

NEWS: The doors are finally to shut at **SAM GOODY** as the US retailer opts out of the UK High Street **Sam Goody** 5

A&R: Dismissing the son-of-Boyzone tag, **WESTSIDE** are already being tipped as '99's new pop sensations **Talent** 8

A&R: It's been a long wait, but finally **TLC** are ready to follow up the 10m-selling **Crazy Sexy Cool** album **Talent** 8

NEW MEDIA SPECIAL SEE P10

FOR EVERYONE IN THE BUSINESS OF MUSIC 13 FEBRUARY 1998 £3.50

musicweek

Phillips slaps writ on Universal's desk

by Robert Ashton
Former Universal managing director chairman Nick Phillips has slapped a writ on his old employers in the most extreme step yet taken by any of the UK-based executives affected by the merger of Universal and PolyGram.



Phillips: legal action and Development, says that although the concept of staggering payments is not unusual, compensation is normally paid whether or not the person finds another job.

The new Warner Music UK chairman, who abruptly left his desk at Universal in October, is understood to be pursuing a constructive dismissal claim in the writ, issued in the High Court on January 27. Phillips was unavailable for comment at the end of last week.

The move comes amid increasing concerns among staff subsequently made redundant in the merger that they are being treated "shoddily" by the new company. Although the fine details of individual contracts may differ, the general principle of Universal's severance policy is that those on a contract with more than three months to run will be paid off in monthly instalments until the notice expires. However, if the former employee finds alternative employment the payments will be stopped or reduced.

A solicitor at employment law experts Hammond Suddards, which advises the Institute of Personnel

to work their notice period. Meanwhile, UMG UK chairman John Kennedy continues to reshape the new group by instating his senior management team at Universal Ireland. Dave Pennefather, general manager of Universal's Dublin operation, becomes deputy managing director. Contract negotiations are still taking place, but it is expected that Tim Delaney, formerly Universal's VP of international marketing for continental Europe, will shortly take up the managing director's role.

Pennefather is hopeful that no redundancies will result from absorbing Universal's three staff into PolyGram's Augier Street offices.

Jorgen Larsen, chairman and CEO of UML, also confirmed his management team at St James's Square. Reporting directly to Larsen are executive vice president Tim Bowen; chief financial officer Boyd Muir; senior vice president, marketing and A&R Max Hole; Universal Classics head Chris Roberts; senior vice president in charge of secondary exploitation Wolf Utbin; vice president, commercial affairs Bert Cloeckaert; and vice president communications Amanda Corroy.



Blondie were on course to make UK chart history yesterday (Sunday) by becoming the first group to have a number one single in the Seventies, Eighties and Nineties (excluding collaborations). The group, whose last chart topper *The Tide Is High* climbed to the top in November 1980, were due to score their sixth number one with the *Beyond*/RCA-issued *Marla*, thus achieving one of the biggest comebacks of the decade. *Marla* is also RCA's first number one since Harry Magaw became managing director. RCA director of promotions Dave Shack believes the track's "quintessential Blondie" qualities have played a key part in its success and is confident of more to come with the album *No Exit*, released next Monday (February 15). "It's a song that would not sound out of place on *Eat To The Beat* or *Parallel Lines*. The new album has got some amazing singles on it," he says.

Parfitt plans R1 meet-the-industry sessions

Radio One controller Andy Parfitt and head of music policy Jeff Smith are planning a roadshow tour of record companies to outline the changes at the station.

Parfitt says he wants to set up meetings over the next two months with leading label executives. "We feel it is time we explained our plans for Radio One

and listened to the views of the record industry," he says.

The news comes as Radio One is celebrating its highest audience share for two years - 10.6% - and an extra 200,000 new listeners since the end of 1997, according to figures from Rajar for the fourth quarter of 1998. See Rajar analysis, p8

Gambaccini returns as MW Awards host

Paul Gambaccini has been lined up to host this year's Music Week Awards at London's Grosvenor House Hotel.

The respected broadcaster and author returns to the role after 14 years on March 4 to oversee what will be a particularly auspicious evening in the history of the event. It will mark the start of *MW*'s 40th anniversary celebrations which will take place over the following 12 months.

In a distinguished career, Gambaccini has hosted a number of key music industry events, including the Ivor Novello Awards and the Music Industry Trust Dinner. He currently presents Radio Two's *America's Greatest Hits* on Saturday evenings.

Virgin still confident of Our Price buyout

The Virgin group claims it is still optimistic the planned Our Price management buyout will go ahead, despite a report last week claiming its deal with venture capital firm PPM had collapsed.

PPM, the Prudential Corporation's venture capital arm, refuses to comment on a story in the *Financial Times* claiming negotiations had been halted because of a disagreement over price, while Virgin says a deal with PPM is "not necessarily" ruled out. Previously the deal was delayed for PPM to wait to see how the 229-chain store performed over Christmas.

A spokesman for Virgin points out it has been talking to three

venture capital groups about a management buyout and not just PPM. He rates a buyout going ahead as "good", although he adds, "It all depends on the right deal being done from Virgin's point of view. We're quite happy to trade the business which had a very good Christmas."

Despite the continued delays in reaching a conclusion to the deal, which was originally expected to go through by the end of last October and was then put back until the new year, *Our Price* is still pressing ahead with its expansion programme. It opened a new store last November in Edinburgh and another will follow next month at Heathrow Airport.

CARSON UP AND DOWN.

THE NEW SINGLE. AS SEEN ON TFI FRIDAY. OUT NOW.



MW music week awards 99

THURSDAY MARCH 4 1999 • GROSVENOR HOUSE HOTEL

Seat reservations

Only a limited number of seats remain now. Please call Anne Jones on 0171 940 8592 to reserve your place.
Don't miss out on the best industry party of the year!

Promotional opportunities

There are only a few days left for you to book sponsorship options and brochure advertisements for the Music Week Awards.
Call the Music Week Sales Dept now on 0171 940 8500 for more information.



Sponsors of
Top Single



Sponsors of
Top Album



Sponsors of
Best Multiple Release



Sponsors of
Best Download



Sponsors of
Best National
Promotions Team



Sponsors of
Top Independent
Label



Sponsors of
Best Mercurial Group
(Music Release)



Sponsors of
Mercurial
(Breakthrough Award)



Sponsors of
Top Albums Group



Sponsors of
The Act Award



First sponsors of
Music Week
Awards 1999

Big-name acts set for battle in spring release schedules

by Stephen Jones

The industry faces its most testing period in months with a glut of releases about to battle each other for retail presence as well as chart position.

Fred released the first shots last week by bringing forward the release date of Blur's single Tender by a week to February 22, putting it up against acts such as Kula Shaker, Stereophonics, Elton John & LeAnn Rimes and Whitney Houston (see Reviews, p25).

Polydor, meanwhile, shifted Boyzone's Comic Relief charity single When The Going Gets Tough, The Tough Gets Going from that week to March 1, facing Madonna, Almas Morissette and Skunk Anansie.

But competition in the albums field looks even more intense,

starting on March 8 with records by acts such as Stereophonics and Kula Shaker going head-to-head. March 22 looks even busier when key acts including Skunk Anansie, Kete Le Roc, Blackstreet, Aida and Roxette are in direct opposition.

Parlophone marketing director Terry Felgate admits relief that Food/Parlophone set down Blur's 13 album release date before Christmas for everyone to avoid. "We always pay attention to what everyone is doing. We're totally confident in the album, but glad we put our marker down, although when ever it came out then you'd always up against something," he says.

Felgate says he does not expect much rescheduling to continue industry-wide. "With these things you're planning internationally and

KEY ALBUMS ON THE WAY

March 1	Underworld, Gene	
March 8	Kula Shaker, Stereophonics, Shawn Mullins, Wilco, Beth Orton	
March 15	Blur, Ginewine, Kavana	
March 22	Skunk Anansie (pictured), Kete Le Roc, Roxette, Blackstreet, Aida (Elton John)	
April 8	Orbital, Cataforia, Matthew Marsden	
April 12	Reef, Electronic, Ultrasound	

have to stick to them. I hope it's a good first half year and there's enough for everyone," he adds.

In contrast, Nude Records' general manager Dave Roberts, handling much-awaited releases from Suede

(whose album has been brought forward a week to May 3) and Ultrasound, believes many records will start jump around the schedules.

Retailer reaction is mixed. Mike Dillon at indie store Music Factory in Paisley says he is disappointed that the quiet January/February period has forced him to hold his biggest sale yet. "I don't understand the logic of everything coming out from March - there's only a certain amount of money to go around," he says.

But HMV chart rock and pop manager Jonathan Rees describes the release schedule as fantastic. "It's something to sell for a change. It's a shame: some should have been out in February and their chances of a number one are slipping, but this time last year Madonna was the only key record," he says.

news file

ALL SAINTS SPLIT WITH MANAGER
All Saints are expected to announce their decision on the replacement of manager John Benson at a press conference at London's Cafe de Paris today (Monday). The quartet last week informed Benson of their decision to split from him but have so far declined to comment on the reasons for the move. They have arranged the press conference to announce additional dates for their forthcoming tour.

BIG LIFE FACES WINDING-UP ORDER
Pinnacle, one of the creditors of Big Life Records, which went into receivership at the end of last month, served a winding-up order on the record label last week. Michael Smith, director of legal and business affairs at Pinnacle's owner Zomba, says he took the action because he did not receive a "positive response" from administrative receivers Price Waterhouse Coopers.

UK EUROVISION SHORTLIST SELECTED
Radio Two listeners last Friday voted for the final four songs which will battle it out to represent the UK at the Eurovision Song Contest in Israel on May 29. They are Say It Again (written by Paul Varney), So Strange (written by Mike Connors and Paul Brown), Until You Saved My Life (written by Scott English, Matteo Sagge and Debbie French) and You've Taken My Dreams (written by John Miles, Jim and Bob Marshall). One will appear each week on TOTP from this Friday with a public vote on March 7.

ARTISTS JOIN EU COPYRIGHT LOBBY
Acts including The Corrs and Jean Michel Jarre will be part of a delegation at the European Parliament in Strasbourg tomorrow (Tuesday) to lobby over the EU Copyright Directive. They will join members of the Rightholders' Coalition, which represents European creative organisations, and MEPs, including Nana Mouskouri.

Brits recruit Whitney for live performance

Whitney Houston will make her Brits debut next week, completing the performance line-up for this year's event.

The Arista artist is set to sing her new single 'It's Not Right, But It's OK' at the London Arena show where both Tina Cousins and Cleopatra will now join Bling, B*Witched and Steps for the planned Abba tribute. It is understood Benny Andersson and Bjorn Ulvaeus will be in the audience on the night.

Meanwhile, the event's organisers are urging people still to use the Docklands Light Railway to reach the event, despite the RMT union planning a 48-hour Tube strike which will not end until 6pm on the night of the Brits. The DLR will be unaffected by the strike, while there will be a limited Tube service.



Millward Brown launches indie millennium initiative

Chart research group Millward Brown is starting a programme of "re-chipping" Eposim machines in independent retailers to beat the millennium bug.

Old chips in around 700 machines, which supply crucial data to compile the charts, will be replaced with new technology from February 22.

Millward Brown charts director Bob Barnes says the move, which is likely to take about three months to complete, is part of an ongoing process to ensure the first official chart of 2000 appears on January 2, and is accurate. Barnes says Millward Brown is already updating and rewriting software to make everything Y2K-compliant. "We are totally 2000 bug-proof so the only area is obviously to ensure our retailers are compliant. If they can't supply data we won't be able to include it in the audit," he says.

Barnes adds he is more concerned about glitches occurring in the second chart of 2000 because he expects most retailers to be



Gallagher: millennium concerns
closed on January 1 and the charts will, therefore, only contain sales from this century. "There will be a chart on January 2, 2000 that is for sure," says Barnes, dismissing concerns voiced by Noel Gallagher last week that the bug could hit its compilation.

The multiple retailers, which generally use Epos-based technology to supply chart data, report that they are also on top of the Y2K situation. An HMV spokesman says its system has already been checked for 2000 compliance. "We don't expect any problems at all," he says.

Mean Fiddler seals Leeds festival deal

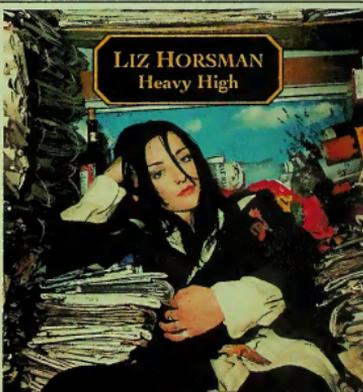
The Mean Fiddler Organisation has secured a five-year deal to hold a sister event in Leeds to its long-established Reading Festival.

Leeds 99, the first festival under the contract, will be staged this August at the city's Temple Newsam Park with acts taking part playing at both the Leeds and Reading sites. The agreement brings to an end weeks of negotiations.

Leeds councillor Bernard Atha says, "Temple Newsam is recognised as one of the best open-air venues in the country and I am sure that by working in partnership with the Mean Fiddler Organisation we can ensure that over the next five years it will witness classic performances from a line-up of the world's top performers."

In a separate move, the Mean Fiddler venue in Dublin failed to reach its reserve price - believed to be around £3m - when it was auctioned last week by Morris's. The sale of the venue, which reached bids of £2.2m, has now entered into private negotiations.

LIZ HORSMAN
Heavy High



THE DEBUT SINGLE - RELEASED 8 MARCH
AT RADIO NOW.
RIE'S SIMON MAYO SHOW RECORD OF THE WEEK (w/c 8 FEB)
XFM - A-LIST

THE LAST OF THE BOY BANDS?

The first industry event I attended on Jolting *Music Week* in 1992 was the launch of Take That's first album at London's Hippodrome. It was something of a baptism of fire: although the evening was tame compared with the mass hysteria that was soon to follow, it was an eye-opener to what was to come. I was reminded of this event last week at the debut London showcase by Westside, the latest boy band on the block. Not only are they signed to the same label as Take That, but there was the same sense of anticipation in the air – and not just from the fan club members screaming and holding up roses in the front row.

But what was most striking about the event was that Take That marked the starting point of the boy band cycle that has swept the UK business in recent years, then Westside are perhaps the beginning of the end. Don't get me wrong. They were tight, looked good and had songs brimming with hooks. They will be deservedly huge. But they were saying little new – and therein lies the rub.

There is only so far that you can push the same formula – and I got the sense that when Westside (or whatever they end up being called) break big, the boy band cycle will reach its natural conclusion.

There is little doubt that in 1999 pop will continue to shift huge units – just think of the list of newcomers including Next Of Kin, Lolly, Lellani, Teenage Rampage and A1 in the starting blocks. But those who succeed will have to offer pop with a twist.

It is easy to dismiss the pop business as lacking in imagination. This could not be further from the case. Given the amount of competition lining up, imagination will be more necessary than ever to win in 1999.

As those who lack it will find to their cost.

Ajax Scott

WEBBO

SHOWING THE CASE FOR SHOWCASES

I went to a showcase the other night and came away wondering what it was for and what it achieved. But this was not the sort of showcase where an unsigned band played looking for a deal.

Those events obviously have their place, but they are effectively gigs without an audience.

No I'm talking about an event close to the media centres (so hacks don't have to travel too far), in the early evening (so they don't slope off home), and with large quantities of food and booze (so...well, so they'll come).

I can understand why a record company would want to do this with a new act because there are so many bands competing to be heard and so few slots in the media. And a showcase is, after all, to get new material heard. But it seems sad and slightly demeaning to artists like Robert Palmer (and Squeeze, who I noticed showcased at Midem) that they have to go through this convoluted, expensive process (and believe me, these events are very expensive to stage) just to get their new music heard.

Don't these artists with pedigrees going back 25 years or more deserve some respect and time from the media to listen to their new material with an open mind, without having to prove that they are consummate performers in front of an audience often more interested in where the next beer is coming from?

I'm probably being naïve about this. After all it's only marketing and we as an industry are renowned for throwing money at everything as the panacea for all our ills. The event of Robert Palmer playing live for the first time in ages creates a buzz. That is an end in itself and justifies the expense on a European wide basis.

I just hope all those in attendance realise the effort expended just to get them to listen to the new material and devote the time to it that it deserves. Oh and he was great.

Jon Webster's column is a personal view



The Box lays off staff as overhaul continues

by Tracey Snell
Interactive music channel The Box has laid off a third of its staff just seven weeks after the appointment of new management at the company.

Creative director Ivor Kayne and head of post production James Gold are among those who have lost their jobs in the shake up, which was confirmed last week. Their departures follow those of The Box founders Vince Monsey and Liz Laskowski in December.

Stuart Pinches, the former VH1 executive who has been brought in as acting managing director, refuses to say how many staff have been laid off. However, sources say the figure is around 10, a third of the workforce, with most of the cuts falling in the company's production department. "We were all told on Friday [January 29] at 3pm. It came completely out of the blue," says one of those leaving.

As part of the restructuring, a new programme unit is being set up, pooling together operations such as programming, scheduling and traffic. This will be headed by Stephanie Price, currently programme manager. A creative services department is also being established which will initially focus on strategies to build brand awareness. A new head of cre-



The Box: more staff go after the appointment of new management

ative services will be appointed shortly.

Meanwhile, the marketing department, which will continue to be headed by Maria Ghigi, will be responsible for trade and consumer audiences and all brand extensions including The Box's website and teletext services. Dominic Swinn, who previously handled both services, will now concentrate on the website as its marketing editor.

Enap, which bought The Box in 1998 for £28m, has made no secret of the fact that it perceives The Box as lacking brand awareness outside of the music industry. Pinches says the changes will help to start addressing that situation by bringing

cohesion to reporting structures at the company.

"We're creating an environment in which people can communicate with each other in a very straight forward and direct way. That will maximise the potential of the channel," he says. "Music stations are very brand- and image-focused. It's a question of bringing them to the fore."

Pinches confirms that a review of editorial strategy is underway but declines to elaborate. Some observers have suggested Enap is seeking to reinvent The Box as a magazine-style channel linked to one of its publications such as teen pop magazine *Smash Hits*.

Court hears of 'torment' in Spandau Ballet case

Spandau Ballet's one-time drummer John Keeble spoke in court last week of the "torment" that plagued the band as he and two former colleagues continued their legal battle over royalty payments.

Along with Tony Hadley and Steve Norman, Keeble is fighting in the High Court for hundreds of thousands of pounds of unpublished royalties dating back to 1988 they claim the group's songwriter Gary Kemp owes them.

The drummer told the court Kemp could be extremely petulant. "Being in such close quarters there was a lot of tormenting," he said, noting the band shared everything.

Kemp, who claims there was never a formal agreement to hand over some of his royalties but voluntarily gave up 50% at a different time for the band, began giving evidence last Friday. The case continues.

Banks takes Geldof Xfm slot

Robin Banks has been lined up to take over Xfm's weekday drivetime programme six months after losing the same job at Virgin Radio.

He is due to begin hosting the 4pm-6pm slot next Monday (February 15) as part of a series of changes at the London station following the planned departure last Friday of presenter Bob Geldof after 304.9 days.

Along with Geldof, Planet 24 senior producer Des Shaw will step down as the station's programme controller, marking the end of Planet 24's consultancy contract with the Capital Group-owned operation. Clive Dickens, Capital's group head of programming, will now take direct control of Xfm's output.

The new schedule, which comes five months after Capital completely overhauled the station line-up, also sees weekend breakfast show presenter Tom Binns moving to the same slot weekdays. He replaces



Park: launching new rock show James Herring, who is returning to Capital's Kent station Invicta FM.

Significantly, a rock show hosted by Ian Carnfield is added to the line up at 10pm on Sundays. Capital group programme director Richard Park says there is a glaring gap in the market for a rock show and other specialist shows could follow. *The Radio Authority*, which fined Xfm £4,000 in October for breaching its promise of performance, says the station is now complying with its licence.

Profits up at bullish Sanctuary Group

RESULTS STATEMENT

	Nine months to Sept 30, 1998	Nine months to Sept 30, 1997
Turnover	£13.1m	£18.4m
Operating Profit	£1.56m	£1.54m

Source: Sanctuary Group
The 12 months of 1997. The restructured group – now operating as three divisions covering screen, music and facilities – has also shifted towards taking a commission on projects, which can take longer to feed through into turnover.
Sanctuary completed a reverse

takeover of the Burlington Group in January 1998 to gain a listing and later in the year acquired a booking agency from ICM, the outstanding minority shareholder of Sanctuary Music Production and the facilities business Ted D Bear.

Last week the group also announced its first attempt at a multi-million pound bond issue in exchange for Iron Maiden's royalties on their back catalogue. The deal was expected to be clinched last Friday evening and a spokesman for the group says early indications are that it will be over-subscribed.

Sony artist TQ (pictured, centre) is supporting Another Level in their bid to break the US by writing and performing on a track which could end up as their first Stateside single. The Northwestside act were due to go into London's Whitfield Street studios over the weekend to record *Summertime* with TQ, who has co-produced the track with Mike Mosley, the collaborator on his own current album *They Never Saw Me Coming*. Another Level will be making a promotional trip to the States at the end of May, while their first US album - a combination of the band's first two UK albums - will be issued in late summer. It will be followed in the autumn by their second UK album which will include *Summertime*.



Sam Goody quits High Street as focus switches to online

by Paul Williams

US retailer Musicland is pulling out of UK High Street retailing with the closure of its remaining Sam Goody stores as it focuses on launching an online music store.

The company, which at its peak operated 22 stores in the UK, began shutting its 14 remaining branches at the end of last month and is expected to complete the withdrawal within the next few months.

Its decision follows a series of closures undertaken by Musicland, the first of which was the shutting of its first and biggest UK branch at Lakeside in Essex exactly two years ago last week. During the same period rival US music and books retailer Borders, has entered the UK market and is claiming "very positive" sales at its three stores.

A total of 84 store staff and up to 11 people in Musicland's UK offices at Chessington, Surrey, are set to lose their jobs as a result of the clo-



Sam Goody: shutting its doors in the UK

sure programme. UK managing director Ken Onstad has yet to reveal his own plans, although he says his present aims are an orderly wind-down of the business and finding new jobs for as many staff as possible.

A Musicland spokesman says the retailer has been more successful in the States than the UK, which it

found to be a very competitive market. "We really need to concentrate on our opportunities in the US and on our e-commerce and internet business, which we recently announced we would be launching in the second quarter of this year," he says.

Despite high expectations for

Media trio unite for digital push

Chris Evans's Ginger Media Group, Kelvin Mackenzie's Talk Radio and US radio broadcaster Clear Channel are the latest media players to form a consortium to share the cost of investing in digital stations.

The Ginger/Talk/Clear consortium is seeking to bid for all regional digital radio licences being advertised by the Radio Authority, beginning with the Greater London licence. Applications for this must be in by May, with the RA expected to announce its decision in August.

The move follows Emap and Capital Radio pooling their resources to bid for local digital multichannel and GWR deciding to work in conjunction with Border Television. A spokesman for Virgin, Ginger's radio interest, says, "These things are not cheap to set up. Also, with such different formats and stations involved in our consortium we're going to have a bit more to offer."

newsfile

ITC LAUNCHES INTERACTIVE CITY
In The City is increasing its coverage of new media this year with a second event devoted entirely to the subject. The first Interactive City will take place May 27-28 in Glasgow and will be aimed at not only the music industry, but also other entertainment sectors. New media will continue to be part of the regular In The City, which this year has been pencilled in for September 11-15 in Manchester.

BPI BACKS WINTER CONFERENCE

The BPI will be supporting the Winter Music Conference for the first time when the dance music convention takes place in Miami from March 13-17. The organisation will host a late afternoon reception at the event and will also help to produce an A&R guide for British labels.

LOTTERY CASH FOR MUSIC CENTRE

The Music Centre in Gateshead, a £50m project which will include a concert hall for professional and amateur musicians, was last week awarded a £2.2m Arts Council lottery grant. The project, run by a partnership including Gateshead Council, Northern Sinfonia and Northern Arts, previously received a £1.3m Lottery grant in June 1997.

PRINCE BUSTER ISSUES WRIT

Pioneering sax artist Prince Buster is heading for a High Court battle after he or music publisher Melotonic Music issued a writ accusing Castle Music and Dojo of breaching copyright in 48 numbers, including the hit On Carolina. Accusing Castle and Dojo of creating the copyrights through a series of album releases, the writ is seeking damages and a court order banning any further copies of the albums being sold or distributed.

PARKINSON MOVES UP AT GALLXY

Steve Parkinson, managing director of Chrysalis Radio's Galaxy 105 in Leeds, has been appointed brand manager for all five Park stations. Parkinson will relocate to the Chrysalis Building in west London in April.

NEW ROLE FOR NEWBORN AT IMPAC

US packaging specialist Impac has appointed the European subsidiary's chief executive Lee Newborn as chief operating officer. Newborn will report directly to Impac chief executive officer Richard Block.

BRIAN MCLAUGHLIN

Brian McLaughlin is Bard's current chairman rather than Richard Wootton as stated in last week's *Music Week*.

MORE PLATINUM FOR MADONNA

Madonna's *Roy Of Light* became four-times platinum last week as gold BPI standards for the compilation Best Club Anthems 99 and the single When You're Gone by Bryan Adams featuring Melanie C. There were silver awards for the 911 hit It Is and the group's single A Little Bit More and for the compilation Best Sixties Love Album.

Music comes good in Time Warner profits

Time Warner's music business, in recent years an under-achiever for the group, turned the corner in the fourth quarter of 1998 with a 34% increase in cash flow to \$205m.

The improvement was helped by Warner, Elektra, Atlantic and Reprise contributing 23 of last year's 100 best-selling albums. In the US, included releases from Alanis Morissette, Madonna, and Brandy. It also took the music division's income to \$493m for the year, a 6% increase on 1997.

Overall the media company showed growth as all its major divisions with cash flow rising 6% to \$1.37 for the quarter, with chairman Gerald Levin forecasting further improvement in 1999.

"Time Warner is now at the place I've always wanted to be. This is the first time we have all businesses chugging ahead," he said.

Wright confirms R3's backing for live music

Radio Three controller Roger Wright has confirmed his commitment to the network's live music output after setting out his vision for the station.

Wright, appointed to the post at the end of last September, is planning to increase the amount of live and specially-recorded programmes from the present annual level of just over 50% of the output, with greater flexibility introduced into regular programme scheduling to accommodate individual events and one-off festivals.

"Live music, long-form drama, crafted speech programming and new work lie at the heart of Radio Three's unique service," Wright announced last Tuesday. "The range and quality of the music and drama we broadcast, reflecting classical music and culture both nationally and internationally, gives Radio Three its editorial distinctiveness.



Wright: music plodges

The network remains the only place you can find such a diversity of top quality cultural and music programmes."

Wright's long association with contemporary music and composers, which dates from his time as director of the British Music Information Centre in the Eighties,

is reflected in the choice of live concerts scheduled for the spring and summer. Enlisa Parodi, a retrospective of British music since 1945, will be broadcast from London's South Bank from March 31 to May 7, while live relays from New York's Metropolitan Opera include Schoenberg's *Moses and Aaron* (February 20) and Carlisle Floyd's *Susannah* (April 3). A new performance strand will be introduced to the Radio Three morning schedule from August 16, replacing the middle-brass *Artist Of The Week* and *Sound Structures* programmes.

Other schedule changes include the addition of a two-hour record request programme from 2pm on Saturday afternoons from April and a half-hour increase in the running time of the 4pm weekday strands, *Opera in Action*, *Voices*, the chamber music strand and *Music Restored*.

dotmusic
the insider's guide to music
www.dotmusic.com

Radio One hits two-year high as BBC closes gap on ILR rivals

It was not that long ago that the fortunes of Radio One dominated the Rajar press conference. Nowadays, however, the network's performance hardly merits a mention.

This, of course, is evidence that the station's audience has not only stabilised but is slowly increasing. Its share for the three months from September 23 to December 20 1998 was 10.6% — its highest for two years — and it is reaching 200,000 more listeners than it was a year ago with an audience of 9.8m (11.4m if children are included). Much of this rise came from the Zoe Ball breakfast show. Ball added 500,000 to her national audience — although she lost 75,000 in London — in the first three months since she went solo, while Mark and Lard's afternoon slot also added half a million and the Sunday Top 40 chart show won back 300,000 listeners.

What is also noticeable about Radio One's revival is its success at attracting women back to the network. Since the end of 1997 its female audience has risen by 363,000. "We have been carefully refocusing our output recently and the increase in women listeners illustrates the broad appeal of our music policy. It also shows that even with our commitment to new music and new talent we have not forgotten our position as a public sector broadcaster," says station controller Andy Parfitt.

Radio One's performance helped BBC Network Radio increase its percentage of weekly reach from 48% to 49% during the 12 months. Radio Two had a more stable quarter than it has been used to in a year when it added 80,000 new listeners. Its audience was static in quarter four at 8.9m, but it remains the nation's most listened to station with an audience share of 13.1%, although it had reached a three-year high of 13.6% in the third quarter.

Radio Two head of music policy Geoff Mullin says it will take another six months for the new C playlist and the higher rotation A and B lists to settle down. "The new playlist has tested well and we had a lot of success at the end of last year with acts such as Aerosmith, UB40 and Culture Club. It really is a case of steady as she goes."

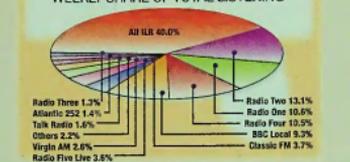
The battle for classical music listeners focused on live performances ad appealing to children with both Radio Three and Classic FM increasing their audiences. The BBC station added 100,000 in the three months to stand at 2.5m (giving it a 5% reach), thanks largely to the success of its Performance On 3 and its CD Review slots. It is trying hard to keep pace with Classic FM, which recorded its highest weekly reach of 5.1m (11% of total reach). It also celebrated its highest total listening hours (30.8m) and its best children's reach and hours. Classic now has 413,000 listeners under 15, a 10% jump on a year ago.

Managing director Roger Lewis, who joined from Decca in November, says his plans for the station are designed to increase the number of children tuning in. "Our research has shown that classical music gets children to concentrate while doing their homework," he says.

For Virgin, the final three months of 1998 was a disappointment. Its combined AM and FM audience dropped from 3.9m to 3.6m quarter-on-quarter (an 8% reach), down from 4.0m a year ago. The good news is that Virgin has added 71,000 to its core target group of 15-34-year olds and Chris Evans' breakfast show increased almost 3% to 2.3m. Recently the Ginger Media Group, which owns Virgin, announced it was joining

THE NATIONAL PICTURE

WEEKLY SHARE OF TOTAL LISTENING



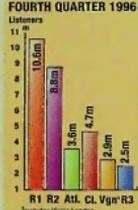
WEEKLY AUDIENCE REACH



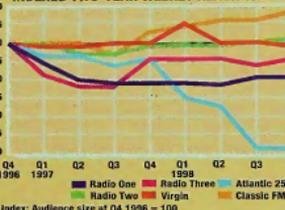
Source: Rajar

NATIONAL MUSIC RADIO TRENDS

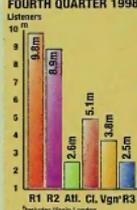
WEEKLY REACH FOURTH QUARTER 1998



INDEXED TWO-YEAR WEEKLY REACH TREND



WEEKLY REACH FOURTH QUARTER 1998



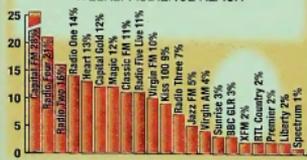
Source: Rajar

THE REGIONAL PICTURE: LONDON

WEEKLY SHARE OF LISTENING



WEEKLY AUDIENCE REACH



Source: Rajar

a consortium with Talk Radio and global music company Clear Channel to bid for all regional digital radio licences advertised by the Radio Authority.

Meanwhile poor old Atlantic 252 is still having a torrid time. Its audiences slipped another 17,000 during the three months to 2.6m (a 5% reach), although just two years ago the Irish-based broadcaster was reaching 3.3m. The listeners it has kept are also not as loyal as they used to be, as Atlantic's total hours dipped from 13.0m to 11.2m.

New programme director David Dunne changed at the end of October but his hires are not expected to feed through to audience figures until at least the second quarter. The station's marketing director, Alison Victory, says it will take time to win back lapsed listeners.

In the competitive London market the big winner was Emap's Magic 105.4, formerly Melody, which reached a record weekly audience of 1.2m, while its share reached a

new high of 5.8% as the station succeeded in targeting young, thirty-something listeners during the past 12 months. Capital FM had another good quarter, attracting an extra 52,000 to 2.8m. It still dominates the breakfast market in London and Chris Tarant — who added another 242,000 — is within touching distance of the 2m listeners weekly mark at 1.9m. This is 1.4m more than Chris Evans and 1.3m more than Zoe Ball are managing in the capital.

