



NEWS: Zoe Ball's up for a **SONY AWARD** as Radios One and Two dominate the nominations list
Sony Radio Awards 4



MARKETING: Chart product is to get greater emphasis as **OUR PRICE** unveils a new look instore
Marketing 5



A&R: Special report on what went down at **SOUTH BY SOUTHWEST** and who were the show's biggest stars
Talent 7

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FOR EVERYONE IN THE BUSINESS OF MUSIC

musicweek

Doherty takes on Arista

by Robert Ashton
Columbia managing director Ged Doherty left the company on Friday to join BMG and Richard Griffiths, who has given him the task of giving a new direction to the label.
The move ends months of speculation about who the BMG UK and Ireland chairman would hire to take over as managing director at Arista. Doherty, who starts his new role at the end of April, concedes Arista is not the hottest label when it comes to breaking UK acts, but says the challenge of rebuilding it is part of the attraction of the job.
"Arista in the US is a phenomenal company, but it has not performed as well as it should have done here," he says. "What I

enjoy doing is getting a team together and building something."
He adds that reuniting with Griffiths, with whom he worked at Epic in New York and whom he has known for nearly 20 years, was also a significant factor in his decision to quit Columbia after three years.
"It's almost entirely to do with Richard. He is a major factor. We complement each other well because he is a very good A&R man and I think I'm good at knowing how to market and sell the finished product," says Doherty, who resigned from Columbia in December and has subsequently been negotiating his release from his Sony contract with Sony chairman and ceo Paul Burger.



Doherty: in the hotseat
Griffiths, who has reorganised Northwestside, Boilerhouse and Deconstruction under the Arista umbrella since his own arrival at BMG in January 1998, accepts he has given Doherty a "huge job". "Unfortunately Arista has been directionless. It should be a premier label, banging down doors because it has incredible product from the States," he

says. Current Arista chart successes include US acts Whitney Houston and TLC.
Doherty is Griffiths' second managing director appointment in the UK. Last June he hired Harry Maggee to head RCA.
BMG UK music division president Jeremy Marsh has overseen Arista since Martin Heath left at the end of 1997 after only 20 months in the job. It is understood a new role is currently being sought for Marsh.
Prior to joining Epic New York in 1992, Doherty ran Renegade Artist Management, where he steered the career of Paul Young.
Although various names have been mooted as possible successors to Doherty at Columbia, no appointment has yet been made.

Summer Brits event delayed until 2000

Organisers of the Summer Brits are planning to stage an arena event next year as part of their support for the Government's Youth Music Trust charity.
The news follows confirmation last week that the two-day Summer Brits festival planned to take place in Manchester in June will not happen. As previously reported, organisers of the planned 1999 event were facing a race against time to secure a line-up of acts. A EMI statement issued last Friday claimed a show was always unlikely to take place this year due to the time-scale, artists' extensive tours and record company commitments.
However, a number of leading pop agents and artist managers say they had never even been approached.

Music Week this week unveils former Spice Girls manager Simon Fuller's latest act. Fuller says **S Club 7**, signed to Polydor, have been developed from the premise that the pop music industry is increasingly inseparable from the wider entertainment industry, amalgamating music, fashion, TV, film and the internet. "That's why we've got people like (Seagram president and ceo) Edgar Bronfman coming into the industry now who'll say 'we've just bought this and that - you guys should be working together,'" he says. A children's TV series based around the act debuts on **April 8** on BBC1, to be followed by their first single on **June 7**. Extensive promotion will include a significant on-line push leading up to the launch of their album.
● For the full picture see A&R news, p7



UK fortunes improve with US chart blitz

Sony artists **B*Witched** and **Charlotte Church** have instantly turned around the album fortunes of UK-signed acts in the US by both debuting inside the Top 40 of the **Billboard** chart.
B*Witched's self-titled debut album has entered the **Billboard** 200 this week at number 38 as their single **C'est La Vie** climbs eight places to **37**, while Charlotte Church's **Voice Of An Angel** album is a new entry at **38**. Their success comes at a time when UK acts have been

performing poorly in the States.
Sony Music UK International VP Brian Yates says Church has been in the US press since her December performance in front of the Pope, while B*Witched have been given huge backing by Epic in the States. "We've done well in the past there with **Destiny** and **Jamiroquai**, but to have two acts at the same time - especially one being a pop act and the other a classical crossover pop act - is quite remarkable," he says.

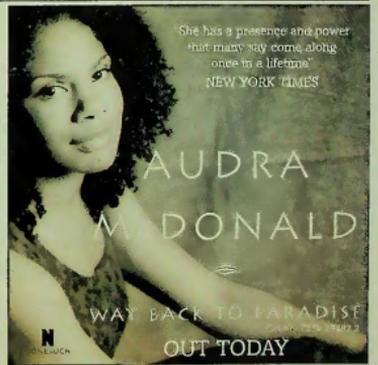
Virgin staff shocked by Hutton's dismissal

Mark Hutton was dismissed as Virgin Records' general manager last week in a move that shocked staff at the company he joined 17 years ago.
Hutton, whose length of service with the company made him the highest-ranked UK-based survivor of the Branson era, was told of his fate last Monday (March 22) in an emotional meeting with the company's UK president Paul Conroy.
The announcement was made less than 18 months after Hutton was elevated from his previous role as sales and marketing director and Hut managing director David Boyd was given the additional role of senior A&R director



Hutton: going after 17 years
following the departure of Ray Cooper and Ashley Newton to the US. Insiders suggest Hutton and Boyd did not get on, although Hutton says he did "not specifically" have problems working with anyone at the company.
Hutton, who is understood to

have been shocked by the decision, says it came as a surprise, but adds that he does not want to go into a "hard-done-by scenario". He says, "Virgin as a company are my first love, they really are, and I owe a lot to Paul and Ray and Ashley and Webbo and not least Ken Berry. They're great people. It's happened. I'm philosophical about this because Virgin will go on and continue to be enormously strong."
Conroy praises Hutton for the "major contribution" he made to Virgin, but adds it was the right thing to do for the company and probably for him. "It was time to make a change and there's nothing sinister about it," he says.



She has a presence and power that many say come along once in a lifetime.
NEW YORK TIMES

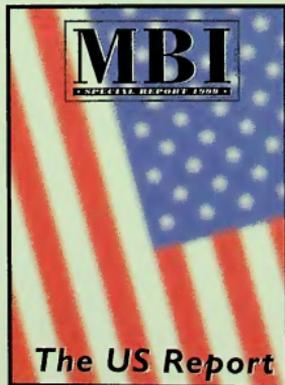
AUDRA W. DONALDSON
WAY BACK TO PARADISE
OUT TODAY

Eric Nicoli

Running United Biscuits has been a tough job, but the music industry will certainly be no picnic. So what makes the man charged with giving EMI a new focus tick? MBI meets the biscuit man turned music mogul



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HMV's free internet service focuses online pricing issue

by Tracey Snel

The prospect of an online pricing war is looming following the news last week that HMV and WH Smith are to launch free internet access services, while new online music players are adopting aggressive pricing strategies.

HMV has teamed with search engine Yahoo! to offer customers free internet connection, access to exclusive promotional offers and a free e-mail facility. WH Smith, meanwhile, has struck a deal with Microsoft and BT to provide free access to the internet.

HMV's service will be available via a free CD the retailer will be handing out in-store from today (Monday). Initially, it will include special promotions on three key titles from its music, video and

games product lines. These include Blur's new album 13, which customers will be able to buy for just £9.99, a £4 saving on the retailer's High Street price.

Stuart Rowe, general manager of HMV Direct and E-Commerce, says HMV will be assessing customer reaction to the promotions, adding that the intention is to introduce different offers each month. "It's an extra incentive for people to take up the offer. We'll see how it goes," he says.

The issue of online pricing is expected to come under the microscope this week with the UK launch of Boxman, the Scandinavian-based internet shop which is seeking to offer chart product at around £10. Meanwhile, Dixons Group's internet service provider Freeeaser has



HMV: offering free internet access also just struck a deal with Audiostream to offer one-click access to the UK online music shop, which also sells selected chart titles for around £10.

Rowe says the HMV promotions are intended to drive traffic to the retailer's website, to which customers will be able to link directly

after installing the promotional CD. "We want to create awareness, bring music buyers on the internet and into our site. We're building a business here," he says.

He declines to say how much revenue the site has generated since it began selling online last August other than confirming sales are "ahead of expectations". Later this year HMV will be launching the next phase of its internet strategy, expanding the site's product range from the 7,000 titles currently available to include the retailer's entire catalogue offering "hundreds of thousands".

WH Smith has yet to announce when its service will go online. Music will be on sale alongside other product lines including books and videos.

newsfile

EMI PUBLISHING SHOWS STRENGTH

The first publicly-revealed breakdown of figures for EMI Music Publishing show the division's turnover was £298m at constant exchange rates for the 12 months to March 31, 1998, representing 8.3% of the group's entire turnover. EMI's net publisher share totalled £139m during the same period, while its £89.7m operating profit accounted for 22.0% of EMI's entire operating profit at constant exchange rates.

MUSIC RADIO CONFERENCE DETAILS

The playlisting at radio of singles weeks before their commercial release is to come under debate during next month's Music Radio '99 conference. Enak On Air creative director Mike Soutar and marketing director Malcolm Cox will examine the subject in a two-part session at the Radio Academy event at the London Barbican on April 13. For more details ring 0171-255 2010.

WARBECK CELEBRATES OSCAR WIN

British composer Stephen Warbeck took the Oscar for best original music or comedy score for Shakespeare in Love at the Academy Awards in Los Angeles last week. The score was recorded at Wembley-based GTS Studios, part of the jointly-owned GTS and Lansdowne group, and was recorded and mixed by Lansdowne studio manager Chris Dibble.

ROBBIE LOSES ROYALTY CASE

Robbie Williams last Thursday lost a High Court battle with his former manager Nigel Martin-Smith in a dispute over royalties. Three judges upheld a declaration at the original hearing in 1997 when Williams was instructed to pay £90,000 to Martin-Smith. It is estimated he faces a total legal bill of around £3m.

COUNTRY AWARDS UNVEIL WINNERS

Chris Landsborough won the best male vocalist award for the third consecutive year in the British Country Music Awards. In the British section, voted for by 150 music industry professionals, Ireland's Maura Duffy was best female vocalist with the group/duo honour going to the Yorkshire Group The Halesys. Adam Coulwell picked up the rising star award and the best album award won by tribute To Hank Williams.

RONNIE SCOTT'S TURNS 40

Ronnie Scott's jazz club plans to celebrate its 40th anniversary later this year with a series of concerts and residences, the centerpiece of which will be a charity Gala Evening at the Barbican on October 2. The concert will feature George Benson, the Count Basie Orchestra and George Fams.

LEEDS FESTIVAL IN POLICE TALKS

The Mean Fiddler Group is holding talks with West Yorkshire police over plans for the Ten Towns Newsum festival in Leeds on August Bank Holiday. That day is traditionally dominated by the Canbean carnival in the city's Chapelwold district, where police sources suggest the festival will stretch resources too far. A Mean Fiddler spokesman says, "These negotiations are purely of a financial nature."

dotmusic appoints Strickland as editor

Music Week's sister website dotmusic has appointed Andy Strickland as editor.

Strickland joins from the sports website Football365, where he was news editor. He was previously at IPC as a deputy and associate editor within the sports group. Strickland began his journalistic career at Record Mirror and has worked at Creation Records. He also ran his own label, Roustabout, which was later taken over by producer Stephen Street.

Strickland says, "People in the music industry are just starting to realise the potential of sites like dotmusic to promote their artists direct to a new global audience." Dotmusic commercial manager Chris Sicoe says, "Andy brings a wealth of music experience to this role and joins at a crucial stage in our development."

Dotmusic attracts more than 170,000 users and handles 4m-plus page impressions a month.



The Baby Dome, London's newest music venue, is being launched today as Skyscape with a programme of 100 music, dance and other entertainment events during 2000. Sally Atkins, Skyscape head of programming and live events, says, "We've already spoken to all the major music promoters and they are very enthusiastic because although the venue only seats 3,300, any concert there will be a one-off and really very special because the venue is only open for one year." With a 20 sq m performance stage, Atkins says she will be targeting major acts and artists for end of tour gigs, showcases and other special concerts. John Giddings, managing director of promoters Solo, says, "There is a dearth of venues in London and it's great to see the millennium giving us a new opportunity to present out artists." Tim Parsons, director of MCP Promotions, says, "Any new venue is a bonus and one attached to the biggest promotional push this decade is going to be phenomenally successful."

McLaughlin elevated to HMV Media board

HMV Europe managing director Brian McLaughlin says he is hoping to be the voice of his staff after being moved up to the executive board of the HMV Media Group.

McLaughlin, who joined the retailer in 1968 as assistant manager in its Portsmouth branch, will take up his position on May 1 alongside fellow new board member David Kneale, who is Boots' international retail development managing director.

The changes follow the departure from the board of Stuart McAllister, who has left his role as group joint chief executive through ill health. Alan Giles becomes sole chief executive.

● HMV's southern region divisional manager Trevor Johnson is to take over as music and games product manager on May 1, succeeding David Pryde who becomes operations director on the same date.

