be employees of the same UK music company (so no rinters please!).

There's not much time, so dig out your old boots and get into training for the hottest football tournament of the year!



If you'd like to enter the definitive music industry football tournament, please fax your company name, address, contact name and telephone number to the Music Week Five-A-Side Football Challenge on 0181 466 8969 by 16 Feb 1998.

music week

BBC MATCH OF THE DAY

LIVE EVENT WITH

Nationwide

APRIL 16th - 19th 1998
NCC - BIRMINGHAM

CHARITY FIVE-A-SIDE CHALLENGE



music week awards 98

MARCH 5 1998 GROSVENOR HOUSE HOTEL

THERE ARE ONLY A LIMITED NUMBER OF SEATS LEFT FOR THE SHOW - PLEASE CONTACT LOUISE STEVENS OR LUCIA NICOLAI ON 0171 921 5982 OR 5904 IF YOU HAVE NOT ALREADY BOOKED YOUR SEATS.

FOR INFORMATION ABOUT SPONSORSHIP AND BRANDING OPPORTUNITIES AT THE SHOW, CALL THE MUSIC WEEK SALES DEPT ON 0171 620 3636



Sponsors of the A&R Award



Sponsors of Best Distributor



Sponsors of Top Indie Label



Sponsors of the Best Marketing Campaign (Artist)



CMCS - official printers for the 1998 Music Week Awards



Sponsors of Top Single



Sponsors of Top Compilations Company

TINSLEY ROBOR plc

Sponsors of Best Multiple Retailer

WOOLWORTHS

Sponsors of Top Album