Xm's performance will disappoint the music industry. At the end of 1998 only 244,000 people were tuning in each week, which is 39,000 less than in quarter three and only 10,000 up on a year ago. This was the first quarter to judge the changes to the music policy introduced by the Capital Group, which claims that, despite the fall, it has increased its share in the target demographic group of 15-34 males.

Elsewhere in London, Kiss 100 added 34,000 listeners to 886,000 and Friday

Night Kiss is now being heard by 219,000 15-24s, a growth of 50,000 since adding 34,000 in the quarter to 461,000 a week.

The Chrysalis Group also had a good three months. Heart 106.2 is now the number two commercial station in London behind Capital FM, while its network of Galaxy dance stations in Manchester, Leeds and Birmingham all performed well.

The fourth quarter Rajar survey includes all UK stations except those serving a population of less than 300,000. Among the local stations to do well were GWR's Ram FM in Derby, where the audience rose 11% to 152,000. And the Essex Radio group is celebrating audience rises at Essex FM, Daxis FM in St Albans and Harlow's Ten-2 FM.

Overall radio figures reveal that the BBC, including national and regional stations, has closed the gap on commercial radio for the second successive three-month period. It claimed a market share of 48.6% against 49.3% for independent radio. **Steve Hensley**

FRIENDS IN HIGH PLACES

THE MOST SUCCESSFUL VIDEO
FRANCHISE OF THE DECADE
OVER 7.5* MILLION UNIT SALES TO DATE

F.R.I.E.N.D.S.™



SERIES 5 OUT ON VIDEO
FROM 15TH MARCH '99



ONES TO WATCH

SERUM

Talk of Serum appeared worth it after they returned headline and former buzz act Hooley at the Bordenline last week.



Things To Come.

Although the lead track boasts delicate REM influences, their entrancing live set roared out with grunger – more Pearl Jam than Nirvana – soundings.

Managed by Stewart Halperin (who also manages Tam), the four-piece – formed around songwriter Ben Bueno – are impressively tight for a band whose average age is 17.

DROP BEARS

The buzz around Drop Bears continues to mushroom, judging by the A&R label and publisher turn-out for only their third gig to date at L1F Backyard Club at London's Fitz & Fikins last Tuesday.

The buzz came off the back of the five-track demos produced by Cameron McVey (Massive Attack, Tricky). McVey himself offered to work on them in his downtime between sessions.

Vocalist/drummer Tom Windrift was in former circuit band Middleman, guitarist Dean Tidy came from Velvet Jones, while bassist John Furtis was once in Nenecherry's band.

Together for only three months, they are managed by Neale Eastbury (No Jaws, 12 Rounds, Tin Tin Out).

Such was the quality of TLC's 1995 album *CrazySexyCool* that its appeal stretched far beyond the R&B community to make the year-end favourite records lists of pundits as diverse as Edwin Collins and Brian Eno.

Since then fans, not to mention the band's record company, have had to wait a long time for new material. And, now that it is finally imminent, there is a palpable last-minute rush to finalise its launch. "It took a year to prepare and a year to record."



"We only finally finished it yesterday." LA Reid, the LaFace Records CEO who also A&R'd the last album last week.

All of which has not made the setup easy for Arista, which has only had a four-track sampler and a US promo-only single *Silly Ho* to work with until it received its first full copies of the album *FanMail* last week – less than three weeks before its worldwide release on February 22. "It's very much the American way of doing things, but this is the way it was last time and we ended up selling half a million albums," says BMG UK head of R&B repertoire Mervyn Lyn. *CrazySexyCool* sold a hefty 10m copies worldwide.

There were a number of reasons for the lengthy four-year delay between albums, among them a well-publicised split with manager "Peabees" Reid, a low sell – settled out of court – with LaFace and subsequent contractual renegotiations. TLC's de facto leader T-Boz says, "The political stuff took a long time to sort out. But even so it doesn't seem that long to me. Thank the Lord our last album lasted two years so that makes the time go a lot faster."

Reid says, "I'm all in favour of artists taking care of their business but I think it took more time than it should have. It was a distraction from the creative business. It all took two years but at least it's well that ends well."

And there was also the question of whether the band members wanted to remain together as a group. "They had

WESTSIDE

Predictably, many industry pundits at *Westside's* showcase at London's Café De Paris last Wednesday found it easy to dismiss them and their likely success as solely down to them being Boyzone Mark II – but the boy band's success will be as much down to A&R as brand marketing.

True they are five immaculately turned-out Irish lads armed with hit songs and a tempered stage presence – and even co-managed by Boyzone impresario Louis Walsh and frontman Ronan Keating and supported them on tour last year.

But for a start, critics should remember that Boyzone only really reached their peak last year after five years' hard graft, with international success properly taking off with last year's hit *No Matter What*. And that success was largely down to better songs, which is proving *Westside's* forte.

With insiders suggesting that Boyzone as a group may produce just one more studio album – a greatest hits will appear later this year and Keating and Stephen Gately are both expected to deliver solo material – it is more a case of *Westside* picking up the baton running than starting the race. Keating himself is keen to spot the differences. "They had what we had four years ago – the hunger and spark. There's no reason why they can't be the biggest boy band in the world."

Having followed Five, Backstreet Boys and Boyzone in the *Smash Hits* Best Newcomer Award stakes, RCA/BMG senior A&R consultant Simon Cowell is

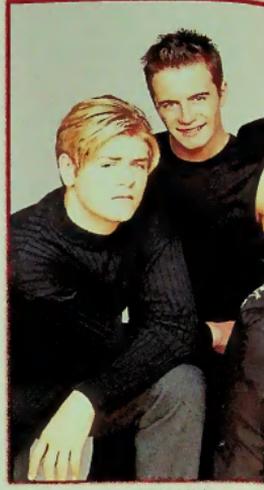
predictably happy, enthusing that he is happier with this project than any since Robson & Jerome.

The last label of 10 to see them perform covers of acts such as Boyz II Men, Boyzone and Take That at individual Dublin showcases last summer, he says he was offering Walsh an album deal by the time they were 30 seconds into their first song. "It's the only time it's ever happened. I knew instantly this was absolutely the band I wanted to work with in 1999 and what I wanted to do with them. They looked great and sounded amazing," says Cowell.

Kian Egan, who is very much leader of the band, says, "The way we look at it, we're a singing group not a dancing group. As soon as we met Simon everyone just clicked. He knew the sound we were looking for and how to go image wise. And he was 100% honest with us. Other labels would say that's great and we'd not hear from them but he wanted it straight away."

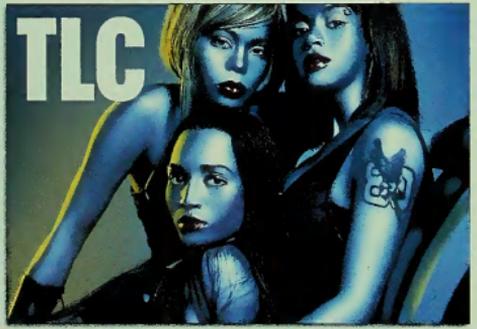
"We trust him and so does Louis. It's his job to get the music. We will do absolutely anything if he suggests it. He puts his whole energy into us."

The band was originally formed by six members of the cast of a local Sligo production of *Grease* who holed up to perform mainly covers in local clubs. A recording of a self-penned track by members Shane Filan and Mark Feehily, *Together Girl Forever*, eventually wound its way to Walsh, who within a week had secured them a supporting slot for the Backstreet Boys in



Dublin and offered to get involved. Various members left because they "didn't fit in" looks- or sound-wise and through auditions Nicky Byrne and Bryan McFadden joined.

Walsh offered Keating the chance to become involved in April last year before the showcases following the interest he had taken in the band. Keating – who speaks with Walsh daily – says, "I wanted to help the lads and give them the chance Louis gave me five years ago. I just want to be



"You can't go wrong if you have your own sound and make sure you do something different to what everyone else is doing" – T-Boz

spent time away from each other building their own lives and they had to decide whether they were going to come back together and be TLC again," says Reid. Now in their late twenties, the women have taken a bigger hand in the new record, with T-Boz providing lyrics to five tracks on the album – some adapted from a book of poetry she is going to publish called *Thoughts: Volume One*. She says, "Each girl has her own individuality and that's expressed on the album. It's almost three solo performers in one group."

FanMail reunites TLC with producers Dallas Austin, Babyface and Jermaine Dupri, who all worked on *CrazySexyCool*, as well as introducing relative newcomers Kevin "Shekspere" Briggs – who produced the first single *No Scrubs* – and Rico Lumpkins, plus

veterans Jimmy Jam and Terry Lewis (their first project with LaFace).

Conspicuous by their absence are Organized Noise, who produced the last album's smash single *Waterfalls*. "I didn't feel they had any songs that would add to the project," says Reid. "I think it was a look of focus. After *Waterfalls* they had every record executive on the phone offering deals."

Among the stand-out tracks on FanMail (so called because the cover artwork includes the names of fans who had written to the group during their absence) include the Austin-produced *Automatic* and Unprety ("I love that track. I think it's one of the most profound songs I've ever heard so far," says Reid), Babyface's *Dear Lie* and Miss You So Much and Jam & Lewis' *War-sampling I'm Good At Being Bad*.

No Scrubs, which is being taken to UK radio this week, follows the girls' trademark pattern of locking sassy, empowering lyrics with radio-friendly production – a "scrub" being a man who "acts like he's big but still lives at home", according to T-Boz.

BMG's Lyn says that No Scrubs also follows TLC's desire for their songs to work in their own right without much tampering. "It was important last time that we didn't have to do loads of remixes to make the record palatable to a UK audience, which in this day and age is pretty unique," he says.

T-Boz concurs, saying that the group's philosophy has always been simple. "You can't go wrong if you have your own sound and make sure you do something different to what everyone else is doing."

The new album also reflects the group's growing sophistication, with FanMail's packaging – which they devised themselves – exuding a futuristic, "hi-tech with fashion" feel. This theme extends to the inclusion of a computer-generated fourth "virtual" member called Vicki, who will feature in videos and popping on the album. "She sort of directs the album but she's very sexy. I'm going to have to push her into the curb," says T-Boz.

Awareness campaigners will run in key specialist retailers to coincide with the album's release, but the TLC campaign proper will kick in with its exciting and radio advertising to back No Scrubs' release on March 15, two weeks after the group visits the UK for promotion.

By then Arista will have had a chance to convince the industry that the album matches up to their previous work. And, having finally heard FanMail, it can even start to think about some of those end-of-year favourite albums lists. **Tony Fardise**

Act: TLC **Label:** LaFace/Arista **Project:** album/single **Studio:** D.A.R.P. Studios, Atlanta **Songwriters:** TLC & various **Producers:** Austin/Biggs/Jam & Lewis/Babyface/Dupri **Publishers:** various **Released:** February 22/March 15



there, but sure, it's a big deal to be involved and not something to mess around with."

Egan adds, "Ronan wanted to meet us, then he was telling us about the industry and warning we were going to have our ups and downs and we were asking lots of questions. He was also helping us with the vocals. Louis does the everyday side and Ronan is a friend, who offers financial advice, how to deal with each other and everyday life like the dos and don'ts of the business."

Cowell says, "It's not just a name on the letterhead - the boys see him as a role model, the perfect pop star. For Ronan, he only wants to be associated with success. It puts himself in a strong situation as a human being, and he wants Westside to be the most successful band of the year."

Cowell learned with Five that he had to fulfill expectations on records as well as in the flesh for a "better than even chance of success", and that could only be done with the best producers on board. Indeed, he knew the name of one song he wanted before hearing it, such was the buzz on Steve Mac and Wayne Hector's *Flying Without Wings*.

"There was this rumour about a new song and everyone who heard it said it was brilliant. The chance of finding a brilliant new song is about one in a million, but it turned out it was," says Cowell. He subsequently managed to dissuade Mac from giving it to LeAnn Rimes by offering him the carrot of an executive producer royalty. In typical style, Cowell says he would already bet on *Flying Without Wings* being a Christmas number one. The boast is a trifle premature, but the song has all the hallmarks of a classic pop song, as does *Swear It Again*, another track Mac played him after they had agreed on *Flying Without Wings*.

This will be the debut single (released on April 12) - Keating last week approved the mix after wanting the piano and strings to sound bigger. A love song with an instantly memorable chorus - the young *Café De Paris* crowd certainly picked up the words quickly - it would surely do well enough if released now. But Cowell says he is drawing on the Robson & Jerome experience - there was a seven-month gap between their first TV performance and the release of their debut *Unchained Melody*. That said, RCA issued a statement on Friday admitting it

may have to change Westside's name. BMG has been consulting with the Band Register for several weeks over concerns of other similarly named bands abroad and potential merchandising problems.

But any delay will prove worth it. Comparing Parloids took three months ago with new press shots, it's clear that Westside - who are now on their fifth stylist - have benefited from their training in media, dieting, fitness and all the usual spin-offs.

With these two stand-out songs "in the bag", a campaign could start to be built around them; but they also upped the quality of other producers attracted to the project among them *Bliff*, *Ray Hedges* and *Pete Waterman* in the UK and in Sweden, the *Chairmen* team and *Murlyn's* Anders Bagge, *Bloody Mary* and *Arnthor Björgjónsson*.

Cowell forwarded the songs to the managers for their opinion first. Keating says, "We have a listen and that's more what I do, the artistic side than business. I'll tell him (Cowell) what I feel, there's no 'ing and that's what I like. And he loves music - he knows already, he doesn't need me to tell him."

Cowell adds, "I'm trying to make every track (on the album) a single. We're always good at creating hype at RCA but people will react to what I'm reacting to. People will characterise them as another boy band, but is Madonna another female singer? No. And Westside are incredible."

With three singles to come before an album in October, it's already clear pop music will survive as a phenomenon well into 1999.

Stephen Jones

Act: Westside **Label:** RCA **Project:** single/album **Songwriters/producers:** Mac/Hector/Bliff/Hedges/Waterman/Chairmen/Murlyn **Studios:** Murlyn/Chairmon/Rokstone/Windmill Lane **Released:** April 12/October 1999



- Martine McCutcheon - Perfect Moment (Innocent)** A classy debut, somewhere between *Celine* and *Janet* (single, April 5)
- Basement Jaxx - Remedy (XL)** Contender for dance album of the year (album, April 5)
- Hell - Copa (Disko B/V2)** That's *Copa* as in Barry Manilow's *Copacabana* - need we say more? (DJ promo, April 12)
- Billie - Honey To The B (Delakota mix) (Innocent)** Pop's young trooper gets the laid-back and lounge treatment from the eclectic rock duo (single, March 15)
- Horny United vs. Boney M (Logic Records)** Takes some time to build kick off, but worth it eventually (DJ promo, tbc)
- River - Setting Sun (Instinctive)** Exciting, highly-charged alternative rock record (single, March 15)
- Art Of Noise - The Seduction Of Claude Debussy (ZTT)** A seductive listen from the electronic pioneers (album, April 1999)
- Ben & Jase - Hello (Go Beat)** The UK's answer to *Tim Buckley* and *Elliott Smith* (mini album, April 1999)
- Wilco - Summer Teeth (Reprise)** Glorious album, quite possibly setting them up to be the next *Mercury Rev* (album, March 8)
- Faith Evans - All Night Long (Bad Boy/Arista)** Irresistible party music from this contender for the title of queen of hip-hop soul (single, tbc)
- Fountains Of Wayne - Utopia Parkway (Atlantic)** More delicious guitar and harmonies (album, May 1999)
- Looper - Ballad Of Ray Suzuki (Jeppster)** The grooviest record this label has ever turned out (single, tbc)

BPI

Ecommerce home shopping
and the

BPI

internet v interactive digital TV record industry

A one day 'Music...It's the Business' seminar

presented by BPI and coordinated by Keith R.D. Lowe to be held at the Mayfair Inter - Continental Hotel, Stratton St, London W1 on Thursday 22nd April 99

You've heard the hype. Now let's get real

Internet music sales are nought point something %. Interactive Digital TV does not exist yet
Only nerds, anoraks and petty pirates are downloading music. It is going to change in the next five to ten years then consumer behaviour has to mutate and the supply side infrastructure has to reinvent itself.

You cannot be serious!

But they are!

Presentations by

BT, Liquid Audio, Mastercard, Muzé, QVC, and others will demonstrate why they believe music is a prime candidate for home shopping and will look at:

- Economic Drivers and shopping trends
- Who is connected to what and why
- What service providers and portals are up to and why
- Search engines and catalogue information
- Collectible V on demand
- Compression - Impressed or depressed
- Bandwidths, storage space and line costs - the online barriers?
- Financial security and copyright protection
- Interactive Digital TV - poor mans internet or the new age shop window
- Producer and Customer - a new one to one opportunity, and a raft of issues which you can put to them

£99 + VAT for BPI members £199 + VAT for non members

to include buffet lunch, tea and coffee (proceeds go to the BRIT Trust)

Everyone associated with the record industry needs to be there. To reserve your place contact:

Maggie Crowe, BPI 25 Savile Row, London W1X 1AA tel 0171 287 4422, fax 0171 287 2252, e-mail maggie.crowe@bpi.co.uk



URL: frequency.co.uk
Company: Universal Records
Developer: Teistar Digital Marketing
Tel: 0181-488 5000
E-mail: chris.pressley@teistar.co.uk
Special features: Frequency, Universal Online branding name encapsulating all

Site Features

Live chat room	Audio	Trans-actional	Search Engine	Video Clips
✓	✓	X	X	✓



URL: emination.co.uk
Company: EMI Records
Developer: Abbey Road Interactive
Tel: 0171-266 7282
E-mail: interactive@abbey-road.com
Special features: Representing EMI artists, although plans have been unveiled to redevelop

Site Features

Live chat room	Audio	Trans-actional	Search Engine	Video Clips
X	✓	X	X	✓



URL: dotmusic.com
Company: Music Week
Developer: In-house/Music On-line
Tel: 0171-940 8600
E-mail: info@dotmusic.com
Special features: Insider music news, updated throughout the day

Site Features

Live chat room	Audio	Trans-actional	Search Engine	Video Clips
✓	✓	✓	✓	X



URL: virginradio.co.uk
Company: Virgin Radio
Developer: In-house
Tel: 0171-434 1215
E-mail: webmaster@virginradio.com
Special features: Live radio broadcast; DJ profiles

Site Features

Live chat room	Audio	Trans-actional	Search Engine	Video Clips
X	✓	✓	✓	✓

For many visitors to Midem this year, any lingering doubts concerning the internet's role in the development of the music industry were effectively blown away by the Mediterranean breeze. Indeed, such was the often dazzling array of web developments under discussion around the Palais de Festivals this year that some music executives left Cannes wishing they could extend their stay to include the new media-focused Milla fair which opens in the resort at the end of this week.

While UK music companies were quick to recognise the worldwide web's value as a promotional tool, it is clear that the majority are only now beginning to realise its potential as a commercial platform. An increasing number of record companies are starting to sell online, while others are seriously addressing the question of digital distribution and downloads.

Clearly high-value, low-weight products such as CDs are perfect for online retailing.

'As labels start to have a better understanding of the net and how it can be of benefit to them, we'll see a significant increase in net-based projects in 1999'
 - Ian Shurmer, AMX

a channel which International Data Corporation, a US information technology data provider, estimates will be worth \$425bn (£262bn) across all sectors by the year 2002. More focused research by Market Tracking International, suggests that, by 2005, music sales through the internet will be worth \$3.9bn (£2.4bn), or 7.3% of the global music market, an increase of more than 22,225% on 1997's figures of \$28.6m (£17.6m). It is further estimated that nearly 50% of small to medium-sized record labels now have some form of presence on the web, while all the majors are well-represented.

Many of these sites are run on a shoestring, since many companies' internet

Midem '99 opened many people's eyes to the commercial potential of the internet, says Gerard Grech

NET UNVEILS NEW ELECTRONIC RETAIL CULTURE



URL: polydor.co.uk
Company: Polydor Records
Developer: DC Creative
Tel: 0171-387 6854
E-mail: sarah@dc-creative.co.uk
Special features: Polydrome effect with jukebox and links to artists' sites

Site Features

Live chat room	Audio	Trans-actional	Search Engine	Video Clips
X	✓	✓	X	X

strategy budgets remain disappointing. But Ian Shurmer, account manager at interactive communication specialist AMX Studios, which designs and maintains sites for Warner Music (warnermusic.co.uk) and the recently launched Pepsi music search engine (pepsi.co.uk), believes this will not be the case for much longer.

"As labels start to have a better understanding of the net and how it can be of benefit to them, we will see a significant increase in net-based projects during 1999," he says.



URL: sonymusic.co.uk
Company: Sony Music
Developer: Music On-line
Tel: 0161-228 3217
E-mail: mailbox@musicon-line.com
Special features: Main umbrella site, link to discovery zone, micro site for new artists

Site Features

Live chat room	Audio	Trans-actional	Search Engine	Video Clips
✓	✓	✓	✓	X

Creation Records president Alan McGee came out strongly and publicly behind the internet in June, and his label has put its money where his mouth is, relaunching its creation.co.uk website using the expertise of Kieber Designs, which also handles sites for Warp and China Records. The Creation site enables fans to search through the label's old and new catalogue and listen to 30-second audio clips using Real Audio and some Liquid Audio before buying online. Online credit card encryption company Datacash handles all transactions while



URL: vmg.co.uk
Company: Virgin Records
Developer: In-house/State51/DC-Creative/AMX
Tel: 0171-377 6294
E-mail: paul@state51.co.uk
Special features: three distinct hub-sites by music genre: The Raft (dance and alternative), C3 (pop) and eden (adult)

Site Features

Live chat room	Audio	Trans-actional	Search Engine	Video Clips
✓	✓	X	✓	✓

Vital Distribution fulfils the orders. The site is updated and edited by Creation staff using Kieber customised software.

"We built the Creation and Warp sites not just to sell online but to provide a two-way communication platform between the record labels, the artists and the fans," says Chris McGrail, managing director of Kieber Designs.

Those who are beginning to master the internet understand that keeping the fans in touch with artists and release schedules is

New Media continued on page 22



URL: warnermusic.co.uk
Company: Warner Music
Developer: AMX Studios
Tel: 0171-613 5300
E-mail: lam@amxstudios.com
Special features: main umbrella site for Warner's labels: WEA, East West and Blanco Y Negro

Site Features

Live chat room	Audio	Trans-actional	Search Engine	Video Clips
X	✓	X	X	X



URL: fullcycle.co.uk
Company: Full Cycle Records
Developer: Creative Digital
Tel: 0117-914 9420
E-mail: info@creativigital.co.uk
Special features: exciting graphics and music to get the user in the mood

Site Features

Live chat room	Audio	Trans-actional	Search Engine	Video Clips
X	✓	X	X	X



URL: music365.co.uk
Company: DNP
Developer: In-house
Tel: 0171-505 7784
E-mail: julian@9365.co.uk
Special features: music webzine; up-to-date music news

Site Features

Live chat room	Audio	Trans-actional	Search Engine	Video Clips
X	✓	X	X	X



URL: decca.co.uk
Company: Decca Records
Developer: Onlinemagic
Tel: 0171-573 5900
E-mail: info@onlinemagic.com
Special features: representing music and opera, one for the purists; sound clips of artists talking about their work using Real Audio

Site Features

Live chat room	Audio	Trans-actional	Search Engine	Video Clips
X	✓	X	X	X

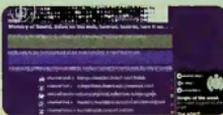
Creation Records



URL: creation.co.uk
 Company: Creation Records
 Developer: Kleber Designs
 Tel: 0171-704 7650
 E-mail: reception@kleber.net
 Special features: label news and artist content; lots of listening facilities and

Site Features

Live chat room	Audio	Trans-actional	Search Engine	Video Clips
X	✓	✓	X	✓



URL: ministryofsound.co.uk
 Company: Ministry of Sound
 Developer: Onlinemagic
 Tel: 0171-573 5900
 E-mail: info@onlinemagic.com
 Special features: interactive features with games and shop

Site Features

Live chat room	Audio	Trans-actional	Search Engine	Video Clips
✓	✓	✓	✓	✓

go with the flow

Too many record companies are scoring own goals by failing to keep on top of their websites, according to Paul Sanders (pictured), managing director of State 51. "There are a lot of embarrassing music websites with outdated information which present a negative impression of the company to the public," he says.

UK-based State 51, whose clients include EMI and Virgin Records, has developed Flow, a new set of tools designed to help website management and e-mail marketing. The system allows owners to update and maintain their own sites from anywhere in the world using a normal browser.

Designed for the music industry, Flow caters for the input of news, product information, release dates and tour dates and can be integrated with additional modules such as bulletin boards, chat rooms and online shopping.

Also on the system is an e-mail database, with mail-outs sent automatically to targeted, profiled subscribers each time the site is updated. "This is vital for a website to increase its traffic," says Sanders. "What is the point of updating a site and not telling anyone about it?" His hope is that such technology will reduce costs as well as the power of portals to control traffic to music websites. Most record companies' and artists' websites currently receive between 60% and 80% of their traffic from portals such as Yahoo and Excite. Sanders further argues that this figure is already too high and that the music industry can't afford to let it get any worse.

"I am not looking forward to a music world that is controlled by one of the six major portals," he says. "I would rather users know that their favourite websites are always there with up-to-date information and know how to get straight to them."

The Flow tools are available as a complete package with internet hosting and bandwidth at fees between £300 and £3,000 per month. GG



smart ordering worldwide

One of the biggest challenges facing transactional music websites is how to deal with fulfilling orders from around the world. At present, customers can buy music CDs on the net through a number of sites, most of which are US-based. For the UK record buyer, this means high postage costs and delays in delivery.

As soon as a company trades online, its market is theoretically global and therefore certain criteria have to be met. A transactional website has to respect customers' cultural differences and standards by providing language and currency conversion capabilities. At the same time, retailers need to build and manage the technical infrastructure to handle orders worldwide while abiding by the import tax laws and copyright ownership of the product's destination.

London-based Global Fulfillment (globalfulfillment.com) is one company tackling such problems through its recently developed Smart Hub technology. Once Smart Hub is integrated with the retailer's website, customers can receive local shipping costs, fulfillment and customer support.

The system, developed in the UK, US and Europe, processes international orders using servers around the world in conjunction with offices in London, Los Angeles,

New York, San Paulo, Munich, Tokyo and Melbourne. When a customer places an order on the website, the retailer processes the credit card and sends the order information to the Smart Hub system. This checks product against the customer's local suppliers, then processes the order and ships it locally. Smart Hub handles five languages and 150 currencies and has 800,000 music and entertainment titles. Labels which implement the Smart Hub technology will be able to sell their product worldwide regardless of importing issues and copyright licensing, as the product sold will be dispatched and paid for locally.

Another company handling fulfillment is Miami-based NetMusic, which last year set up a distribution centre in the Netherlands following a deal with US online music retailer Music Boulevard. The centre enabled Music Boulevard to add 150,000 local titles to its catalogue and has speeded up deliveries to customers in Europe.

Charlie Gireath (pictured), president of Global Fulfillment, says, "Companies such as Amazon and CDNow are predicted to turn over £250m this year selling music over the net, and £75m of that will come from international business. And that figure will be multiplied by 10 in two years' time. Internet commerce is going to explode." GG



A SINGLE HIT...IS NOT ENOUGH

- 8.7 million UK Internet users*
- 62% of UK Internet users are under 24**
- CDs are the 3rd most popular purchase on the Web

Source: *NORTEL '98 and **Telegraph Nov '98

For an integrated digital marketing campaign CALL Nicola Reeves on 0181 488 5000

TELSTAR DIGITAL MARKETING

PROMOTING a new release?

YOU'LL NEED A musikline
 A new concept in music promotion

- Easy access to recordings
- Fan base development
- Inexpensive & Flexible

CALL NOW FOR MORE INFORMATION

0870 333 8070

RECORDED MESSAGE

NOT PREMIUM

Calls charged at STANDARD national rates

musikline

NEW MEDIA CONTINUES
 ON PAGE 22

CHART COMMENTARY

by ALAN JONES

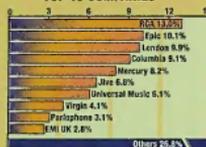


The singles chart title has changed hands more frequently than ever before in recent months, but one major company which has been conspicuously absent from the top of the chart for longer than any other – 21 months – is RCA. It had back-to-back number ones in May 1997 with Gary Barlow's Love Won't Wait and Olive's You're Not Alone, and nothing since. It returns to pole position this week courtesy of Blondie, whose first new single for 17 years, *Maria*, enters at number one this week. Actually, *Maria* is released on the Beyond label, which is wholly owned and operated by Los Angeles-based industry veteran Allen Kovac. Launched in August last year, Beyond has a roster that also includes Blondie's fellow veterans Motley Crue, Sponge and Yes as well as newcomers Al's Not Well, and is licensed to BMG and assigned to RCA outside the US.

For all their success, the only Spice Girls single to remain in the Top 10 for 10 weeks or more is their first, *Wannabe*. But Sporty

MARKET REPORT

TOP 10 COMPANIES



Figures show top 10 companies by % of total sales of the Top 75, and category groups make up 26% of total sales of the Top 75



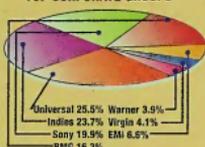
Spice **Mel C** shows her stamina is still intact this week, as her *You're Gone* duet with **Ryan Adams** completes its 10th week

SINGLE FACTFILE

Enraptured by the return of Blondie after an absence of 17 years, the British public bought more than 128,000 copies of the band's comeback single *Maria* last week, enough to make it the 13th number one single in as many weeks. It's Blondie's sixth number one, and comes exactly 20 years after their first, *Heart of Glass*. The only groups with more number ones are the Beatles, Abba, the Rolling Stones, Take That and the Spice

Girls. Blondie last had a number one in 1980 with *The Tide Is High*, and the gap of more than 18 years between number ones is shorter only than those experienced by the Righteous Brothers and the Hollies – but both of these acts returned to number one with re-releases, while Blondie do so with a new song, penned by the group's **Jungy Deadi**. Deadi also co-wrote the band's 1980 chart-topper *Atomic* with **Dobbie Harry**.

TOP CORPORATE GROUPS



in the upper echelon, sliding 5-7. It has sold more than 500,000 copies to date, and is certain to earn her the eighth platinum

single of her career. The Top 10's other long-running hit is *Steps'* *Heartbeat/Tragedy* single, which falls 3-6 on its 13th chart appearance, more as a result of strong competition than in a downturn in demand. It sold in excess of 43,000 copies last week to bring its cumulative total to more than 900,000. It is certain to top a million sales, and has raised expectations for their upcoming single *Better Best Forgotten*, which must be fancied to debut at number one in three weeks, while another live act, newcomer **Britney Spears**, seems set to do likewise in a fortnight.

Of all the compilations released in 1998, the only one to outsell *The Best Of M People* was *Ladies & Gentlemen – The Best of George Michael*. The M People album, still in the Top 20, has sold more than 800,000 copies in the past three months, and the band return to the singles chart this week with *Dreading*. Debuting at number 13, it's their 18th hit.