Sony and Warner prepare retailers for launch of distribution network

Retailers are adopting a wait-and-see policy as Sony and Warner prepare to introduce new procedures when they launch their joint venture distribution company The Entertainment Network (Ten) in April.

More than 42,500 start-up information packs have been sent to stores, along with copies of the new conditions of sale which must be signed and returned before shops can receive an account number to deal with the new company. Existing third-party label contracts with Warner and Sony will remain until they expire, when labels will be required to renegotiate terms.

Rather than receive separate invoices from Sony and Warner, retailers will get one bill combining individual invoices for Ten's clients for that week. Stores will receive an



Sony's Aylesbury distribution plant account statement at the beginning of each month and payment will be due on the last working day following the invoice date. Shops that currently have allowances for privilege returns with individual labels have been told that these will continue, although all returns must be pre-authorised by Ten, which will pay the cost of

freight for depot errors and faulty goods.

From June 1 the new company, which will be based at Sony's Aylesbury site, will impose a surcharge of £10 on all orders below £75, but Ten predicts the charge will rarely apply because of the range of product available.

Chris Dowdell, head buyer at Birmingham retailer RPM, says he is adopting a policy of wait and see towards the changes, adding that previous moves of this magnitude by other companies have been accompanied by teething problems.

Richard Young, owner of R&K Records in Newark, hopes the new system will speed up procedures. "As long as we still see sales reps from the company things should be fine," he says.

WELCOME TO THE S CLUB

It's that long ago this column decided the number of Nidikit pop projects being launched, suggesting that only those that showed true imagination would come through.

Well, such a project is about to be launched. And, surprise surprise, the man behind it is Simon Fuller. It is indicative of the nature of the music business in 1999, that what is most impressive about S Club 7 is the sheer breadth of the vision behind the project rather than just the music. At a time when most companies are fighting for access to the same TV slots that are crucial to the success of a pop project, S Club 7 has a guaranteed BBC exposure quite separate from all the usual shows.

And that is just the start.

Of course spinning off acts from TV shows, or even forming an act for a TV show, is not a new concept, but nothing has been attempted that is quite this ambitious for a long time. Factor in the on-line membership push and other high-profile marketing initiatives that are in the pipeline and it will be impossible to ignore this band within weeks.

S Club 7 may be being conceived of as far more than a music project, but ultimately its relevance to the music industry is whether or not it will sell – and that depends on the music. After hearing about the concept for more than an hour last week – and not, admittedly having seen any of the TV show – it was easy to be more than a little suspicious. But when Fuller scurried over to his stereo and excitedly skipped through some of the many tracks that are competing for space on the album all the doubts receded.

The music is contemporary pop of the highest order. Without the other elements it would do well. With them – and backed by the well-oiled hit-breaking machine that is Polydor – it looks new to impossible it will fall.

You have been warned.

Alax Scott

TILLY

INDIES ARE LOSING OUT IN PRICE WARS

Further to my comments about the singles market in my previous column, I've been inundated with calls from many long-standing independent dealers.

The problems they have seem to be ordering singles which have to be ordered via pre-sell before often even having heard the product or seen the different formats available.

There were no deals on discs such as Andy Williams from Sony after the initial pre-sell. In such instances it can then be cheaper to buy from the major chains at £1.99 for a CD and 99p for a cassette instead of the £2.76 CD and £1.42 cassette charged by the supplier. This means that the company gets the sales twice once when the indie purchases from the chain and then when he sells them to his customer.

There seems to be so many exclusive offers to major chains, particularly Woolworths with the Daniel O'Donnell project, the £2.00 off Ministry Of Sound's Clubbers Guide To Ibiza, Leprechaun purses with B*Witched – the list is endless.

Now I'm not saying this is wrong. Companies know that Woolies will sell far more Top 10-bound records, and I obviously don't blame Woolworths and the like for their enterprise in increasing their share of the market, but sometimes the reps on the road have no knowledge of some of these offers.

The unfortunate conclusion to all of this could be speeding the demise of independent dealers, most of whom have been trading for years. I know we can never please everyone, but with so many price differences and free offers it would be nice if everyone could compete and sell product at a price that reflects the creative input and effort that all artists and their companies put into getting their music to the market place.

The Box's move to cut its playlist from 500 to 150 and the addition of probably only five new releases a week is not good news for the many pop-oriented videos that now will no longer be exposed. A lot of quirky dance acts broke out of the Box and now with such limitations, will we still see acts like the Initial videos from the Spices, Steps, Aqua and T-Spoon?

Tilly Rutherford's column is a personal view



BBC tops music nominees in Sony Radio Awards list

by Paul Williams

Radio One and Radio Two dominate the music category nominations at this year's Sony Radio Awards after taking more than half the places on the list between them.

Zoe Ball's breakfast show is one of seven Radio One shows figuring in the event's eight music-only categories, while Radio Two appears six times as well as challenging for the station branding and community awards.

Radio One controller Andy Parfitt says the strong nominations showing follows a big year for Radio One and its listeners. "Our presenters' passion for music and expertise in delivering it to a young audience has been recognised in these Sony nominations," he says.

Bill faces competition from Classic FM's Sarah Lucas and Gaz Cox for Adam Cole for the breakfast music award in the nominations announced last Thursday, with former Radio One breakfast show hosts Mark & Lard up against Capital FM presenter Steve Penik and BBC Wales' Roy Noble for the daytime music award.

Dance-related programmes make up five of Radio One's nominations. Pete Tong is in the running for both the evening/late night music award for his Essential Selection and the music broadcaster award where he

SONY RADIO AWARDS MUSIC CATEGORIES

BREAKFAST MUSIC AWARD: Sarah Lucas (Classic FM); Adam Cole (Galaxy 102); Zoe Ball (pic-nic) and (right) (Radio One)

DAYTIME MUSIC AWARD: Steve Penik (Capital FM); Ray Noble (BBC Wales); Mark and Lard (Radio One)

DRIVETIME MUSIC AWARD: Bob Geldorf (Xfm); Jamie Crierk (Classic FM); Simon James (Alo FM)

EVENING/LATE NIGHT MUSIC AWARD: Helen Mylew (Jazz FM); Bob Harris (Radio Two); Pete Tong (Radio One)

WEEKEND MUSIC AWARD: Alan Marn (Classic FM); Charlie Gillett (GLR); Radio One's R&B Chart (Radio One)

FEATURE MUSIC AWARD: We Got

faces a battle with Radio Two presenter Bob Harris. Meanwhile, Radio One's R&B chart is competing for the weekend music prize, one of three nominations for Wise Buddha Music, the first independent production company to score an awards hat-trick in one year.

Along with Harris, Radio Two's other music nominations include specials on Jack Jackson and Frank Sinatra in the feature music category and Mark Lamarr for the music broadcaster award.

GWR's three music nominations



The Funk (Radio One); The Jack Jackson Story (Radio Two); Frank Sinatra; The Voice Of The Century (Radio Two)

SPECIAL INTEREST MUSIC AWARD: My Way: A Tribute To Frank Sinatra (Jazz FM); Radio One Rap Show (Radio Two); Shake, Rattle and Roll (Radio Two)

MUSIC BROADCASTER AWARD: Mark Lamarr (Radio Two); Bob Harris (Radio Two); Pete Tong (Radio One)

are all for Classic FM which is also up for the station branding award, while Capital Radio's two music appearances include Bob Geldorf's drivetime Xfm programme which he hosted on a temporary basis.

Overall, the BBC once again dominates the entire list of nominations with 61 appearances this time, one up from 1998.

Station of the year nominations will be unveiled on April 7 with the awards themselves taking place on April 28 at London's Grosvenor House Hotel.

Edel appointment sees promotion go in-house

Edel has poached Ariana head of TV Jozegs Camfield to build an in-house promotion team at the indie label.

Edel managing director Daniel Lynch says only a minority of the company's product is promoted in-house with around 70% going outside and he wants to reverse that trend with Camfield's appointment to the new head of promotions role. "We've got loads of staff coming through and it is just not economically viable or the best way to handle things by putting so much outside," he says.

Edel's existing promotion team currently comprises just regional promotions manager in Jonathan Poole. "The idea is to set up a full in-house team, which can commit to the label's roster," says Camfield, who has worked with acts like Puff Daddy, TLC and Toni Braxton at Ariana.

Hain extends team at Virgin

Virgin Radio's recently-promoted programme director Bobby Hain has filled his previous role as head of music by appointing two successors.

Nik Goodman has been appointed head of music programming, joining from Capital Group's Power FM in Southampton where he was programme editor. Meanwhile, Carl Watts is joining as head of music scheduling on April 12. He is currently programme controller at OUI FM in Paris.

The decision to split the head of music position into two roles follows a period of change at Virgin with Hain's elevation in January and the subsequent arrival of several new presenters including Sony Radio Award winners Pete Mitchell and Geoff Lloyd from Gary 103, Phil Kennedy from GLR, Kerry Davies and Danny Baker.

Hain says the new presenter lineup precipitated the dual appointment. "The role has been split



Hain: two successors

according to their experiences and expertise. Carl will be concentrating on scheduling and systems while Nick will be taking a programming-driven role," says Hain. "We're getting the best of both worlds."

Hain adds that Virgin will spend time explaining the changes to record company executives and plug-gers.

IFPI takes legal action against net operator

The IFPI and BPI launched two strikes against pirates last week, including serving the first legal action against an internet search engine operator.

In what is likely to be a significant test of the music industry's success at protecting itself against web piracy, the IFPI has issued proceedings against Norwegian search engine software company FAST Search and Transfer ASA. FAST, which began operating in February, searches for MP3 music files on the web and stores all the links in a database.

The IFPI alleges that the software encourages "massive systematic copyright theft" because virtually



Spice Girls: illegal recordings

none of the MP3 files made available by FAST are legitimate. IFPI director of operations Mike Edwards says, "This search engine is providing a service where virtually no authorised files can be found. This is a threat to

the companies who want to build a flourishing legal electronic market place."

Meanwhile, a German record trader has been charged in connection with importing illicit recordings under the 1988 Copyright Designs and Patents Act following a joint operation by the IFPI and BPI at a record fair at Birmingham's NEC. The piracy units seized £150,000-worth of CDs of illegal live recordings of acts ranging from Nirvana to the Spice Girls. BPI and IFPI unit head of operations Dave Martin says the unit plans to increase surveillance of computer fairs to target illegal MP3 compilations.

Cartoons took to the streets of London in an open top bus last Monday to help promote the release of their debut UK single, *Witch Doctor* which yesterday (Sunday) looked set to enter the chart at number two. The tour rounded off a period of promotional activity by the EMI-signed band which has included supermarket and schools tours as well as appearances on prime TV shows such as *The Big Breakfast* and *Live & Kicking*. EMI says this, coupled with early support from *The Box*, has brought the band to a young audience. "We knew from day one that radio was unlikely to support it, partly because radio hasn't been supporting this sort of [development] pop act," says Mike McNally, EMI commercial marketing and product manager. "We realised we needed to get them out there." A Cartoons cinema advertising campaign is also due to break this Friday in large cities.



Mackie moves to top press role at Mercury

RCA's head of press Anita Mackie is moving over to Mercury Records to take a newly-created position of director of press.

Mackie has worked with acts including Natalie Imbruglia, M People and Five during a six-year stint at BMG where she initially headed Deconstruction's roster before becoming senior press officer within RCA.

She previously spent three years as press and promotions manager at London's Kiss 100 FM and two years at Lynne Franks PR. Her move to Mercury at a date to be announced follows the departure last August of Kas Mercer after six years as head of press to form her own company Mercuryary PR. Mackie will look after acts including *The Cranberries*, James and Jon Bon Jovi in her new job.

Q'S DAVIES MOVES TO HEAT
David Davies, who has been editor of *Enam Metro's Q* since June 1997, is moving over to the division's entertainment weekly *Heat* where he will be editorial director. He will take up his new role next Tuesday (April 6).

PRS/BACS TO SPONSOR IVORS
PRS and the British Academy of Composers and Songwriters have struck a three-year deal to sponsor the Ivor Novello Awards. As part of the deal PRS and BACS will be presenting a new award this year, the special international award. The event takes place on May 27 at London's The Grosvenor House Hotel.

WETSLIE TO AID THE UNSIGNED
Willy Barrett, one half of Seventies act John Otway & Wild Willy Barrett, is launching a website which aims to offer an outlet for bands who have cut their own CDs but do not have distribution. For a one-off fee of £250, bands will be able to sell their music through *The Music Zoo* site (www.musiczoo.co.uk), which will also provide information on the acts featured.

FISCHER BUYOUT HITS B&H PROFITS
Boosey & Hawkes reported a £7.1m (£8.1m) profit for the year ended December 31 1998, on turnover of £98.9m (£94.8m). However the figure was completely wiped out by a £50m goodwill write-off from last May's purchase of majority shareholder Carl Fischer. Boosey & Hawkes created a new company to acquire Fischer and its 38% shareholding in the instrument and publishing group and chief executive Richard Holland says the reorganised group has helped reduce costs.

RCA SETS UP BAND PHONELINE
RCA has linked up with audio production company Aedexx to set up a phone information line for the band Westlife. Westlife World is aimed at fans and will include daily updated news and information, lasting two minutes and costing a maximum of 50p per call.

PANRA ADDRESS
The Performing Arts Media Rights Association (PAMRA) can be contacted at 161 Borough High St, London SE1 1HR (Tel: 0171-378 9720) and not as printed in the 1999 Music Week Directory.

GET YOUR ACT TOGETHER
The picture incorrectly supplied by the BBC to accompany last week's A&R feature on Get Your Act Together was of Katie Holiday and not Wendy Delaj.

DOUBLE PLATINUM FOR CHER
Cher's album *Believe* and the Britney Spears album *Britney* are also platinum. Time went double platinum last week when *Stereophonics' Performance Art* Cocktails won its first platinum disc. A platinum award also went to *Blondie's* 13, while their single *Tender Tender Silver*, Mr Dingo's *That Bastard* became a gold single and *Wendy Delaj* and *Wendy Delaj* and *Wendy Delaj* crossed silver status.

Our Price instore initiatives

Commercial emphasis on the charts

by Tracey Snell
Our Price will today (Monday) unveil a new look for its 220 stores as part of what it claims is the biggest chart product initiative undertaken by a UK retailer to date.
The drive, which is being supported by an initial £250,000 investment, includes a re-launch of in-store chart product areas. The retailer, which is currently engaged in management buyout talks, is expanding its album chart displays from 60 to 75 titles, increasing the amount of floor space devoted to chart by 20% and introducing 3D display units to draw more attention to the section.
Head of marketing Brian Waring says the initiative is designed to add value to chart product and create a clear point of differentiation between Our Price and its competitors.
"Chart is incredibly important and yet nobody is doing anything dif-



Waring: adding value to chart product with new in-store designs
ferent with it—the displays are fairly passive," says Waring. "Chart music is potentially the most exciting and vibrant [type of product] and we should be reflecting that in-store." He adds that the retailer expects the initiative to increase chart sales by at least 20%.
In the expanded album chart section, which Our Price will accommodate by moving campaign products to



the "lick-through" section at the front of the store, each item will be supported by an information panel providing details such as the artist, tour dates where appropriate and forthcoming singles, as well as catalogue albums and where to locate them in-store.
Waring says customers want reassurance about the purchasing decision they are making.

"Research has told us that people want more information. At the moment they aren't getting any," he says.

To further support this element of the programme, Our Price will be producing a weekly leaflet featuring its current Top 75 albums as well as providing information on forthcoming album releases.

The initiative is intended to complement Our Price's two-speed store concept introduced as a trial at new stores in Edinburgh and Heathrow Airport where chart-based material is located at the front of the store and catalogue at the back. It comes less than a month after Asda expanded its chart section from 60 to 100 titles.

Coinciding with the new-look stores, Our Price is today kicking off a two-week campaign offering around 15 key titles including current releases by Britney Spears and Whitney Houston at £11.99.

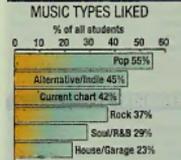
Honeyz to star at Cadbury/MTV gigs

Five and Honeyz are to perform at two gigs to be staged in September as part of a marketing partnership between MTV and Cadbury.
Tickets to the *Unwrap* & Party events taking place in Manchester and London will only be available to fans who collect special wrapper from selected Cadbury confectionery. Cadbury will be giving a total of 7,000 tickets for the gigs via bars including Dairy Milk, Crunchie and Caramel.
The partnership between MTV and Cadbury began last month with the confectionery company sponsoring MTV's Select video request programme.
Mark Smith, Cadbury's UK marketing director, says, "MTV's brand values and target audience are what attracted us to the station, particularly the strong conversion against 16- to 24-year-olds that MTV can deliver."
Mercury has denied a report that Honeyz member Heavenly is leaving the band.

Survey shows students prefer pop

Students prefer pop music to any other type of musical genre according to a new report, writes Suzanne Brown.
The Student Target Audience Research survey found that 55% of students prefer pop, 10 percentage points more than alternative/indie music and 13 percentage points more than current chart music. Classical music came 11th in the list (preferred by 20%), ahead of eight other genres including jazz, lounge and rap.
Of the 1,270 students surveyed for the report, 60% said they were able to receive student radio. Of those, 76% have actually listened to the network, tuning in for an average seven hours 20 minutes a week to make it the second most popular national station among students after Radio One.
Emily Dubberley, marketing manager for Student Broadcast Network (SBN), which released the report, conducted independently by Continental Research,

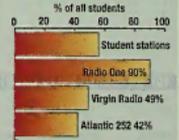
THE GROOVES OF ACADEME



Source: Student Broadcast Network

says, "Contrary to popular opinion, students are listening to student radio significantly more than to [some] other stations. On average they listen to 4.2 hours of Virgin Radio and 4.8 hours of Atlantic 252 a week."
The report further found that student radio listeners are more likely to read music magazines than non-listeners, as well as buy records more frequently and go to

STATIONS LISTENED TO



Source: Student Broadcast Network

more gigs. *NME* is the most popular music title among students, followed by *Q* and *Melody Maker*.
Meanwhile, SBN reports that 37 student radio stations have taken up its programming and advertising package since it launched a pilot service two years ago. The package, which is free to universities and funded by advertising, includes programming, marketing and technical support.

Fuller develops S Club 7 as a hit entertainment package

newsfile

by Stephen Jones

Former Spice Girls manager Simon Fuller says his latest project, S Club 7, heralds another short of a "new concept in youth culture."

The act, a joint venture between Polydor and 19 Productions, are a UK seven-piece whose BBC TV series Miami 7, about a pop band trying to make it big in America, launches on April 8. Their first upcoming single, Bring It On Back, will be released on June 7 as the first series peaks.

With talents covering fields as diverse as music, dance, acting and fashion, Fuller insists that they are more than just a pop act. With two series of the TV show already scheduled, there are also extensive plans for a film, an online membership club and website and sponsorship deals.

"Pop music is about celebrity and not just about music any more and people haven't quite figured it out yet," says Fuller. "Pop stars should be icons. S Club 7 will take the extreme end of the pop industry that is dominating the charts and make it more acceptable and broaden it out, taking it out of pop music and spreading it out across entertainment."

Fuller says he contemplated offers to handle other "superstar acts" after the split from the Spice Girls, but says, "I would have got fed up. I like following things through." He says the choices were either a project where



S Club 7: "new concept"

"the music is as undifferentiated as possible, or the real challenge for the future, something which you can't say is simply a music project."

He says he and Polydor managing director Lucien Grainge, who jointly A&R the music, had been talking about working on such a project for five years. S Club 7's first members came on board within a month of Fuller's split with the Spice Girls in November 1997 following a six-month talent search. The lineup was completed last summer.

"They were chosen primarily because they could do everything. Because the previous group (Spice Girls) were great at some things and poor at others, in the blister of success you could muddle things through. I didn't just want another pop band," says Fuller.

Songwriters on their 12- to 13-track album (due for release after two singles) include proven names like Mike Rose and

Nick Foster; Absolute; Simon Franglen and Angela Lupino; Elly Kennedy, Mike Lever and Tim Percy; Danny D and Cathy Dennis; and Matt Rowe.

The range of styles is underscored by an optimistic, uptempo Jackson 5 gang feel throughout, with various members taking leads. Standout tracks included Two In A Million and You're My Number One.

Grainje says, "Like with any pop group the music's vital for those hit records. About 40 tracks have been demoed — we'd say to the production company or songwriters we're looking for a killer ballad or whatever and this is what's lyrically important and they'd write two, three or four tracks. Because the TV show is set in Miami a couple of tracks, like S Club Party, have a Latin feel that that 'Armbal' feeling."

The TV series, produced by Initial TV and due to be broadcast on BBC1 in a 5.10pm slot, has been written by a team of writers headed by Fuller's brother Kim (SpiceWorld — The Movie). The credits of other writers range from Friends to Fresh Prince of Bel Air.

A host of marketing initiatives are being set up by Fuller, assisted by Polydor general manager David Joseph and senior PR executive Chrissie Garland. They include using a website (www.sclub.com) to form a fanclub through what Joseph describes as "the biggest database exercise yet undertaken by a record label."

JAXX GO DOWN WELL AT MIAMI CONFERENCE

Basement Jaxx emerged as one of the most talked about acts at the ninth annual Winter Music Conference in Miami as US labels close in for their signature. Although there was no Stardust equivalent this year, the XL act head MRJ's list of the Top 10 most talked about tracks at the event. They are: 1. Basement Jaxx — Rendez-Vous 2. Basement Jaxx — Red Alert 3. Duane Harden — What You Need; 4. Pete Heller — Big Love 5. Danny Tenaglia — For Yourself; 6. Nielle — It Feels Like 7. Harry "Choo Choo" Romero — Just Can't Get Enough 8. Romanticon — Hold On 9. Nova Vix — Eniac — Pump It 10. Maloko — Sing It Back (Boris Dlugosch mix).

MADONNA AND RICKY MARTIN TO DUET

Madonna and Latin pop Ricky Martin have begun recording a duet together after the pair met at last month's Grammy Awards. WEA confirms the collaboration which is understood to be being produced by William Orbit in an unknown Los Angeles studio for Martin's forthcoming album.

MARSDEN AND WYLIE DEPART COLUMBIA

Two high-profile acts — Matt Goss and Marsden — have left Columbia. A Sony spokesman says former Coronation Street star Marsden has left after being "unable to reach an agreement in respect of a contract renegotiation." Sources say Marsden was unhappy with the direction his music was taking. Wylie, who was recording under The Mighty Wahl banner, has been dropped.

BEST OF THE REST AT SOUTH BY SOUTHWEST

THE HI-FIDELITY — Steaming set from this Glasgow indie act renewed label interest. **COMFORT** — Atmospheric trio sound promising. **FLAMING LIPS** — Long time troubadours, rated by The Point Management's Rick Rogers. **WHISTLER** — Formed around EXM's Ian Dury, they have wider appeal than folkish tag suggests. **FREESTYLERS** — Old-school beat act now with Mammoth in the US earned massive interest. **JEFF BECK** — UK guitar legend, rated by Geoff Triggs' head of the World Trade Management. **YOGI** — More aggressive sounding pop from Glasgow's former Big Wednesday act. **ASIAN DUB FOUNDATION** — Enthusiastic response from the predominantly white popping crowd. **RIGHT SAID FRED** — One of the hardest gigs to get into, but did not translate acoustically. **LO-FIDELITY ALLSTARS** — Robbed gig in the system. **THE COLUMBIANS** shipped 125,000 copies of their album *Statede*. **UNIDA** — Black Sabbath-esque band, recommended by Protocol managing director Tony Dobson. **DOVER** — English-speaking Spanish band with loud American rock sound. **GUANO APES** — German band with a Latin punk approach. **MILANS** — German set with acid rock harmonies. **THE NEW COOL BOMBAS** — German act with a Latin punk approach. **GIECFIER** — Norwegian act with punk metal tunes. **THE IZBARS** — Scott Walker/Doors-like outfit, led by Ronker (UK's head of A&R James Dewar). **MOTORPSYCHO** — Norwegian act best in their Sonic Youth moments. **GRAND MAL** — Slowly but surely Slash/London's New Yorkers' favorite. **BEN LEE** — The young singer/songwriter sounds more post-Britpop than post-Grunge. **ALEJANDRO EXCOVEDO** — Orchestral Americana, rated by Bug Music managing director Mark Anders. **DAVID PERRY** — Formerly Sony/ESG singer/songwriter who could build appeal from folk roots. **DIESHEAD** — San Francisco act sounding hillbilly in their more ballad moments. **THE AMERICANS** — American genre-act with their low, off-kilter pop tunes. **MONTANA** — Refreshing Australian guitar act, tipped by Revolution managing director Mark Horoburg. **THE GREAT SFL** — Aggressive rock had its moments. **7% SOLUTION** — Promising, although very early Nineties shoegazing-sounding affair.

A&R special: foreign acts impress at SxSW

AUSTIN, TEXAS: With more than 40% of the acts showcasing at South by Southwest now having come from Europe, their impact is increasing as they create some of the biggest A&R buzzes, writes Stephen Jones.

The quality of foreign acts at last week's convention in Austin, Texas, was more developed and adventurous than the US contingent for two reasons: US acts' uncaring infatuation with guitars and the fact that it is costlier for foreign acts to make the journey over, weeding out the weakest.

Unsigned or signed, SxSW is increasingly a chance event to create a buzz around acts — so appearances by the UK's **Robbie Williams** and **Beth Orton** were important for their Stateside careers.

Capitol Records invited more than 100 of the chosen few to a private Robbie showcase, sponsored jointly with *Interview*. The show, held on a patio under canvas outside the back of a bar, could not have exposed more the difference between a UK phenomena and a Stateside unknown. Beth was shuffled on to the Star Wars theme line. It was clear Williams was not going to let it hinder his enthusiasm to entertain.

Announcing one song to a silent reception, he turned back to the microphone to mount a sarcastic "thanks for the recognition." He even joked, "My ego has departed since I came here — nobody knows who I am." When lighters were held aloft during Angus, things looked better — one of the crowd whispered, "God, Americans do have a sense of irony," but when Robbie finished the song an American woman drew, "Play a slow song!" Virgin E-Commence's North America general manager Dave Alder said, "It was interesting. He'll sell lots of records here. But in the slow burn the sense of irony was lost."