THE YEAR SO FAR... TOP 20 SINGLES

1	PRETTY FLY (FOR A WHITE GUY)	THE OFFSPRING	COLUMBIA
2	HEARTBEAT/TRAGEDY	EDBLUVE	COLUMBIA
3	PRINSE YOU	FATBOY SLIM	SKYLINE
4	YOU DON'T KNOW ME	ARMANDO VAN HELDEN FEAT. DUANE HARDEN	FRFR
5	WHEN YOU'RE GONE	RYAN ADAMS FEAT. MEL C	MERCURY/VIRGIN
6	A LITTLE BIT MORE	811	VIRGIN
7	I WANT YOU FOR MYSELF	ANOTHER LEVEL/HOSTAGE KILLAH	NORTHWESTSIDE
8	MARIA	BLOONDS	RICKENBOND
9	TEQUILA	TERROVIVISION	TOP GUN
10	CHOCOLATE SALTY BALLS (P.S. I LOVE YOU)	CHEP	COLUMBIA
11	YOU SHOULD BE...	BLOCKSTER	SOUND OF MINISTRY
12	WESTSIDE	TO	EPIC
13	MORE THAN THIS	EMMIE	MANIFESTO
14	DOORBIE	SPICE GIRLS	VIRGIN
15	BELIEVE	CHER	WEA
16	GIMME SOME MORE	BUSTA RHYMES	ELECTRA
17	END OF THE LINE	HONEYZ	MERCURY
18	WALK LIKE A PANTHER	DRU HILL	ISLAND BLACK MUSIC
19	THESE ARE THE TIMES	CASSIUS	VIRGIN
20	CASSIUS 1999		

21	ONE WEEK	BRITNEY SPEARS	EPIC
22	YOU DON'T KNOW ME	ARMANDO VAN HELDEN	FRFR
23	YOU DON'T KNOW ME	ARMANDO VAN HELDEN	FRFR
24	PRETTY FLY...	THE OFFSPRING	COLUMBIA
25	ENJOY YOURSELF	811	VIRGIN
26	HEARTBEAT/TRAGEDY	EDBLUVE	COLUMBIA
27	WHEN YOU'RE GONE	RYAN ADAMS	MERCURY/VIRGIN
28	CAN'T GET ENOUGH	SUSANNE RIGGS	EPIC
29	WESTSIDE	TO	EPIC
30	THERE ARE THE TIMES	DRU HILL	ISLAND BLACK MUSIC
31	PRINSE YOU	FATBOY SLIM	SKYLINE
32	TEQUILA	TERROVIVISION	TOP GUN
33	DREAMING	IN PRINCE	WORLD
34	NO REGRETS/ANTIMUSIC	ROBBIE WILLIAMS	CHRISTY
35	I WANT YOU FOR MYSELF	ARMANDO VAN HELDEN	FRFR
36	GOOD LIFE	NEW CITY	PAS RECORDINGS
37	NATIONAL EXPRESS	THE DUBS COMPANY	GENERA
38	MAMAMI	THE DUBS COMPANY	GENERA
39	END OF THE LINE	DRU HILL	ISLAND BLACK MUSIC
40	MORE THAN THIS	EMMIE	MANIFESTO



To hear the chart hot-off-the-press on Monday morning, call 0891 505250. Calls cost 50p/min.

music week awards 99

THURSDAY MARCH 4, 1999 • GROSVENOR HOUSE HOTEL

Gold Sponsorship

Want maximum exposure to the UK music industry? Options close this week, so call now to sponsor one of our prestigious awards.

Silver Sponsorship

Looking for a different way to make your mark at the Awards? Call the Music Week Sales team who will help to tailor a package for you.

Goody Bag Gifts

It's the goody bag of the year, so make sure your gift is in it. Space is running out so call now for prices.

Contact the Music Week Sales Dept on 0171 940 8500 NOW!



Breaking hits in europe

Cher, Fatboy Slim, Robbie and Mel C
See how the UK's acts are doing in Europe – every week

For a sample copy call Anna, Richard or Shane on +44 (0)171 940 8585 or 8572 or 8605

13 FEBRUARY 1999

Pos	Week	Title	Artist (Producer)	Publisher (Writer)	Label	CD/Cass (Distributor)	7/12
1	NEW	MARIA	Gondia (Rick Johnson/David)	Boyzone/RCA 74321445/27421445/6304 (BMG)			
2	1	YOU DON'T KNOW ME	Chris Van Helden feat. Duane Harden / Van Helden	BMF / DCI 357/357 357 357			
3	NEW	WHY YOU KNOCK ME OUT	MJ Cole	6663/3966/3074 (I) / (SM)			
4	2	PROTTY FLY (FOR A WHITE GUY)	The O'Jays	Atlantic			
5	2	ENJOY YOURSELF	Universal	UM 56230/UM 56230 (BMG)			
6	3	HEARTBEAT/TRAGEDY	Starline	Jan 0511/02/021914 (I) / (SM)			
7	5	WHEN YOU'RE GONE	A&M/Armsong	5K22/12528194 (I) / (A&M)			
8	NEW	CAN'T GET ENOUGH	Defected	Defected 1CD5/DEFECT 1MCS 0 (Defected)			
9	7	WESTSIDE	Epice	68681/6568104 (I) / (SM)			
10	4	THESE ARE THE TIMES	Irish	Black Music CD 233/CS 233 (I) / (Irish)			
11	6	TEQUILA	Total Vegas	CDVEGAS 18 (I) / (I) / (VEGAS 18)			
12	NEW	GIVE UP	Multiple	CDMULTY 46/46CMTALY 46 (M) / (M) / (GIVE UP)			
13	NEW	DREAMING	M People	BMG 74321445/362/74321445/364 (BMG)			
14	1	NATIONAL EXPRESS	Selama	SE206/96/56TMC 093 (I) / (Selama)			
15	NEW	TONITE	Papper	CD3202/0263304 (I) / (Papper)			
16	NEW	SIX	Parlophone	CDRS 85111 (I) / (Parlophone)			
17	10	GOOD LIFE (BUENA VIDA)	Pias	RECDPIAS 03X/03PIAS 03X (I) / (PIAS)			
18	13	PRaise YOU	Skint	SKINT 42C/42C/42C/42C/42C/42C (M) / (SKINT)			
19	NEW	WHEN I ARGUE I SEE SHAPES	Food/Fantasia	CDFOODS 118 (I) / (FOOD)			
20	18	CHOCOLATE SALTY BARS (PS I LOVE YOU)	Colombia	6663/3966/3074 (I) / (SM)			
21	4	A LITTLE BIT MORE	Virgin	VSCOT 1719/SV 1719 (I) / (Virgin)			
22	1	MORE THAN THIS	Indirect	MANIFESTO FESCD 32/FSMCS 52 (I) / (Indirect)			
23	1	WHEN I GROW UP	Mushroom	MUSH 43CD5/MUSH 43MCS 33A/33A (I) / (Mushroom)			
24	1	MADNESS THING	ZTT	ZTT 124C/221 124C 33M/33P (I) / (ZTT)			
25	15	WALK LIKE A PANTHER '88	Irish	CDP 35 1/PCS 351 (I) / (Irish)			
26	1	I WANT YOU FOR MYSELF	Northwest	74321445/362/74321445/364 (BMG)			
27	1	GIMME SOME MORE	Ektara	EKTARA 032/032BC 0 (I) / (Ektara)			
28	1	BELIEVE	WEA	WEA 196C/WEA 196C (I) / (WEA)			
29	1	EVERY YOU EVERY ME	Hut/Ernie	RFLDORC 9 (I) / (Hut)			
30	1	END OF THE LINE	1st Avenue	Mercury HN2C 2/HRN2C 2 (I) / (Mercury)			
31	7	GOODBYE	Virgin	CDP 35 1/PCS 351 (I) / (Virgin)			
32	5	YOU SHOULD BE	Motown	MOTOWN 128 (I) / (MOTOWN)			
33	1	CASSIUS 1999	Virgin	DIVNSD 171/DMNS 171/DMNS 171 (I) / (Virgin)			
34	1	BIG BIG WORLD	Universal	UMD 87190/UMC 87190 (I) / (Universal)			
35	1	MIAMI	Starline	Jan 0511/02/021914 (I) / (SM)			
36	1	BEAUTIFUL DAY	Creation	CRESCD 360/CRECS 360 (I) / (Creation)			
37	NEW	WE ARE LOVE	Distinctive	DISCND 48/DISCND 48 (I) / (Distinctive)			

Pos	Week	Title	Artist (Producer)	Publisher (Writer)	Label	CD/Cass (Distributor)	7/12
38	24	THREE DRIVES	Hoop	HOOP 700C/0 (I) / (Hoop)			
39	28	TO EARTH WITH LOVE	London	LODCP 4131 / (LONT 413) 1/37 (I) / (London)			
40	10	NO REGRETS	Robbie Williams	BMG			
41	NEW	CENTERFOLD	Media	PSRCA 0107/PSRCA 0107 (I) / (Media)			
42	NEW	555	Dellafina	FAMIA/DELAFINA (I) / (Dellafina)			
43	NEW	ALL 'N' ALL	East West	EW 194C/WE 194C (I) / (East West)			
44	NEW	MAKE UP YOUR MIND	Papper	CD3202/0263304 (I) / (Papper)			
45	11	I LOVE THE WAY YOU LOVE ME	Byovone	BMG 74321445/362/74321445/364 (BMG)			
46	5	GOOD RHYMES	Irish	CDP 35 1/PCS 351 (I) / (Irish)			
47	12	UP AND DOWN	Positive	CDT 1057/CT 1057 (I) / (Positive)			
48	1	TO YOU I BELONG	Glow	WV 0671/2671/74 (I) / (Glow)			
49	3	BAD GIRLS!	Delicious	DELICIOUS 11/DELIC 11 (I) / (Delicious)			
50	NEW	IT'S TIME TO GET BACK	WEA	WEA 196C/WEA 196C (I) / (WEA)			
51	25	GET ON THE BUS	East West	EW 194C/WE 194C (I) / (East West)			
52	6	SHI WANTS YOU	Innocent	SINOX 6/SINO 6 (I) / (Innocent)			
53	1	WHEN YOU BELIEVE	Colombia	6663/3966/3074 (I) / (SM)			
54	2	LOVE SIMULATION	Deviant	DVNT 22C/DS 22 (I) / (Deviant)			
55	52	ESPECIALLY FOR YOU	RCA	74321445/362/74321445/364 (BMG)			
56	1	RESCUE ME	East West	EW 194C/WE 194C (I) / (East West)			
57	28	DELTA SUN BOTTLENECK STOMP	V2	V2 VWR 5005413 (I) / (V2)			
58	2	A HEART BEAT AWAY	Capitol	CDCA 09C/CA 09C (I) / (Capitol)			
59	64	IF YOU BUY THIS RECORD...	Pepper	CD3202/0263304 (I) / (Papper)			
60	10	I WANT YOU '98	Capitol	6663/3966/3074 (I) / (SM)			
61	10	UNTIL THE TIME IS THROUGH	RCA	74321445/362/74321445/364 (BMG)			
62	4	ALWAYS HAVE, ALWAYS WILL	Atlantic	ATLANTIC 914C/914C (I) / (Atlantic)			
63	3	ONE WAY	China	WIKDC 2102/WIKDC 2102 (I) / (China)			
64	18	I'M YOUR ANGEL	Capitol	CDCA 09C/CA 09C (I) / (Capitol)			
65	17	HARD KNOCK LIFE (GHETTO ANTHEM)	Northwest	74321445/362/74321445/364 (BMG)			
66	RE	OUTSIDE	Michael	6663/3966/3074 (I) / (SM)			
67	4	ELECTRIC BARBARELLA	EMI	CDLEC 2000/LEC 2000 (I) / (EMI)			
68	NEW	EDEN	Capitol	CDCA 09C/CA 09C (I) / (Capitol)			
69	5	QUANDO QUANDO QUANDO	WEA	WEA 196C/WEA 196C (I) / (WEA)			
70	1	THE AEROPLANE SONG	WEA	WEA 196C/WEA 196C (I) / (WEA)			
71	62	I WAVE NERVES	London	LODCD 4131 / (LONT 413) 1/37 (I) / (London)			
72	7	SO YOUNG	Atlantic	ATLANTIC 914C/914C (I) / (Atlantic)			
73	1	POSTCARD FROM HEAVEN	Wild Card	WILD CARD 5673912/5673912 (I) / (Wild Card)			
74	6	MY FAVORITE GAME	Stophelm	6678912/6678912 (I) / (Stophelm)			
		FLAME	Domino	RUG 82C/1 (I) / (Domino)			

As used by Top Of The Pops and Radio One

It's been One Week since you looked at me...
 The new single from **Barnekard Ladies** is Out Now
 Includes new mix of 'WHAT CAN I DO'

THE CORRS RUNAWAY
 Their new single out next week on CD & cassette
 Includes new mix of 'WHAT CAN I DO'

ALL THE CHARTS EXPOSURE



13 FEBRUARY 1999

MTV

- Most played videos on MTV UK (Media Research Ltd w/e 5/2/99)
Source: MTV UK
- 1 **PRETTY FLY (FOR A WHITE GUY)** The Offspring
Label: **Mercury**
 - 2 **WHEN YOU'RE GONE** Bryan Adams & Mel C
Label: **AS/Mercury**
 - 3 **PRASE YOU** Fatboy Slim
Label: **Skint**
 - 4 **I WANT YOU FOR MYSELF** Asher Levief feat. Ghostface Killah
Label: **Northwestside**
 - 5 **MYSTICAL MACHINE** GUN Kula Shaker
Label: **Columbia**
 - 6 **WESTSIDE TQ**
Label: **Epic**
 - 7 **MIAMI WIL Smith**
Label: **Columbia**
 - 8 **BABY ONE MORE TIME** Britney Spears
Label: **Jive**
 - 9 **GAME SOME MORE** Busta Rhymes
Label: **Elektra/East West**
 - 10 **END OF THE LINE** Honeyz
Label: **1st Avenue/Mercury**

THE BOX

- Most played videos on The Box, w/e 31/2/99
Source: The Box
- 1 **GAME SOME MORE TIME** Britney Spears
Label: **Jive**
 - 2 **CHANGES 2 Pac**
Label: **Jive**
 - 3 **TRAGEDY Steps**
Label: **Jive/Epic**
 - 4 **PRETTY FLY (FOR A WHITE GUY)** The Offspring
Label: **Columbia**
 - 5 **BETTER BETT FORGOTTEN Steps**
Label: **Mercury**
 - 6 **WE LIKE TO PARTY Together**
Label: **Beyond/ICA**
 - 7 **MARIA** Blondie
Label: **Columbia**
 - 8 **CHOCOLATE SALLY Balls** Chief
Label: **Jive/Epic**
 - 9 **ONE FOR SOBROW Steps**
Label: **Epic**
 - 10 **WESTSIDE TQ**
Label: **Epic**

BOX BREAKERS

- Highest climbing videos on the Box in advance of single release w/e 31/1/99
Source: The Box
- 1 **I WANT YOU BACK** Y2k Sync
Label: **Arista**
 - 2 **DR. GREENXTHU** Cypress Hill
Label: **Columbia**
 - 3 **THE NEW STYLE** AVENGER 2X Freestyle feat. MC Det
Label: **Times Two**
 - 4 **FLY AWAY** Lenny Kravitz
Label: **Virgin**
 - 5 **ENJOY YOURSELF A**
Label: **Universal**
 - 6 **I WANT TO SPEND MY LIFETIME...** The Area & Marc Anthony
Label: **Epic**
 - 7 **BOY YOU KNOCK ME OUT** Tayauna Ali
Label: **Det/Jam**
 - 8 **HOT SPOT** Foxy Brown
Label: **WEA/Mercury**
 - 9 **ONE WEEK** Barenaked Ladies
Label: **Columbia/RuffHouse**
 - 10 **EX-FACTOR** Lauryn Hill
Label: **Columbia/RuffHouse**

TOP OF THE POPS

- Most played videos on Top of the Pops, w/e 31/2/99
Source: BBC 1
- 1 **PRETTY FLY (FOR A WHITE GUY)** The Offspring
Label: **Mercury**
 - 2 **WHEN YOU'RE GONE** Bryan Adams & Mel C
Label: **AS/Mercury**
 - 3 **PRASE YOU** Fatboy Slim
Label: **Skint**
 - 4 **I WANT YOU FOR MYSELF** Asher Levief feat. Ghostface Killah
Label: **Northwestside**
 - 5 **MYSTICAL MACHINE** GUN Kula Shaker
Label: **Columbia**
 - 6 **WESTSIDE TQ**
Label: **Epic**
 - 7 **MIAMI WIL Smith**
Label: **Columbia**
 - 8 **BABY ONE MORE TIME** Britney Spears
Label: **Jive**
 - 9 **GAME SOME MORE** Busta Rhymes
Label: **Elektra/East West**
 - 10 **END OF THE LINE** Honeyz
Label: **1st Avenue/Mercury**

- CD:UK
Performances: Dreaming M People; Becca Can't Wait E.17; Baby One More Time Britney Spears; Six Mansus; I Can't Get Enough Soul Searcher; Enjoy Yourself A; Boy You Knock Me Out Tayauna Ali; Maria Blondie

- Videos: Enjoy Yourself A; Boy You Knock Me Out Tayauna Ali; Maria Blondie

- Most played videos on Top of the Pops, w/e 31/2/99
Source: BBC 1

THE PEPSI CHART

- Performances: Crazy The Mixfests; 24 News Near Of Kin
Videos: Enjoy Yourself A; Boy You Knock Me Out Tayauna Ali; Maria Blondie

- Most played videos on Top of the Pops, w/e 31/2/99
Source: BBC 1

AMERICAN CHARTWATCH

by ALAN JONES

For the first time ever, the top five positions on *Billboard's* Hot 100 singles chart are filled by female solo artists, with Monica's almost identical remake of Eternal's a 1997 British hit Angel of Mine taking over at the top, followed by Britney Spears' Baby One More Time, Honeyz's Supposed to Be Here by Deborah Cox, Believe by Cher and Have You Ever by Brandy. The Cher single is her biggest US hit since If I Could Turn Back Time peaked at number three a decade ago. Having climbed nine places this week with - at last - huge gains in airplay to add to its already formidable sales clout, Believe seems likely to add America to the growing and impressive list of countries in which it has reached number one.

The Spice Girls remain the only Brits on the chart, and even they are fading fast with Goodbye Gipping 61-79. Its latest album *Spiceworld* slips 101-104, its lowest position to date, while Spice celebrates exactly two years on the chart by easing 91-95.

Meanwhile, the urban domination of the album chart continues, with Foxy Brown's *Cynda Doll* album debuting in pole position

RADIO ONE PLAYLISTS

- Changes 2 Pac; Enjoy Yourself A; Boy You Knock Me Out Tayauna Ali; One Week Barenaked Ladies; Tender Buz; Enns/Rewind The Corgis; National Express; The Divine Comedy; Protect Your Mind DJ Sain & Friends; Prase You Fatboy Slim; When I Grow Up Garage; To Earth With Low Gay Day; Ex-Factor Lauryn Hill; It's Not Right But It's Ok Whitney Houston; Good Life Inner City; Crazy Lush; Pretty Fly (For A White Guy) The Offspring; Can't Get Enough Soul Searcher; Baby One More Time Britney Spears; Tenth Avenue Tequila Termination; You Don't Know Me Armand Van Helden

- B-LIST: When You're Gone Bryan Adams & Mel C; Going Backwards; Permanent Tears Eagle-Eye Cherry; Anything But Love Sheryl Crow; Three Am The Times Du Huh; Becca Can't Wait E.17; What's Like Love; (How Got Me) Burning Up Gavin Friday; Lovell's Holloway; What's So Different? Gwinnett; When I Argue I See

- As Featured: Back Together Babyboy; Maria Blondie; Runaway The Corrs; As Good As It Gets Gota; Can't Get A... Jazzy; Fly Away Lenny Kravitz; Dreaming M People; Biggie's Style Orinal; Good Car Both On; Crash Proseperheadz; Rain Showers; Sizzle; Charlie Big Potato; Skunk Anansie; Writing To Reach You Travis; Be There Usher; Ice; Ice Brown

RADIO TWO PLAYLISTS

- A-LIST: Maria Blondie; Written In The Stars Elton John & LeAnn Rimes; Dreaming M People; When The Going Gets Tough (The Tough Get Going); Eden Sarah Brightman; The Precious Time Was Never Lost; Let The People Have Their Say Howard Jones; Runaway The Corrs; George Michael & Howard Jones; Strong Enough Cher

- B-LIST: One Little Word Maggie Ryska; Better Best Forgotten Steps; Sweet Like Candy Carolee Pennypacker; Permanent Tears Eagle-Eye Cherry; Forever Love Rina Sawayama; Somebody Loves You Nia Rashaw; Because Of You Sheryl Crow; The One Robbie Williams; Showpower In Love Layla Krayit; Run To You; Baby One More Time Britney Spears; Lashley Swan Mullins

- C-LIST: Everything's Gonna Be Alright (album) Diana Krall; Tender Buz; Sober Jennifer Paige; Tears Of Stone (album) The Chieftains; Say You Love Me Johnson; Carolee Pennypacker; Anything But Love Sheryl Crow; Farmers In A Chasing World (album) The Tractors; Secret Agent (album) Judy Tjau; Ice Yours Linda Davis

with sales of 172,000 copies, despite the disappointing performance of the album's introductory single Hot Spot, which has climbed no higher than number 91 since it was released a month ago. Phil Collins' Hits album holds at number 79, and remains the top album by a Brit, though there's a challenge in the offing from Fatboy Slim, whose You've Come A Long Way Baby spritz 117-92 with a 42% improvement in sales week-on-week.

The RIAA is the US equivalent of the BPI and its January certifications, just announced, include a 25th platinum disc for The Eagles' album Greatest Hits 1974-1975, which thus ties Michael Jackson's Thriller - also certified as selling 25m - as America's best-selling album of all time. Among Brit albums certified for platinum are the Beatles' so-far-forgotten 1968 album - aka The White Album - getting its 17th platinum disc and Pink Floyd's The Wall getting its 23rd. RIAA certifications count double albums as two units, so these latest certifications indicate a still impressive 11.5m buyers for The Wall and 8.5m buyers for The Beatles.

AS FEATURED

- Back Together Babyboy; Maria Blondie; Runaway The Corrs; As Good As It Gets Gota; Can't Get A... Jazzy; Fly Away Lenny Kravitz; Dreaming M People; Biggie's Style Orinal; Good Car Both On; Crash Proseperheadz; Rain Showers; Sizzle; Charlie Big Potato; Skunk Anansie; Writing To Reach You Travis; Be There Usher; Ice; Ice Brown

- RI plays for week beginning 8/2/99
- Denotes addition

INTERNATIONAL ROUND-UP

by PAUL WILLIAMS

The musical couple went their separate ways several years ago, but Andrew Lloyd Webber and Sarah Brightman are currently leading a charge of UK talent across Europe and beyond.

Brightman unusually boasts two albums in the Swedish Top 10, with Eden at six and Timeless sitting next to it at seven. She also remains in the Top 10 with a third album, Time To Say Goodbye, in *Billboard's* classical crossover listings after a staggering 70 weeks in the chart.

Webber, for his part, is helping to take the album's triumphs to Denmark and Norway, while the single is spreading its European success to territories such as Australia, where it moved up just week from seven to six.

Unlinked projects are currently on something of a roll down Under, last week

MTV UK PLAYLISTS

- A-LIST: Miami WIL Smith; No Regrets/Let Me Entertain You/Angels/Millennium Robbie Williams; End Of The Line/Freestyling Honeyz; When You're Gone Bryan Adams & Mel C; Pretty Fly (For A White Guy) The Offspring; Prase You Fatboy Slim; Baby One More Time Britney Spears; Westside TQ

- B-LIST: I Want You For Myself Another Level; Game Some More Busta Rhymes; You Should Be... Brokster; National Express The Divine Comedy; A Little Bit More 911; Dreaming M People; Becca Can't Wait E.17; (You Got Me) Burning Up Gavin Friday; Lovella Holloway; Boy You Knock Me Out Tayauna Ali; Better Best Forgotten Steps; Enjoy Yourself A; I Want You Back Y2k Sync; Tequila Termination; You Don't Know Me Armand Van Helden

- C-LIST: To Earth With Low Gay Day; Can't Get Enough Soul Searcher; At My Most Beautiful REM; When I Grow Up Garage; Lashley Swan Mullins; Be There Usher feat. Ice Brown; Can I Get A... Jay Z; Every You Be Precious; Mystical Machine Gun Kula Shaker; Enns/Rewind The Corgis; Ex-Factor Lauryn Hill; Charlie Big Potato Skunk Anansie; Just Looking Stereophonics; You Got What You Give Radicals; Crash Proseperheadz; You Ride The Sun From My Heart Marc Street; Proseper

- performing at the top eight positions, including Cher at one, the boy band Five at seven and Honeyz at eight. The UK also had the highest climber among the Top 20 Aussie albums with Fatboy Slim's You've Come A Long Way Baby progressing 10 places to eight, while the Bee Gees held at two with One Night Only.

Mel C, meanwhile, is seeing double at the moment internally, with she has two singles in the Australian Top five through her Bryan Adams debut When You're Gone (a non-mover at four) and the Spice Girls' Goodbye (down from three to five), while both singles are charting elsewhere, including Goodbye reaching number one in Canada.

Another transatlantic collaboration, however, is going even better - that of American Cher and the UK production of Believe. Still Europe's biggest single, it has just spent a week at one in France, though it now down to three (the only UK-sourced track on import at two in Canada, where the same-titled album advanced two places to also hit runners-up position).



13 FEBRUARY 1999

RADIO ONE

Pos	Track	Artist	W/Plays	W/Plays	W/Plays	W/Plays	W/Plays	W/Plays	W/Plays
1	YOU'RE GONE	Bryan Adams feat. Mel C	A&M/Mercury	1859	+3	68.86	+10		
2	PRASE YOU	Fatboy Slim	Skinz	1358	-1	58.31	-6		
3	YOU DON'T KNOW ME	Armand Van Helden	frr/London	1344	+43	51.43	+14		
4	MARIA	Blondie	Beyond/RCA	1052	+43	47.80	+32		
5	TEQUILA	Terrorvision	Total Vegas	1013	+7	47.25	+1		
6	BABY ONE MORE TIME	Britney Spears	Jive	1086	+109	43.97	+36		

HIGHEST CLIMBER

7	NATIONAL EXPRESS	The Divine Comedy	Setanta	735	+51	38.95	+49
8	DREAMING	M People	M People	902	+24	38.61	+28
9	GOOD LIFE	Inner City	PIAS Recordings	792	+18	37.98	+3
10	PRETTY FLY (FOR A WHITE GUY)	The Offspring	Columbia	774	+10	35.29	r/c
11	MORE THAN THIS	Emmie	Manifesto	1087	-4	34.33	-9
12	NO REGRETS	Robbie Williams	Chrysalis	1157	-6	34.27	+7
13	WHEN I GROW UP	Garbage	Mushroom	524	+25	34.12	-8
14	YOU SHOULD BE...	Blockstar	Sound Of Ministry	791	+10	34.02	-12
15	ONE WEEK	Barenaked Ladies	Reprise/WEA	945	+44	33.59	+13
16	BOY YOU KNOCK ME OUT	Tatiana Ali	MJJ/Epic	782	+28	33.55	+15
17	WESTSIDE	TD	Epic	1091	+18	31.54	-6
18	RUNAWAY	The Corrs	Atlantic	809	+80	29.42	+50
19	I WANT YOU FOR MYSELF	Another Level	Northwestside	1220	-7	29.95	-5
20	MIAMI	Will Smith	Columbia	890	-9	28.32	-10
21	CAN'T GET ENOUGH	Soulsearcher	Defected	573	+33	27.94	+18
22	LULLABY	Shawn Mullins	Columbia	678	+59	27.87	+55
23	LITTLE BIT MORE	911	Virgin	1051	-11	27.84	-58
24	BAD GIRLS	Jelut Roberts	Delirious	967	+10	27.49	-9
25	TENDER	Bluer	Food/Parlophone	267	+240	26.98	+139
26	MY FAVOURITE GAME	The Cardigans	Stockholm/Polydor	502	+43	26.74	-14
27	ANYTHING BUT DOWN	Sheryl Crow	A&M/Polydor	501	+50	26.28	+67
28	IT'S NOT RIGHT BUT IT'S OKAY	Whitney Houston	Arista	452	+12	25.73	-34
29	SWEETEST THING	UZ	Island	928	-9	24.42	-16
30	EARTH WITH LOVE	Gay Dad	London	244	-20	24.24	-18
31	AS	George Michael/Mary J. Blige	Epic	503	+59	24.20	+66
32	END OF THE LINE	Honeyz	1st Avenue/Mercury	1149	-4	23.97	-36
33	OUTSIDE	George Michael	Epic	683	-28	23.97	+8
34	WRITTEN IN THE STARS	Elton John & LeAnn Rimes	Rocket/Mercury	592	+25	23.53	-6
35	SO YOUNG	The Corrs	Atlantic	853	+5	22.83	-40
36	MUSIC SOUNDS BETTER WITH YOU	Stardust	Virgin	585	-4	22.74	-7

MOST ADDED

37	ENJOY YOURSELF	A+	Kedar/Universal	48	+78	22.42	+31
38	TONITE	Supercar	Pepper	252	+63	21.58	+28
39	THE POWER OF GOOD-BYE	Madonna	Maverick	758	+35	20.72	+42
40	FLY AWAY	Lenny Kravitz	Virgin	539	+57	19.62	+47
41	EX-FACTOR	Lauryn Hill	Ruffhouse/Columbia	223	+30	18.77	+54

BIGGEST INCREASE IN PLAYES
BIGGEST INCREASE IN CHARTS

42	PRECIOUS TIME	Van Morrison	Epic/Virgin	94	+248	17.80	+93
43	WHAT CAN I DO	Atlantic	Atlantic	424	+50	17.62	+118
44	BELIEVE	Char	WEA	775	-12	16.79	-9
45	I LOVE THE WAY YOU LOVE ME	Boyzone	Polydor	860	-7	16.53	-50
46	THANK U	Alanis Morissette	Maverick/Reprise	459	-6	16.43	-23
47	I DON'T WANT TO MISS A THING	Aerosmith	Atlantic	740	-3	16.32	-34
48	PERFECT 10	The Beautiful South	Go/Discs/Mercury	569	+5	16.00	+18
49	NOTHING REALLY MATTERS	Madonna	Maverick	371	+30	15.70	+67
50	WHEN THE GOING GETS TUGH	Boyzone	Polydor	53	n/c	15.35	n/c

Music Control UK monitors those stations 24 hours a day, seven days a week. Ten FM, 201 FM, Ave FM, Alpha 103.3 FM, Arena 252, 89.7 FM, BBC Radio 1, BBC Radio 2, BBC Radio 3, BBC Radio 4, BBC Radio 5, BBC Radio 6, BBC Radio 7, BBC Radio 8, BBC Radio 9, BBC Radio 10, BBC Radio 11, BBC Radio 12, BBC Radio 13, BBC Radio 14, BBC Radio 15, BBC Radio 16, BBC Radio 17, BBC Radio 18, BBC Radio 19, BBC Radio 20, BBC Radio 21, BBC Radio 22, BBC Radio 23, BBC Radio 24, BBC Radio 25, BBC Radio 26, BBC Radio 27, BBC Radio 28, BBC Radio 29, BBC Radio 30, BBC Radio 31, BBC Radio 32, BBC Radio 33, BBC Radio 34, BBC Radio 35, BBC Radio 36, BBC Radio 37, BBC Radio 38, BBC Radio 39, BBC Radio 40, BBC Radio 41, BBC Radio 42, BBC Radio 43, BBC Radio 44, BBC Radio 45, BBC Radio 46, BBC Radio 47, BBC Radio 48, BBC Radio 49, BBC Radio 50, BBC Radio 51, BBC Radio 52, BBC Radio 53, BBC Radio 54, BBC Radio 55, BBC Radio 56, BBC Radio 57, BBC Radio 58, BBC Radio 59, BBC Radio 60, BBC Radio 61, BBC Radio 62, BBC Radio 63, BBC Radio 64, BBC Radio 65, BBC Radio 66, BBC Radio 67, BBC Radio 68, BBC Radio 69, BBC Radio 70, BBC Radio 71, BBC Radio 72, BBC Radio 73, BBC Radio 74, BBC Radio 75, BBC Radio 76, BBC Radio 77, BBC Radio 78, BBC Radio 79, BBC Radio 80, BBC Radio 81, BBC Radio 82, BBC Radio 83, BBC Radio 84, BBC Radio 85, BBC Radio 86, BBC Radio 87, BBC Radio 88, BBC Radio 89, BBC Radio 90, BBC Radio 91, BBC Radio 92, BBC Radio 93, BBC Radio 94, BBC Radio 95, BBC Radio 96, BBC Radio 97, BBC Radio 98, BBC Radio 99, BBC Radio 100, BBC Radio 101, BBC Radio 102, BBC Radio 103, BBC Radio 104, BBC Radio 105, BBC Radio 106, BBC Radio 107, BBC Radio 108, BBC Radio 109, BBC Radio 110, BBC Radio 111, BBC Radio 112, BBC Radio 113, BBC Radio 114, BBC Radio 115, BBC Radio 116, BBC Radio 117, BBC Radio 118, BBC Radio 119, BBC Radio 120, BBC Radio 121, BBC Radio 122, BBC Radio 123, BBC Radio 124, BBC Radio 125, BBC Radio 126, BBC Radio 127, BBC Radio 128, BBC Radio 129, BBC Radio 130, BBC Radio 131, BBC Radio 132, BBC Radio 133, BBC Radio 134, BBC Radio 135, BBC Radio 136, BBC Radio 137, BBC Radio 138, BBC Radio 139, BBC Radio 140, BBC Radio 141, BBC Radio 142, BBC Radio 143, BBC Radio 144, BBC Radio 145, BBC Radio 146, BBC Radio 147, BBC Radio 148, BBC Radio 149, BBC Radio 150, BBC Radio 151, BBC Radio 152, BBC Radio 153, BBC Radio 154, BBC Radio 155, BBC Radio 156, BBC Radio 157, BBC Radio 158, BBC Radio 159, BBC Radio 160, BBC Radio 161, BBC Radio 162, BBC Radio 163, BBC Radio 164, BBC Radio 165, BBC Radio 166, BBC Radio 167, BBC Radio 168, BBC Radio 169, BBC Radio 170, BBC Radio 171, BBC Radio 172, BBC Radio 173, BBC Radio 174, BBC Radio 175, BBC Radio 176, BBC Radio 177, BBC Radio 178, BBC Radio 179, BBC Radio 180, BBC Radio 181, BBC Radio 182, BBC Radio 183, BBC Radio 184, BBC Radio 185, BBC Radio 186, BBC Radio 187, BBC Radio 188, BBC Radio 189, BBC Radio 190, BBC Radio 191, BBC Radio 192, BBC Radio 193, BBC Radio 194, BBC Radio 195, BBC Radio 196, BBC Radio 197, BBC Radio 198, BBC Radio 199, BBC Radio 200, BBC Radio 201, BBC Radio 202, BBC Radio 203, BBC Radio 204, BBC Radio 205, BBC Radio 206, BBC Radio 207, BBC Radio 208, BBC Radio 209, BBC Radio 210, BBC Radio 211, BBC Radio 212, BBC Radio 213, BBC Radio 214, BBC Radio 215, BBC Radio 216, BBC Radio 217, BBC Radio 218, BBC Radio 219, BBC Radio 220, BBC Radio 221, BBC Radio 222, BBC Radio 223, BBC Radio 224, BBC Radio 225, BBC Radio 226, BBC Radio 227, BBC Radio 228, BBC Radio 229, BBC Radio 230, BBC Radio 231, BBC Radio 232, BBC Radio 233, BBC Radio 234, BBC Radio 235, BBC Radio 236, BBC Radio 237, BBC Radio 238, BBC Radio 239, BBC Radio 240, BBC Radio 241, BBC Radio 242, BBC Radio 243, BBC Radio 244, BBC Radio 245, BBC Radio 246, BBC Radio 247, BBC Radio 248, BBC Radio 249, BBC Radio 250, BBC Radio 251, BBC Radio 252, BBC Radio 253, BBC Radio 254, BBC Radio 255, BBC Radio 256, BBC Radio 257, BBC Radio 258, BBC Radio 259, BBC Radio 260, BBC Radio 261, BBC Radio 262, BBC Radio 263, BBC Radio 264, BBC Radio 265, BBC Radio 266, BBC Radio 267, BBC Radio 268, BBC Radio 269, BBC Radio 270, BBC Radio 271, BBC Radio 272, BBC Radio 273, BBC Radio 274, BBC Radio 275, BBC Radio 276, BBC Radio 277, BBC Radio 278, BBC Radio 279, BBC Radio 280, BBC Radio 281, BBC Radio 282, BBC Radio 283, BBC Radio 284, BBC Radio 285, BBC Radio 286, BBC Radio 287, BBC Radio 288, BBC Radio 289, BBC Radio 290, BBC Radio 291, BBC Radio 292, BBC Radio 293, BBC Radio 294, BBC Radio 295, BBC Radio 296, BBC Radio 297, BBC Radio 298, BBC Radio 299, BBC Radio 300, BBC Radio 301, BBC Radio 302, BBC Radio 303, BBC Radio 304, BBC Radio 305, BBC Radio 306, BBC Radio 307, BBC Radio 308, BBC Radio 309, BBC Radio 310, BBC Radio 311, BBC Radio 312, BBC Radio 313, BBC Radio 314, BBC Radio 315, BBC Radio 316, BBC Radio 317, BBC Radio 318, BBC Radio 319, BBC Radio 320, BBC Radio 321, BBC Radio 322, BBC Radio 323, BBC Radio 324, BBC Radio 325, BBC Radio 326, BBC Radio 327, BBC Radio 328, BBC Radio 329, BBC Radio 330, BBC Radio 331, BBC Radio 332, BBC Radio 333, BBC Radio 334, BBC Radio 335, BBC Radio 336, BBC Radio 337, BBC Radio 338, BBC Radio 339, BBC Radio 340, BBC Radio 341, BBC Radio 342, BBC Radio 343, BBC Radio 344, BBC Radio 345, BBC Radio 346, BBC Radio 347, BBC Radio 348, BBC Radio 349, BBC Radio 350, BBC Radio 351, BBC Radio 352, BBC Radio 353, BBC Radio 354, BBC Radio 355, BBC Radio 356, BBC Radio 357, BBC Radio 358, BBC Radio 359, BBC Radio 360, BBC Radio 361, BBC Radio 362, BBC Radio 363, BBC Radio 364, BBC Radio 365, BBC Radio 366, BBC Radio 367, BBC Radio 368, BBC Radio 369, BBC Radio 370, BBC Radio 371, BBC Radio 372, BBC Radio 373, BBC Radio 374, BBC Radio 375, BBC Radio 376, BBC Radio 377, BBC Radio 378, BBC Radio 379, BBC Radio 380, BBC Radio 381, BBC Radio 382, BBC Radio 383, BBC Radio 384, BBC Radio 385, BBC Radio 386, BBC Radio 387, BBC Radio 388, BBC Radio 389, BBC Radio 390, BBC Radio 391, BBC Radio 392, BBC Radio 393, BBC Radio 394, BBC Radio 395, BBC Radio 396, BBC Radio 397, BBC Radio 398, BBC Radio 399, BBC Radio 400, BBC Radio 401, BBC Radio 402, BBC Radio 403, BBC Radio 404, BBC Radio 405, BBC Radio 406, BBC Radio 407, BBC Radio 408, BBC Radio 409, BBC Radio 410, BBC Radio 411, BBC Radio 412, BBC Radio 413, BBC Radio 414, BBC Radio 415, BBC Radio 416, BBC Radio 417, BBC Radio 418, BBC Radio 419, BBC Radio 420, BBC Radio 421, BBC Radio 422, BBC Radio 423, BBC Radio 424, BBC Radio 425, BBC Radio 426, BBC Radio 427, BBC Radio 428, BBC Radio 429, BBC Radio 430, BBC Radio 431, BBC Radio 432, BBC Radio 433, BBC Radio 434, BBC Radio 435, BBC Radio 436, BBC Radio 437, BBC Radio 438, BBC Radio 439, BBC Radio 440, BBC Radio 441, BBC Radio 442, BBC Radio 443, BBC Radio 444, BBC Radio 445, BBC Radio 446, BBC Radio 447, BBC Radio 448, BBC Radio 449, BBC Radio 450, BBC Radio 451, BBC Radio 452, BBC Radio 453, BBC Radio 454, BBC Radio 455, BBC Radio 456, BBC Radio 457, BBC Radio 458, BBC Radio 459, BBC Radio 460, BBC Radio 461, BBC Radio 462, BBC Radio 463, BBC Radio 464, BBC Radio 465, BBC Radio 466, BBC Radio 467, BBC Radio 468, BBC Radio 469, BBC Radio 470, BBC Radio 471, BBC Radio 472, BBC Radio 473, BBC Radio 474, BBC Radio 475, BBC Radio 476, BBC Radio 477, BBC Radio 478, BBC Radio 479, BBC Radio 480, BBC Radio 481, BBC Radio 482, BBC Radio 483, BBC Radio 484, BBC Radio 485, BBC Radio 486, BBC Radio 487, BBC Radio 488, BBC Radio 489, BBC Radio 490, BBC Radio 491, BBC Radio 492, BBC Radio 493, BBC Radio 494, BBC Radio 495, BBC Radio 496, BBC Radio 497, BBC Radio 498, BBC Radio 499, BBC Radio 500, BBC Radio 501, BBC Radio 502, BBC Radio 503, BBC Radio 504, BBC Radio 505, BBC Radio 506, BBC Radio 507, BBC Radio 508, BBC Radio 509, BBC Radio 510, BBC Radio 511, BBC Radio 512, BBC Radio 513, BBC Radio 514, BBC Radio 515, BBC Radio 516, BBC Radio 517, BBC Radio 518, BBC Radio 519, BBC Radio 520, BBC Radio 521, BBC Radio 522, BBC Radio 523, BBC Radio 524, BBC Radio 525, BBC Radio 526, BBC Radio 527, BBC Radio 528, BBC Radio 529, BBC Radio 530, BBC Radio 531, BBC Radio 532, BBC Radio 533, BBC Radio 534, BBC Radio 535, BBC Radio 536, BBC Radio 537, BBC Radio 538, BBC Radio 539, BBC Radio 540, BBC Radio 541, BBC Radio 542, BBC Radio 543, BBC Radio 544, BBC Radio 545, BBC Radio 546, BBC Radio 547, BBC Radio 548, BBC Radio 549, BBC Radio 550, BBC Radio 551, BBC Radio 552, BBC Radio 553, BBC Radio 554, BBC Radio 555, BBC Radio 556, BBC Radio 557, BBC Radio 558, BBC Radio 559, BBC Radio 560, BBC Radio 561, BBC Radio 562, BBC Radio 563, BBC Radio 564, BBC Radio 565, BBC Radio 566, BBC Radio 567, BBC Radio 568, BBC Radio 569, BBC Radio 570, BBC Radio 571, BBC Radio 572, BBC Radio 573, BBC Radio 574, BBC Radio 575, BBC Radio 576, BBC Radio 577, BBC Radio 578, BBC Radio 579, BBC Radio 580, BBC Radio 581, BBC Radio 582, BBC Radio 583, BBC Radio 584, BBC Radio 585, BBC Radio 586, BBC Radio 587, BBC Radio 588, BBC Radio 589, BBC Radio 590, BBC Radio 591, BBC Radio 592, BBC Radio 593, BBC Radio 594, BBC Radio 595, BBC Radio 596, BBC Radio 597, BBC Radio 598, BBC Radio 599, BBC Radio 600, BBC Radio 601, BBC Radio 602, BBC Radio 603, BBC Radio 604, BBC Radio 605, BBC Radio 606, BBC Radio 607, BBC Radio 608, BBC Radio 609, BBC Radio 610, BBC Radio 611, BBC Radio 612, BBC Radio 613, BBC Radio 614, BBC Radio 615, BBC Radio 616, BBC Radio 617, BBC Radio 618, BBC Radio 619, BBC Radio 620, BBC Radio 621, BBC Radio 622, BBC Radio 623, BBC Radio 624, BBC Radio 625, BBC Radio 626, BBC Radio 627, BBC Radio 628, BBC Radio 629, BBC Radio 630, BBC Radio 631, BBC Radio 632, BBC Radio 633, BBC Radio 634, BBC Radio 635, BBC Radio 636, BBC Radio 637, BBC Radio 638, BBC Radio 639, BBC Radio 640, BBC Radio 641, BBC Radio 642, BBC Radio 643, BBC Radio 644, BBC Radio 645, BBC Radio 646, BBC Radio 647, BBC Radio 648, BBC Radio 649, BBC Radio 650, BBC Radio 651, BBC Radio 652, BBC Radio 653, BBC Radio 654, BBC Radio 655, BBC Radio 656, BBC Radio 657, BBC Radio 658, BBC Radio 659, BBC Radio 660, BBC Radio 661, BBC Radio 662, BBC Radio 663, BBC Radio 664, BBC Radio 665, BBC Radio 666, BBC Radio 667, BBC Radio 668, BBC Radio 669, BBC Radio 670, BBC Radio 671, BBC Radio 672, BBC Radio 673, BBC Radio 674, BBC Radio 675, BBC Radio 676, BBC Radio 677, BBC Radio 678, BBC Radio 679, BBC Radio 680, BBC Radio 681, BBC Radio 682, BBC Radio 683, BBC Radio 684, BBC Radio 685, BBC Radio 686, BBC Radio 687, BBC Radio 688, BBC Radio 689, BBC Radio 690, BBC Radio 691, BBC Radio 692, BBC Radio 693, BBC Radio 694, BBC Radio 695, BBC Radio 696, BBC Radio 697, BBC Radio 698, BBC Radio 699, BBC Radio 700, BBC Radio 701, BBC Radio 702, BBC Radio 703, BBC Radio 704, BBC Radio 705, BBC Radio 706, BBC Radio 707, BBC Radio 708, BBC Radio 709, BBC Radio 710, BBC Radio 711, BBC Radio 712, BBC Radio 713, BBC Radio 714, BBC Radio 715, BBC Radio 716, BBC Radio 717, BBC Radio 718, BBC Radio 719, BBC Radio 720, BBC Radio 721, BBC Radio 722, BBC Radio 723, BBC Radio 724, BBC Radio 725, BBC Radio 726, BBC Radio 727, BBC Radio 728, BBC Radio 729, BBC Radio 730, BBC Radio 731, BBC Radio 732, BBC Radio 733, BBC Radio 734, BBC Radio 735, BBC Radio 736, BBC Radio 737, BBC Radio 738, BBC Radio 739, BBC Radio 740, BBC Radio 741, BBC Radio 742, BBC Radio 743, BBC Radio 744, BBC Radio 745, BBC Radio 746, BBC Radio 747, BBC Radio 748, BBC Radio 749, BBC Radio 750, BBC Radio 751, BBC Radio 752, BBC Radio 753, BBC Radio 754, BBC Radio 755, BBC Radio 756, BBC Radio 757, BBC Radio 758, BBC Radio 759, BBC Radio 760, BBC Radio 761, BBC Radio 762, BBC Radio 763, BBC Radio 764, BBC Radio 765, BBC Radio 766, BBC Radio 767, BBC Radio 768, BBC Radio 769, BBC Radio 770, BBC Radio 771, BBC Radio 772, BBC Radio 773, BBC Radio 774, BBC Radio 775, BBC Radio 776, BBC Radio 777, BBC Radio 778, BBC Radio 779, BBC Radio 780, BBC Radio 781, BBC Radio 782, BBC Radio 783, BBC Radio 784, BBC Radio 785, BBC Radio 786, BBC Radio 787, BBC Radio 788, BBC Radio 789, BBC Radio 790, BBC Radio 791, BBC Radio 792, BBC Radio 793, BBC Radio 794, BBC Radio 795, BBC Radio 796, BBC Radio 797, BBC Radio 798, BBC Radio 799, BBC Radio 800, BBC Radio 801, BBC Radio 802, BBC Radio 803, BBC Radio 804, BBC Radio 805, BBC Radio 806, BBC Radio 807, BBC Radio 808, BBC Radio 809, BBC Radio 810, BBC Radio 811, BBC Radio 812, BBC Radio 813, BBC Radio 814, BBC Radio 815, BBC Radio 816, BBC Radio 817, BBC Radio 818, BBC Radio 819, BBC Radio 820, BBC Radio 821, BBC Radio 822, BBC Radio 823, BBC Radio 824, BBC Radio 825, BBC Radio 826, BBC Radio 827, BBC Radio 828, BBC Radio 829, BBC Radio 830, BBC Radio 831, BBC Radio 832, BBC Radio 833, BBC Radio 834, BBC Radio 835, BBC Radio 836, BBC Radio 837, BBC Radio 838, BBC Radio 839, BBC Radio 840, BBC Radio 841, BBC Radio 842, BBC Radio 843, BBC Radio 844, BBC Radio 845, BBC Radio 846, BBC Radio 847, BBC Radio 848, BBC Radio 849, BBC Radio 850, BBC Radio 851, BBC Radio 852, BBC Radio 853, BBC Radio 854, BBC Radio 855, BBC Radio 856, BBC Radio 857, BBC Radio 858, BBC Radio 859, BBC Radio 860, BBC Radio 861, BBC Radio 862, BBC Radio 863, BBC Radio 864, BBC Radio 865, BBC Radio 866, BBC Radio 867, BBC Radio 868, BBC Radio 869, BBC Radio 870, BBC Radio 871, BBC Radio 872, BBC Radio 873, BBC Radio 874, BBC Radio 875, BBC Radio 876, BBC Radio 877, BBC Radio 878, BBC Radio 879, BBC Radio 880, BBC Radio 881, BBC Radio 882, BBC Radio 883, BBC Radio 884, BBC Radio 885, BBC Radio 886, BBC Radio 887, BBC Radio 888, BBC Radio 889, BBC Radio 890, BBC Radio 891, BBC Radio 892, BBC Radio 893, BBC Radio 894, BBC Radio 895, BBC Radio 896, BBC Radio 897, BBC Radio 898, BBC Radio 899, BBC Radio 900, BBC Radio 901, BBC Radio 902, BBC Radio 903, BBC Radio 904, BBC Radio 905, BBC Radio 906, BBC Radio 907, BBC Radio 908, BBC Radio 909, BBC Radio 910, BBC Radio 911, BBC Radio 912, BBC Radio 913, BBC Radio 914, BBC Radio 915, BBC Radio 916, BBC Radio 917, BBC Radio 918, BBC Radio 919, BBC Radio 920, BBC Radio 921, BBC Radio 922, BBC Radio 923, BBC Radio 924, BBC Radio 925, BBC Radio 926, BBC Radio 927, BBC Radio 928, BBC Radio 929, BBC Radio 930, BBC Radio 931, BBC Radio 932, BBC Radio 933, BBC Radio 934, BBC Radio 935, BBC Radio 936, BBC Radio 937, BBC Radio 938, BBC Radio 939, BBC Radio 940, BBC Radio 941, BBC Radio 942, BBC Radio 943, BBC Radio 944, BBC Radio 945, BBC Radio 946, BBC Radio 947, BBC Radio 948, BBC Radio 949, BBC Radio 950, BBC Radio 951, BBC Radio 952, BBC Radio 953, BBC Radio 954, BBC Radio 955, BBC Radio 956, BBC Radio 957, BBC Radio 958, BBC Radio 959, BBC Radio 960, BBC Radio 961, BBC Radio 962, BBC Radio 963, BBC Radio 964, BBC Radio 965, BBC Radio 966, BBC Radio 967, BBC Radio 968, BBC Radio 969, BBC Radio 970, BBC Radio 971, BBC Radio 972, BBC Radio 973, BBC Radio 974, BBC Radio 975, BBC Radio 976, BBC Radio 977, BBC Radio 978, BBC Radio 979, BBC Radio 980, BBC Radio 981, BBC Radio 982, BBC Radio 983, BBC Radio 984, BBC Radio 985, BBC Radio 986, BBC Radio 987, BBC Radio 988, BBC Radio 989, BBC Radio 990, BBC Radio 991, BBC Radio 992, BBC Radio 993, BBC Radio 994, BBC Radio 995, BBC Radio 996, BBC Radio 997, BBC Radio 998, BBC Radio 999, BBC Radio 1000, BBC Radio 1001, BBC Radio 1002, BBC Radio 1003, BBC Radio 1004, BBC Radio 1005, BBC Radio 1006, BBC Radio 1007, BBC Radio 1008, BBC Radio 1009, BBC Radio 1010, BBC Radio 1011, BBC Radio 1012, BBC Radio 1013, BBC Radio 1014, BBC Radio 1015, BBC Radio 1016, BBC Radio 1017, BBC Radio 1018, BBC Radio 1019, BBC Radio 1020, BBC Radio 1021, BBC Radio 1022, BBC Radio 1023, BBC Radio 1024, BBC Radio 1025, BBC Radio 1026, BBC Radio 1027, BBC Radio 1028, BBC Radio 1029, BBC Radio 1030, BBC Radio 1031, BBC Radio 1032, BBC Radio 1033, BBC Radio 1034, BBC Radio 1035, BBC Radio 1036, BBC Radio 1037, BBC Radio 1038, BBC Radio 1039, BBC Radio 1040, BBC Radio 1041, BBC Radio 1042, BBC Radio 1043, BBC Radio 1044, BBC Radio 1045, BBC Radio 1046, BBC Radio 1047, BBC Radio 1048, BBC Radio 1049, BBC Radio 1050, BBC Radio 1051, BBC Radio 1052, BBC Radio 1053, BBC Radio 1054, BBC Radio 1055, BBC Radio 1056, BBC Radio 1057, BBC Radio 1058, BBC Radio 1059, BBC Radio 1060, BBC Radio 1061, BBC Radio 1062, BBC Radio 1063, BBC Radio 1064, BBC Radio 1065, BBC Radio 1066, BBC Radio 1067, BBC Radio 1068, BBC Radio 1069, BBC Radio 1070, BBC Radio 1071, BBC Radio 1072, BBC Radio 1073, BBC Radio 1074, BBC Radio 1075, BBC Radio 1076, BBC Radio 1077, BBC Radio 1078, BBC Radio 1079, BBC Radio 1080, BBC Radio 1081, BBC Radio 1082, BBC Radio 1083, BBC Radio 1084, BBC Radio 1085, BBC Radio 1086, BBC Radio 1087, BBC Radio 1088, BBC Radio 1089, BBC Radio 1090, BBC Radio 1091, BBC Radio 1092, BBC Radio 1093, BBC Radio 1094, BBC Radio 1095, BBC Radio 1096, BBC Radio 1097,

singles

100% **music week**

AS USED BY



1 MARIA
Blondie

- 2** YOU DON'T KNOW ME Armand Van Helden feat. Duane Harden Ifr
3 BOY YOU KNOCK ME OUT Tanyana Ali feat. Will Smith M4U/Epic
4 PRETTY FLY (FOR A WHITE GUY) The Offspring Columbia
5 ENJOY YOURSELF A+ Universal
6 HEARTBEAT/TRAGEDY Steps Jive
7 WHEN YOU'RE GONE Bryan Adams feat. Mel C A&M/Mercury
8 CAN'T GET ENOUGH Soulsearcher Defected
9 WESTSIDE TO EPIC
10 THESE ARE THE TIMES Dru Hill Island Black Music

- 11** TEQUILA Terrorvision Total Vegas
12 GIVEN UP Mirrorball Multiply
13 DREAMING M People M People/BMG
14 NATIONAL EXPRESS The Divine Comedy Setanta
15 TONITE Supercar Pepper
16 SIX Mansun Parlophone
17 GOOD LIFE (BUENA VIDA) Inner City Pias Recordings
18 PRAISE YOU Fatboy Slim Skint
19 WHEN I GOUE I SEE SHAPES Idlewild Food/Parlophone
20 CHOCOLATE

albums

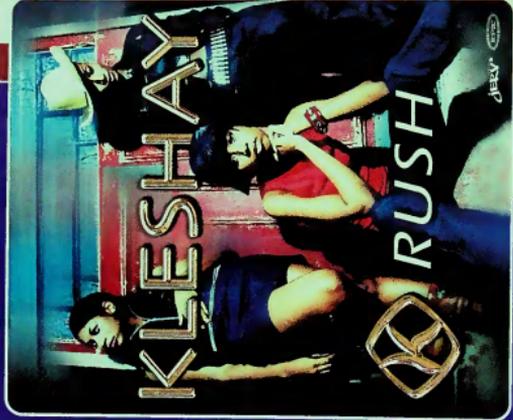


1 YOU'VE COME A LONG WAY, BABY
Fatboy Slim

- 2** TALK ON CORNERS The Corrs Atlantic
3 I'VE BEEN EXPECTING YOU Robbie Williams Chrysalis
4 STEP ONE Steps Jive/Ebull
5 FORGIVEN, NOT FORGOTTEN The Corrs Atlantic
6 LADIES & GENTLEMEN - THE BEST OF George Michael Epic
7 THE MISEDUCATION OF LAURYN HILL Lauryn Hill Columbia
8 WHERE WE BELONG Boyzone Polygram
9 RAY OF LIGHT Madonna Maverick
10 AMERICANA The Offspring Columbia

- 11** BIG WILLIE STYLE Will Smith Columbia
12 VERSION 2.0 Garbage Mushroom
13 ANOTHER LEVEL Another Level Northwestside
14 THE BEST OF M People M People/BMG
15 LIFE THRU A LENS Robbie Williams Chrysalis
21 WITHOUT YOU I'M NOTHING Placebo Hut/Virgin
17 THE BEST OF 1980-1990 U2 Island
22 BRING IT ON Gomez Hut/Virgin
19 GRAN TURISMO The Cardigans Stockholm

OUT NOW!!



Available on CD & Cassette,

featuring mixes from

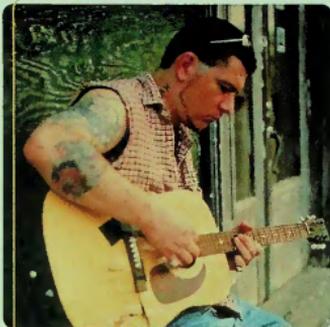
FULL CREW & STEVE 'SILK' HURLEY

plus special CD-X-TRA

which features the VIDEO for 'RUSH'

From

13 FEBRUARY 1999



However, the album also features its fair share of straight rap with guest appearances from Sadat X of Brand Nubian, Prince Paul, Gang Starr's Guru and Sen Dog.

Most people will best remember rapper **Earl Sweatshirt** as the frontman on House Of Pain's huge 1992 rap hit "Jump Around". However, he could be set for even bigger things with his new album "Whitley Ford Sings The Blues", released on February 22. The album blends hip hop with soulful blues and rock influences, and has already shipped 1m copies in the US. The first single from the album, "What It's Like", is currently one of the hottest songs on American radio. On his change in direction Everlast says, "I'm a little older now and the music is more mature. It's different from House Of Pain which was about drinking beers and slamdancing. I'm just finding a new style now. I have no limits any more. That's what this record is all about."

The Ministry of Sound organisation was last week the centre of media attention following allegations

in the High Court that it was involved in a "sting" operation against Liverpool's Cream club in 1996 as it attempted to obtain evidence that the rival superclub was allegedly involved in drug dealing.

The allegations, reported in the Daily Express newspaper, came to light in evidence provided to the court by former Ministry Of Sound director Lynn Cosgrave when the Ministry sued claiming breach of contract. Cosgrave claimed in court via her lawyers that she and two undercover national Sunday newspaper reporters went to Cream to try obtain evidence that the club's staff were allegedly involved in drug dealing. In return for this "mission" Cosgrave claimed her former boss James Palumbo, the Ministry Of Sound's owner, promised her a 30% stake in one of his companies. Palumbo denied this claim.

Darren Hughes of Home, who co-directed Cream during the period, told *RM*, "I can only say it's an amazing story."

His ex-partner James Barton, now managing director of Cream, responded

cream 'sting' claim in ministry court case

to the newspaper's report of the allegations saying, "We have been in contact with the Ministry Of Sound who have flatly denied any involvement in any so-called 'covert surveillance' into Cream. They have also said that at no time did they feel compelled to do so. Lynn Cosgrave has also denied any involvement."

However, Cream does intend to pursue the issue. "As a company we are not going to stand by and allow anybody to make accusations of this kind. Once we get to the bottom of this we will take the appropriate course of action to repair any damage that has been inflicted upon us," says Barton. "It's strange, we thought we were in the music business, not the James Bond business."

A Ministry Of Sound spokesman told *RM*, "This is the Ministry Of Sound, not the Secret Service. The case involved lots of allegations that we do not want to comment on until after the judgment."

The final judgment in the case between Cosgrave and the Ministry is expected this week.

inside:

[2] SEVEN DAYS IN DANCE: **DJ BTTR** reveals what caught her attention this week

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

[4-6] HOT VINYL: all the tunes of the week, the latest reviews and DJ Tips

[7] JOCK ON HIS BOX: **STONEISLAND**



music chart number one

- CLUB: 'YOU BETTER' Mount Rushmore (Universal) p5
URBAN: 'YOU GOT ME' The Roots feat. Erykah Badu (Universal) p6
POP: 'WE LIKE TO PARTY' Vengaboys (Prestige) p6
COOL CUTS: 'YOU BETTER' Mount Rushmore (Universal) p8

WORLD "transonic"

CD ★ 12

Out now

PARLOPHONE

18 20 CHOCOLATE



12 21 A LITTLE BIT

17 22 MORE THAN

9 23 WHEN I GROW

19 24 MADNESS II

15 25 WALK LIKE A P

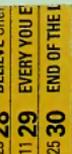
16 26 I WANT YOU FOR

14 27 GIMME SOM

23 28 BELIEVE Cher

11 29 EVERY YOU F

25 30 END OF THE I



27 31 GOODBYE Sp

20 32 YOU SHOULD

22 33 CASSIUS 1995

29 34 BIG BIG WOR

31 35 MIAMI VIII S

21 36 BEAUTIFUL D

43 37 WE ARE LOVE

24 38 THREE DRIVER

28 39 TO EARTH W

40 40 NO REGRETS



© CNN. Produced in co-operation with the BPI and BARD, based on a sample of more than 4,000 record outlets

Perpetual
Out Now!!
Available on CD, cassette and vinyl. Copyright © 1999 Parlophone Ltd. Limited Edition. The Vinyl Edition. Distribution by Parlophone Records Ltd. 01944.

Kiss changes aim at more 'accessibility'

As predicted in *RM*, Kiss 100FM has reshuffled its specialist show programming with the loss of further staff and a move to more traditional ILR-style programming. Changes in the schedule will now be more "accessible" programming during the weekend daytime and late night periods. In these slots former specialist presenters have been replaced by presenters with a more general ILR background. There will also be stripped evening shows with house music from 8pm to 10pm each evening and R&B/rap from 10pm to 12pm. A music sweep has also been introduced into the weekdays at lunchtime.

Simon Sadler, Kiss 100's head of programming says, "We need audience to support the specialists and we weren't getting it. We've made weekend daytime and late night more accessible because that when a lot of people try out Kiss. We've also tried to make the schedule more understandable by stripping the evening shows of music."

Kiss 100's Radio Authority remit demands that the station provide a minimum of 36 hours of specialist broadcasting a week. Sadler says, "We reckon we're broadcasting around 50 hours a week so we're still well above our minimum." He adds that the specialist DJs will have a free hand in their choice of music.

23rd precinct. glasgow

33 Bath Street, Glasgow
G2 1HD, tel: 0141-332 4805, fax: 0141-333 3039

Scotland's foremost independent vinyl retailer underwent a facelift last year and virtually doubled its amount of Pioneer decks for customers to use in-store.

"We also added more wall racks for record display," says assistant manager Colin Tenvendale. "There are now two huge walls filled with vinyl as you walk into the shop."

23rd Precinct tries to cover all bases as far as dance music goes, but finds there's usually one genre which is flavour of the month. Currently it's hard house. "The kids seem to have moved on from hardcore - which has all got a bit frantic - to hard house which we've seen a big increase in," says Tenvendale.

Imports are also big news, with European trance labels such as Go For It (Germany) and Tsunami and Paradise (Holland) selling well.

Tracks currently flying out the door include 'Deafdrive' by RUDGE on Go For It, 'Popped' by FOOL BODINA on Uber Disc and HAPPENING'S 'Happiness' (white label).

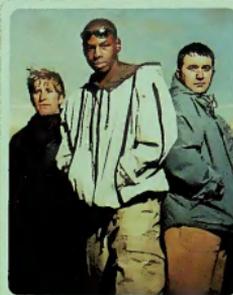
23rd Precinct has a small CD section mainly selling creative dance compilations, plus a merchandise and DJ accessories section which includes decks and mixers. The shop is also home to the Limbo progressive house label.

[7 DAYS IN DANCE]

dj lottie dj and promoter



"Thursday: Spent the day in **PURE GROOVE's** recording studio doing a track with **MALCOLM DUFFY** for **TRADE** for new house label **MINUS**. In the evening went to **DEFINITE** for **MISSDEMEANOURS**, the night I promote with **CAROLINE PROTHERO** from **VRGIN**. Fun and frolicking was had by all to the sound of **SUBLIMINAL** don **ERICK MORILLO**, the place was rocking until he split a bottle of **CHAMPAGNE** over the mixer but luckily right at the end of the night. Friday: Back in the studio with a raging hangover, but was thoroughly entertained by Malcolm and managed to finish the track. Decided to call ourselves **TRIBAL TROUBLE**. Saturday: To **LEICESTER** with **RUTH PARRISH** from **POLYDOR** and **CLARE WOODCOCK** To DJ at a **HIGH SPIRITS** gig at the university alongside **ANGEL** and **ANTHONY TEASDALE**. Rushed back to **LONDON** to play at **DING DONG** at **OPEN** with **ARMAND VAN HELDEN**, hard man to follow. Sunday: Slept most of the day and went to the cinema to see **THE OPPOSITE OF SEX** with my boyfriend. Monday: Went record shopping at **VINYL ADDICTION** in Camden, then went through the tracks that came in the post in preparation for our radio show. Went to **VO**, saw **ANDY THOMPSON**, the lovely **AARON** and **Caroline** and had a **Missdeemeanours** meeting. Tuesday: Recorded my **Missdeemeanours** radio show with **Caroline** for **BPi** on **ATLANTIC 252** at the **WISE BUDDAH** radio studios. Wednesday: Spoke to the **SHARP BOYS** about doing a guest mix and interview for their new weekly **KISS FM** show and hassled them for a copy of their next release by **KENNY C**. Spoke to **SMOKIN' JO** and **DIMITRI FROM PARIS**. Finally did the most exciting thing of the week - booked my flight to **MIAMI**, roll on **DANNY TENAGLIA** at **GROOVEJET**."