Orton's acoustic set, on the official programme, had punters queuing around the block hours before. Clearly nervous from the off — "you'll have to be really quiet, because you're going to put me off



Williams (pictured with Guy Chambers on guitar, left): went down a storm, but irony was lost otherwise, she said — but in good humour, she soon settled down to a special performance of old and new material.

"Because she's never really played here before, this is a key moment with us about to release her new album," said Arista US's senior A&R director Peter Edge.

Less high profile UK acts — three times the number there three years ago — made inroads. **River** sound increasingly like REM with distinctive vocals and attracted the interest of top indie promotions executive Jeff McClusky. Hidden away on the bill was a real surprise in the suave look and acoustic sound of former Wondertainment frontman Miles Hunt (with Male Trec).

Other foreign acts also fared well. Japan's all girl **Ex-Girl** (Toshiba/EMI) impressed with their look and noisy pop — much to the approval of RCA UK A&R manager Per Kivman — while Canada's **Kinetic Star**, an intriguing white female equivalent of MC Solaris, Tricky and Lella, brought extravagant praise from Independentie A&R Charlie Zaks.

Norway's **Poor Rich Ones**, despite their Radiohead/U2 references, proved one of the

best acts of the convention and rightly earned A&R interest comparable to that of Iceland's **Bellatrix**. The latter's pop electronics sound appeared to be emerging as part of a wider movement in the way that big band swing did 12 months ago.

Australia's **Icecream Hands** are out to chase with their energetic Carter USMets/Placebo with *Lunes* approach, but the winner of the best band name was Arizona based thrash country act **Jesus Chrysler Superherc**. IBE agent Martin Horne agreed their approach, combining entertainment and songs, was one of the best.

The best lo-fi act were the resurgent **Imperial Tei** from San Francisco, sounding like a mix of **Blondie**, **Prince** and **Pavement**. However, the biggest A&R buzz act of the festival was Baltimore's **Radiolast**, who despite the hype sadly offered Eighties rock by-numbers, leading one top American A&R man to decry "they sound like the Gin Blossoms without the songs".

It was little wonder that despite the presence of acts such as **Mercury Rev** on the bill, the hottest ticket for a US act was to see **Tom Waits'** first gig in eight years.

The last time long-form music dominated the video sell-through charts was back in the mid-Eighties, when movies were only available for rental or for sale at prohibitive prices. But the market has matured and expanded, and music product has been progressively marginalised by the booming sales of feature films and TV spin-offs on VHS. As a result, music video's 9% share of the total market in 1996 fell to 6.5% in '97, and slipped still further last year to 5.6%.

In real terms, the picture is not so bleak. Total unit sales of music videos may have fluctuated according to the size of the market in recent years, but they have not tumbled. About 4.3m units were sold in 1996. Admittedly, that figure slipped to 3.9m in 1997, only to rise again in 1998, by almost 12% to 3.8m.

Clearly music video titles still have the potential to command healthy sales while the advent of DVD points to a brighter future (see breakout DVD). But the sector is prone to market contractions. Thus the tremendous success of a handful of releases is offset by the relative failure of the many. The past few years have been characterised by a small number of six-figure sellers, followed at some distance by everything else.

"You need more of an angle than ever before," says Video Collection International (VCI) managing director Robert Gallow, who has 15 years of experience in video sales. "We rely on special events such as Cliff's 40th Anniversary to whip up interest, but it is getting harder to come up with them," he says.

Johnny Fawcings, joint managing director of VCI, one of Universal's video labels, says the sell-through market has changed enormously in recent years.

"In the early Nineties, the rule of thumb was that video sales would be the equivalent of about 10% of album sales," he recalls. "That's not the case now."

Those video companies wishing to break into the golden circle of massive sales have recognised the emergence of distinct trading patterns during the past few years.

"If there is a model for a successful release, it may be that a live concert tape does better than a compilation of clips, and live with backstage footage does even better than that," says Fawcings. "But then there is always the one-off million-seller."

The results for 1998 certainly support this analysis. In short, the leading music video labels — VCI, VCI and PolyGram — have put their faith in the big theatrical event and have seen paid back reasonably. VCI's *Hey Mr Producer!* — a tribute to impresario

Cameron Mackintosh — was a big seller last year. VCI's big hit of 1998 was Michael Flatley's *Feet Of Flames*, the star's follow-up to the 350,000-selling *Lord Of The Dance*. And through its links with Andrew Lloyd Webber's Really Useful Group, PolyGram released the Lloyd Webber 50th birthday tribute *Celebration*, as well as last year's biggest-selling video, the original cast recording of *Cats*, which sold 580,000 units.

"Although music now represents a small part of our overall business, musicals are becoming increasingly important," says Gallow. This trend has been dubbed by many as the Reverend Effect. When VCI bought the video rights to *Reverend* four years ago, Gallow says it was a speculative ploy. "Before that, theatrical producers feared if you brought out a show on video it would hinder box office, but *Reverend* had the opposite effect," he says.

Reverence also showed that the mature market of video can tap into a very enthusiastic "mums and grans" market.

On the other hand, certain pop titles have also performed superbly in the past couple of years, thanks to the 'teenies'. The Spice Girls' *Official Video — Volume One* sold more than half a million copies in 1997

while Boyzone's four longform releases have each sold in excess of 100,000 copies during the past two years. Nevertheless, not everyone supports the theory that compilations of shortform promos are less attractive than recorded live events. "Madonna has been one of the biggest sellers on VHS, including her video compilations," says Simon Heller, marketing director at Warner Music Video. "That has a lot to do with the fact that her videos are interesting and well-produced."

Similarly, Sony's video version of George Michael's *chartTopping Ladies & Gentlemen* collection has sold more than 130,000 copies so far. "We received a BVA Platinum

A LOT OF LIFE LEFT IN MUSIC VIDEO

Some new trends have started to emerge for those keen to crack the top end of the sell-through video market. David Knight reports

plaque for £1m of sales in less than three months," says Sony Music Video product manager Fiona Ball. "That suggests there's a lot of life in music video yet."

At the very least it proves that if there is a trend in video sales, a big enough individual artist can buck it. But how does that explain some of the more spectacular failures? Why, for instance, has Volturne, the video greatest hits package from Björk, which features some of this decade's best

companies are missing opportunities by releasing videos themselves, rather than through video companies. "You simply can't market videos in the same way as records," he says. As well as the advertising, distribution and racking of product, video specialists emphasise the importance of "added value".

This is the extra something which makes a sell-through release special, be it an extra



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and most critically-acclaimed pop promo work, been only a moderate seller?

PolyGram Video marketing director Patricia Favère believes it is down to age. Music titles at PolyGram are divided into pop, rock and "other". "In 1993, rock represented 33% of our total music sales," he says. "But by 1997, that figure had fallen to 12%. On one side you have the older audience, on the other you have the teenies, but there is nothing much in between anymore."

Such a state of affairs would seem to suggest that a whole sector of the audience — namely, record-buying young males — has given up on VHS and is waiting for the superior quality DVD to take off.

But VCI's Fawcings feels record

clip, a "backstage pass", a poster or a postcard. "One of the key factors behind the runaway success of the Boyzone videos has been the fantastic packaging," says Fawcings. "We're giving the fans what they want."

The same could be said for Steps, whose sell-through, *Steps — The Video*, has sold more than 130,000 to date. The tape includes juicy individual vignettes featuring each group member, backstage footage and seven video clips.

Appealing to both dominant market sectors could well represent the way forward for sell-through labels. What is certain is that products will have to be well produced and well marketed if they are to succeed in a difficult market.

Low cost, high creativity route to the TV screen

Today's image-friendly pop depends for its success on as much exposure as possible in the widest variety of markets. Pop acts rarely make it on the strength of their songs alone — they have to compete with each other on visual level to make an impact. Consequently record companies recognise that it is a false economy to cut back on promo video production.

"The marketing and business side of the business is fierce at the moment," says RCA BMG video commissioner Fraser Keat. "People have a very clear idea about what they are selling."

This can have quite an impact on video production costs, and the £100,000-plus video is no longer a rarity. According to *MUSIC WEEK* magazine, PROMO, more than 600 videos were commissioned in the UK last year at an estimated cost of £20m. However, since the last recession, record companies and promo production companies have honed their ability to make the most of budgets, as a result, the sector appears to be polarising, with large

budgets allocated to established or priority pop acts, and tiny amounts channelled into less immediately mainstream artists.

"We tend to take the approach of spending relatively small amounts initially while going out on a limb creatively," says Sony video commissioner Marisa Hine. "Once you've got a momentum going, you can think about spending more for the third single. That is how Reef were launched and it's been the model ever since."

Vinyl was the biggest commissioner of promos last year with more than 50, and is a consistent supporter of the format. Since the hugely successful video-led launch of the Spice Girls, the company has strongly invested in slick promo production for the greatest possible international impact.

Directors such as Katie Bell (Boyzone, B*Witched), Marlene Rahn (Another Level, Nine Yards) or Vaughan Arnell (All Saints, George Michael, Robbie Williams) are called upon to produce work that regularly translates into airplay success on MTV or The Box. "There's a shortage of directors

1998'S TOP TO PROMO COMMISSIONERS

- 1 Virgin
- 2 Sony
- 3 Mercury
- 4 Island
- 5 Polydor
- 6 EMI/Chrysalis
- 7 RCA (BMG)
- 8 Parlophone
- 9 East West
- 10 WEA

Source: The Promo Database

who understand the parameters of pop," says Keat. "It takes a director who can work very closely to a brief."

Former choreographer Phil Griffin, who has directed promos for Billie and Matthew Marsden is one such. "Having worked for a record company myself, I understand what they need and the horrors a

commissioner can go through," he says.

At the same time, video production companies such as Oil Factory, Partizan and Swivel have developed a reputation for quality and creativity as well as commerciality. But the most important recent trend has been the entrance of commercial companies such as Academy, Godman, Freedom and Black Dog, an arm of Ridley Scott's RSA Films, into the promo production business.

The new companies have already been part of the creative and critical renaissance of the pop promo in the last couple of years, with work such as

Chris Cunningham's stunning Aphex Twin videos for Black Dog (pictured) and Jon Glazer's video for UNKLE's *Rabbit In Your Headlights*, produced by Academy. In a new world order, where formats and developments such as DVD, the net and digital TV offer increased opportunities for music video, they will prove central to the promo industry's attempts to improve its standing with record companies. **DK**

DVD: the music video revolution

There is little doubt that the advent of the Digital Versatile Disc will have a revolutionary impact on music video. In terms of visual and sound quality alone, not to mention its interactivity and capacity to offer extra information, the DVD format is not simply superior to VHS – it is on an entirely different plane.

Initially, DVD will not offer longform music videos the huge advantage provided by early VHS self-through, since moves already account for the greater proportion of currently available product. Nonetheless, DVD



music titles are beginning to make their presence felt, even if there is some dispute over the extent to which they are already affecting the self-through market.

"It is already becoming a large part of the business," says Fiona Ball, DVD product manager at Sony Music Video which, along with PolyGram and Warner, is among the majors aggressively pushing the format and its suitability for music product.

"We're putting a lot of resources into DVD and we hope it will breathe new life into music video," says Simon Heller, Warner Music Video marketing director. "What we need is more software to generate more consumer interest."

To this end, Warner is releasing a batch of music DVDs from its back catalogue in April, including the successful 1998 video releases of The Corrs' Albert Hall Concert, Madonna Live In Italy and REM's Roadmovie. PolyGram Video and VVL are also eager to release product in the rock sector, where VHS sales have become moribund. PolyGram has released titles by Metallica and VVL is planning to introduce U2 material soon.

Sony has raided its video back

catalogues for titles by acts such as Oasis, Michael Jackson and Celine Dion. Ball says the forthcoming release of Aerosmith's *The Making Of Pump* (pictured) will particularly appeal to males in their 20s and early 30s with sizeable disposable incomes – the demographic of current DVD player-owners and the group which has been identified as having abandoned the self-through music video format.

"Music videos definitely don't appeal to twenty-somethings like they used to," says PolyGram Video marketing director Patrice Faviere. "But DVDs are sexy."

One of the key selling points is the format's Dolby Digital 5.1 surround sound. "The quality is so good that people could feasibly buy a live concert on DVD purely to listen to it" – Fiona Ball, Sony Music Video.

But this doesn't take into account the potential option of camera angle selection, instant access, added discography and biographical info on DVD, which offers tremendous added value to the consumer at limited extra cost.

Of course, it is still early days, but the new format is growing faster than expected, and more rapidly than CDs did at the same stage in their evolution. The most recent CIN figures show that DVD finally broke the 20,000 sales a week barrier in mid-March while typical weekly volumes have more than doubled since the beginning of December.