Multiply looks set to have one of the biggest dance hits of the year with 'Turn-A-Round' by Phats & Small present Mutant Disco (pictured), a disco-house track sampling Tony Lee's Eighties classic. The track - which was played seven weeks in a row by Pete Tong as a white label - is promoted this week ahead of a March 22 release.

Multiply managing director Mike Hall says, "I honestly think this track is going to go all the way. We haven't had a buzz in terms of awareness and demand like this since Sash!'s 'Encore Une Foie'. The international interest is unprecedented. We've got 15 countries interested."

The record was originally a 2,000-copy release on the Boo label with the artists Russell Small and Jason Phats both long standing Brighton DJs. This is Small's first venture into record production. Virtually all the major dance labels were chasing the track, but Hall says Multiply won out because of "a combination of charm, track record and money". Phats & Small are currently working on a follow-up.

The record looks likely to continue Multiply's run of success, with the label enjoying 10 Top 40 hits last year and selling over 250,000 copies of Sash!'s second album 'Life Goes On'. "Last year was our best year ever financially and success-wise," says Hall. The label looked on course to score a Top 15 placing this week for Mirror Ball's 'Given Up' and another Top 10 from Sash! in March with the act's new single 'Colour The World'.

The label is also enjoying international success with Mike Koglin, whose 'The Silence' was a Top 20 hit in the UK last April. The record is currently breaking across Europe and is one of the most-played videos on leading German music station Viva.

[LABEL]

LOCKED ON

[FOCUS]

LOCKED ON
679 Holloway Road, London N19 5SE,
tel: 0171-281 4877, tel: 0171-263 5590, website: www.puregroove.co.uk,
e-mail: lockedon@puregroove.co.uk
HISTORY:
A fair number of the UK garage tunes

that have crossed over during the past year have done so courtesy of Locked On. The label started in 1996 when Tarik Kashnush, who runs the Pure Groove record shop, decided a compilation of garage tracks being played on pirate radio was in order. "This was before speed garage, and there were lots of good records which were unobtainable," he says. "We put together a DJ-friendly compilation on vinyl, 'Locked On Volume One' was released through ffr and most of its tracks have been signed to majors, including Tina Moore's 'Never Gonna Let You Go' and Danny J Lewis's 'Spent The Night'."

By the time Locked On was working on its second compilation, Kashnush decided to begin releasing singles. He struck gold with the first, Somone's 'I Refuse'. "After we picked it up, everyone decided it was going to be a big track, which got the label off really quickly," he says. It also resulted in a singles deal with XL, which has gone on to release a stream of hits which Locked On has picked up, including Nu Birth's 'Anytime', Tuff Jam's 'Need Good Love' and Dem 2's 'Destiny'.

"We're in a really great position now, with our good relationship with XL in place," says Kashnush. "We want to release what we love and we don't have to worry so much about

whether it will cross over or not."

SPECIALIST AREAS:
Garage
KEY ARTISTS:
Dem 2, Doolally, Nu Birth
LATEST THREE RELEASES:
'Straight From The Heart' Doolally; 'Hyper Funk' Antonio; 'Dangerous' Same People
COMING UP:
'All I Know' US Alliance; "See Your Line Women" Songspress; "Baby You're So Sexy" Dem 2
RETAILER'S VIEW:
'Locked On is one of the labels of '98 and looking at the forthcoming releases it's going to be the same story for '99' - Huckleberry Finn, Uptown Records

1	MARIE Blondie	2	YOU DON'T KNOW	3	BOY YOU KNOW	4	PRETTY FLY	5	ENJOY YOUR	6	HEARTBEAT	7	CAN'T GET	8	WESTSIDE T	9	THESE ARE T	10	TEQUILA Terr	11	GIVEN UP Mi	12	DREAMING N	13	NATIONALE	14	TONITE Super	15	SIX Mansun	16	GOOD LIFE B	17	PRaise YOU I	18	WHEN I ARG	19	CHOCOLATE
---	---------------	---	----------------	---	--------------	---	------------	---	------------	---	-----------	---	-----------	---	------------	---	-------------	----	--------------	----	-------------	----	------------	----	-----------	----	--------------	----	------------	----	-------------	----	--------------	----	------------	----	-----------

BEATS & PIECES

DUANE HARDEN, the singer on Armand Van Helden's UK number one 'You Don't Know Me', has signed an exclusive artist deal for the world with Strictly Rhythm. Harder's first single on Strictly Rhythm will be a collaboration with Lenny Fontana under the name Powerhouse with a track called 'What You Need'. After 10 years of directing and producing the majority of UK MTV's dance output

such as the long running Party Zone, **RM** contributor **JAMES HYMAN** is leaving MTV. One of the original employees when the station launched in the UK in 1988, Hyman is starting his own independent production company Green Bandana and a venture with fellow MTV man Eddy Temple-Morris called Temple Of Hyman. Although still working with MTV, James will be doing independent production on pop promos, shorts and documentaries. From March 1, Green Bandana will be contactable on tel: 0171-722 1081, fax 0171-483 0918...That dance industry legend **CHARLIE**

CHESTER is launching a new club called Mezzanine in Wolverhampton. After making his name with Flying Records in Kensington Market and the Cowboy club, Chester has been behind too many club nights to mention; however, this will be the first club he's actually had a vested interest in. The club - which will have two main rooms - will open on April 3 with Paul Oakenfold and David Morales as special guests. Support will come from Rocky & Diesel, Farley & Heller, Smoking Jo, Derek DeLange, Barry Ashworth, Sean Campbell and Jo Miles. Entrance will be no more than £10 throughout 1999.

on the airwaves

(by caroline moss)

GEORGE MICHAEL's debut with **MARY J BLIGE**, a sublime cover of Stevie Wonder's 'As', is this week's highest new entry on the Dance Airplay 40, debuting at 17. The track is only now being promoted to the clubs, so radio support has kicked in way in front of any other activity. The stations have been playing the radio-friendly Full Crew remix from CD-R, and the track has picked up blanket support from all our monitored stations, with Kiss FM, Vibe FM and Galaxies 102.2 and 105 giving it the most spins.

Steve Ripley at Sony's urban division says response to the track has been phenomenal. "Galaxy 101 was the first station to playlist the track from the album, and now everyone else is on board, with Kiss choosing it as a priority cut this week," he says. "It's a fantastic record and the Full Crew remix really boosts it up, making it sound great for radio and also giving it added

club appeal." The track is due out on March 1 and looks like being a big hit for the duo.

There are just two other new entries this week: 'Hazel' by **LOOP DA LOOP** at 31 and 'My Only Love' by **ROB SINCLAIR** at 37. The Dance Airplay 40's longest-running entry - **PUFF DADDY & FAITH EVANS' 'I'm Be Missing You'** - pops up again at 35, notching up 65 weeks on the chart. And this week's high climber is **A-Whose 'Enjoy Yourself'** manages a leap of 10 places to 16.

Radio One presents a special Valentines programme this Sunday (February 14) - 'The Miseducation Of Love. Trevor Nelson presents Lauryn Hill in concert from the BBC's Hippodrome at Golden's Green, going backstage before the gig, then quizzing Lauryn about her favourite love songs afterwards before opening the lines for The Love Selector listeners' choice. The programme runs from 7pm to 10pm.



danceairplayforty

TW	LAST WEEK	NEW ENTRIES	ARTIST	TITLE	LABEL
1	4	YOU DON'T KNOW ME	Armand Van Helden / feat. Lenny Fontana	Mezzanine	
2	6	WESTSIDE TO	Clockwork Entertainment/Epic		
3	7	I WANT YOU FEEL Inner City	PJ&K Recordings		
4	5	I WANT YOU FOR MYSELF	Another Level / Northside		
5	6	PRAISE YOU	Fatboy Slim / Slam		
6	16	MIAMI WILL SMILE	Columbia		
7	9	99 GIRLS	ALL! Roberts / Delicious		
8	8	YOU SHOULD BE...	Blockster / Sound Of Ministry		
9	11	4 BOY YOU KNOW ME	OUT Tayana All / MJJ/Epic		
10	13	CAN'T GET ENOUGH	Soulsearcher / Defected		
11	9	7 MYSTERY	THIS Emmie / Indirect/Manifesto		
12	12	CASSIUS 99	Cassius 99 / Virgin		
13	16	YOU GOT ME BURNING UP	Cewie Fisher / Wonderland		
14	15	PROTECT YOUR MIND	DJ Saka's & Friends / Addive		
15	13	MUSIC SOUNDS BETTER WITH YOU	Standart / Virgin		
16	26	9 ENJOY YOURSELF A+	Kedar/Universal		
17	20	AS GEORGE MICHAEL & MARY J BLIGE	Epic		
18	10	I WANT YOUR LOVE	Roger Sanchez presents Twilight / Percepto		
19	13	TAKE ME THERE	Blackstreet & Mya / Interscope		
20	18	DREAMING	Ruff Drivers vs Arrola / Inferno		
21	19	IT'S NOT RIGHT BUT IT'S OKAY	Whitney Houston / Arista		
22	3	TONITE	Supacat / Pepper		
23	2	NOTHING REALLY MATTERS	Madonna / Maverick/Warner		
24	25	100 WOP	THAT TRIND / Lauryn Hill / Ruffhouse/Columbia		
25	17	OHETTO SUPASTAR	Pres feat. ODB & Mya / Interscope		
26	14	WE ARE LOVE	DJ Eric presents / Distinctive		
27	29	6 GIVEN UP	Mirac / Bail / Multiply		
28	32	2 CHANGES 2Pac	Jive		
29	32	3 EX-FACTOR	Lauryn Hill / Ruffhouse/Columbia		
30	39	7 MYSTERY	THIS Sash! feat. Tina Cousins / Multiply		
31	20	HAZEL	Loop Da Loop / Manifesto/Mercury		
32	38	13 DREAMS THE Corps	143/Lava/Antonic		
33	26	1 BODY Funky Green Dogs	Talib Kwesi		
34	23	3 THE HOY	It's Mine Barry & Mica / WEA International		
35	65	16 BE HISSING	You Put Davy & Faith Evans / Bad Boy/Arca		
36	35	35 LOOKING FOR LOVE	Karen Ramirez / Manifesto/Mercury		
37	20	1 MY ONLY LOVE	Bob Sinclar / East West		
38	19	4 OUTSIDE	George Michael / Epic		
39	4	3 DREAMING	M People/BMG		
40	13	13 BITTIE OF LOVIN'	Kate Le Roc / First Avenue/Polydor		

Chart as announced between 01.03.99 and 08.03.99 and 04.03.99 and 03.02.99. Kiss 101, Galaxy 102, Galaxy 105, Galaxy 106, Circle, London & Birmingham, Vibe FM, *Music Centre, UK, 55-51 John St, London EC4M 4AN, tel: 0971-356-8998.

pete tong playlist



*'CAN'T GET ENOUGH' Soulsearcher (Defected) • 'TURN-A-ROUND' ICARS & JAMES RIMMY (Phum) • 'SMALL (Multiply)' • 'CRAZY' Lucid (In) • 'ITS NOT RIGHT BUT IT'S OKAY' Whitney (Arista) • 'JAMMIN' MC Luck (Lucky labels) • 'THE WORLD IS YOUR VICTIM' (Noo) • 'OUT OF THE BLUE' Superfly (In) • 'PROTECT YOUR MIND' LANGE MIKY DJ Saka & Friends (Prostate) • 'LOVING FEELS ORIGINAL' CLUB • 'CLAP YOUR HANDS' • 'MIX' Liquid Child (Noo) • 'THE FEELIN' Rhythmic Junkies (Mistcity) • 'CLAP YOUR HANDS' Camirao (VC Recordings) • 'CIRCLES' Mustapha feat. Natalia (Yellow/Kong) • 'HOLD ON' Roomthang (Broads) • 'BOOGIE MONSTER' Armand Van Helden (In) • 'HISTORY OF DISCO PART 2' Stephen Duke (white labels) • 'REVENGE' Cyob (Rephlex) • '99A (TILL COME) ATR (white labels) • 'ICE 794 (THANKS TO BERLIN DUB MIX)' Jay EP (Planetary Consciousness) • 'EVERY YOU AND EVERY ME' IRR CLAM CLUB MIX / Picoeba (In) • 'UNDER THE WATER' Brother Brown (white labels) • 'I SAY YOU LOVE ME' Johnson (Higher Ground) • 'DA NEW AGE FUNKSTERS' Junior Sanchez & Rhythm Masters (Lunar) • 'RISE OF TONIGHT!' Blend (Sharp Recordings) • 'NOW IS THE TIME' DJ Die & Ray Keith (Jutra) • 'YEAR OF THE APOCALYPSE' Jona Teno (Warp) • 'TALK DICE PROJECT' Richard F (Subliminal) • 'YOU' Dynamic (Black Noise) • 'HAPPINESS HAPPENING' (White Noise) (white labels) • 'SING IT BACK (TODD TERRY MIX)' Mokslo (Schn) • 'SING MY FANXY BACK' Forthless (Cheeky) • 'TIGOLS GOLD (GROOVERIDER MIX)' Stone Roses (Live Electro) • 'NOTHING REALLY MATTERS' (CLUB 69) FUTURE MIXX (Madonna) (Maverick) • 'FLOWERS' Armand Van Helden (In) • 'YOU BETTER' Mount Rushmore (Universal) • 'EVERETT' (Lunar) (Hood Chorus) • 'INTERGALACTIC DANCE' (a Knight Club) (Cydonia) • 'DISCO SCIENCE' Mikewade (Rephlex) • 'LIZARD' Muroa (Picoeba) (light blue) • '555' Durango 95 (Judy Fee) • 'GOOD SHOT' Hands Burn (Spot On)

AS FEATURED ON RADIO ONE'S THE ESSENTIAL SELECTION WITH PETE TONG ON FRIDAY 5 FEBRUARY (8PM-10PM)

Perpetual

Out Now!!

Available on CD, Perpetual, Carillon (8PM-10PM) & Limited Edition 12" Vinyl (perpetual). Distribution only for the UK. Tel: 0203 620744.

the record mirror hot box:
the nearest little box to put your new product in

hot box
68 x 98 mm

18 20 CHOCOLATE

12 21 A LITTLE BIT

17 22 MORE THAN

9 23 WHEN I GROW

19 24 MADNESS IT

15 25 WALK LIKE A PA

16 26 I WANT YOU FOR

14 27 GIMME SOM

23 28 BELIEVE Chieft

11 29 EVERY YOU I

25 30 END OF THE I

27 31 GOODBYE Sp

20 32 YOU SHOULD

22 33 CASSIUS 1995

29 34 BIG BIG WOR

31 35 MIAMI (Vivi) S

21 36 BEAUTIFUL D

14 37 WE ARE LOVE

24 38 THREE DRIVER

28 39 TO EARTH W

40 40 NO REGRETS

13
february
1999

THE OFFICIAL CHARTS

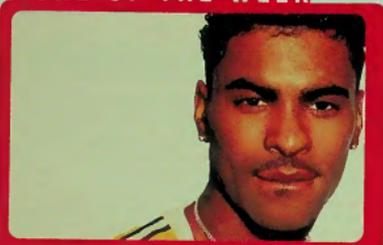
13
february
1999

SI

hot vinyl

[on the decks: andy beavers,
chris linan,ronnie herel,
james hyman,danny mcmillan]

TUNE OF THE WEEK



GINUWINE 'WHAT'S SO DIFFERENT' (COLUMBIA) (R&B)
 It's about time for some Timbaland beat programming pressure. On hearing the bassline for the first time, its potency almost sent me into a state of shock, as did the first hearing of his phenomenal debut single 'Pony'. That said, until this is splashed all over radio, with attendant video coverage on a certain R&B TV show, clubland will probably be a little apprehensive about shaking a leg. Once exposed, however, this incredible piece of wit will blow up in a big way. The G-Man's vocal is smooth and delectable, contributing to the percussive stop/start ride nicely and the production is clinical. Just as phat as 'Pony' and every bit as infectious. Warning! Do not sleep on this one. ●●●●● RH

JEEP GIRLS 'REWIRED' (ISLAND) (TECHNO)
 In effect, what was initially a remix of a low-key track, 'Wire', from U2's 1994 LP 'The Unforgettable Fire' now actually gets the mega-band's approval and in so doing manages to combine Bono's declining "Such a nice day" vocal hook with The Edge's jingly guitar, beamed up by such "filtered beats" beats. Pumping in clubs and on radio, this has obvious crossover potential. ●●●●● JH

FUSED 'THIS PARTY SUCKS' (DOWNBOY/COLUMBIA) (HOUSE)
 With the first 12-inch currently doing the rounds, this second release brings a more cultured house sound. The Compstated Monkeys' dub yields a fuller beat, typical of the disco house sound currently enjoying commercial and club prosperity. Mousse T's Recycled mix reproduces guitar loop repeats in a laidback dub with little percussive fill, while Fire Island bring the bassline forward, providing a slightly happier house vibe. ●●●●● CF

SKEEWIFF 'G FONK' (FSUK) (BEATS)
 With its instant catchy bossa-breakbeat sound skin to the pop of the Dream Warriors' 'My Definition Of A Boombastic Jazz Thing' or Gangstar's 'Lovestick', all this track needs is a dreamy female vocal hook and it could be a serious hit. Soul of Man's scratchy stuttering mix is as good in production terms, though less commercial. ●●●●● JH

ROBBIE RIVERA 'RELAX' (HEAT) (HOUSE)
 Robbie Rivera presents another hard funky-edged tribal house piece with a great mix from DJ Lottie. She provides the lead mix – an upbeat percussive roll polished up with repeating vocal samples that kicks off well. Wigwam's Sam Dub is a more filtered affair, cutting down on the main vocal content, while Not Just A Dub follows a more heavier dragging line with the best bits from Lottie's mix. ●●●●● CF

UNKLE 'BE THERE' (MO' WAX) (ALTERNATIVE)
 Based on 'Unreal' from the 'Psyence Fiction' album, this reworking features Ian Brown's spartan vocals over a mellow melatonin backing. In typical Mo' Wax style all formats excite – the 12-inch boasts a DJ Assault mix of 'Celestial Annihilation', Noel Gallagher's remix of 'The Knock' plus two Underdog mixes of 'Be There'. On the CD, 'Rabbit In Your Headlights' is available as a CD-Rom video, handy since the promo was rarely seen on UK TV due to strict ITC rulings. ●●●●● JH

BLACKOUT 'GOTTA HAVE HOPE' (MULTIPLY) (HOUSE)
 First released in 1997 on 99 North, this recently appeared on a Multiply Ibiza sampler as a flip to the first run of Mike Koglin's 'The Silence' promos last summer. The package here is much larger, with contributions from Judge Jules and Truman & Woolf. Dillon & Dickens provide two mixes – their Funk 2001 mix with the prominent Space Odyssey bit, plus a crackling Millennium mix. Judge Jules intros with a heavy pulsing beat, pauses momentarily, and then cuts in strongly with the 2001 section getting cut up and phased. Truman & Woolf offer the hardest mix here, relying on the shrilling "Gotta have hope" for the hooks. ●●●●● CF

ELEMENTZ OF NOISE 'CROYDENG' (EMOTIF) (DRUM & BASS)
 The Newcastle boys return to the Emotif camp for more deep and dark techy drum & bass flavours of the highest order: 'Croydeng' gets shifting on the analogue pressure with primed broken beats and haunting melodic effects. 'Cyberlunge' on the flip keeps the same kinda vibe as the A-side, but the intensity of the lead bass will pretty much decapitate your system – you've been warned. ●●●●● DM

JAMES BROWN 'FUNK ON A ROLL' (INFERNO) (HOUSE)
 With DJs as diverse as Judge Jules and Trevor Nelson both on this already, it's clear that James Brown is making an instant impact after a long time away. The downtown funk swing rhythm selection comes from the Gee City Groove mix, with the Rhythm Masters keeping a lot of the same elements and only slightly bringing up the pace in their version. Bump & Flex take James Brown to a two-step area he hasn't entered before, while Ruff Dnvrz provides what is probably the best club option, building a softly-based house beat, leaving plenty of space in between for the impact of Mr Brown himself. Excellent. ●●●●● CF

ENVOY 'ROUNDON'/'BEAUTIFUL WORLD' (SOMA) (TECHNO)
 Here we have two separate 12-inches from Hope Grant, both of which were lifted from his recent debut long player 'Where There's Life'. Up first is 'Roundon' which gets the Funk D'Void treatment in Lars Sandberg's unmissable upbeat funk-driven style, while 'Beautiful World', the second 12-inch, gets a 4 Haro encore under their alternative Nu Era moniker. Both hold their own just nicely, but check the album for the full story. Quality. ●●●●● DM

MAW PRESENTS A TRIBUTE TO FELA 'MAW EXPENSIVE' (MAW) (ALTERNATIVE)
 The Masters At Work have finally taken a commercial release to their stunning tribute to the late Afro-funk hero Fela Kuti, which is loosely based on his 1975 classic 'Expensive Shit'. The familiar firing horn riffs battle for attention with fresh flute themes and the female chorus, while the Latin-embellished Afro-beats propel the track forward in unstopable fashion. There have already been some impressive Afro-funk tributes in the past 12 months, mostly from various Nuphonic acts, but this track takes things to a higher level. ●●●●● AB

SHAI FEAT. KRS-ONE 'DESTINY' (BIG PLAY) (HIP HOP)
 Knowledge reigns supreme, and the lyrical master is back teaming up with the sweet soulful voices of Shai to let off one of the phattest jams of 1999 so far. Marley Marl is not known for pulling any punches on the production desk, and this is no exception. The underground will love it: the chugging groove is raw and ridiculous and although minimal, the break is a major hook in itself. Unfortunately I can see no room for this in the mainstream – it's simply too damn phat. ●●●●● RH

J SWINSODE PRESENTS THE CINEMATIC ORCHESTRA 'DIABOLUS' (NINJA TUNE) (ALTERNATIVE)
 The name tells only half the story. This composition is truly cinematic in its breathtaking widescreen vision, and unashamedly orchestral with its sweepingly dramatic live sound. But it is also genuinely jazzy in its challenging avant-garde approach, and hugely ambitious in a way that hasn't been heard since Chris Bowden's recordings for Soul Jazz. Championed by Gilles Peterson, it's making everything else on Radio One seem half-baked. ●●●●● AB

KLUTE 'BLOOD RICH' (CERTIFICATE 18) (ALTERNATIVE)
 'Blood Rich' recently featured on Klute – aka Tom Wither's – superb 'Casual Bodies' album that appeared at the tail end of 1998. Here he shows he can step outside the drum & bass arena and flirt with other styles when it takes his fancy. The other side, 'Got Ant Breaks', demonstrates his light off-kilter drums and strong use of atmospherics. Experimental but still approachable. ●●●●● DM



- 1 **MARIAH** Blondie
- 2 YOU DON'T KNOW
- 3 BOY YOU KNOW
- 4 PRETTY FLY
- 5 ENJOY YOUR
- 6 HEARTBEAT
- 7 WHEN YOUR
- 8 CAN'T GET E
- 9 WESTSIDE T
- 10 THESE ARE T
- 11 TEQUILA Ter
- 12 GIVEN UP MI
- 13 DREAMING
- 14 NATIONAL E
- 15 TONITE Supe
- 16 SIX M'ansun
- 17 GOOD LIFE (E
- 18 PRAISE YOU
- 19 WHEN I ARG
- 20 CHOCOLATE

the MUSIC CHART

(upfront house)

[commentary]



by alan Jones
 Denied top billing in the US club chart by Cher's Believe, "You Better" by MOUNT RUSHMORE PRESENTS THE KNACK makes no such mistake in the UK, powering 8-1 while registering the highest cancellor generation of the year. Originally a low-level club chart hit some 18 months ago on the D2 label and now released on Universal, it gallops to a 32nd level over last week's chart-topper, **BIZARRE INC's** "Playing With Knives", which slips to number two, though still with enough support to have topped the chart on 48% of the charts in the last year. This is bad news for **JAMESTOWN'S** "I Believe", which debuted at number two last week and looked set for the summit. The Jamestown single, which features Jocelyn Brown on vocals, slips 2-3 despite increasing its support by more than 21%.

It's unlikely to get another chance, with **BLACKOUT** ("Gotta Have Hope"), **TECHNIO** ("Sun Is Shining") and **CAROLE SYLVAN** ("Just Ain't What We Love") debuting in convoy at five, six and seven, and likely to go higher... Those duelling divas, **WHITNEY HOUSTON** and **MARIAH CAREY** will also be joining the race next week. Having had a major pop hit with their duet "Believe In Miracles", they come head-to-head, with Mariah's complementarily-titled "I Still Believe", reworked and produced in typical style by David Morales, up against Whitney's "It's Not Right But It's OK" in mixes by Johnny Violent and Thunderspaz. May the best woman win... While "Playing With Knives" loses its sharp edge, another number one from the past to return to the chart powerfully is **NEW ATLANTIC'S** "I Know". A number one club hit in 1992 that also climbed as high as number 12 on the C1N sales chart, it has been superbly remixed by Quake in trancey style, and makes its return to the chart at number 13, with a sprinkling of DJs already adjudging it to be the hottest thing on the dance floor... Finally, the long-awaited Club 69 and Kruder & Dorfmeister mixes of "Nothing Really Matters", the fifth single from **MAOODNA'S** "Ray Of Light" album, are as good as removed, and it's already Maddy's biggest club hit since the title track from the album, exploding 58-23 this week, to become the chart's biggest mover.



© C1N. Produced in co-operation with the BPI and BAPD, based on a sample of more than 4,000 record outlets

Wk	UP	Wk	Artist	Label
1	8	2	YOU BETTER (VICTOR CALDERONE'S CAVELETT MIXES) Mount Rushmore presents...The Knack	Universal
2	1	3	PLAYING WITH KNIVES (TALL PAUL/DILLON & DIXONS/JACK SCOTT/IRANIELLA MIXES) Bizarre Inc	Viny Classics
3	2	1	I BELIEVE (SMOOTH BEATS/TOM FREIBERG MIXES) Jamestown feat. Jocelyn Brown	Edel
4	12	2	SING IT BACK (TODD TERRY/JOEY SANGUINETTI/MOLKORBORIS/DUJOSCH/BOOKER T MIXES) Moloko	Echo
5	10	1	GOTTA HAVE HOPE (DILLON & DIXONS/TRUMAN & WOLFF/ELIJAH ALLES/SPACEBASE MIXES) Blackout	Multiply
6	10	1	SUN IS SHINING (BROTHERS IN RHYTHM/MATT DAREY/FUNK FORCE MIXES) Technio	Creation
7	10	1	JUST DO IT (WHAT WE LOVE (DEAD PRESIDENTS/PETE DORLELAN THOMPSON/COLOUR SYSTEMS INC/FROKATS MIXES) Carole Sylvan	Clemson
8	17	2	CHAIN OF FOOLS (DIDDY/AR/PLAT MAN/HANTAN/SUPER EGO MIXES) BFL Project feat. Julie Dennis	Activ
9	10	2	RIDE THE POINT (NORAMI COOK/MARY PINK/ORIGINAL MIXES) Peplab	Distinctive
10	6	3	WE LIKE TO PARTY (JASON HEVINS/DJ DOOM/ALDO AIR/PLA/BOW/BOB/LUB/HEADS/TIN TIN OR MIXES) Vengaboys	Positiva
11	11	1	SAY YOU LOVE ME (FRANKIE KNUKLES MIXES) Johnson	Higher Ground
12	11	1	FREAK IT! (ORIGINAL/DISO ELEMENT'S/PELLE/HELLER/BLACK SCIENCE ORCHESTRA MIXES) Studio 45	Azuli
13	10	1	I KNOW '98 (QUAKE MIXES) New Atlantic vs Quake	3 Beat
14	5	3	CLUB LONELY (ERIC KUPFER MIXES) Sam Ellis	Paral. Inc.
15	16	1	INSIDE (MASTERS AT WORK MIXES) Monica	Arista
16	3	3	BETCHA CAN'T WAIT (SUNSHINE/SHAR/ROBBIE RIVERA/V2 STONE/FENG SHUI MIXES) E-17	Teitar
17	2	3	TONITE (CONSTRATED) MONKEY SKRANK/A SUPERBUG MIXES) Supercat	Pepper
18	10	1	PUMP IT UP Lisa Pig-Up vs London Fiesta	white label
19	29	2	MILLENNIUM 2000 (MIXES) Download	3 Beat
20	31	2	FREE (ORIGINAL/MARK PICCHOTTI MIXES) The Messengers feat. Lisa Millit	Undiscoversed
21	9	4	CUBIK (VICTOR CALDERONE MIX/BOMBARDI (FIRE ISLAND MIX) 800 State	ZTT
22	15	5	CRAZY (NALIN & KANE/LUCID MIXES) Lucid	Indirect/Delirious/fir
23	59	2	NOTHING REALLY MATTERS (CLUB 69/KRUDER & DORFMESTER MIXES) Madonna	Maverick
24	10	3	CHILDREN (TILT MIXES) Tilt	Deconstruction
25	2	2	DISCONNECTED CHILD (CANNY MIXES) Tin Star	V2
26	7	9	WE ARE LOVE (FUNK FORCE/ROBBIE RIVERA MIXES) DJ Eric presents	Distinctive
27	15	3	RELAX (DJ LOTTIE/WIGWAG MIXES) Robbie Rivera presents Invention	Heat
28	34	2	THRILLER (MIXES) The Madman	Erotique
29	14	10	YOU GOT ME BURNING UP (QUEEN STREET ORCHESTRA/RV/CIT-TOTAL MIXES) Cavin Fisher feat. Laletha Holloway	Wednesday
30	14	1	LOVE MY BROTHER, LOVE MY SISTER (DOMINATROU/ERNE MIXES) The Family feat. Alexander Hepe	Cleveland City
31	10	1	COMMUNITY OF THE SPIRIT (DANNY RAMPLING MIXES) Danny Rampling feat. Beverley Skeete	Distance
32	20	4	THE LIVING DREAM (SUNDANCE/SWIMMER/TRANS/CAT LA ROC MIXES) Sundance	React
33	30	7	RAISE YOUR HANDS (RHYTHM MASTERS/RE ISLAND/JURSHOCK MIXES) Big Room Girl feat. Darryl Parody	Junior/Vic Recordings
34	11	3	WILL YOU WAIT FOR ME (ERIC KUPFER/DODD/LALLY/SHANKS & BIGFOOT MIXES) Kawano	Virgin
35	10	1	LET'S GET DOWN (SPACE/DOUS/TYD TRAX MIXES) Spacedust	East West Dance
36	10	1	PERHAPS (MIXES) Supahbutt	Kobuk
37	27	2	YOU CAN FLY (CEVIN FISHER/QUAKE MIXES) The Other Two	London
38	23	5	ONLY YOU (PAUL, GÖTEL MIXES) CoSino	Powl
39	42	5	THIS PARTY SUCKS! (ORIGINAL/FIRE ISLAND MIXES) Liquid	Downboy/Columbia
40	32	4	DIVING FACES (ORIGINAL/BINARY FINARY MIXES) Fused Child	Neo
41	29	1	CAN'T GET ENOUGH Soulsearchers	Defected
42	22	4	KING OF SNAKES Underworld	Junior Boy's Own
43	4	1	MUST FOR THE SEX OF IT (K-KLASS/VIS/MIAMI MIXES) Livin' Joy	MCA
44	28	3	RE-WIRED Jeep Girlz	Island
45	5	1	THE POWER (BANANA BOYS MIXES) No Solution feat. CynDa	Pepper
46	19	5	WHEN I GROW UP (DANNY TENAGLIA MIXES) Garage	Mashroom
47	56	7	MUST CAN'T GET ENOUGH Harry 'Choo Choo' Bomba	US Subliminal
48	10	1	BESSE Shakedown feat. Taka Boom	WEA
49	40	3	OUT OF THE BLUE System F	Mer
50	53	2	KILLIN' TIME (RHYTHM MASTERS/GRANT NELSON/SANJOSE/RUSHENDWIP MIXES) Tina Cousins	Jive
51	45	2	FLOWERZ Amand Van Holden	white label
52	38	4	STRONG (ORIGINAL/DILLON & DIXONS MIXES) Turbo Funk	Phuzzi Recordings
53	1	2	PROTECT YOUR MIND (LANGES/SPICIOUS MIXES) DJ Saks & Friends	Adaptive
54	39	3	EXPAND THE ROOM (FOUR STORIES/REINNE PL/BRAC/ORIGINAL MIXES) The Light	Hoop Chooz
55	10	1	PLEASEBE DOPE (SMUGLAZAY/O D/LOWDIMITZ BLONDE MIXES) Elcka	Island
56	49	3	BABY ONE MORE TIME (DAVIDSON/OSPINA/SHARP MIXES) Britney Spears	Jive
57	100	1	MY ONLY LOVE (TOMMY MUSTO MIX) Bob Sinclair	East West
58	59	2	VIKRAM THE VAMPIRE (FRANCOIS KEVORNIAN MIXES) Tainiv Singh	Island
59	44	3	RUSH (STEVE 'SILK' HURLBY/FULL CREW/DI (OLAJEAN MIXES) Kleshtay	Jerry
60	33	5	HAZEL (LOOP D/LA LOOR/JUDIAN S MIXES) Leap Da Leap	Manifesto

Perpetual

Available on CD reissues only. Downloaded from the Internet. Editions: 33 Vinyl Reissues only. Reissued by Polygram. See also page 97/2/44.