Fewings feels it is still some way before DVD really takes off, but he identifies the arrival of recordable DVDs as the moment when it will happen. "That is when it will go bang," he says. "It's merely a question of how huge, how quickly." DK

TOP 10 SELLING MUSIC VIDEOS OF 1998

1 Cats	Original cast recording	PolyGram Video
2 Feet Of Flames	Michael Flatley	VVL
3 40th Anniversary Concert	Cliff Richard	VCI
4 Hey Mr Producer!	Various Artists	VCI
5 Live – Where We Belong	Boyzone	VVL
6 A. Lloyd Webber – Celebration	Various Artists	PolyGram Video
7 Ladies & Gentlemen	George Michael	SMV
8 Girl Power Live In Istanbul	Spice Girls	Virgin
9 Spice Power (Unauthorised)	Spice Girls	Visual Entertainment
10 My Way	Frank Sinatra	VCI

Source: CIN

Classical gets new lease of life

Thanks to its high quality sound, clear images and ability to deliver text, scores and more, DVD has already caught the imagination of those classical record labels seeking ways to use new technologies and rejuvenate mature markets.

Warner Vision is eager to set trends in this developing and potentially lucrative DVD market, recognising the importance of classical music, ballet and opera as premium products. It launched its classical DVD range last year with Matthew Bourne's award-winning production of Swan



Lake, which was originally available on its affiliated NVC Arts video label.

Among the titles already on release or scheduled for later in the year are Bruno Monsiegeon's critically-acclaimed documentary about Russian pianist Sviatoslav Richter, the Glyndebourne Festival Opera's production of *The Marriage Of Figaro* and

Handel's *Operatic Masterpieces*, as well as Luc Bondy's Paris production of Don Carlos (pictured) and Rudolf Nureyev's final work for the Paris Opera Ballet, *La Bayadère*.

"Consumer misperception of what DVD has to offer may limit its appeal initially," says Warner Vision marketing director Simon Heller. "However, the US experience shows that if you can deliver a strong range of titles people will buy the hardware."

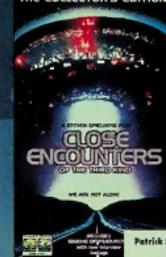
Meanwhile, Sony Music has entered the market with four releases featuring Herbert von Karajan, while BMG Confiter has just issued the first complete DVD opera, a production of Puccini's *Turandot*.

"The medium has a long way to go, but the market appears to be growing quite well," says BMG Confiter director Richard Dinnage. "There will be a steady stream of DVD product from BMG arriving soon." Andrew Stewart

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TOP 75



3 APRIL 1999

Pos	Artist (Producer/Publisher)	Label/Cat	Class	(Distributor)	7/12
1	NEW FLAT BEAT • F Communications/PIAS Recordings F 1042C/UK 104M (V) Mr. Oizo (Baptiste) Wip (Dupical)				
2	NEW WATCH DOCTOR • FluxEM/TONCO LTD/TONCO 1 (E) Cantons (Spergno/LePuncher) Reuter-Norzi (Spainel)				
3	NEW HONEY TO THE BEE • Innocent/SINC B/SINC (E) Bee (Marjorie) Chrosta (Pine/Mar)				
4	3 NEW BABY ONE MORE TIME #2 • Jive 0521186252/1894 (V) Britney Spears (Marj/Peach) Grant/Walsh (Marin)				
5	NEW YOU GET WHAT YOU GIVE • MCA MCAST 48111/MCCS 014 (E) New Radicals (Alexander) EMI (Alexander) Nonesuch				
6	2 WHEN THE GOING GETS TOUGH ★ • Polydor 5698132/5698214 (U) Sons Of Anitcha (Anitcha) (Barratosa/Espresso/Lane/Dobson)				
7	NEW NO SCRUBS • LaFace 7432160952/7432160954 (BMG) TLC (Bridget) EMI/Windup Pacific (Bridget)Warner/Capitol				
8	5 WE LIKE TO PARTY! (THE VENGABOS) • Positive CDTW 18/CTW 138 (E) Vengaboys (Danku/DJ Demmido) Peer (Danku/DJ Demmido)				
9	1 BLAME IT ON THE WEATHERMAN • Blow Music 501235/67034 (SM) Cristina Milici (1986/MCA) PolyGram/Capitol UK/EMI/Sony/Reprise/Capitol				
10	NEW YOU GOTTA BE • Dusted Sound/Sony 52 666855/66689314 (E) Dave (Hogran/Dustin) Sony ATWCC (Dustin/Hogran)				
11	6 BETTER BEET FORGOTTEN • EMI/05 051242/05129214 (P) Steps (Tophan/Tony/Waterman) EMI/Ab (Boys)BMG (Frankampton/Waterman)				
12	7 IT'S NOT RIGHT BUT IT'S OKAY • Arista 74320542/7432182304 (BMG) Whitney Houston (Lionel) EMI/Warner-BMG Jack (Houston) UK (Dustin)Electric Blue/EMI				
13	13 STRONG • Chrysalis CDCHS 0121/7CCHS 5107 (E) Robbie Williams (Chambers/Power) EMI/BMG (Williams)Chambers				
14	NEW OUT OF THE BLUE • Essential Records/London 7504325/7504004 (U) Sly & The Family Stone (Essential) EMI (London)				
15	NEW COLOUR THE WORLD • MCA/Universal CDUK4415/4415 (V) Sash (Sash/Tokiko) Sash By Step/Decca/Sony/Puremus (Aston/James/Lapointe)Arista				
16	NEW WINDOWLOOKER • Warp WAP 1054D (V) Alpha Twin (Lames) Chrysalis (Lames)				
17	17 MY LOVE • 1st Avenue/Wild Card/Polydor 5638112/5638394 (U) Kiki LaRoche (Kiki/Nevill) Warner-Chappell/Windup Pacific (Kiki)				
18	18 MUSIC TO WATCH GLORIES • Columbia 697122/6971224 (SM) Alicia Keys (to credit) Knott (Prowess)EMI (Vetona/Arca)				
19	11 STRONG ENOUGH • WEA WEA 2010D/WEA 201C (W) Cher (Taylor/Rawling) Rice (Dante) Sarm/Taylor				
20	15 TENDER • FoodPartophone CDFO905 117/17CP000 117 (E) Rox (Dina) EMI (Mabum/Conrad)James/Rox				
21	14 AS • EMI 6801212/6801214 (SM) George Michael & Mary J. Blige (Michael/Douglas)Jobete/EMI (Wondori)				
22	18 CHANGES • EMI 6825282/6825284 (P) P. Diddy (to credit) Jashawn/MCA/PolyGram/Zapp/War (Shaurin/Warner/Hornby) (0523830)				
23	16 RUNAWAY (REMIX) • Atlantic AT 0662C/DAT 0662C 2D (V) The Sons (Hester) EMI/MCA/Gen (Carr/Carr/Conrad)				
24	24 HEARTBEAT/TRAGEDY ★ • EMI/05 05194305/051941 (P) Steps (Frankton/Waterman/Tophan/Tony/Waterman) All Boys/BMG (Danku)MCA/GM/4				
25	10 YOU STOLE THE SUN FROM MY HEART • EMI 6866323/6866334 (SM) Marcie Shreeves (Pledge) Sony ATV (Lionel)ad (Lionel)More				
26	12 KILLIN' TIME • Jive/Eastern Bloc 05193232/05193230 (V) Tina Turner (Tophan/Tony/Waterman) All Boys/Tophan/Tony				
27	19 PUSH UPPOUSIES • JWB JBO 5008173/ (SMW/P) Underworld (Smith) Underworld/Sherlock Holmes (Underworld)				
28	13 WISH I COULD FLY • EMI CDEM 3207/CDEM 303 (E) Rox (Dina) EMI (Mabum/Conrad)James/Rox				
29	15 LULLABY • Columbia 6809359/6809394 (SM) Shawn Mullins (Mullins) EMI (Mullins)				
30	16 MARIA • Beyond/9ICA 743216156/743216156A3 (BMG) Branda (Linn) Dick Johnson (Dustin)				
31	NEW DAY IN DAY OUT • EMI ECSD 755 (E) Foster (Dustin/Foster) MCA-PolyGram (Nicholas)				
32	17 WRITING TO REACH YOU • Independent 150M 22M/S/SONY 22C (SM) Tina Turner (Goddard) Sony ATV (Healy)				
33	10 HOW LONG'S A TEAR TAKE TO DRY? • Geffen/Mercury 6198228/6028 (U) The Beautiful South (Ratner)MCA-EMI (Ratner/Philly)				
34	NEW JUMP JIVE AN' ROLL • Interscope IND 9560/IND 9560 (BMG) Sean (Sebastian) (Sebastian) Sals (Sals)				
35	14 NOTHING REALLY MATTERS • Maverick W 4710D/W 471C (V) Madeline (Medford/Outside) Wrist/Warner-Chappell/EMI (Madford/Lane)				
36	17 FLY AWAY • Virgin VUSCD 141/WSCD 141 (E) Lenny Kravitz (Kravitz) EMI (Kravitz)				
37	15 CRASH/REWIND • Stockholm 563332/5633274 (U) The Crash (Lundholm) MCA-PolyGram (Lundholm/Sony)				

Pos	Artist (Producer/Publisher)	Label/Cat	Class	(Distributor)	7/12
38	1 JUST LOOKING • V2 WIR 500311/WVR 500303 (SMW/P) Santitas (Lionel) EMI/MCA-PolyGram (Lionel)Warner/Capitol				
39	25 YOU DON'T KNOW ME • rrr FDC 357/FCS 357 (U) Armed With Heredity featuring Dianne Hardin (Van Halen) CC (Hester/Van Halen) • JFX 357				
40	32 PROTECT YOUR MIND (FOR THE LOVE OF A PRINCESS) • Positiva CDTW 18/CTW 138 (E) DJ Saks & Friends (DJ Saks) EMI (Hornor)				
41	30 AT MY MOST BEAUTIFUL • Warner Brothers W 4770D/W 477C (W) R&B (Mickal) EMI/Warner-Chappell (Bucks/Mu/3)Jive				
42	NEW SWEET LIES • Jive/Eastern Bloc 05192205/1924 (P) Jive Campbell (Tophan/Tony/Waterman) All Boys (Tophan/Tony/Waterman)				
43	NEW THE GREATEST HIGH • Creation CRECD 398/CRECS 39 (SMW/V) Nyrupcaric (Hollands) Curious (Hollands)				
44	18 SEE THE STAR • Focuser? CDURY 51/URY 51 (E) Chick Corea? (DeFries) Corea? (Smith/Gairard)				
45	33 STYLE • rrr FDC 358/ (U) Orbital (Hornor/Hornor) Sony ATV (Hornor/Hornor) • JFX 358				
46	20 LET'S GET DOWN • East West EW 185D/EW 185C (V) Spacefunk (Spacefunk) Warner-Chappell/Sony ATV (Spacefunk)Sparrow/Reprise/EMI				
47	NEW EVERYDAY GIRL • Higher Ground HIGDS 100D/ (SM) Chapin (Fisher) MCA (Daly/Hay)				
48	NEW WON'T YOU STAY • Muztopram MUSH 46CDS/MUSH 46MC (SMW/P) Chapin (Fisher) MCA (Daly/Hay) Muztopram/International Music/MCA-PolyGram (Fisher/Mu)				
49	6 EX-FACTOR • Ruthouse/Columbia 6864943/6864944 (SM) Lauryn Hill (Lauryn Hill) EMI/Sony ATV (Lauryn Hill)				
50	12 WHEN YOU'RE GONE ★ • A&M/Mercury 962182/92182R (U) Rive Adams featuring Melanie C (Adams/Rock) Defamous/Sony ATV (Adams/Kennedy)				
51	12 RUST • London LONDON 424K (U) Echo & The Bunnymen (McCart/Davies)Topdog Warner-Chappell/Echo & The Bunnymen (Lionel) 424K				
52	NEW B LINE • Fontana LAMCD 5 (E) Ruffalo (Ruffalo) Warner-Chappell (Barrow/Theodas)				
53	10 YOU BETTER • Universal MMSX0 4013D/ (BMG) Moby (Moby) Warner-Chappell (The Knack/Hornor)Reprise/EMI (Moby)MCA/Gen				
54	17 ONE WEEK • Reprise W 488C/W 488C (V) Baroness (Linn)Hogran/Baroness/Lantern/Warner-Chappell/Real Gone (Robertson) • JFX 488				
55	19 BETCHA CAN'T WAIT • Telstar CDSTAS 101/CDSTAS 101A (V) The Roots (Lauryn Hill) MCA (Lauryn Hill)Warner-Chappell (Lauryn Hill)EMI (Lauryn Hill)				
56	14 NEVER HAD IT SO GOOD • EMI 040735/ ERE03C358 ERE (P) Tina Turner (Lauryn Hill) (Zomba/Jay) EMI Face/Motown/Interscope/Reprise/Nonesuch				
57	13 ENJOY YOURSELF • Universal UNCD 5623D/UNC 5623B (V) A. J. Pollard (EMI) (Murray)Warner				
58	NEW MOVIN' THRU YOUR SYSTEM • Home Chords H088D/H088D (V) Rock (Rock) MCA/Gen (Lauryn Hill)Paragol				
59	10 PRETTY FLIP (FOR A WHITE GUY) • Columbia 68882C/6888804 (SM) The Offspring (Lauryn Hill) (Holland)Jaguar/EMI (Lauryn Hill)				
60	1 I WANT YOU BACK • Transcendental/Northwestside 742146R/742146R (SM) Nirvana (Spar/Martini) Chrysalis/BMG (Pop/Martini)				
61	15 GOODEBYE • Virgin VUSCD 172A/VSCD 172A (V) The Roots (Lauryn Hill) MCA (Lauryn Hill)Warner-Chappell (Lauryn Hill)EMI (Lauryn Hill)				
62	18 BELIEVE ★ • WEA WEA 1730C/WEA 173C (V) Tina Turner (Tophan/Tony/Waterman) All Boys/Tophan/Tony				
63	15 WRITTEN IN THE STARS • Mercury EUSD 45/EJSMC 45 (E) Eminem (John Ross) (Lionel)Wardland/Warner-Chappell/Interscope (Lionel)Reprise				
64	18 THE WAY DREAMS ARE • Ritz RZCD 325R/CDZ 325 (RMG/U) Robert D. Downey (Randy) Michael (Healey)Daphrose (Healey)				
65	NEW ABYDOL • Warner ESP 082C/D1 (V) Black Dog (to credit) Black Dog/Digital/Black Dog/Black Dog (Lionel)EMI/WESP 082C				
66	2 DO YOU FEEL ME?...I FREAK YOU • MJJ/EMI 6869134/6869134 (SM) Lauryn Hill (Lauryn Hill) EMI/Warner-Chappell (Lauryn Hill)Warner-Chappell (Lauryn Hill)				
67	14 IF YOU I BELONG • Geffen WMR/EMI 6807128R/7128 (V) R. W. Wood (Pledge) Jive/Decca/Bucks/9EMCA-PolyGram (Bucks/Decca/Wood/9)				
68	10 TEQUILA • Total Neges CDVEGAS 10 (E) Tommorrow (Roblin) Warner-Chappell (Tommorrow)				
69	1 BOY YOU KNOCK ME OUT • MJJ/EMI 6869132/6869134 (SM) Lauryn Hill (Lauryn Hill) EMI/Warner-Chappell (Lauryn Hill)Warner-Chappell (Lauryn Hill)				
70	18 WHEN YOU BELIEVE • MCA/EMI 68732/68732 (SM) Morah Carra & Whitney Rowland (Robinson) Danny Lane/Cher/Davies (Sullivan)Warner				
71	0 WHAT'S SO DIFFERENT? • EMI 686752/686752A (SM) Glenanne (Hollands) EMI/Warner-Chappell (Lumpkin/Mokey/Hart/Boys) • 686752				
72	12 PRAYISE YOU • SMI SKINT 42CD/SKINT 42MC (SMW/P) Baby Sim (Fisher) MCA-PolyGram/Martini (Fisher/Carroll)				
73	10 SING IT BACK • Echo ECSD 79 (V) Moloko (Moloko) Chrysalis (Byden/Murray) • ECSD 79				
74	2 EVERYBODY GET UP • Defected DEFECT 20D/S (SM) Glenanne (Hollands) EMI/Warner-Chappell (Lumpkin/Mokey/Hart/Boys) • 20D/S				
75	1 SURRENDER • EMI/Taylor/Morah/Sheppard • 05EFET 2D (V) David Sylvian (Sylvian) Optim Arts (Sylvian)				

TITLES A-Z

Pos	Artist	Label/Cat	Class	(Distributor)	7/12
1	My Way (Burt Bacharach)				
2	Billie Jean (Michael Jackson)				
3	Smells Like Teen Spirit (Nirvana)				
4	Billie Jean (Michael Jackson)				
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73	Billie Jean (Michael Jackson)				
74	Billie Jean (Michael Jackson)				
75	Billie Jean (Michael Jackson)				

As used by Top Of The Pops and Radio One

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3 APRIL 1999

CHART COMMENTARY

by ALAN JONES



Mr Oizo's *Flat Beat* makes its expected debut at number one this week, after selling nearly 284,000 copies. Mr Oizo - aka Quentin Dupieux - is the 11th artist to enter the chart at number one with their first hit, following Whirlwind, Robson & Jerome, Babylon Zoo, White Town, Hanson, Teletubbies, B*Witched, Billie, Spacestate and Britney Spears. *Flat Beat* is the seventh number one to be associated with Levi's TV ads and the

SINGLE FACTFILE

second to give a new act a number one debut (the first was Babylon Zoo). Mr Oizo is the first French act to top the chart since 1974, when Charles Aznavour was number one with *She*. And *Flat Beat* is by far the biggest hit on the F Communications label, owned by French DJ Laurent Garnier, and his UK rights owner PIAS Recordings, a subsidiary of the Belgian Play It Again Sam label.

For the first time ever, the top two records on the chart are new entries by new acts. Mr Oizo and the Cartoons are enjoying their introductory hits with *Flat Beat* and *Witchdoctor*, and are among four new entries to the top five for only the third time in chart history (this tally includes 31 October last year, when all of the top five were newcomers). The Cartoons are unlucky to be up against such stiff opposition. Their sales of 156,000 last week would secure them a number one placing more often than not.

With so much action at the top of the chart, something had to give - and it turned out to be B*Witched, who come crashing down from one to nine with *Blame It On The Weatherman*. That's the biggest decline since 1991, when Iron Maiden's *Bring Your Daughter... To The Slaughter* experienced a similarly savage slump. Two other records have fallen - 49, these being the Temperance Seven's *You're Driving Me Crazy* (1961) and Nancy Sinatra's *These*

MARKET REPORT



Figures show top 10 companies by % of total sales of the Top 75, and compare groups taken by % of total sales of the Top 75

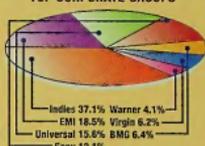
SALES UPDATE



Boots Are Made For Walkin' (1966).

Aside from the Mr Oizo single, there are two other records in the Top 20 that owe

TOP CORPORATE GROUPS



their success to TV ads. Andy Williams' *Flat Punt* is the UK's first chart success to be associated with Levi's TV ads and the

currently gracing the Ford Focus ad, debuts at number 10, comfortably eclipsing its original 1994 chart peak of 20, and the number 14 peak it scaled when reissued the following year. It's the first time in chart history that we've had these ads in the Top 20 at the same time, and there are more to come, with Fatsy Slim's *Right Here Right Now* (as used by Adidas) and Billy Fury's *Wondrous Place* (Toyota) the most imminent. Spare a thought though for country legend Don Gibson, who can be heard on the same Levi's ad as Mr Oizo, but seems to have been overlooked in this release frenzy.

The swing reversal has resulted in a number of hit albums in America but has had little impact in the UK thus far. The first indication that it might be a sales force here comes with the debut at number 34 this week of the single *Jump Live An' Wall* by the Brian Setzer Orchestra. Setzer hasn't charted since 1983, when he was lead singer with the Stray Cats.

INDEPENDENT SINGLES

This Week	Last Week	Title	Artist	Label (distributor)
1	NEW	FLAT BEAT	Mr Oizo	F Communications/PIAS Recordings
2	1	BABY ONE MORE TIME	Britney Spears	Jive 052752 (P)
3	2	BETTER BEST FORGOTTEN	Steps	Ebu/Ebu 0519232 (P)
4	NEW	WINDOWSHOCKER	Alphax Twin	Warp/Warp 0519230 (P)
5	4	KILLIN' TIME	Tina Cousins	Jive/Eastern Bloc 0519232 (P)
6	6	CHANGES	2 Pac	Ebu/Ebu 0522332 (P)
7	NEW	DAY IN DAY OUT	Faded	Echo EDCSD 75 (P)
8	3	FUSH UPSTAIRS	Underworld	JBD JBD 506612 (3MV)(P)
9	9	HEARTBEAT/TRAGEDY	Steps	Ebu/Ebu 0519142 (P)
10	NEW	SWEET LIES	Elio Campbell	Jive/Eastern Bloc 0519222 (P)
11	5	SEE THE STAR	Delinco's?	Fusion? CONFURY 5 (V)
12	7	JUST LOOKING	Stereophonics	V2 V2 506210 (3MV)(P)
13	NEW	THE GREATEST HIGH	Hurricane #1	Creston CRESCD 300 (3MV)(P)
14	NEW	MOVIN' THRU YOUR SYSTEM	Jack Propp	Hon! Cheats HQD 7232 (V)
15	NEW	WONT YOU STAY	Christian Fry	Mushroom MUSH 46203 (3MV)(P)
16	11	NEVER HAD IT SO GOOD	Take 5	ECHO 00438758R (P)
17	10	SING IT BACK	Meloko	Echo EDCSCX71 (P)
18	8	SLIDE	Goa Goa Dots	Echo 010203HWR (P)
19	NEW	SHAKESPEARE IN LOVE	Laura Kaye/L	Echo 00467528R (P)
20	12	SNAY YOU'LL BE MINE	Orlyx	Quality Recordings QAL 05523 (P)

All charts © CMA

PEPSI Chart

This Week	Last Week	Title/Artist	Label	This Week	Last Week	Title/Artist	Label
1	1	FLAT BEAT Mr Oizo	F Communications	21	1	LELLARY Show Girls	Columbia
2	2	WATCH DOCTOR Santana	Rock/A	22	2	BLACKBOARD Jungle	Stockholm/Polygram
3	3	HONEY TO THE BEE Alice	Interscope/Wig	23	3	ONE WEEK Ben & Jelen	Capitol
4	4	BABY ONE MORE TIME Britney Spears	Jive	24	NEW	TURN AROUND Phish & Seal	Mutiny
5	5	GET WHAT YOU GIVE YOU	New Traditions	25	5	MY LOVE Eric Burdon	Wild Card
6	6	WHEN THE GOIN' GETS TOUGH	Spokane	26	6	WISH I COULD FLY	Roomba Recordings/EMI
7	7	NO SCRIBS inc	Lafayette	27	7	HOW LONG'S A YEAR... The Beautiful South	Del-Fi/EC
8	8	WE LIKE TO PARTY... Virginia	Pacific	28	8	NOTHING REALLY MATTERS	Motown
9	9	WEATHERMAN Eric Church	Globe/Virgin/Sp	29	9	IN OUR LIFETIME	Mercury
10	10	YOU GOTTA BE WILD	Barnard Sound	30	10	DEAD FROM THE WAIST DOWN	Columbia
11	11	STRONG Robby Williams	Chrysalis	31	11	WHEN YOU'RE GONE	Byron Adams/Int. M.C. A&M/Universal
12	12	AS George Michael/Mary J. Blige	Sao	32	12	MUSIC TO WATCH GIRLS BY	Andy Williams
13	13	IT'S NOT RIGHT... Whitney Houston	Arista	33	13	MY FAVOURITE GAME	Capitol/Columbia
14	14	RUNAWAY The Corrs	Valhalla/Reprise	34	NEW	COLORS OF THE WORLD	Capitol
15	15	TENDER Bie	Real Gone/Interscope	35	15	PRAYISE YOU	Fantasy/Sire
16	16	YOU STOLE THE SUN... M240	Mercury	36	16	YOU DONT KNOW ME	Armani/Int. M.C. A&M/Universal
17	17	MARIA	Buenavista/EC	37	17	SLIDE	Goa Goa Dots
18	18	FLY AWAY Lemmy Kilmister	Virgin	38	18	JUST LOOKING	Stereophonics
19	19	STRONG ENOUGH	W&A	39	19	EX-FACTOR	Laura Kaye/L
20	20	BETTER BEST FORGOTTEN	Steps	40	20	CHANGES	Phish

© CMA/Chart Control

To hear the chart hot-off-the-press on Monday morning, call 0891 509290. Calls cost 50p/min

Hollis B. Monroe

I'm Lonely

Pete Tong's Essential New Tune on Radio One
Released April 12 on cd & 12"

cityBEAT



3 APRIL 1999

CHART COMMENTARY

by ALAN JONES



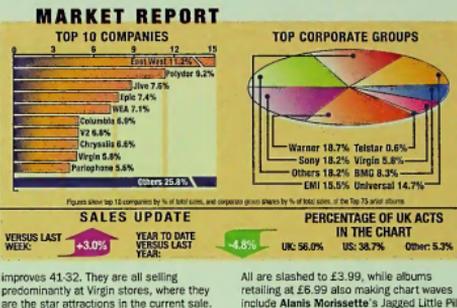
Butler's 13 retains pole position on the chart but it sold only a thousand copies more than **The Corrs'** *Talk On Corners*, which returns to runners-up position, and must be fancied to return to the summit next week. Meanwhile, **The Corrs'** debut album *Forgiven*, Not Forgotten reaches a new chart peak, climbing 8.5. The Irish band thus became the first act to have two albums in the top five since 25 September 1993, when Prince was at number four with *The Hits/The B Sides* and number five with *The Hits II*. For good measure, he was also at number six with *The Hits II*. The last act to have two albums of original material in the top five at the same time was Bruce Springsteen, who was at one and two with the simultaneously released *Human Touch* and *Lucky Town* on 4 April 1992.