Out Now!!

Make sure you're ready and able to do business in

Order the new Music Week Directory NOW so you get yours hot off the press in January.

music week directory

the essential guide to who's who in the music industry

CONTACT : ANNA SPERNI 0171 940 8565
 RICHARD COLES 0171 940 8572
 SHANE O'HEERY 0171 940 8605
 OR FAX ON: 0171 407 7087

- 18 20 CHOCOLATE
- 12 21 A LITTLE BIT MORE THAN
- 17 22 WHEN I GROW UP
- 9 23 MADNESS
- 19 24 WALK LIKE A R
- 15 25 I WANT YOU FOR
- 16 26 GIMME SOM
- 14 27 BELIEVE
- 23 28 EVERY YOU E
- 11 29 END OF THE
- 25 30
- 27 31 GOODBYE SO
- 20 32 YOU SHOULD
- 22 33 CASSIUS 198
- 29 34 BIG BIG WOR
- 31 35 MIAMI With S
- 21 36 BEAUTIFUL D
- 13 37 WE ARE LOVE
- 24 38 THREE DRIVES
- 28 39 TO EARTH WI
- 40 40 NO REGRETS



the **TOP CHART** 13.02.99

Wk	UK	Wks	Title	Artist	Label
1	4	3	YOU GOT ME	Roots feat. Erykah Badu	Universal
2	7	3	HOW DEEP IS YOUR LOVE (REMIX)/THESE ARE THE TIMES	Dra Hill	Dad Jam
3	1	3	FADED PICTURES/CAN I GET A...	Cass & Jon/Jay-Z	Dad Jam
4	6	3	NO DOUBT	Imogen	Jive
5	1	6	BOY YOU KNOCK ME OUT	Talya Ali	M&J/Epic
6	10	5	BETCHA CAN'T WAIT	E-17	Toscar
7	9	5	I'LL BE THE ONE	Thelma Houston	Dad Jam
8	14	2	MOVIN' ON	Mysta	Interscope
9	11	5	RUSH	Kleesha	Jerv
10	17	2	RAW	Molly Sedock	MCA
11	5	5	HOLD IT DOWN/CAUCIT, PURE	Big Daddy Kane	Blak Jam
12	10	2	DO YOU FEEL ME	Melody	M&J/Epic
13	27	2	WHAT'S IT GONNA BE	Blak Jam	Elektra
14	9	6	EX-FACTOR/CAN'T ONES	Layvin Hill	Ruffhouse/Columbia
15	12	5	WHAT'S SO DIFFERENT	Giswaine	550 Music
16	35	2	MATRIMONY	Maxwell	Columbia
17	8	3	CHANGES	ZPac	Jive
18	15	6	ENJOY YOURSELF/UP TOP NEW YORK	Ke-	Kedar/Universal
19	18	11	CRIME SOME MORE/TEAR THE ROOF	Kela Rhymes	Elektra
20	NEW	NEW	MY LOVE	Alle Le Roc	1st Avenue/Wildcard
21	NEW	NEW	IT'S NOT RIGHT BUT IT'S OK	Whitney Houston	Arista
22	40	2	ALL ASK/PREMONTION	Rae & Christian feat. Veba	Grand Central
23	40	2	YESTERDAY	Dabchick Morgan	McLown
24	13	5	SILLY HO	TLC	LaFace
25	23	2	NAS IS LIKE	Nas	Columbia
26	NEW	NEW	JUST SAY	Blood	Oscar
27	33	9	GET ON THE BUS	Dustin's Child	East West
28	32	8	NOBODY ELSE	Tyrese	RCA
29	21	6	IT'S A PARTY	Boonny Killars	Edel
30	NEW	NEW	ALL NIGHT LONG	Faith Evans feat. Pull Daddy	Bad Boy
31	22	5	GROWING UP MEMORIES/DON'T TEXT	Big T. Swamp	Blak Jam
32	37	13	TRIPPIH'	Total	Puff Daddy
33	20	6	IF YOU NEED A MAN	Don Garcon	Rodaly
34	16	6	I WANT YOU FOR MYSELF/GIRL WHAT YOU WANNA DO	Andjour Level feat. Ghostface Killah/Shola Ama	Northwestside
35	NEW	NEW	I REALLY LIKE IT	So So Def	So So Def
36	36	2	THE LOVERS EP	Reverend & The Makers	Boller House
37	NEW	NEW	COME CORRECT	Belton Dark	RCA
38	26	19	LOVE LIKE THIS	Faith Evans	Bad Boy
39	29	2	5 RUDOLPHS	IRS-Dns	Jive
40	NEW	NEW	SECRET LOVE	Kelly Price	T-Neck/Island

[commentary]
by Tony Iarsides

Who would ever have thought we'd have THE ROOTS at number one in our chart, but it's well deserved and good to see. Less surprisingly, JAY Z is straight in at number three with 'Can I Get A...' with CASE & JODI's 'Faded Pictures' on the flipside. Both are taken from the 'Rush Hour' soundtrack. Imports of which been around for a while, and more recently it has had a fair amount of radio play...JUSTA BRYMME looks a safe bet for a future number one, this week lumping 27-13 with his Janet Jackson duet 'What's It Gonna Be'. It's not even out until April, so expect it to build and build...Right behind is MAXWELL's 'Matrimony', which is this week's highest climb chart with a leap of 19 places...Further down the chart, there's a clutch of quality new entries. Our very own KYLE LE ROC is at 20, just ahead of WHITNEY HOUSTON at 21. The Timbaland-produced 'It's Not Right But It's OK' was on World Of Mouth album samplers before Christmas and is already huge in the clubs. Now available on its own, it is set to be even bigger...Another certified bop is PUFF DADDY'S 'All Night Long', new in at 30, Faith's Bad Boy label-mate, BAYE, is new in at 35 with a release on Jermaine Dupri's label So So Def. It features as part of 'Harlem World: The Movement' album project, tapes of which are knocking around at the moment...Finally, look out for the excellent remix of KELLY PRICE'S 'Secret Love', which scrapes in at number 40 this week.



the **TOP CHART** 13.02.99
(handbag)

Wk	UK	Wks	Title	Artist	Label
1	1	9	WE LIKE TO PARTY	Vengaboys	Positiva
2	16	2	YOU BETTER	Mount Rushmore presents...The Knack	Universal
3	4	2	TONITE	Supercar	Pepper
4	12	2	KILLIN' TIME	Tina Cousins	Jive
5	2	3	JUST FOR THE SEX OF IT	Linkin Jay	MCA
6	2	6	PLAYING WITH KNIVES	Bizarre Inc	Vinyl Classics
7	3	3	BABY ONE MORE TIME	Brinley Spears	Jive
8	7	6	THIS PARTY SUCKS!	Fused 98	Downbay/Columbia
9	21	2	BECAUSE OF YOU	98	Mylove
10	6	3	BETCHA CAN'T WAIT	E-17	Telstar
11	9	5	STRONG ENOUGH	Cher	WEA
12	11	7	WE ARE LOVE	DJ Eric presents	Distinctive
13	19	3	CHAIN OF FOOLS	BT Project feat. Julie Dennis	Acid
14	10	3	I BELIEVE	James Brown feat. Jocelyn Brown	Edel
15	4	8	GUM	Bus Stop	All Around The World
16	22	2	JUROR/DON'T YOU FORGET ABOUT ME	Bubblebeats & Boyz With Toyz feat. Kelly Rowland feat. Iasi	Box 21
17	NEW	NEW	COME INTO MY LIFE	Lola/Studio All Stars feat. Gigi Iyemov	Masad/Casillon
18	NEW	NEW	THE POWER OF GOODBYE/IF YOU COULD READ MY MIND	Lola/Studio All Stars feat. Gigi Iyemov	Box 21
19	NEW	NEW	PARTY ALL NIGHT	Cherry/Universal	Cherry/Universal
20	NEW	NEW	HOKED ON A FEELING/MANIC MONDAY	Peppermint feat. Jada	Branded
21	23	2	RIDE THE ROYAL	Payday	Distinctive
22	NEW	NEW	YOU DON'T KNOW ME	Armand Van Helden	itr
23	14	5	WHEN YOU'RE GONE/BREAKFAST AT TIFFANY'S	Jackie O'Madonna	Egophonie
24	NEW	NEW	NOTHING REALLY MATTERS	Ludacris	Maverick
25	30	5	CRUZY	Lisa	Indirect/Delirious/In
26	17	4	ALL AROUND THE WORLD	Lisa	Sound Moves
27	27	2	I WANT TO SPEND MY LIFETIME LOVING YOU/THAT MAN	Miss B feat. Maxine Barrie	Branded
28	26	2	CLUB LONELY	Sam Ellis	Paral/Lei
29	23	12	YOU SHOULD BE...	Stackstar	Sound Of Ministry
30	NEW	NEW	BROKEN BONES	Love Inc	Logic
31	13	5	MADNESS THING	Leilani	Logic
32	18	5	ONLY YOU	Ca\$ino	PWT
33	24	2	RUSH	Kleesha	Ziff
34	15	5	(YOU GOT ME) BURNIN' UP	Levin Fisher feat. Loleata Holloway	Jerv
35	31	5	HAZEL	Cool Da Loop	Wanderlust
36	36	3	BOY YOU KNOCK ME OUT	Talya Ali feat. Will Smith	Manifesto
37	NEW	NEW	CHILDREN	Titi	M&J/Epic
38	23	3	WILL YOU WAIT FOR ME	Kavaca	Deconstruction
39	NEW	NEW	CASSIUS 99	Cassius	Virgin
40	33	10	GIVEN UP	Mirrer Ball	Virgin

[commentary]
by Alan Jones

VENGABOYS extend their run atop the chart to three weeks with 'We Like To Party' still enjoying a rare level of support, though it has actually slipped by 9% since last week's grid heights. Its continuing appeal is tough luck for MOUNT RUSHMORE PRESENTS THE KNACK, whose 'You Better' has a great deal more support than most number ones manage, but has to settle for a 16-2 move. Already a convincing number one on the uptight chart, it has a large lead over all its competitors in a composite of our three charts. It next week opposed the Vengaboys by next week though it's by no means certain to stay ahead of TINA COUSINS' 'Kilin' Time', which jumps 12-4, but which has just been serviced in new mixes, which will surely kill in next week - and let's not forget that Tina's pals SASH! have a new single of their own which will undoubtedly be a high debut next week... Never serviced to pop jocks (and only sent to upfront jocks in very limited numbers), ARMAND VAN HELDEN'S (C) number one was on many Pop Top chart DJs' shopping lists last week, or so it would seem, as it makes a massive 193% gain in points to chart at number 22...Finally, while RUSH HOUR'S 'Rush' dips 24-33 my apologies to Janet, Steve and all at Sony's Urban Division which I re-christened as Dance Division last week. Incidentally, regardless of the fact that Sony's deal with Steve Jervier's Jerv imprint has been discontinued, the single is in the shops this week.



1 MARIJUANA Blondie

2 YOU DON'T KNOW ME

3 BOY YOU KNOCK ME OUT

4 PRETTY FLY

5 ENJOY YOUR LIFE

6 HEARTBEAT

7 WHEN YOU'RE GONE

8 CAN'T GET ENOUGH

9 WESTSIDE

10 THESE ARE THE TIMES

11 TEQUILA Terraviva

12 GIVEN UP Mylove

13 DREAMING I'm A Star

14 NATIONALE National

15 TONITE Super

16 SIX Mansun

17 GOOD LIFE B1

18 PRAISE YOUR Ruler

19 WHEN I ARGUE

20 CHOCOLATE

the **COOL CUTS** [chart]



COOL CUTS HOTLINE

THE FASTEST WAY TO HEAR THE BEST UPFRONT DANCE MUSIC

0891 515 585

Calls cost 50p/min. Service is provided by Frontier Works. Facsimile: 0171 371 5409. To use from outside the UK: set up a Global Account with Swiftcall. Call +44 171 332 2700 and quote ref: RECM

- | | | | | |
|----|------|--|------------------|--------------|
| 1 | (2) | YOU BETTER Mount Rushmore <i>(Big-sounding house tune with mixes from Victor Calderone)</i> | Universal | ☎ Code -2431 |
| 2 | (1) | FLOWERZ Armand Van Helden <i>(Filtered disco groove with Roland Clark on vocals)</i> | white label | ☎ Code -2407 |
| 3 | (9) | NOTHING REALLY MATTERS Madonna <i>(With mixes from Kruder & Dorfmeister and Club 69)</i> | Maverick | ☎ Code -2434 |
| 4 | (5) | FOOL'S GOLD The Stone Roses <i>(Rabbit In The Moon and Grooverider pay respectful homage to this classic)</i> | Jive Electro | ☎ Code -2432 |
| 5 | NEW | BRING MY FAMILY BACK Faithless <i>(With mixes from Robbie Rivera, Paul Van Dyk and Jan Driver)</i> | Cheeky | ☎ Code -2444 |
| 6 | (7) | SING IT BACK Meloika <i>(With mixes from Todd Terry, Booker T and Dope Smugglaz)</i> | Echo | ☎ Code -2433 |
| 7 | (11) | HAPPINESS HAPPENING I-Witness <i>(Uplifting Brit-house track being chased by the majors)</i> | white label | ☎ Code -2436 |
| 8 | NEW | YOU Dynamo Electrix <i>(Oscar G produced track with mixes from Future Shock and Mount Rushmore)</i> | BNNoise | ☎ Code -2445 |
| 9 | NEW | BLUE DICE PROJECT EP Richard F <i>(Powerful New York house grooves)</i> | Subliminal | ☎ Code -2446 |
| 10 | NEW | YEAR OF THE APOCALYPSE Jimi Tenor <i>(Unusual house track with mix from Maurice Fulton)</i> | Warp | ☎ Code -2447 |
| 11 | NEW | MY ONLY LOVE Bob Sinclar <i>(Taken from the 'Paradise' album with new mix from Tommy Musto)</i> | East West | ☎ Code -2448 |
| 12 | (15) | PEARL RIVER Johnny Shaker <i>(Bouncy Euro trance)</i> | Low Sense | ☎ Code -2439 |
| 13 | NEW | TRANSCEND Cascade <i>(Euro trance with new mix from Moonman)</i> | Hook | ☎ Code -2449 |
| 14 | (10) | DOPE ON PLASTIC Rob Swift <i>(Outstanding hip hop cut from New York)</i> | Asphodel | ☎ Code -2435 |
| 15 | NEW | LA MUSICA Ruff Driverz <i>(With mixes from Untidy Dubs and Mike Koglin)</i> | Inferno | ☎ Code -2450 |
| 16 | NEW | ECLIPSE Antidote <i>(Progressive trance from Switzerland via Greece with mix from Kamasutra)</i> | Glow | ☎ Code -2451 |
| 17 | NEW | WIDE EYED ANGEL Origin <i>(UK-produced progressive house)</i> | Steel Yard | ☎ Code -2452 |
| 18 | NEW | RISE OF TONIGHT Blend <i>(Bouncy Euro house with mix from Sharp)</i> | Sharp | ☎ Code -2453 |
| 19 | NEW | THING CALLED LOVE Mr C & Robert Owens <i>(Much improved remixes from Presence and Carl Lekebusch)</i> | The End | ☎ Code -2454 |
| 20 | | CAN YOU HEAR ME Jaded <i>(Homegrown hip hop grooves)</i> | Ultimate Dilemma | ☎ Code -2455 |



a guide to the most essential new club tunes as featured on this 'essential selection', with sets ranging from broadcast every Friday between 0pm and 5pm. Compiled by DJ feedback and club collector from leading clubs and the following states: city sound/dj/ing/your sound/black market/hy/tra. (London), eastern bloc underground (Manchester), first project/rop (Lisbon), 3 ball (Liverpool), flying (Manchester), globe beat (London), massive (London), acoustic (London), rhytm/syncratic (Cardiff).

rm namecheck...

radio: alex scott • radio 4: dani eddy • tony franklin • vint • canine mass • digital/dj/eddy • bina robertson • subsonic • duped/bird • color/michael • stave redmond • radio 5: rudi blackett • charity group admin manager: Judith rivers • sales sales/eddy/ing • sally thompson • martin srooves • james lewis • personal services: bouso stevens • sports/manager: sim mack • ad production controller: denise walsh • editorial: eds heli • 0171-940 8500 • subscription enquiries for individual units: heli 0171-940 8585/8572 • record mixer: ISSN 1303-2161 • website: <http://www.dorfmusic.com>

rm THE COOL CUTS HOTLINE

The Cool Cuts Hotline is updated every week at midnight on Sunday

0891 515 585

BROUGHT TO YOU BY RECORD MIRROR AND FRONTIER MEDIA, THE HOTLINE OFFERS YOU THE CHANCE TO HEAR ANY TRACK ON THE CHART. YOU CAN SELECT THE TRACK IN ANY ORDER BY USING THE CODES ATTACHED TO THE CHART AND SKIP BACKWARDS AND FORWARDS THROUGH THE TRACKS, SO YOU WON'T WASTE TIME LISTENING TO TRACKS YOU'VE ALREADY HEARD. IF YOU WANT TO BE AMONG THE FIRST TO HEAR THE HOTTEST TRACKS OF THE WEEK, CALL THE COOL CUTS HOTLINE NOW.

DETAILS ON HOW TO USE THE COOL CUTS HOTLINE CAN BE FOUND ABOVE THE COOL CUTS CHART.



1 MARI
Blondie

- 1 YOU DON'T KNOW
- 2 BOY YOU KNOW
- 3 PRETTY FLY
- 4 ENJOY YOUR
- 5 HEARTBEAT
- 6 WHEN YOUR
- 7 CAN'T GET E
- 8 WESTSIDE T
- 9 THESE ARE T



- 11 TEQUILA Terr
- 12 GIVEN UP MI
- 13 DREAMING I
- 14 NATIONAL E
- 15 TONITE Super
- 16 SIX Mansun
- 17 GOOD LIFE E
- 18 PRAISE YOU
- 19 WHEN I ARG



12 21 A LITTLE BIT MORE 911 Virgin

17 22 MORE THAN THIS Emmie Manifesso

9 23 WHEN I GROW UP Garbage Mushroom

19 24 MADNESS THING Leilani Z11

15 25 WALK LIKE A PANTHER '98 The All Seeing I feat. Tony Christie fir

16 26 I WANT YOU FOR MYSELF Another Level/Ghostface Killah NorthWestside

14 27 GIMME SOME MORE Busta Rhymes Elektra

23 28 BELIEVE Cher WEA

11 29 EVERY YOU EVERY ME Placebo Hut/Virgin

25 30 END OF THE LINE Honeyz 1st Avenue/Mercury



21 31 GOODBYE Spice Girls Virgin

20 32 YOU SHOULD BE... Blockster Sound Of Ministry

22 33 CASSIUS 1999 Cassius Virgin

29 34 BIG BIG WORLD Emilia Universal

31 35 MIAMI Will Smith Columbia

21 36 BEAUTIFUL DAY 3 Colours Red Creation

11 37 WE ARE LOVE DJ Eric Distinctive

24 38 THREE DRIVES Greece 2000 Hooj Choors

28 39 TO EARTH WITH LOVE Gay Dad London

40 40 NO REGRETS Robbina Williams Onyxalis



compilations

1 **EUPHORIA** **11** THE 1999 BRIT AWARDS
 Columbia
 Virgin TV

2 CLUBBER'S GUIDE TO... NINETY NINE **12** CHEF AID - THE SOUTH PARK ALBUM
 Columbia
 Ministry Of Sound

3 THE BEST CLUB ANTHEMS 90s EVER! **7** 13 TOTALLY WICKED TOO!
 Virgin/EMI
 www.espGlobal.TV/Sony TV

4 KISS SMOOTH GROOVES 99 **8** 14 RELAX! THE ULTIMATE #1'S... VOLUME 2
 PolyGram TV
 www.espGlobal.TV/Sony TV

5 LOVE SONGS **16** 15 THE ALL TIME GREATEST LOVE SONGS - III
 PolyGram TV/Warner
 Columbia

6 THE BEST SIXTIES LOVE ALBUM EVER! **10** 16 THE ANNUAL IV... JUDGE JULIE & BOY GEORGE
 Virgin/EMI
 Ministry Of Sound

7 NOW THAT'S WHAT I CALL MUSIC! 41 **17** HARDCORE HEAVEN - VOLUME 5
 Virgin/EMI
 Heaven Music

8 HITS 99 **11** 18 THE BOX R&B HITS ALBUM
 www.espGlobal.TV/Sony TV
 Island TV

9 THE GREATEST ROCK 'N' ROLL LOVE SONGS **14** 19 WOMAN
 www.espGlobal.TV/Sony TV
 PolyGram TV/Sony TV

12 10 THE VERY BEST OF THE LOVE ALBUM **15** 20 MUSIC OF THE NIGHT
 Virgin/EMI
 PolyGram TV



21 THE HEART OF - 1967-1997 Chicago Reprise

20 THIS IS MY TRUTH TELL ME YOURS Manic Street Preachers Epic

8 23 THERE IT IS 911 Virgin

8 24 LOVE SONGS Dr Hook EMI

30 25 MOON SAFARI Air Virgin

23 26 THE BEST OF - THE STAR AND WISEMAN LadySmith Black, Mombazo PolyGram TV

33 27 GRACELAND Paul Simon Warner Bros

24 28 QUENCH The Beautiful South Go/Discs/Mercury

25 29 BELIEVE Cher WEA

29 30 OCEAN DRIVE Lighthouse Family Wild Camp/Polydor



31 31 TRACY CHAPMAN Tracy Chapman Elektra

39 32 THE BEST OF ROD STEWART Rod Stewart Warner Bros

34 33 B*WITCHED B+Witched Glow Worm/Epic

26 34 SAVAGE GARDEN Savage Garden Columbia

27 35 DESERTER'S SONGS Mercury Rev V2

48 36 FIN DE SIECLE The Divine Comedy Sarantia

32 37 #1s Mariah Carey Columbia

36 38 ON A DAY LIKE TODAY Bryan Adams A&M/Mercury

65 39 THE COMPLETE The Stone Roses Silverstone

40 40 HITS Phil Collins Virgin



Perfect for your Valentine...
Roger Sanchez presents Twilight
I Want Your Love
 Includes mixes by Roger Sanchez, Rhythm Ministry, @StoreDirect

The Classic
 Clean Chart No. 1
Out Now!!

Available on CD (RCA/Universal), Cassette (RCA/Universal) & Limited Edition 12" Vinyl (RCA) 2000.
 Distribution by Universal Music. See catalog number 8783 04.

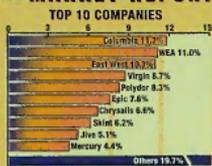
CHART COMMENTARY

by ALAN JONES

Fatboy Slim's 'You've Come A Long Way, Baby' album is number one for the fourth straight week but with fewer than 30,000 copies sold last week it's the weakest number one since The Corrs' 'Talk On Corners' took advantage of the soft market last summer to move into pole position for the first time. Curiously enough, that selfsame Corrs album is providing the greatest challenge to Fatboy Slim's supremacy, moving 32 this week, with nearly 24,000 sales last week bringing its overall tally to more than 1,878,000. The Corrs continue to have two albums in the Top Five, with Fogynon, Not Forgotten holding at number five after increasing its sales for the sixth week in a row. Both albums are benefiting from exposure given to The Corrs' next single Runaway, which is released next week. Fogynon, Not Forgotten contains the track in its original form, while 'Talk On Corners' contains the 'Tin Tin Out' remix of the track. One thing we can be certain of is that the

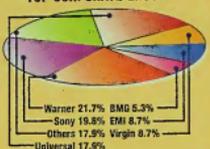


MARKET REPORT

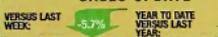


Figures show top 10 companies by % of total sales, and corporate group shares by % of their sales of the Top 25 chart albums

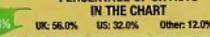
TOP CORPORATE GROUPS



SALES UPDATE



PERCENTAGE OF UK ACTS IN THE CHART



single will do better than when it was first released in February 1996 or if its reissue that December, its original chart peak being

49, while its second attempt resulted in a number 60 peak. Album sales, already at a low ebb, dipped

ALBUM FACTFILE
Locorriere, it may, however, suffer from the fact that it's only seven years since Completely Hooked – The Best Of Dr Hook was a number three album, and the fact that there has been a rash of mid- and low-priced compilations of the group's finest material in the interim. The only album to doubt higher than Love Songs this week is The Heart Of Chicago, an updated version of Chicago's 1989 Best Of.

more than 5% last week, with no significant new product on the market. The only significant new entries on the chart are both hits albums – by Chicago and Dr Hook – and the chart overall is extremely becalmed. One exception is Lauryn Hill's debut solo album The Miseducation Of Lauryn Hill, which has moved 28-25-17-12-7 in the past four weeks, while increasing its weekly sales by 14.4%, partly because Hill has made UK TV appearances on the Ian Wright show and TFI Friday, and partly because the new single 'Ex-Factor' has been getting lots of exposure. The album has sold nearly 150,000 copies since it was released last October, when it debuted and peaked at number two.

Still heavily discounted as a result of its inclusion in Warner Music's latest catalogue campaign, Tracy Chapman's self-titled debut album, a 1988 chart topper, continues to prosper. It is now selling more than 5,000 copies a week, and climbs 38-31 this week to attain its highest placing in nearly a decade.

COMPILATIONS

The latest Ministry Of Sound compilation, Clubber's Guide To...Ninety Nine, has its reign at number one curtailed after just two weeks, being replaced at the summit by Euphoria, Telstar's similarly-themed dance album, which debuted at number four last week. Euphoria improved its week-on-week uptake by more than 31% last week but its sales – just over 21,500 – are the lowest by an album claiming the number one slot on the compilation chart for more than six months.

Five new entries to the Top 20 – PolyGram TV and Warner's Valentine's compilation Love Songs is the leading newcomer at number five – show, however, that the compilation chart is awakening from its mid-winter slumber. Though very quiet since the turn of the year, it is still a severely overcrowded market, and it's

noticeable that more than ever most of the high-profile TV-advertised compilations are having to be traded on a SOR basis. With dealer prices excluding VAT generally more than £10 and sometimes topping £11 for two-CD packages it's the only way to get many dealers to take the risk.

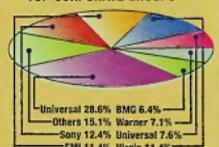
Probably the coolest compilation of the year to date, Columbia's The Chillout Room debuts at number 31. Dubbed as an album "for those seeking post-club tranquility", it does indeed include some of the most refreshing and serene rhythm-based delights of the last few years, including Letfleur's Original and Craig Armstrong's Rise, both of which are doing duty on TV commercials at present, while the album also includes David Holmes' 'Don't Be Just Yet', Sneaker Pimps' '6 Underground' and Apollo 440's 'Stealth Requiem'.

MARKET REPORT



Figures show top 10 companies by % of total sales of the Top 25, and corporate group shares by % of their sales of the Top 25 chart albums

TOP CORPORATE GROUPS



COMPILED SHARE OF TOTAL SALES

Artist albums: 73.9%
Compilations: 26.1%

THE YEAR SO FAR... TOP 20 ALBUMS

1	YOU'VE COME A LONG WAY, BABY	FATBOY SLIM	SKINT
2	I'VE BEEN EXPECTING YOU	ROBBIE WILLIAMS	CHRYSALIS
3	TALK ON CORNERS	THE CORRS	ATLANTIC
4	LADIES & GENTLEMEN - THE BEST OF	GEORGE MICHAEL	EPIC
5	STEP ONE	STEPS	EBUJIVE
6	WHERE WE BELONG	BOYZONE	POLYDOR
7	FORGIVEN, NOT FORGOTTEN	THE CORRS	ATLANTIC
8	RAY OF LIGHT	MADONNA	MAVERICK
9	THE BEST OF 1980-1990	U2	ISLAND
10	WILL MILLIE STYLE	WILL MILLIE	M PEOPLE
11	THE BEST OF	M PEOPLE	CHRYSALIS
12	LIFE THRU A LENS	ROBBIE WILLIAMS	CHRYSALIS
13	THE MISEDUCATION OF	LAURYN HILL	COLUMBIA
14	ONE NIGHT ONLY	REE GEES	POLYDOR
15	AMERICANA	RESERFERE	COLUMBIA
16	ANOTHER LEVEL	ANOTHER LEVEL	NORTHWESTSIDE
17	THIS IS MY TRUTH TELL ME YOURS	MANIC STREET PREACHERS	EPIC
18	VERSION 2.0	GARBAGE	MUSHROOM
19	SAVAGE GARDEN	SAVAGE GARDEN	COLUMBIA
20	QUENCH	BEAUTIFUL SOUTH	GDI DISCS/MERCURY

THE YEAR SO FAR... TOP 20 COMPILATIONS

1	THE BEST CLUB ANTHEMS... EVER!	VARIOUS ARTISTS	VIRGIN/EMI
2	NOW THAT'S WHAT I CALL MUSIC 49	VARIOUS ARTISTS	EMI/POLYGRAM
3	CLUBBER'S GUIDE TO... NINETY NINE	VARIOUS ARTISTS	MINISTRY OF SOUND
4	HITS 99	VARIOUS ARTISTS	WARNER/GLOBAL/SONY
5	CHEF AD - THE SOUTH PARK ALBUM	VARIOUS ARTISTS	COLUMBIA
6	EUPHORIA	VARIOUS ARTISTS	TELSTAR TV
7	KISS SMOOTH GROOVES 39	VARIOUS ARTISTS	POLYGRAM TV
8	THE ANNUAL IV - JUDGE JAMES & BOY GEORGE	VARIOUS ARTISTS	MINISTRY OF SOUND
9	THE BOX R&B HITS ALBUM	VARIOUS ARTISTS	TELSTAR TV
10	STREET VIBES 2	VARIOUS ARTISTS	WARNER/GLOBAL/SONY
11	THE VERY BEST OF THE LOVE ALBUM	VARIOUS ARTISTS	EMI
12	MUSIC OF THE NIGHT	VARIOUS ARTISTS	POLYGRAM TV
13	WOMAN	VARIOUS ARTISTS	SONY TV/POLYGRAM TV
14	THE ALL TIME GREATEST LOVE SONGS - III	VARIOUS ARTISTS	COLUMBIA
15	MASSIVE BANGERS	VARIOUS ARTISTS	WARNER/POLYGRAM/GLOBAL
16	ESSENTIAL SELECTION 39 - TONGA/OKAMFOLD	VARIOUS ARTISTS	FFRR
17	HEARTBEAT - THE 60'S GOLD COLLECTION	VARIOUS ARTISTS	FFRR
18	LOVE SONGS	VARIOUS ARTISTS	POLYGRAM TV/WARNER
19	THE GREATEST HITS OF 1990	VARIOUS ARTISTS	TELSTAR TV
20	ESSENTIAL SELECTION 38 - TONGA/OKAMFOLD	VARIOUS ARTISTS	FFRR

CLASSICAL SPECIALIST

This	Last	Title	Artist	Label	(re)issue
1	1	VOICE OF AN ANGEL	Charlotte Church	Sony Classical SK 60067 (SM)	
2	2	THE BEST FUNK ALBUM...EVER!	Various	Virgin/EMI - APT0126 (E)	
3	4	SAINTE SAENS: CARNIVAL OF ANIMALS	Moisès	Naxos AudioBooks 85946C (S)	
4	3	WORDLES BLYSSE	McGeeville Beebes	Venture CDV 94 (E)	
5	6	FINZI/CURIE CONCERTO	Finns/Northern Sinfonia	Naxos 855266 (S)	
6	7	THE PURE VOICE OF...	Emna Kirby	Decca 495922 (E)	
7	8	THE 3 TENDERS IN PARIS	Carerras/Comings/Pavarotti/Lovine	Decca 495902 (E)	
8	5	BUTTER-BREAD	Kings College Choir/Clooney	EMI Classics CDC 55669 (E)	
9	NEW	BACH/MANDEPIANO CONCERTOS 3 & 4	LSO/AschNazarey/Pirvin	Penguin/Decca 495662 (E)	
10	9	ARIA - THE OPERA ALBUM	Andrea Bocelli	Philips 422322 (E)	
11	10	THE ORIGINAL FOUR SEASONS	Vanessa-Mae	EMI 498027 (E)	
12	16	RAJUTAA/ARIA/CANTUS ARCTICUS	Royal Scottish Nat Ofl/Lietu	Naxos 859412 (S)	
13	NEW	BRUCH: VIOLIN CONCERTO NO.1	Kyung Wha Chung	Penguin/Decca 492026 (E)	
14	NEW	MAHLER: DAS LIEB VON DER ERDE	New York Phil/Walter	Naxos BT 1023 (S)	
15	NEW	PUCCHINI: TRITTOLO	LSO/PHI Ofl/Fin Boye Choir	EMI Classics CDC 55662 (E)	
16	NEW	SIMPLY BAROQUE	M&K/Compans	Sony Classical SK 56300 (SM)	
17	18	FAURE: REQUIEM	Oxford Camerata/Summerly	Naxos 85970 (S)	
18	13	RECITAL DISC	Jacqueline Du Pre	HMV HMV571122 (E)	
19	20	RAVEL/PIANO CONCERTOS	Zinemas & Boulez	Deutsche Grammophon 442132 (E)	
20	19	PREISNER: REQUIEM FOR MY FRIEND	Kinga Varsovia/Kaspayk	Erato 329421462 (W)	

© CN

CLASSICAL CROSSOVER

This	Last	Title	Artist	Label	(re)issue
1	NEW	VIAGGIO ITALIANO	Andrea Bocelli/Moscow RSO	Philips 491822 (E)	
2	1	TITANIC (OST)	James Horner	Sony Classical SK 6243 (SM)	
3	2	MOST RELAXING CLASSICAL ALBUM...EVER!	Various	Virgin/EMI VTDCD 20 (E)	
4	3	REQUIEM - SPIRITUAL MUSIC TO UPLIFT...	Various	Decca 461332 (E)	
5	4	THE ONLY CLASSICAL ALBUM YOU'LL EVER NEED	Various	Centifer Classics 756055132 (BMG)	
6	5	BACK TO TITANIC	James Horner	Sony Classical SK 6091 (SM)	
7	8	MOST RELAXING CLASSICAL ALBUM...EVER!	Various	Virgin/EMI VTDCD 155 (E)	
8	6	LESLEY GARRATT	Lesley Garrett	BBC/BMG/Conifer 756055132 (BMG)	
9	7	BRAVEHEART (OST)	LSO/Horner	Decca 442022 (E)	
10	9	DESERT ISLAND DISCS	Various	Winnipeg 39625642 (W)	
11	12	SIMPLY THE BEST CLASSICAL ANTHEMS	Various	Silver Screen Sinfonico 4130 (E)	
12	13	A SOPRANO IN LOVE	Lesley Garrett	Philips 457122 (E)	
13	10	SHINE (OST)	David Hirschfelder	Philips 457122 (E)	
14	14	HILARY AND JACKIE	Original Soundtrack	Sony Classical SK0204 (SM)	
15	11	BLEU DANUBE WALTZ - ESSENTIAL STRAUSS	Various	Deutsche Grammophon 455732 (E)	
16	18	101 ROMANTIC CLASSICS	Various	Castle Music PRXC0 556 (P)	
17	NEW	ESSENTIAL OPERA	Various	Crimson CRMCD138 (EUK)	
18	NEW	THE GENIUS OF	Larry Adler	Decca 446822 (E)	
19	19	THE GOLDEN YEARS	Jose Carreras	Philips 462132 (E)	
20	17	MORE MUSIC FROM BRAVEHEART - OST	LSO/Horner	Decca 452822 (E)	

© CN

JAZZ & BLUES

This	Last	Title	Artist	Label	(re)issue
1	1	KIND OF BLUE	Miles Davis	Columbia CK 6405 (SM)	
2	2	THE BEST OF LATIN JAZZ	Various	Global Television RADCO 96 (BMG)	
3	NEW	VERY BEST OF JAZZ AFTER DARK	Various Artists	Global Television RADCO11 (BMG)	
4	NEW	LIVE IN EUROPE	Various Artists	Cape CAPD 102 (E)	
5	8	GREATEST HITS	Janis Joplin	Global Television RCD 32190 (SM)	
6	NEW	SKETCHES OF SPAIN	Miles Davis	Legacy C05142 (SM)	
7	NEW	ROY GALLAGHER	Roy Gallagher	Cape CAPD 101 (BMG)	
8	4	BLUE FOR YOU - THE VERY BEST OF	Nina Simone	Global Television RADCO 8 (BMG)	
9	5	THE BLACK BOX OF JAZZ	Various Artists	Castle Communication MBS02048 (BMG)	
10	5	NYORICAN SOUL	Nuyorican Soul	Telarc Lusc 534602 (E)	

© CN

ROCK

This	Last	Title	Artist	Label	(re)issue
1	1	AMERICANA	The Offspring	Columbia 491822 (SM)	
2	2	BLOND SUGAR SEX MAGIK	Red Hot Chili Peppers	Warner Bros 759509812 (W)	
3	4	GARRAGE	Garbage	Mushroom D 31451 (CM/P)	
4	3	DO YOU STOLE THE SUN FROM MY HEART?	Green Day	Reprise 835251952 (DM)	
5	5	SMASH	The Offspring	Epitaph E 84322 (P)	
6	6	NEVERMIND	Nirvana	Geffen GDC 2425 (BMG)	
7	19	APPETITE FOR DESTRUCTION	Guns N' Roses	Geffen GDC 2418 (BMG)	
8	NEW	IXRAY ON THE HOMBRE	The Offspring	Epitaph 6482 (P)	
9	7	GARAGE INC.	Metallica	Virgin 532512 (E)	
10	NEW	TEN	Pearl Jam	Epic 658949 (SM)	

© CN

XFM

This	Last	Title	Artist	Label	(re)issue
1	1	PRETTY FLY (FOR A WHITE GUY)	The Offspring	Columbia 668822 (S)	
2	2	TEQUILA	Terrorvision	EMI CDVE5416 (E)	
3	10	NATIONAL EXPRESS	The Divine Comedy	Selena SETCD068 (V)	
4	3	PRAISE YOU	Fatboy Slim	Skinz SKIN1420 (MM/P)	
5	NEW	SIX	Marcus	Parlophone CDRE5511 (E)	
6	5	WHEN I GROW UP	Garbage	Mushroom MUSH290 (MM/P)	
7	NEW	EVERY YOU EVERY ME	Placebo	Hut FLDOR02 (E)	
8	6	WALK LIKE A PANTHER	All Seeing I feat. Tony Christie	Mer 60351 (E)	
9	11	DELTA SUN BOTTLENECK STOMP	Marcus Rev	V2 VVR506131 (MM/P)	
10	12	WHEN I ARGUE I SEE SHAPES	Idowalt	Foxy F000C028 (E)	
11	4	TO EARTH WITH LOVE	Foxy Del	London LONCD13 (E)	
12	30	AEROPLANE SONG	Straw	WEA WEA1362 (E)	
13	8	BEAUTIFUL DAY	Three Colours Red	Creation CRESCD308 (MM/V)	
14	12	FLAME	Sebadoh	Delmar RUGRCD1 (V)	
15	18	555	Delaktoko	Go Beat G0BCDPR0141 (E)	

This	Last	Title	Artist	Label	(re)issue
16	NEW	TENDER	Blur	Foed 10F000117 (E)	
17	9	MALIBU	Hole	Geffen GED25194 (E)	
18	21	CRASH	One Tree Hill	Wall Of Sound WALL006 (E)	
19	29	NOBODIE SALTY BALLS	Profane Prophets	Columbia XPCTD106 (S)	
20	24	AS GOOD AS IT GETS	Gene	Polydor MUMCD983 (E)	
21	19	YOU STOLE THE SUN FROM MY HEART	Manic Street Preachers	Epic 659522 (E)	
22	NEW	CHARLIE BIG POTATO	Skunk Anansie	Virgin VSCD11725 (E)	
23	NEW	ONE WEEK	Benicard Ladies	Reprise W4020 (W)	
24	23	LADYSHAVE	4AD BABOON (E)		
25	NEW	JOINING YOU	Alanis Morissette	Maverick W42221 (E)	
26	NEW	BE THERE	UNKLE feat. Ian Brown	Mo Wax/Island N/A (E)	
27	17	LECKE	Etc Etc	RCA 076316712 (E)	
28	NEW	KOREAN ROCKING	Funkyston	Chrysalis 72K3491652 (E)	
29	26	JUST BODEN	Sun Funnies	V2 VVR506230 (MM/P)	
30	22	THE THEORY	Audioweb	Mother ECSD 72 (E)	

© CN/Music Research

INDEPENDENT SINGLES

This	Last	Title	Artist	Label	(re)issue
1	4	HEARTBEAT/TRAGEDY	Stups	Jive J55191 (E)	
2	NEW	TONITE	Supercat	Pepper 052026 (E)	
3	2	NATIONAL EXPRESS	The Divine Comedy	Selena SETCD 96 (V)	
4	1	GOOD LIE (BUENA VIDA)	Janet City	Plus Recordings PLUS 0022 (V)	
5	3	WHEN I GROW UP	Garbage	Mushroom MUSH 4325X (MM/P)	
6	5	PRAISE YOU	Fatboy Slim	Skinz SKINT 420 (MM/P)	
7	NEW	WE ARE LOVE	DJ Eric	Distinctive DISNCD 49 (P)	
8	6	THREE DRIVES	Grace2000	Hoof Choons HD0J 70CX (V)	
9	9	MADNESS THING	Leilani	ZTT ZTT 124201 (MM/P)	
10	NEW	MAKE UP YOUR MIND	Bless Jumpers	Pepper 052012 (E)	
11	8	BEAUTIFUL DAY	3 Colours Red	Creation CRESCD308 (MM/V)	
12	NEW	CENTERFOLD	Adam Austin	Merid P58CA 0107 (V)	
13	11	LOVE STIMULATION	Humate	Deviant DWT 22225 (V)	
14	12	BAD GIRLS LIKE	Juliet Roberts	Delirious DELCD11 (P)	
15	7	DELTA SUN BOTTLENECK STOMP	Marcus Rev	V2 VVR 506131 (MM/P)	
16	10	ONE WAY	Levellers	Chime WOKCD 2102 (P)	
17	NEW	DYING FACES	Liquid Child '99	Hot NEG12028 (ADD)	
18	14	FLAME	Sebadoh	Delmar RUG 8020 (V)	
19	13	UP TO THE WILDEST	Porn Kings Vs DJ Supreme	AAVL CDGLORE 110 (P)	
20	NEW	MISS PARKER	M.Organ	Zahnara ZUB 010 (V)	

All charts © CN

INDEPENDENT ALBUMS

This	Last	Title	Artist	Label	(re)issue
1	1	YOU'VE COME A LONG WAY, BABY	Father Slim	Skinz BRASSIC 11CD (MM/P)	
2	3	STEP ONE	Saps	Jive 051912 (E)	
3	2	VERSION 2.0	Garbage	Mushroom MUSH 28CD (MM/P)	
4	5	FIN DE SIECLE	The Divine Comedy	Selena SETCD 057 (V)	
5	9	THE COMPLETE	The Stone Roses	Silverstone ORECD 53 (P)	
6	4	DESETER'S SONGS	Marcus Rev	V2 VVR 105792 (MM/P)	
7	7	GREATEST HITS	2Pac	Jive 952962 (P)	
8	12	GARRAGE	Garbage	Mushroom D 31450 (MM/P)	
9	8	BIG CALM	Morcheba	Indochine ZEN 0130 (CM)	
10	6	PSYENCE FICTION	UNKLE	Mo Wax NW 28520 (E)	
11	10	MELTING POT	The Charlatans	Begins Begones BR0CD 19 (V)	
12	15	SCREAMADELICA	Painal Secret	Creation CRECD 076 (MM/P)	
13	10	WORLD GETS AROUND	Stereophonics	V2 VVR 100348 (MM/P)	
14	20	WHO CAN YOU TRUST?	Morcheba	Indochine ZEN 0020 (P)	
15	10	THE MASTERPLAN	V2 Ovis	Creation CRECD 241 (MM/P)	
16	NEW	WORMHOLE	Ed Rush & Optical	Virus VRS 0120 (E)	
17	18	SMASH	The Offspring	Epitaph E 84322 (P)	
18	11	THE BOY WITH THE ARAB STRAP	Belle & Sebastian	Jeeper JPBCD 03 (MM/P)	
19	NEW	DEBUT	Björk	One Little Indian TLP 3130 (E)	
20	NEW	3FT HIGH AND RISING	De La Soul	Tonmy Bay TDCB180 (P)	

© CN

SPECIALIST

13 FEBRUARY 1999

DANCE REPORT

by ALAN JONES



Thea Austin provided lead vocals for Snap!'s 1992 monster Rhythm Is A Dancer, which topped both the dance chart and the main C/N chart. This returns with her biggest hit since that time this week, fronting Can't Get Enough, the debut smash from Soulsaatchi, which tops the dance singles chart this week, while making a number eight debut on the main C/N chart. Can't Get Enough outsold the number two dance single - Mirrorball's Get Up - by over 67% last week, and is the introductory single to the Defected album, set up by former AM-PM executives Simon Gawn and Janet Bell.

Completing a tightly packed top five, DJ Eric's We Are Love debuts at number three, stealing a march on **The Family's** Love My Brother, Love My Sister which uses the same samples and debuts some 28 places lower with only 11% of the sales of its rival; Italian duo Supercar - also a policeman by day - debut at number four with Tonite; and **Armand Van Helden** feat. **Duane Harden's** You Don't Know Me slips 1-5 and, although holding up well in chart spots, is now being outsold in specialist shops by the upcoming single Flower, which is selling very well with just at around £7.99 a time, despite being imported as one-sided disc.

Her record company may suggest otherwise, but there is no doubt that Whitney Houston's album **My Love Is Your Love** has sold very disappointingly since it was released three months ago. Having reached no higher than number 27 on the main chart, it has sold just 93,000 copies to date - small beer for an artist who can and has had sold more than 2m copies of her most successful album here, **My Love Is Your Love** is still in the doldrums on the main

chart - it advances 60-56 this week, though with a decrease in sales - but it is OK on the dance album chart, narrowly beating off the challenge of **The Misadoption Of Lauryn Hill**. The reason why **My Love Is Your Love** is resurgent in the specialist sector is the forthcoming single **It's Not Right But It's OK**, which has already hit the clubs in force by **Johnny Vicious** and **Thunderpuss** 2000 on import, with new mixes by **Club 69** being added for domestic consumption.

DANCE FACTFILE

Joice Sims returned to the chart herself recently with **Todd Terry**, and, for the second time in three weeks one of her old hits from the heyday of hip/hop/electro has charted in a remake. **Beato's** version of **Compton Into My Life** only reached number 32 in the dance singles chart, so by comparison **187 Lockdown's** remake of **All'N'All** - in at number eight and featuring vocals by **D'Empress** - is a success. But it's another disappointment for the speed garage stars, especially as it falls short of the top 40 on the main C/N chart, where it debuts this week at number 43. It's only 10 months since **187 Lockdown** topped the dance

chart and reached number nine on the main C/N chart with **Kung Fu**. They did less well with **Gunman and The Don**, and earn their lowest placing yet with **All'N'All**.

Finally, **Paul Van Dyk's** **For An Angel** was named as **turn-of-the-year** in many of the specialist dance magazines last year, and refuses to die. **Van Dyk's** involvement in **Humate's** **Love Stimulation** hit has been furthered **For An Angel**, which leaps 31-13 this week, on its 18th appearance in the chart, though it topped the dance chart, it reached only number 29 on the main C/N chart, although it has sold over 40,000 on UK release, and several thousand more on import.

R&B SINGLES

This	Last	Title	Artist	Label/Cat. No. (Distributor)
1	1	BOY YOU KNOW ME OUT	Tatiana Ai feat. Will Smith	MAJ/Epic 866675 (SM)
2	2	ENJOY YOURSELF	A+	Universal/UM 5622 (BMG)
3	2	WESTSIDE	TQ	Epic 866810 (SM)
4	1	THESE ARE THE TIMES	Dru Hill	Island Black Music/CDS 733 (FJ)
5	3	GIMME SOME MORE	Busta Rhymes	Electra E3903 (SFR)
6	1	I WANT YOU FOR MYSELF	Another Level/Shortcuts Killah	Northwestside 74216 (BMG)
7	5	GET ON THE BUS	East West/Mercury/HRCO 2 (F)	1st Avenue/West 5780 (VJ)
8	6	GET ON THE BUS	Destiny's Child/Timbaland	East West 5780 (VJ)
9	7	MIAMI	Wish I Could	Columbia 866792 (SM)
10	8	TOUCH IT	Manfiah	Universal/UM 56218 (BMG)
11	10	PARTY LICK-A-BLE'S	Bootsy Collins	WEA/WEA 2000 (V)
12	10	HARD KNOCK LIFE (GHETTO ANTHEM)	Jay Z	Northwestside 74216 (BMG)
13	11	A LITTLE COMMUNICATION	McAlmont	Hu/Wirgin/HUT310 (E)
14	9	TAKE ME THERE	Brandy&Mya feat. Mase & Boney Black	Interscope/IMP 9500 (BMG)
15	12	HOW DEEP IS YOUR LOVE	Dru Hill	Island Black Music 1283 (FJ)
16	13	HAVE YOU EVER?	All Saints	Atlantic AT 05582 (V)
17	14	WAR OF NERVES	Brandy & Monica	Atlantic UN 10081 (V)
18	15	THE BOY IS MINE	Another Level	Northwestside 74216 (BMG)
19	16	GUESS I WAS A FOOL	Pras Michel feat. ODB & Mya	Interscope/IMP 9503 (BMG)
20	17	GHETTO SUPASTAR...	Deshae Eves/Dave21 Soldiers	Bohrer/Hovav/IMP 9518 (BMG)
21	11	THE LOVERS	Ludovic McNeal	Virgin/COW114 D 100
22	20	THE GREATEST LOVE...	MC Lyte feat. Lisa Thompson	East West E2087 (V)
23	18	IT'S ALL YOURS	Aaliyah	Atlantic AT 0300 (V)
24	17	ARE YOU THAT SOMEBODY?	Kate La Rue	1st Avenue/Wild Card/Pop 58212 (F)
25	19	LITTLE BIT OF LOVIN'	Pras	Ruffhouse 8668215 (SM)
26	15	BLUE ANGELS	Pull Daddy feat. Jermy Page	Epic 866294 (SM)
27	21	COME WITH ME	M People	M People/5MG 7432127 (B&MG)
28	16	TESTIFY	Brandy feat. Mase	Atlantic AT 0620 (V)
29	31	TOP OF THE WORLD	Queen/Wyche Jazz/Pras Michel/Free	Dreamtracks/IMP 2284 (B&MG)
30	29	ANOTHER ONE BITES THE DUST		

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

DANCE SINGLES

This	Last	Title	Artist	Label/Cat. No. (Distributor)
1	1	CAN'T GET ENOUGH	Soulsaatchi	Defected/DEFECT 1 (MAN/5MG)
2	2	GIVEN UP	Microlab	Multiple/TIMLTY 48 (V)
3	3	WE ARE LOVE	DJ Eric	Distinctive DISNT 48 (P)
4	4	TONITE	Supercar	Pepper 053020 (P)
5	1	YOU DON'T KNOW ME	Armand Van Helden feat. Duane Harden	frn FX 351 (F)
6	5	KILLA BEES	Universal/Specs	Renegade/Hartwara RHO18 (SFR)
7	6	ENJOY YOURSELF	A+	Universal/UM 5622 (BMG)
8	11	ALL 'N' ALL	187 Lockdown feat. D'Empress	East West/EV 1947 (V)
9	6	GOOD RHYMES	Du Click	frn FX 351 (F)
10	3	THREE DRIVES	Greece 2000	Hooj Chums/HOOJ 70X (V)
11	9	OUT OF THE BLUE	System F	Tsunami TSU 6026 (Import)
12	12	MAKE UP YOUR MIND	Bass-Jumpers	Pepper 05301 (V)
13	10	GET AN ANGEL	Paul Van Dyk	Defected/DEF 22 (B&MG)
14	2	GOOD LIFE (BIENA VIDA)	Inner City	PIAS Records/PIASX 0027 (V)
15	10	DISPOSABLE DISCO DUBS	Usidy/Trax	Usidy/Trax/UTD7005 (AOD)
16	7	CASSIUS 1999	Cassius	Virgin DINST 17 (E)
17	27	PARTY LICK-A-BLE'S	Bootsy Collins	WEA WEA 200 (V)
18	22	SONIX	Aquasky	Moving Shadow SHADOW 121 (SFR)
19	4	LOVE STIMULATION	Humate	Distinctive DINT 22X (V)
20	20	ESCAPE THAT	4 Hero	Tellin/Loud TLLX 38 (F)

© N.

DANCE ALBUMS

This	Last	Title	Artist	Label/Cat. No. (Distributor)
1	1	MY LOVE IS YOUR LOVE	Whitney Houston	Arista - 6282219374 (B&MG)
2	10	THE MISADVENTURE OF LAURYN HILL	Lauryn Hill	Columbia 498343/498344 (SM)
3	10	OLD SCHOOL VS NEW SCHOOL 2	Various	Jive 42829 (P)
4	3	YOU'VE COME A LONG WAY BABY	Fabrizio Storti	Sixt/BRASSIC 11LP/BRASSIC 11 (B&MG)
5	2	THE BOLL	Foxy Brown	Def Jam 55823 (B&MG)
6	1	KISS SMOOTH GROOVES 99	Various Artists	PolyGram/UM VJ6544 (V)
7	4	CLUBBER'S GUIDE TO... NINETY NINE	Various	Ministry Of Sound/V-MOSMIX (SM/5MG)
8	10	PROGRESSION SESSIONS	Various	Good Looking GLRPS 003 (V)
9	5	EUPHORIA	Various	Telstar TV - TTV/MV 3007 (V)
10	10	IT'S A BEAUTIFUL THING	Kath Murray	Jive 625232 (P)

© N.

VIDEO

This	Last	Artist/Title	Label/Cat. No.
1	1	THE WEDDING SINGER	UIC 95131
2	1	PRETTY WOMAN	Touchstone 101022
3	1	ONLY Fools & Horses - Rodney Come Home	BBC 895/077
4	9	ERRY MAcQUEEN	Columbia TriStar CD 72833
5	2	LORNAINE KELLY - FIGURE IT OUT WITH	PolyGram Video 62210
6	1	GOOD WILL BURNING	Miramax 021621
7	15	FROM DUSK TILL DAWN	Hollywood Pictures 021703
8	1	TITANIC	Fox Video 9495
9	4	SOUTH PARK - CARTMAY'S MOM IS A DITTY...	Warner Video Inc. 23845783
10	10	STEPS: The Video	Jive 619175
11	16	FACE/OFF	Touchstone 101025
12	12	FACE	CIC Video 19143
13	13	GEORGE OF THE JUNGLE	Buena Vista 041028
14	7	AD BOTS	Columbia TriStar CD 72945
15	7	ALEN - RESURRECTION	Fox Video 9232

© N.

MUSIC VIDEO

This	Last	TV/Video	Label/Cat. No.
1	1	STEPS: The Video	Zoo 1519175
2	2	ORIGINAL CAST Recording Cats	PolyGram Video 42829
3	3	GEORGE MICHAEL/Lea Michele - South Park	20th Century Fox 021703
4	4	MADOLEN RESURRECTION	Warner Video 23845783
5	5	THE CORRIEN & In Boylston Hall	Warner Video 23845783
6	6	FRAN AFRANZO/Michael Ruffalo feat. Phyllis	VLS 6232
7	6	WUOLFE/Artemus/John Mellencamp	Indigo Star 5782
8	7	BOUYON/Lea Michele - When We're Old	VLS 623633
9	10	BRUCE WILLIAMS - In the Park	20th Century Fox 021703
10	10	OSCAR COLAU/Scott Tenorman Live	Universal 021703
11	11	OSCAR COLAU/Scott Tenorman Live	Universal 021703
12	12	GUFF RICHARDS/Melanie C	Video Collection 10147
13	13	LEA MICHELE/Lea Michele - South Park	20th Century Fox 021703
14	14	MICHAEL RUFFALO/Michael Ruffalo feat. Phyllis	VLS 6232
15	16	SPICE GIRLS Live at Wembley Stadium	Virgin 102734

© N.

NEW MEDIA CONTINUED FROM



URL: nme.com
 Company: NME
 Developer: in-house
 Tel: 0171-261 5711
 E-mail: dionne_georgiou@ipc.co.uk
Special features: latest news and gossip from the alternative music world; content corresponds to NME magazine

Site Features				
Live chat room	Audio	Trans-actional	Search Engine	Video Clips
	✓	✓	✓	✓



URL: capitalfm.com
 Company: Capital Radio
 Developer: in-house
 Tel: 0171-766 6055
 E-mail: info@capitalfm.com
Special features: packed site with traffic updates, news links, shop, competition zone and live broadcast

Site Features				
Live chat room	Audio	Trans-actional	Search Engine	Video Clips
✓	✓	✓	✓	✓



URL: bbc.co.uk/radio1
 Company: Radio 1
 Developer: in-house
 Tel: 0171-580 4468
 E-mail: radio1.webteam@bbc.co.uk
Special features: Radio One DJ profiles; sound archive of interviews and shows

Site Features				
Live chat room	Audio	Trans-actional	Search Engine	Video Clips
✓	✓	✓	✓	✓



URL: Thebox.co.uk
 Company: The Box
 Developer: Telstar Digital Marketing
 Tel: 0182-488 5020
 E-mail: chris.pressley@telstar.co.uk
Special features: featuring all the latest from the TV channel including videos, music and news

Site Features				
Live chat room	Audio	Trans-actional	Search Engine	Video Clips
✓	✓	✓	✓	✓

be e-single minded

Pop group Cloppetra (pictured) turned to a new format to promote their latest single, A Touch Of The Microflier or e-single, launched earlier this year by Manchester-based MPM Media UK, packs on to a normal 3.5-inch diskette an entire multimedia presentation of a new band/single/album, including short interviews with the act, photos, blogs, web links, games and other interactive features. This is made possible by specially-developed software which compresses the 5-10Mb of graphics, video, sound, animations and text about the band or product into one file, no more than 1.44Mb in size.



"It is a unique and very cost-effective tool for marketing new bands, singles or albums," says MPM managing director, Declan Congrove. The floppy disc format is cheaper to manufacture than a CD and can be mailed or cover-mounted on magazines. The main advantage, however, is that the file is small enough to be e-mailed globally to thousands of people for a fraction of the cost of a traditional mailshot. The Microflier can also be placed on a website for internet users to download. GG

Continued from page 10
 vital to ensure loyalty to a label's website. As a result, more labels and acts are hosting special internet events to attract visitors as well as create headlines. During two days in November last year, for example, nearly 11,000 fans logged on to watch a live news conference held by Portishead, involving journalists from all over the world.

"Record companies have to realise this is a great way of painlessly keeping in touch with an artist's fanbase," says Tony Martin, managing director of Manchester-based web production company Music On-line, which set up the Portishead webcast conference and also hosts sites for Sony Music (sonymusic.co.uk) and Mute (mute.co.uk).

Another way of using the web to develop interest in artists is by building up extensive databases of fans' e-mail addresses through competitions and surveys. They can then be sent regular, targeted e-mail updates on concerts, new releases and other up-to-date information. At the start of January, Sarah Thompson, sales director at DC Creative, which designs and hosts the Polydor site (polydor.co.uk) and most of its artist websites, mailed an e-shot out to 700 Audioweb fans with details of a competition to win tickets for the band's Fri Tricky appearance later that week. Within a day she received 200 replies.

"The response time was remarkable," she says. "It proved far less time-consuming than organising a conventional competition."

Meanwhile, labels can choose between two ways of making their product available to buy over the web. They can either organise their own in-house shop or integrate their catalogue database with an

internet specialist music retailer or high street retailer. Thus UK-based Interactive Music & Video (imvs.com), handles fulfilment for a number of websites including Sony, Island and Music Week's website dotmusic. In all of these initiatives, it adopts a low profile allowing record labels to brand the shop with their logos and take charge of overall look and feel.

"We always work through what the client's main objectives are before building a website," says Stephanie Petersen, general manager of iXL (UK). "With HMV, it is important that the site downloads quickly and that users are able to purchase online conveniently."

As yet, hmvc.co.uk does not feature any audio listening facilities and is limited to 500 titles.

But according to research carried out by dotmusic, net users will buy more music if they can hear it first. The survey, the first of its kind in the UK, revealed that 46% of dotmusic's visitors already buy online, and of those, 86% are more likely to buy a CD if they can hear an audio clip of the track first.

"People want to try before they buy," says Chris Dice, dotmusic commercial manager. "If potential purchasers can read the review and then listen to the sound clip, they feel like they're making an informed decision."

Meanwhile, Tower Records (towerrecords.co.uk), which is finally expected to launch its UK-based European site this month, has opted to build the front

"Record companies have to realise this is a great way of painlessly keeping in touch with an artist's fanbase"
 — Tony Martin, Music On-line

amx

DVD Authoring
Enhanced-CD
Web Sites
Online Sales
Webcasting
Web Shopping

Pioneers in new media design and production for the music industry since 1994

The UK's foremost interactive communications company has now moved to Soho

amx

AMXstudios

7 Soho Square London W1V 6DD
 T 0171 613 5300 F 0171 613 5333
 or telephone Ian Shurmer directly on 0171 878 2816
 ian@amxstudios.com

www.amxstudios.com



URL: towerrecords.co.uk
 Company: Tower Records
 Developer: in-house/Global Fulfillment
 Tel: 0181-746 1199
 E-mail: jdevlin@globalfulfillment.com
Special features: new European online High Street retailer in five languages

Site Features				
Live chat room	Audio	Trans-actional	Search Engine	Video Clips
✓	✓	✓	✓	✓



URL: hmvc.co.uk
 Company: HMV
 Developer: IXL
 Tel: 0171-532 4305
 E-mail: spetersen@ixl.com
Special features: online High Street retailer

Site Features				
Live chat room	Audio	Trans-actional	Search Engine	Video Clips
✓	✓	✓	✓	✓



URL: mtv.co.uk
 Company: MTV Europe
 Developer: Noho Digital
 Tel: 0171-299 3434
 E-mail: info@noho.co.uk
 Special features: highly graphical, representing all the latest from MTV channel

Site Features				
Live chat	Audio	Trans- actional	Search Engine	Video Clips
✓	✓	✓	✓	✓



URL: cloud.com
 Company: Aloud
 Developer: Emag online
 Tel: 0171-309 2713
 E-mail: thirza.stalnorth@emagonline.com
 Special features: concert ticket purchasing site plus latest news

Site Features				
Live chat	Audio	Trans- actional	Search Engine	Video Clips
✓	✓	✓	✓	✗

end graphics and site architecture in-house while using Global Fulfillment to handle back-end operations such as product searches, orders and shipment of products.

On numerous album titles, the site invites the customer to listen before purchasing.

Tower's site utilises Real Audio, which has become the standard web software for listening to music or speech. According to developer Progressive Networks, more than 85% of all web pages now incorporate streaming media using Real Audio, Real Video and Real Flash.

"There are other technologies available, some with arguably better performance, but we see Real Player as the VHS of the internet," says Chris Pressley, general manager at Telex Digital Marketing, which designs and constructs sites for Universal (frequency.co.uk) and The Box (the

box.co.uk). Advances in technology will see the increasing availability of near-CD quality over the internet with Liquid Audio and MP3 opening the door to digital distribution to the customer's PC.

Broadcast sites such as capitalfm.com and virginradio.com employ Real Audio to allow the user to listen live to the radio while browsing. At bbc.co.uk/radio1, visitors can listen to past radio interviews from the archive, while other sites such as music.365.co.uk, nme.com, aloud.com and Music Week's sister site dotmusic.com offer more comprehensive services which include up-to-date general news links as well as music news and clips of the latest releases and chart entries. Such sites need to be continuously updated and maintained and usually require a dedicated in-house team.