Tracy Chapman's self-titled 1989 debut climbs 24-19 this week, while **Primal Scream's** *Screamadelica* advances 45-22 and **Lou Reed's** 1973 classic *Transformer*

ALBUM FACTFILE

According to Skunk Anansie, Post Organic's *Chill* describes the way the group felt when they came off the road in 1998, after nearly three years of constant touring. It's also the title of their latest album, which debuts this week at number 16 after selling 13,000 copies. Their first album for Virgin, it has thus far performed less well than their introductory album *Paranoid And Sunburnt* (number eight in 1995) or 1996's *Stoosh*, which

reached number nine. Post Organic's *Chill* had been expected to be the highest new entry to the album chart this week, but was pipped for the honour by the Vengaboys' *The Party Album*, which sold a couple of hundred copies more to debut at 15. The Vengaboys' success comes at a time when their latest single, *We Like To Party (The Vengaboys)*, spends its fourth consecutive week in the Top 10, having already sold more than 320,000 units.



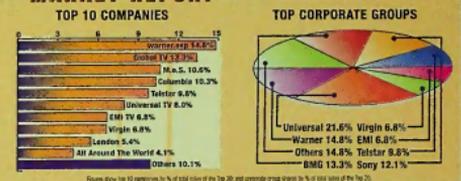
COMPILATIONS

For the first time in seven weeks the number one compilation is also the top-selling album overall. **New Hits 99** is the latest Warner/ESP/Globet/TV/Sony TV collaboration, and embodies the success of the last - *Hits 99* - by debuting at number one. It sold more than 66,000 copies last week, twice as many as the number one artist album, and three times as many as the number two compilation, **Dance Nation Six**, which it replaces at number one.

Preston-based radio station Rock FM's **Rock The Dancefloor 2** album debuts at number seven this week, eclipsing the number nine peak of the first *Rock The Dancefloor* album released last year. Though London stations like *Kiss* and *Capital* have big enough brand names to have placed compilations into the Top 10,

Rock FM is the only station outside of London to manage the feat. **Rock The Dancefloor 2** - which sold nearly 9,000 copies last week - includes many of the songs which have become local successes, including Afrika Bambaata's *Pumpkin*, Mix Factory's *Burnin'* and the Porn Kings' *Kickin' In The Beat*. Completing the local picture, the album is released on the Blackburn-based label *All Around The World*. Rock FM is a member of the Emap group of stations and its sister station and near neighbour, Liverpool's *Radiology* City is involved in a similar album out this week. **Clubzone - Dancing In The City** is released by the city's 3 Beat label, and includes tracks such as Don't You Want Me by Felix, I Know by New Atlantic and *Disco Cop* by Blue Adonis.

MARKET REPORT



INDEPENDENT ALBUMS

This Week	Last Week	Title	Artist	Label (distributor)
1	1	PERFORMANCE AND COCKTAILS	Strombosics	V2 WVR 10438 (UMV)
2	2	YOU'VE COME A LONG WAY, BABY	Fabrizio Sim	Skin BRASSIC 1102 (UMV)
3	6	SCREENMADICA	Primal Scream	Creation CREED 013 (UMV)
4	3	BABY ONE MORE TIME	Britney Spears	Yip 02212 (PI)
5	4	STEP ONE	Steps	EarMusic 051912 (PI)
6	17	DEFINITELY MAYBE	Oasis	Creation CREED 189 (UMV)
7	5	BEAUCOUP FISH	Underworld	JBO JBO 1009432 (UMV)
8	7	GREATEST HITS	ZPac	Jive 0522662 (PI)
9	NEW	WHAT'S THE STORY MORNING GLORY?	Oasis	Creation CREED 189 (UMV)
10	8	VERSION 2.0	Garbage	Mushroom MUSH 2002 (UMV)
11	6	WORD GETS AROUND	Serephorichs	V2 WVR 100438 (UMV)
12	11	GARBAGE	Garbage	Mushroom 013450 (UMV)
13	10	BIG CALM	Morchieba	Indecision ZEN 01700X (PI)
14	NEW	TOO YOUNG TO DIE - THE SINGLES	Saint Etienne	Heavenly HYNLP 100X (UMV/SMS)
15	16	MELTING POT	The Charlatans	Beggars Banquet B000 198 (PI)
16	NEW	VANISHING POINT	Primal Scream	Creation CREED 178 (UMV)
17	14	THE BOY WITH THE ARAB STRAP	Belle & Sebastian	Jive/JPC 003 060 (UMV)
18	13	THE COMPLETE	The Stone Roses	Silverstone OREC 535 (PI)
19	12	FIN DE SIECLE	The Divine Comedy	Setsanta SETCD 057 (V)
20	18	SONGBIRD	Eve Cassidy	Box Street G 21045 (HOT)

THE YEAR SO FAR...

TOP 20 COMPILATIONS

This Week	Last Week	Title	Artist	Label (distributor)
1	2	LOVE SONGS	VARIOUS ARTISTS	WARNER/ESP/PI/GRAM TV
2	1	EUPHORIA	VARIOUS ARTISTS	TELSTAR TV
3	3	THE BEST OF WHAT I CAN DO...EVERY	VARIOUS ARTISTS	VIRGINE/EMI
4	4	NOW THAT'S CLUB! ANTHEMS 41	VARIOUS ARTISTS	EMV/ING/UNIVERSAL
5	5	CLUBBER'S GUIDE TO...NINETY NINE	VARIOUS ARTISTS	MINISTRY OF SOUND
6	7	KISS HOUSE NATION	VARIOUS ARTISTS	UNIVERSAL MUSIC TV
7	7	HITS 99	VARIOUS ARTISTS	WARNER/GLOBAL/SO/TV
8	8	KISS SMOOTH GROOVES 99	VARIOUS ARTISTS	UNIVERSAL MUSIC TV
9	9	THE 1999 BRIT AWARDS	VARIOUS ARTISTS	COLUMBIA
10	10	THE BEST SIXTIES LOVE ALBUM...EVERY	VARIOUS ARTISTS	VIRGINE/EMI
11	12	THE VERY BEST OF THE LOVE ALBUM	VARIOUS ARTISTS	UNIVERSAL MUSIC TV
12	NEW	NEW HITS 99	VARIOUS ARTISTS	WARNER/GLOBAL/SO/TV
13	11	CHEF AID - THE SOUTH PARK ALBUM	VARIOUS ARTISTS	COLUMBIA
14	16	MUSIC - THE NIGHT PARK ALBUM	VARIOUS ARTISTS	UNIVERSAL MUSIC TV
15	18	WOMAN	VARIOUS ARTISTS	SO/TV/UNIVERSAL TV
16	13	THE ANNUAL - JUDGE JULES & BOY GEORGE	VARIOUS ARTISTS	MINISTRY OF SOUND
17	14	THE ALL TIME GREATEST LOVE SONGS - II	VARIOUS ARTISTS	COLUMBIA
18	NEW	DANCE NATION EX - TALL PAUL & BOB	VARIOUS ARTISTS	MINISTRY OF SOUND
19	15	THE BOX RAIN HITS ALBUM	VARIOUS ARTISTS	TELSTAR TV
20	NEW	THE MIX 2000	VARIOUS ARTISTS	VIRGINE/EMI

© 1999 Last figure represent the chart peak from the last published Year For compilation chart

SPECIALIST



MID-PRICE

This	Last	Title	Artist	Label (distributor)
1	1	FORGIVEN NOT FORGOTTEN	The Corrs	Atlantic 757025122 (W)
2	3	TRACY CHAPMAN	Tracy Chapman	Elektra EKT4420 (W)
3	2	GRACEY	Paul Simon	Warner Brothers WX 32 (W)
4	4	THE BEST OF	Rod Stewart	Warner Brothers K326024 (W)
5	11	SCREAMALOEKIA	Primal Scream	Creation CRECD 208 (BMG)
6	5	GENERATION TERRORISTS	Various Street Preachers	Columbia 471062 (SM)
7	6	BLOOD SUGAR SEX MAGIK	The Rad Not Chai Peppers	Warner Brothers 759526612 (W)
8	7	JACKIE BROWN	Original Soundtrack	Maverick/A&M Band 4906242 (W)
9	9	WAY BEYOND BLUE	Catania	Blanco Y Negro 063016302 (W)
10	8	DOOKIE	Green Day	Reprise 583455292 (W)
11	16	EXPERIENCE THE DIVINE	Betha Miller	Atlantic 757426012 (W)
12	12	THE HOLY BIBLE	Various Street Preachers	Epic 472422 (SM)
13	10	SINGLES	Amis Moyet	Columbia 486962 (JMV/SM)
14	15	IN THE LOUNGE WITH	Andy Williams	Columbia Records 451612 (SM)
15	17	GREATEST HITS	Bob Dylan	Columbia 469092 (SM)
16	18	BRIDGE OVER TROUBLED WATER	Simon And Garfunkel	Columbia 462492 (SM)
17	13	THE BEST OF EVERYTHING THE GIRL	Various	Blanco Y Negro 802016312 (W)
18	14	GOLD AGAINST THE SOUL	Various Street Preachers	Columbia 470462 (SM)
19	12	BROTHERS IN ARMS	Dive Stratis	Vertigo 424492 (W)
20	14	THE SINGLES	The Pretenders	WEA K22222 (W)

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COUNTRY

This	Last	Title	Artist	Label (distributor)
1	1	COME ON OVER	Shania Twain	Mercury 580002 (U)
2	2	TRAMPOLINE	The Mavericks	MCA Nashville UMG 0486 (BMG)
3	3	THE MOUNTAIN	Steve Earle	Gasoline GRACD 232 (RMG/U)
4	5	TRIO II	Harris/Romano/Parton	Asylum 755962752 (W)
5	7	STAYING ON TOP OF THE WORLD	Alan Rimmis	Curb/NHL/London 556022 (W)
6	6	WIDE OPEN SPACE	Dick Chicks	Epic 489422 (SM)
7	6	LOVE SONGS	Daniel O'Donnell	Ritz R22C 715 (RMG/F)
8	8	SONGS OF INSPIRATION	Ritz R22C 708 (P)	
9	11	FARMERS IN A CHANGING WORLD	Tractors	Arista Nashville 718221812 (BMG)
10	10	MUSIC FOR ALL OCCASIONS	Mavericks	MCA HCD 11344 (BMG)
11	9	ALWAYS REVEAL THE SAME	George Strait	MCA Nashville UMG 0295 (BMG)
12	12	WHAT I DESERVE	Kelly Rowland	Nyadade 021958 (W)
13	13	HUNGRY AGAIN	Dolly Parton	Rhineville 021958 (W)
14	14	FURTHER DOWN THE ROAD	Charlie Landoltour	Ritz R22C 02MS (P)
15	15	THE WOMAN IN ME	Shania Twain	Mercury 522982 (SM)
16	16	YOU LIGHT UP MY LIFE	Larkm Films	Curb/The Hit Label CURCD 04 (RMG/F)
17	18	WITH YOU IN MIND	Charlie Landoltour	Ritz R22C 708 (P)
18	19	SEVENS	Garth Brooks	Capitol 856092 (P)
19	15	IF YOU SEE HIM	Rita McRae	MCA Nashville UMG 0295 (BMG)
20	17	HELL AGAIN THE YEARLING	Gillian Welch	Almo Sounds 82800 80 (JMW/P)

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BUDGET

This	Last	Title	Artist	Label (distributor)
1	1	DA LIVE SESSION	Lil Cool Singh	Metro Music MMCLC006 (I)
2	2	GODFATHER OF SOUL	James Brown	Spectrum 550042 (U)
3	3	SING THE BILLES	Simpsons	Geffen 067242048 (BMG)
4	4	MAMMA MIA	Abba/Various	Atlantic COLUMBY 133 (BMG)
5	5	THE MUSIC STILL GOES ON	Various	Spectrum 551102 (P)
6	6	THE BEAT SURRENDER	The Jam	Spectrum 550062 (U)
7	7	SONGS OF LOVE	Michael Ball	Columbia 425282 (SM)
8	8	29 GREAT LOVE SONGS	Dr Hook	Dinky Communications L58662 (U)
9	9	DENIS	Blonde	Dinky Communications 0387192 (I)
10	10	GREATEST HITS	Hut Chocolate	EMI Gold CDGDL 104 (E)

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ROCK

This	Last	Title	Artist	Label (distributor)
1	1	POST ORGANIC CHILL	Stunk Anarolie	Virgin COVX 281 (E)
2	3	AMERICANA	The Offspring	Columbia 483292 (SM)
3	1	NEON BALLROOM	ShyChari	Columbia 483292 (SM)
4	4	GARBAGE	Red Hot Chili Peppers	Mushroom D 31451 (RMG)
5	5	BLOOD SUGAR SEX MAGIK	Warner Bros 759526612 (W)	
6	2	GIVING THE GAME AWAY	Thunder	Engele EAGL048 (JMV/BMG)
7	6	NEVERMIND	Nirvana	Capitol 4822425 (BMG)
8	7	DOOKIE	Green Day	Reprise 3826792 (W)
9	7	NINE LIVES	Aerosmith	Columbia 483292 (SM)
10	8	APPETITE FOR DESTRUCTION	Guns N' Roses	Geffen 06740 248 (BMG)