Virgin Records relies on consultants for

last month saw digital music distribution in Britain move one step closer to reality with the launch of Mars. This online business-to-business service aims to enable broadcasters, ad agencies and production houses to search and license library and production music for use in film and TV soundtracks without needing a DAT or CD.

The availability of digital music online is a billion-dollar battleground between record labels, recording artists, competing formats and delivery systems. There is a lot at stake for players and consumers alike. Universal, Sony, EMI, Warner and BMG, the big five which command 80% of the world's \$36bn (£2.66bn) music market, are so anxious not to be left behind that in November 1998 they agreed to join IBM's Madison Project, which aims to develop a secure digital distribution channel by autumn 1999. And in December they announced their intention to create a standard for selling digitally downloadable music to the consumer within the same timescale, to be known as the Secure Digital Music Initiative (SDMI).

Meanwhile, British-based Multimedia Archive and Retrieval Systems (Mars), a 1997 British Interactive Media Award nominee backed by venture capital group 3i, has created and built a digital music delivery system for the nine leading music libraries: KPM (owned by EMI Music Publishing), JW Media Music, Extreme Music, Zomba Production Music (which includes Chappell, Bruton and First Com), BMG's Atmosphere, The Ded Good Music Library, Ambush Music, Iota Music Publishers and Non Stop Music Library. Each has con-

tributed varying proportions of its catalogue to amass 60,000 tracks that have been stored and digitised ready for use, saving customers the task of categorising and storing CDs in their own offices.

The tracks on Mars' database are searchable by more than 2,000 criteria. Research can be done in the office, on location or on a laptop and the results can be saved in a project directory. Once the desired music is retrieved, an MCPS licence application form is filled in online by the producer, and can then be e-mailed directly to MCPS, which will charge the user in the normal way. Mars customers pay a monthly subscription fee and a usage fee per minute.

Peter Cox, KPM's director, is relieved such a retrieval system exists. "With Mars, we hope to spend less time dealing with customers' queries and more time meeting them and thinking up new ideas," he says.

Mars will be continually updating its catalogue with every library, ensuring customers have access to the latest sounds. Libraries will be able to send new tracks straight from the studio into Mars' online databases through ISDN lines. In theory, there will be no need to have CDs, as everything will be accessible from the net.

"It is a digital revolution," says Andy Hill (pictured), managing director of Mars. "Though it is early days, we are talking to various trading bodies about how this technology can be brought to a wider market. It can easily be adapted for record company use, and that will enable labels to sell and distribute their music digitally straight to the customer." GG



ESSENTIAL MIX

MP3, WIPO, encryption, piracy, e-commerce, databases, ISPs, data protection, parallel imports and new economic models

Our lawyers are specialists in both the music business and the new technologies. They understand the issues in today's world of music.

Delivering solutions for our clients, we provide the legal interface for the media and on-line industries.

Bird & Bird have the skills to suit your needs.

For more information please contact:

Mark Haftke at our London office on 0171 415 6000, or email: mark.haftke@twobirds.com or visit our website: www.twobirds.com

BIRD & BIRD

London
 90 Fetter Lane
 London
 EC4A 1JP
 Telephone
 +44-171 415 6000

EC Office
 15 rue de la Loi
 1040 Brussels
 Belgium
 Telephone
 +322-282 6000

Hong Kong
 20/F Printing House
 18 Ice House Street
 Central, Hong Kong
 Telephone
 +852-2530 0960



URL: cdly.com
 Company: CDIY
 Developer: Perfect World Programs
 Tel: 0171-721 8727
 E-mail: densie@perfect-world.co.uk
 Special features: Visitors can compile CD of latest unsigned bands plus view gig listings

Site Features				
Live chat room	Audio	Trans-acti-onal	Search Engine	Video Clips
X	✓	✓	✓	X



URL: invs.com
 Company: Internet Music and Video Store
 Developer: In-house
 Tel: 01235-862 323
 E-mail: jo@invs.com
 Special features: virtual music and video shop

Site Features				
Live chat room	Audio	Trans-acti-onal	Search Engine	Video Clips
X	X	✓	✓	X



URL: barclaysquare.co.uk
 Company: NME/Barclays bank
 Developer: Telstar Digital Marketing
 Tel: 0181-488 5000
 E-mail: chris.pressley@telstar.co.uk
 Special features: NME-branded e-commerce site

Site Features				
Live chat room	Audio	Trans-acti-onal	Search Engine	Video Clips
X	X	✓	✓	X



URL: peps!co.uk
 Company: Peps! Studios
 Developer: AMX Studios
 Tel: 0171-613 5300
 E-mail: lan@amxstudios.com
 Special features: Peps!-branded music portal, first of its kind in the UK

Site Features				
Live chat room	Audio	Trans-acti-onal	Search Engine	Video Clips
✓	✓	X	✓	X

▶ about half of its internet strategy projects and maintains a dedicated in-house team to handle the rest. Its current staff of five maintains and updates the vng.co.uk site that slots its artists into three distinct hubs: sites: The Raft, C3, and Eden. The team is closely supported by State 51, an internet consultant, which has worked on Virgin's online presence since its inception in 1995. Other agencies are brought in to handle one-off projects when the team is stretched.

This works well for Danny Van Emden, creative and multimedia director at Virgin Records. "It would be dangerous to outsource everything we did," she says. "It is important to have emden on the company who is on top of all the new media developments." Van Emden says the site will become transactional later this year.

Simply having a presence on the web is not sufficient anymore. Fans expect sites to be up-to-date and increasingly want to buy product online. There is no opt-out. Music companies that do not get online soon will be left well behind by the new electronic commerce culture. ■

a2b finds its way into europe

AT&T's internet marketing and technology company, a2b Music, chose Midem to unveil its first European downloadable single release, writes Adam Woods.

In the Morning, a sample track from Domino, the forthcoming Squeeze (pictured) album, will be available from www.a2bmusic.com and the official band site, www.squeezeza.com, as well as through HMV's website (hmv.co.uk), where potential CD purchasers can also download a £1 discount voucher.

The move marks not only a2b Music's inaugural European activity, but also the first union of a UK High Street retail chain and a digital distribution system.

Since its launch in November 1997, a2b has provided a platform for US promotions for more than a dozen artists, including Aerosmith, Garbage, Willie Nelson and Counting Crows, all with retail tie-ins. The Squeeze promotion coincides with



the launch of version 2.0 of the a2b music player. This employs AT&T's MPEG-AAC compression technology, which it claims delivers an audio performance that is both superior and more flexible than the more prevalent MP3 format.

Tracks can be downloaded for use within a set time limit, ranging from one hour to 30 days. During this time they can be licensed by the consumer for a fee, or perhaps offered by the content owner free of charge with the purchase of the full album or gig tickets.

One strength of the concept is that it draws on the enthusiasm of fans on the web. For instance, after a2b Music and Tower Records announced a promotion on Tori Amos' last album at an industry conference, it took just a matter of hours for the news to make its way on to many of the artist's fan-operated websites.

Once the customer has picked up on the promotion itself and downloaded the taster,

the communication can easily be manipulated to lead into a sale.

In contrast, MP3 allows downloaders to take the property and give it to their friends while imposing few rules governing the conditions of purchase.

a2b Music chief technical officer Howie Singer accepts that, if the Liquid Audio-backed Genuine Music Coalition announced at Midem (see last week's Music Week) succeeds in establishing its stamp of authenticity for MP3, the commercial properties of the controversial format will need to be reassessed.

But ultimately, Singer believes the development of a generally accepted system will benefit everyone.

"There can be no doubt that digital distribution will account for a significant portion of the music business in the next few years. How big that portion will be is impossible to say. It is going to be an important channel, but not the dominant channel," he says.



music-on-line

the future of music

web design

Intuitive web pages and fast download times. Our own interactive chat rooms, mailing services, and demographic tracking technologies. Plus much more.

on-line stores

Start selling online. Our online store is fully scalable to your needs. We even include a stock control system if you need one.

internet strategy

No-one can match our levels of experience in integrating your off-line media campaign with complementary online activities.

domain registration

Don't let others capitalise on your investment in an artist. Make sure you register your artist's name as a web address. You'll miss out on big revenues if you don't!

clients include

**Sony Music - Portishead - Mute Records
 React Music - B*Witched - Polydor - Finley Quaye - Ultra**

...not just the best web design agency for the music industry, but an insurance policy against future obsolescence

www.music-on-line.com / mailbox@music-on-line.com / telephone 0161 228 3217



SINGLE of the week

BLUR: Tender (Fond CF00FDL17). Blur's continued reinvention of themselves is a breath of fresh air in the stale British rock arena. The folk/country song Tender is a beautiful hymn of consolation aided by the London Community Gospel Choir singing "Come On", the phrase Richard Ashcroft originally adopted to equal Liam Gallagher's "Mad For It". William Orbit does

wonders making the drums - actually planks of wood being hit by Dave Rowntree and Graham Coxon - keep the idea rolling, although also sounding like Lennon's Give Peace A Chance. With widespread media interest and radio support guaranteed, it's probably as well this track's release date has been brought forward to challenge a Japanese imports worry - thus preventing it from suffering the exposure problem that affected Robbie Williams' Millennium.

SINGLE reviews

KULA SHAKER: Mystical Machine Gun (Columbia KUL422). This first single from the album Peasants Pigs And Astronauts finds the band in retro form. It's a spacy, sleazy prog-rock workout with amusing lyrics declaring the end of the world is nigh. However, releasing it up against Radio 1's new girls.

THE CARDIGANS: Erase/Rewind (Stockholm/Polydor CARD3). With the band's previous Garage-esque single, My Favourite Game, still in the UK airplay chart top 20 after 18 weeks, Erase/Rewind is a sensible choice. Its gentle chorus delivery further exposes their diverse songwriting skills. With an engaging video and a B-listing on Radio One, it might be their highest chart success since Lovefool.

VAN MORRISON: Precious Time (Pointblank/Virgin PB0014). The first fruits of his new contract with Virgin finds Morrison back to his rhythm 'n' blues roots with this vintage-sounding performance. Previewing his Back On Top album, Precious Time stands as his most upbeat and accessible single in many a campaign, with Morrison at his soulful best.

STONE ROSES: Fool's Gold (Remixes) (Live Electro 0523092). Surprisingly enough, these remixes of the 1989 Manchester classic update the track respectably. Drum & bass don't Grooverider up the tempo and adds squelchy bass effects, while the US's Rabbit In The Moon add ambient touches to slightly less effect.

SHERYL CROW: Anything But Down (A&M/Polydor 582827). Crow generates a pleasant enough rocky ambience around the inevitable persistent hook, but there's no escaping this is another record which doesn't muster the classic feel of her past hits. However, placements on Radio One's B-list and Capital's A-list should help its chances.

JAY-Z FEAT. AMI & JA RULE: Can I Get A... (Def Jam CAND14). Following in the footsteps of How Deep Is Your Love by Dru Hill feat. Redman, this is the second single to be taken from the Rush Hour soundtrack. Completely different from Hard Knock Life, its maniacal bassline will keep rap fans happy but it's unlikely to cross over significantly. Radio has yet to come on board.



REBECCA RAE & CHRISTIAN FEAT. VEBE! All I Ask (Grand Central GC120). This second single from Rae & Christian's excellent Northern Sulphuric Soul album again features Vebe, whose smooth vocals provide the perfect complement to the act's lush, atmospheric beats. A UK top four month should spread the message further.

SYSTEM F: Out Of The Blue (ffrr ESCD1). Licensed from the Belgian Tsunami label, this anthemic Euro house track attracted extensive plays from white label DJs such as Pete Tong and Judge Jules. One of the hottest club tracks over New Year, it now looks set for chart success.

CHER: Strong Enough (WEA WEA201CD). WEA faces a tough challenge following Believe, now the biggest-selling single of all time in the UK by a female solo artist. Wasey, it opts for more of the same with another upbeat Euro-dance cut from the album, though this lacks the vocoder vocal effect that made Believe stand out.

ELTON JOHN AND LEAN RIMES: It's Written In The Stars (Rocket/Mercury/Curb EISC045). Elton John is the undisputed king of the collaboration, scoring hits with everyone from a former Beatle (John Lennon) to a direct rival (Paul McCartney).

DJ SAKIN & FRIENDS: Protect Your Mind (For The Love Of A Princess) (Positiva CD10V107). Judging by the upcoming Orbital single, baggies may be this year's club craze. This German trance tune could be said to have started the trend, with its rousing rendition of the theme from Braveheart. The addition of cheesy vocals has helped deliver a Radio One B-listing.

CLEOPATRA: A Touch Of Love (WEA 199CD). Eschewing the contagious energy of the first three singles, all Top Five hits, this ballad is neatly fitted to coincide with the start of the girls' seven-part CITV series and comes with numerous other promotional appearances in support.

E-17: Betcha Can't Wait (Telstar STAS3031). With this single, E-17 and Telstar will be looking for a sales revival for the Resurrection album, which stalled at number 43 in November. The pop sensibilities and radio-friendly attitude of

SHAWN MULLINS: Lullaby (Columbia 66695S). Interestingly spiky acoustic verses give way to big rock chorus in this US hit that's bound to succeed over here. Mullins counts Bob Dylan and Hank Williams as influences, but more like John Mellencamp, Lou Reed and the Eels. It has Capital A1/A2 rotation and a place on the Radio Two's B-list. In addition to a split with Sinéad O'Connor's record of the week on Radio One.



WHITNEY HOUSTON: It's Not Right But It's OK (Arista 74321 652 402). This strong track is taken from the slow-burning album My Love, which has deservedly catapulted onto the Radio One A list. Already blowing up in R&B clubs, this will head straight into the mainstream.

previous single Each Time are still in evidence, which bodes well for success.

STEREOPHONICS: Just Looking (V2 VVR5005303 LC 1801). This is a slow-burning taster for the Performance And Cocktails album than the Top Five hit

Bartender And The Thief that kicked off the British rock revival, but has similar potential, particularly after the band's NME Premier Awards success.

FOUNTAINS OF WAYNE: Denise (Atlantic AT0053CD). For the act's first single since I Want An Alien For Christmas in December 1997, Denise is textbook FOW - upbeat, fresh guitar rock with a summery vibe and catchy melodies. Xfm has A-listed it but, national radio has been unresponsive.

VENGABOYS: We Like To Party (The Vengaboy) (Positiva CD11V108). Basically a carbon copy of their debut number four hit Up and Down with added vocals to save confusion, We Like To Party is currently the sixth most requested video on the Box and picking up attention in Europe. Love it or hate it, a second Top 10 hit looks likely for this Dutch quartet.

ALBUM reviews

WHITNEY FORD Sings The Blues (Tommy Boy TBCD1238). Since Everlast surfaced a serious heart attack during the recording of this album, it's no surprise that Whitney Ford, in a contemplative package that she eschews the frantic moping of his previous outfit, House Of Pain. Thoughtful raps are backed up with Neil Young-ish guitars and lazy beats. Already a big hit in the US, the album could well reach here.

THE CHIEFTAINS: Tears Of Stone (RCA Victor 09028 68968). Feady Moloney must be delighted to negotiate a Corrs single out of Atlantic to launch this bouquet to 1995's Grammy-winning Long Black Veil. This time 14 traditional Irish love songs are sung by stars including John Mitchell, Bonnie Raitt, Sinéad, Diana Krall and Natalie Merchant. It looks set to match Veil's US gold status - and should easily beat that here.

ATC: Apple Venus (Cooking Vinyl CookCD172P). The eighties post-punkers

return with their first album in seven years. Drawing on references as farflung as music hall, cabaret, the Beach Boys and Indian music. It is ambitious but still manages to deliver pop gems. A welcome surprise.

BARNAKED LADIES: Stunt (Reprise 9382-46983-2). This Canadian act have been registering on the UK airwaves since 1993's country novelty If I Had \$1m, but it's only now they're on the verge of a commercial breakthrough with the US chart-topping One Week. A 3m-selling top three hit in the States. This Canadian folk act have the instantly-familiar feel of first single with its blend of quirky, intelligent rock.

ANNE CHRISTIAN: Twilight (V2 EQE 1002142). This razor sharp full-length debut comes from one of the better live acts around the UK. The States. This Canadian folk act have the instantly-familiar feel of first single with its blend of quirky, intelligent rock. Anne Christian's tasteful power chord riffage abounds their peers. Support from Xfm and Radio One should help to swell this Scottish act's growing fanbase.

CHARLES WEBSTER: All Systems Gone (Pagan CD010). Ranging wider than the deep house of its superb first single Sense Of Danger, this debut album from Charles Webster ventures into downbeat territory, with Webster's soulful songwriting skills coming to the fore. Guests include Shara Nelson, Massive Attack vocalist Sarah Jane and Finley Quaye collaborator Steve Edwards.

AMETHYST: Golden Fish Fever (Jacket CDW0006). Sadly the last release on Jacket, this debut album highlights the progressive nature of Matt Jagger and Seven Webster's dance label. Mixing hard house with breakbeat, and adding Dave Gehan-style vocals from Steve Hoggston, the album successfully blends uplifting grooves with darker songs to create a fitting swansong.

VARIOUS: Coming Up From The Streets (BIC0 8469). The first in a series of Big Issue compilations features appearances from acts such as Catatonia, Jamiroquai and Kula Shaker, all delivering previously-released tracks. Profits from the £9.99 retail price will go to the Big Issue Foundation Scotland.

VARIOUS: Outcaste New Breed UK (Outcaste CASTE 11). Outcaste may be focusing on developing emerging stars such as Ntinn Sawney, but it is also still dedicated to developing new talent as on this strong compilation. Just as it call it Asian underground - this is far broader in appeal.

This week's reviews: Dugald Baird, Michael Byrne, James Brown, Hugo Fluendy, Olaf Furniss, Simon Harper, Stephen Jones, Sophie Moss, Ian Nicholson, Simon Ward, Paul Williams and Adam Woods.

ALBUM of the week

TLC: Fan Mail (Arista/LaFace 73008200552). As this week's Talent piece explains, despite essentially being given a relatively low-key release to



scorch imports, this record should not be ignored. Delays in its release - it is four years since the likes of the runaway hit Waterfalls - only appear to have matured their work. Choice producers like Babyface and Dallas Austin also turn out top tracks such as Dear Lie, I Miss You So Much and Unpretty, proving this album has a long way to run.

CLASSIFIED

Rates: Appointments: £31.00 per single column centimetre (minimum 4cm x 2 col)
Business to Business: £18.00 per single column centimetre
Situations Wanted: £15.00 per single column centimetre
Box Numbers: £15.00 extra
 Published weekly each Monday, dated following Saturday
Copy date: Advertisements may be placed until Thursday 10 a.m. for publication Monday (space permitting).
 All rates subject to standard VAT



WE ACCEPT MOST MAJOR CREDIT CARDS

Cancellation Deadline:
 Wednesday 10 a.m. before publication Monday.
 To place an advertisement please contact
 Charlie Beardsley & Scott Green, Music Week - Classified Dept.
 Miller Freeman plc, Fourth Floor, 8 Montague Close,
 London SE1 9UR
 Tel: 0171-940 8580/8593
 Fax: 0171-407 7087
 All Box Number Replies To Address Above

APPOINTMENTS

ABM

ABM is expanding all of its operations and launching a Music Label - featuring a wide mix of releases.

FOR SALES WE NEED:

REPRESENTATIVES to cover - North East, East Anglia, North & South Ireland.

TELESALES - Based at our North London HQ

All of the above positions come with a basic salary, commission and transport for Field Sales.

We also need a **CREDIT CONTROLLER** to join a lively and growing Accounts Team.

If you're hardworking and want to grow with the job, please send your C.V. to:

Mark Lawton (Sales) / Michelle Rose (Credit Control)
ABM, 24 Somerton Road, London NW2 1SA
TEL: 0181 830 7224 FAX: 0181 830 7225



SARM HOOK END

Are seeking applicants for the position of
MAINTENANCE ENGINEER

The employee will be responsible for working independently, yet within the sarm group's technical team, providing installation and maintenance cover based at Sarm Hook End, near Henley-on-Thames. Experience of both analogue and digital audio electronics is required, and a knowledge of multitracks, synchronisers and mixing consoles would be advantageous. Qualifications should be to HND level, with experience within an associated industry helpful.

Applications, for this junior position, should be made in writing, including a CV to:
Bill Ward at Sarm West, 8-10 Basing Street, London W11 1ET

Get straight to the heart of the industry with



Great Discounts for Series Bookings

Call Scott or Charlie on 0171 940 8580

YOSHIKO RECORDS REQUIRES A&R MANAGER



Rapidly expanding international record company seeks outstanding A&R talent with music industry pedigree.

Applicants will require the passion, knowledge, ambition and commitment to firmly establish new artists in the present market.

Applicants should also possess the flexibility to travel abroad, as well as the ability to provide daily detailed reports.

If interested, please forward C.V. stating current salary and full details to:

Yoshiko Records
 Great Westwood, Old House Lane,
 Kings Langley, Hertfordshire. WD4 9AD.
 (Fax: 01923 261546)

WANTED

TELESALES REPRESENTATIVE

A dynamic, goal driven individual is required for telesales of exclusive dance products to an established customer base within a rapidly expanding record distribution company in West London. The ideal candidate will be educated to G.C.S.E./O level standard, computer literate with DOS and Windows. Have a good knowledge of dance music, be able to work as part of a team. A self starter with good communication skills and a sense of humour. Previous experience preferred but not essential.

GENERAL ASSISTANT

A highly organised, committed individual is required to assist in the operation of a successful vinyl pressing agency/record promotion department within a well established record distribution company in West London. The ideal candidate will be educated to G.C.S.E./O level standard, (especially Maths and English), computer literate, be able to work as part of a team. A self starter with good communication skills.

If you have what it takes to fill either of these positions please send CV and previous salary details to: PO Box No. 169, Music Week, Miller Freeman, 8 Montague Close, 4th Floor, London SE1

COURSES

Music Training/Career Development

Intensive Music Industry Overview

Record Company Structure, International, Publishing Management, Styling, Galvanising, Marketing & PR, Recording Agreements, A&R, Manufacturing & Distribution, Multi-Media.

Music Marketing, PR & Promotion

Direct Marketing, Music Marketing Mix, International Marketing, Phase & Promotions, Artist Marketing Case Study, Dealing in PR, Club Promotions, The Role of Pigeons/Radio.

The Music A&R Programme

Talent Scouting, Record Company A&R Structure, Licensing, Artist Development, Publishing, A&R Working With Studios, Features & Producers, Case Studies/Practical Session.

One Day Music Publishing Seminar

Setting up a publishing company, collection societies, royalty collection & distribution, administration, negotiating new agreements, sample clearance, multi-media issues, licensing etc.

For An Information Pack Call Global on 0171 583 0236



Receptionist/ Office Junior

required for busy major independent record company based in Camden. Please send CV to

Shane Coombes, edel UK Records Ltd,
 12 Oval Road, London NW1 7DH or
 fax: 0171 482 4846 or
 e-mail: shane_coombes@edel.com

NOMIS STUDIOS

requires
Receptionist

Please contact: **Maureen O'Donnell**
 0171 602 6351 (phone)
 0171 603 5941 (fax)

dotmusic
 the insider's guide to music

SALES & MARKETING MANAGER

www.dotmusic.com

Launched three years ago, as a sister magazine to Music Week, dotmusic has become one of the UK's most popular internet sites.

This year sees the expansion of dotmusic and the launch of a series of new music web sites. We are now looking for a special individual with the vision to develop and sell innovative advertising and sponsorship products targeting a youth audience.

The ideal candidate will have an excellent track record in sales ideally with new media experience, superb communication skills and a sound knowledge of the music industry.

Apply to Chris Side at dotmusic at 8 Montague Close, London SE1 9UR or e-mail chris@dotmusic.com and title the message 'Sales Manager'.

RETAIL FOCUS: FAB MUSIC

by Karen Faux

Partner Mal Page, Fab Music's third store in north London's Crouch End provides an opportunity to be particularly adventurous with product. Having been a resident of the area himself for more than 10 years, Page knows exactly how to serve what is a very music-orientated community. "There's The Church recording studio just up the road and we get a lot of people in bands dropping in. There also seem to be a large contingent of people who work in the music business as well as many music fans. Having such a receptive customer base means we can take risks with new acts and stock catalogue that is not available elsewhere."

Set up last March by partners Kevin Payne, Phil Dewolf and Page, the store on Crouch End's busy Broadway complements the indie chain's other North London branches in Finchley and West Hampstead. "There is a lot of competition in Crouch End," says Page. "There are four other CD outlets in the immediate vicinity including our own Price and a Woolworths. However, we stock a lot of things that they don't and we pick up quickly



Fab Music: facing stiff competition but its product range gives it a unique identity on reviews and trends. We're now very good at gauging how TV exposure can prompt a run on product and we stock up accordingly." Wooden flooring and a blue and purple decor give the shop a minimal appearance and product is very easy to find. As well as chart, singles and back catalogue walls. It has a recommended rack which is an important focus. "We like to mix big releases like George Michael's Greatest Hits with more specialist acts such as

BAGGING A MID-PRICE BARGAIN

Mid-price product is one of Fab Music's busiest departments and Sundays always deliver brisk business. All CDs are priced at £7.99 each or three for £20 and the store gives the product a lot of racking space. "If we get offered a good mid-price deal by a record company we really go for it and take a big order," says partner Mal Page. "At the moment we're doing very good business with the Jackie Brown soundtrack and catalogue from Oasis Redding and Jeff Buckley. EMI's Ultra Lounge series which covers Fifties music has also proved popular and is not widely available elsewhere."

albums from Blackstreet, Barenaked Ladies and Tom Waits will provide a good return.

"In a climate where CDs are available to buy almost everywhere, we hope that exclusive music stores like ours - which are run by music lovers - are appreciated by record companies and continue to be given a fair crack of the whip," says Page. "We stock what our customers' want and we are competitive on price. That's the way we want it to stay."

IN-STORE THIS WEEK

Andy's Records Redie Single - The Moffatts; Windows - Another Level, sale with CDs at £5.99; In-store and press ads - Gerald Fitz, Elgar, Idelwilde, Jacqueline du Pre, Yo Yo Ma, Blonide, Al Green, Moffatts; TV ads - M People (Yorkshire, Tyne-Tees, Granada and Border)

ASDA Single - Next Of Kin; Album - Love Songs; In-store - DJ Saksin & Friends, 2Pac, Cevin Fisher, Kleshay, Lenny Kravitz, Barenaked Ladies, Loop Da Loop, The Moffatts, Leo Sayer, Joe Cocker, Eurythmics, Tatyana Ali, The Divine Comedy

Sports In-store - Valentine's Day promotion featuring free gift box with selected CD and video purchases, Brit Awards, Perfect Love, sale

FARRINGDON'S Windows - Evelyn Glennie, Roberto Magno and Angela Georgeah, Andrea Scholl; In-store - Vanessa Mae, Charlotte Church, sale

HMV In-store - Barenaked Ladies, UNKLE, Lenny Kravitz, Loop Da Loop, Next Of Kin, The Moffatts, Cevin Fisher; Press ads - Audiolob,

Propellerheads, Funky Green Dogs, Studio 54, Barenaked Ladies, Britney Spears, Chill Out Room, Blonde

MENZIES Single - Lenny Kravitz; Album - Love Songs; Windows - Chicago, The Brits, Love Songs

pinnacle network Selects listening posts - Space Age Playboys, 2Pac, The Lawliets, Protection, Babybird; In-store at Mojo Recommended Retailers - Signifying!, Jungle Funk, Snowbird & The Latin Section, Nite Flyte, Leon Thomas, I Like It

"NOW" Singles - Lenny Kravitz, The Moffatts, 2Pac; Albums - Love Album, Leo Sayer, Love Songs

our price Singles - Barenaked Ladies, Cevin Fisher, The Moffatts, Lenny Kravitz, Kleshay; Albums - Ed Rush & Optical, Nick Warren, Tommy and Andy Williams, The Mutton Birds; Boy's Greatest Beats, Andy Warhol, Tatyana Ali, The Cardigans, Three Colours Red; In-store - Valentine's Day promotion, Chicago, Best '60s Love; Press ads - Chicago,

Rock N' Roll Love Songs, The Greatest Love, Supercar, Mirror Ball, The Moffatts, Cessna, Next Of Kin

TOWER RECORDS Singles - Lenny Kravitz, The Moffatts, Kleshay, Windows - Brit Awards, 911, Lenny Kravitz; In-store - Valentine's Day promotion, Lenny Kravitz, Chill Out Room, Brit Awards; Press ads - Busta Rhymes, Dope On Plastic 6, Lenny Kravitz, buy two get one free, Brit Awards

MEGASTORES In-store - New Music campaign, Brit Awards, Lenny Kravitz, Supercar, Mirror Ball, Totally Wicked 2, Euphoria, Ultra, The Offspring, BBC Music Magazine's Critic's Choice promotion, McAlmont

WHSMITH Single - Lenny Kravitz; Album - Love Songs; Windows - Chicago, Brit Awards, Love Songs; Listening posts - Three Colours Red

WOOLWORTHS Singles - Next Of Kin, 2Pac; Album - Love Songs; In-store - Chicago, The Cardigans, Love Songs, mid-price CDs for £7.99 each or four for the price of three; Press ads - Best '60s Love, Leo Sayer, Lenny Kravitz, Barenaked Ladies, Brit Awards



LEE HAYES, manager, HMV, Manchester

"I first worked here as a sales assistant eight years ago and came back as a manager last year. The store has two floors and is very well established, having occupied the site for more than 15 years. Manchester continues to be a vibrant centre for music and this is reflected in our wide range of customers.

Our Music Of The Millennium campaign is doing the business for us at the moment. It ties in with our music documentaries which appear on Channel 4 each week and feature a particular key artist. Last week Sinead O'Connor showed a programme about Bob Marley and we saw his back catalogue pick up dramatically as a result. This week Oasis Redding is selling well, having been the subject of show.

Another dimension of the Millennium campaign is that customers can vote for artists in-store and take part in a prize draw which offers some spectacular prizes. The

BEHIND THE COUNTER

campaign will motor on until November and we see it going from strength to strength. It's all about quality back catalogue which is exactly right for HMV's profile.

This week we've done solid business with a Foxy Brown album which is featured as a recommended release in-store and Tatyana Ali's album has gathered momentum on the back of the single Boy You Knock Me Out. Singles business has been strong with Armand Van Helden's You Don't Know Me along with fast movers from Delakota, Blondie and The Divine Comedy.

Next week should also be good for singles with releases from 2Pac, Britney Spears, Metallica and The Corrs set to fly from the racks.

There is always a lot going on here - both musically in Manchester and with HMV as a company. At the risk of sounding corny, I have to say I feel lucky to be working with music, as it is one of my life's great passions."



JACQUI SINCLAIR, 3mv rep for East Anglia

The success of Fatboy Slim, Ministry Of Sound's Clubbers' Guide To '99, Blockster and Three Colours Red has meant that the past few weeks have been extremely busy for me. Pre-sales business was excellent for Soul Searcher's single and it is living up to high expectations. Both regional and national radio play have been extremely strong and it should enter the upper echelons of the chart.

The fact that Mercury Rev have had loads of radio support and a sell-out tour means that I'm still shifting substantial quantities of the Deserters' Songs album off the car. In-store PAs are always helpful in whipping up customer awareness and this week Three Colours Red have reaped the benefits with their new album Revolt.

I've got stacks of new product on the shelves to get dealers enthused about. One of the most promising new releases is Mint Royale's forthcoming single which will

ON THE ROAD

go down well on the back of their remix of Terrorvision's Tequila. As far as many of my stores are concerned Skint is one of their hottest labels and on February 15 there is a new single from Space Raiders entitled Laid Back.

Pre-sales are also going well for Sly & Robbie's Slip To The Bone album on the Palm Pictures label and Creation have singles lined up from two new signings - Mishka and Technique. Although it is early days, some positive press is beginning to filter through and build awareness.

One of the biggest releases on the horizon is the new album from Stereophonics entitled Performance And Cocktails, which is out in March. Before that there is a single, Just Looking, which is already setting in well for the end of February. Another one that is going to be a massive nationwide hit is Underwood's album Beaucaup Fish, also set to hit the racks in March.



PEACOCK }

GRAPHIC DESIGN • ANIMATION • TV • RADIO

BAGGS GREEN HOUSE

4 Rowan Road | London W4 7DU |

TEL: 0181 853 7107 • FAX: 0181 748 8371 / 741 3762

EMAIL: 0181 741 4128 • E-MAIL: info@peacockdesign.com