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R&B SINGLES

This	Last	Title	Artist	Label Cat. No. (Distributor)
1	1	NO SCRUBS	TLC	LaFace 7432106952 (BMG)
2	2	YOU GOTTA BE	D'Neen	Dusted Sounds/Day 52 260252 (SM)
3	3	IT'S NOT RIGHT BUT IT'S OKAY	Whitney Houston	Arista 7432106952 (BMG)
4	2	MY LOVE	Kelis La Cole	1st Avenue/Wid Car/Polydor 5625112 (W)
5	3	AS	George Michael & Mary J Blige	Epic 071122 (SM)
6	4	CHANGES	2Pac	Epic 0232308 (P)
7	5	DO YOU FEEL ME?...(FREAK YOU)	Men Of Vain	M&J/Epic 0671251 (SM)
8	6	EX-FACTOR	Laurny Hill	Columbia 669432 (SM)
9	8	WHAT'S SO DIFFERENT?	Ginuwine	Epic 067052 (SM)
10	10	END YOUR YOUSELFE	A+	Universal UMG 5628 (BMG)
11	9	I CAN I GET A...	Jay-Z feat. Amil & Ja Rule	Def Jam 568942 (U)
12	7	I'M NOT READY	Keth Sweat	Atlantic 423732 (W)
13	10	BET YA MAN CANT (TRIZ)	Fat Joe	Atlantic AT 0352C (U)
14	12	WESTSIDE	TQ	Epic 6661105 (SM)
15	11	PLAYING WITH KNIVES	Bizarric Inc	Vinyl Solution VC 01031 (V)
16	13	BOY YOU KNOCK ME OUT	Tina Turner	M&J/Epic 060379 (SM)
17	14	HOT SPOT	Foxy Brown	Def Jam 57252 (U)
18	21	I WANT YOU FOR MYSELF	Angie Lovell/Chocolate Kahh	Northwestside 74212632C (BMG)
19	15	HERE WE COME	Timbaland/Missy Elliott/Megoo	Virgin 02630 179 (E)
20	22	HARD KOD ME (GHETTO ANTHEM)	The Roots	Northwestside 7421163231 (BMG)
21	17	YOU GOT ME	Jay-Z feat. Erykah Badu	MCA/MCST 48110 (BMG)
22	20	GIMME SOME MORE	Busta Rhymes	Elektra E3782C (W)
23	19	THESE ARE THE TIMES	Don Hill	Island Black Music CD 7133 (U)
24	25	MY NAME IS	Eminem	Interscope INT 55043 (Impor)
25	24	THE BOY IS MINE	Blanca & Monica	Atlantic AT 00387 (W)
26	23	END OF THE LINE	Honeyz	1st Avenue/Mercury HAZCD 2 (U)
27	18	CAUSE OF YOU	98 Degrees	Motown 8630312 (E)
28	27	RUSH	Kleibay	Epic KLE 3201 (SM)
29	24	TAKE ME THERE	Blackstreet/Mya/Mase/Blinky Blink	Interscope RD 56260 (BMG)
30	28	HEARTBREAK HOTEL	Whitney Houston/Po'oh Evans	Arista 07822136132 (Impor)

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DANCE SINGLES

This	Last	Title	Artist	Label Cat. No. (Distributor)
1	1	FLAT BEAT	Mi Gize	F Communications/PiAS Recording F 104 (V)
2	3	OUT OF THE BLUE	System F	Essential Recordings/London 3704041 (U)
3	2	WINDOLIVER	Aphez Twin	Warp WAP 105 (V)
4	2	BAMBATA 2012	Sly Xc	Ebony E98 0207R (SRD)
5	5	YOU BETTER	Mustash/Rushmore presents Knaab	Universal MCGT 46192 (BMG)
6	7	EVERYBODY GET UP	Capricorn	Defected 02130 (JMV/SM)
7	3	SING IT BACK	Moloko	Echo EEC57 7 (U)
8	8	MOVIN' THRU YOUR SYSTEM	Jack Prokm	Hoq/Chorus HDJ 72 (V)
9	9	B LINE	Lamb	Fontana LAMX 5 (U)
10	11	RECYCLE EP - YELLOW	Various Artists/Hyperlogic	Tray Tech TDTY 12072 (REC/OBM/SM)
11	10	LET'S GET DOWN	Spacadee	East West EWP 1957 (W)
12	17	SPAWN/HOLE PUNCH	Usual Suspects	Renegade Hardware RH 011 (SRD)
13	12	BET YA MAN CANT (TRIZ)	Fat Joe	Atlantic AT00387 (W)
14	15	GOTTA HAVE HOPE	Blackout	Multiply TMLT147 (W)
15	4	CHILDREN	Tit	Deconstruction 7423184871 (BMG)
16	17	PROTECT YOUR MIND...	DJ Salin & Friends	Positiva 1171 107 (U)
17	21	LEZARD	Underground	Nakim P51P 214E (ACD)
18	8	PUSH UPSTAIRS	Underground	JBO JBO 520548 (JMV/P)
19	20	PARTY TIME	Truism	Truism TDTY 1212T (REC/OBM/SM)

DANCE ALBUMS

This	Last	Title	Artist	Label Cat. No. (Distributor)
1	1	FINALLY	Blackstreet	Interscope INT55024/INC 96323 (BMG)
2	2	THE MOVEMENT	Mase presents Harlem World	Columbia 49171148184 (BMG)
3	3	TONIGHT	Sik	Elektra 755982234 (W)
4	4	PLANET V	Various	V Recording VLP 02 (SRD)
5	5	FAMMALL	TLC	LaFace/Arista 7330820551/730020054 (BMG)
6	6	WU-CHRONICLES	Various	Wu-Tang WU04L/P (U)
7	7	BEACHBOUP RUSH	Underworld	JBO JBO 1054931/JBO 1054934 (JMV/P)
8	8	BRAND NEW SECOND HAND	Ross & Mawu	Capitol 4812012 (U)
9	7	SLIM SHADY	Eminem	Interscope INT 55048 (JMV/P)
10	10	YOU'RE COME ALONG WA, BABY	Fatboy Slim	Skinet BRASSIC 11LP/BRASSIC 11MC (JMV/P)

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MUSIC VIDEO

TW	Last	Title	Label Cat No	This	Last	Title	Label Cat No
1	1	STEPS-The Video	Jive 053915	11	7	CLIFF BRADSHAW 20th Anniversary Concert	Videos Collection VCL175
2	2	ORIGINAL CAST RECORDING-Cans	PolyGram Video 05963	12	12	LEVEE BUST RECORDING:Live Musicians In Concert	Videos Collection VCL28
3	3	GEORGE MICHAEL-Ladies & Gentlemen Beat Di	Sony 0253562	13	8	MICHAEL FLATLEY/Lead Of The Dance	WAL 43138
4	4	THE COORS Live At The Royal Albert Hall	Warner Music Video 75032071	14	14	SPICE GIRLS Live At Wembley Stadium	Visual VVS 1037
5	5	ROBBIE WILLIAMS Live In Your Living Room	Orion 421463	15	16	METALLICA-Creating Storm	Vipco V12324
6	6	THE CARPENTERS-Close To You - Remembering	Sequel 521 2ND0105	17	25	REBA McENTHRE-The Moments & Meridians	PolyGram Video 703242
7	7	VARIOUS ARTISTS-Andrew Lloyd Webber-Celebration	PolyGram Video 057263	18	24	Celine Dion Live In Memphis 1997	SMV Epic 203842
8	10	BIZARRIC Live - Where We Belong	WV 106663	19	20	FIVE FIVE Inside	BMG Video 742102530
9	11	VARIOUS ARTISTS-May M. Prevedenti	Video Collection VCL416	20	20	JIM HENDRIX Live At Olympia	MCA Music Video MCV1931
10	9	RONAN HANNAIM/Michael Flatley's Feet Of Flames	WV 529523				

3 APRIL 1999

COOL CUTS CHART

as featured on **Pete Tong's Essential Selection on Radio One**

1	2	RIGHT HERE RIGHT NOW	Fabry Slim	Skit
<i>(Fourth smash from Fabry's double platinum album)</i>				
2	NEW	BE YOURSELF	Caleta	Twisted
<i>(Dany's Tenipia production - need you say more?)</i>				
3	4	WHAT YOU NEED	Powerhouse	Defected
<i>(By a Manchester and from the new album)</i>				
4	1	RED ALERT	Rasem Jazz	XL
<i>(Firstly released with new mixes from Erick Morillo)</i>				
5	9	TWILO THUNDER	Breets	Rhythm Syndicates
<i>(Sasha progressive favourite gets a release)</i>				
6	1	CARTE BLANCHE	Veracocha	Deal
<i>(Lightning production from Jerry Corsten and David M. Hoory)</i>				
7	NEW	WE ARE DA CLICK	The Click	Small Foddlerz
<i>(Former Peppermint Jam instrumental with a new vocal)</i>				
8	13	EVERYTHING'S NOT YOU	Stoneproof	VC
<i>(Atmospheric progressive house with mix from Quivvers)</i>				
9	NEW	NEED A DISCO DOCTOR	Space Raiders	Skit
<i>(With mixes from Phats & Small, Groove Armada and Max)</i>				
10	NEW	MORE!	GET MESSAGE T	Peppermint Jam
<i>(Another Mousse T. funky house production)</i>				
11	NEW	ON MY WAY	Mike Koglin	AM-PM
<i>(Progressive vocal with mixes from Ruff Dicks, Quivver and Arbitr)</i>				
12	15	BOBBY HUGHES EP	Bobby Hughes Experience	Ultimate Dilemma
<i>(Superb jazzy instrumental EP from Scandinavia)</i>				
13	11	EVERYBODY LOOKED THE SAME	Groove Armada	Pepper
<i>(Catchy pop-dance tune)</i>				
14	NEW	FOOL FOR LOVE	Soul Station	Concept
<i>(Chubby, funky house groove with mix from Eddie Amador)</i>				
15	NEW	FUTURE LOVE	Presence	Pagan
<i>(With mixes from Pete Heller, KD and Love from San Francisco)</i>				
16	NEW	FINO ANOTHER	NO	Clagway Gang
<i>(Deep funky house with mixes from Rick O'Neil and Ro-Cham-Bo)</i>				
17	NEW	RUN ON	Moby	Mute
<i>(Here baby's a breakfast direction from Moby)</i>				
18	NEW	LIBERTA	Loveschild	Neas
<i>(Euro trance with mixes from Moonman and Liquid Chic)</i>				
19	NEW	FUNKIN' MISS	LOADER	Si Drew
<i>(A funky groover from Exoticore (see box))</i>				
20	NEW	UNIVERSAL	Nation Push	Inferno
<i>(With mixes from Diamond and Flange & Strain)</i>				

Compiled by DJ Redwood and data collected from the following sources: City Sound (Flytop), Pete Tong (Radio One), London (Sasha), Black Syndicate (Black Syndicate), 2Six2 (Pacifist), G (Gangster), J. Bell (Vibe), Henry (Henry), M (M), Global Beat (Brothers), Messer (Oxley), Arca (Vishnatch), Rhythm Syndicates (Caribbean).

URBAN TOP 20

1	2	4	MY NAME IS...	Eminem	Interscope
2	1	5	NO SCRIPPS	TLC	Arista
3	17	8	ALL NIGHT LONG	Faith Evans (feat. Puff Daddy)	Bad Boy
4	7	4	GIRLFRIEND	BYOTRIED Blackstreet & Janet Jackson	Interscope
5	2	1	IT'S OVER	PAGES OF LIFE Faith Evans Warner Bros	
6	NEW	GEORGY PANDA	Eric Benet feat. Faith Evans MCA/EPIC		
7	3	10	DO YOU FEEL ME...?	FRESH YOU Men D Village MCA/EPIC	
8	18	2	ARE WE STILL DREAMING?	4 MY PAH (Lynce David Ball) Capitol	
9	10	3	MY LOVE	Kyle La Roc 1st Avenue/Wildcard	
10	8	3	EVERYBODY COME ON	DR Skribble fir	
11	NEW	BOOY BOOY	Drea Warner Bros		
12	16	5	TARBO GUMMINS	Kid feat. Shola Ama WEA	
13	NEW	IT'S NOT NIGHT	BUT IT'S OK Whitney Houston Arista		
14	9	6	NAS IS LIFE	Nas Columbia	
15	3	1	HATTER OF THE	Nine Years Virgin	
16	14	3	WHAT YOU COME	HERE FOR Trina & Tamara Epic	
17	11	3	THE MOVEMENT	LP Hoes presents Harlem World So So Def	
18	12	1	ALL NIGHT LONG	Desert Eagle Discs Boiler House/Arbitr	
19	6	1	WAVE IT BACK	W.O.D. Beverly Kitch Parlophone/Warner Bros	
20	NEW	WHAT'S SO	DIFFERENT Guinevere 552 Music		

CLUB CHART TOP 40

1	2	2	CHECK IT OUT	(EVERYBODY) B.M.R. feat. Felicia	AM-PM
2	6	2	BRING MY FAMILY	Back Faithless	Checky
3	4	3	PEARL RIVER	Johnny Shaker feat. Serial Ova	Low Sense
4	2	4	UNIVERSAL	NATION Push	Bonza/Inferno
5	9	2	THE INVISIBLE	EP Titi	HoJ/Champs
6	11	2	BULGARINA	Travel	Tidy Tax
7	1	6	TURN AROUND	Phats & Small	Multiply
8	NEW	CLAP YOUR	HANDS Camira	VC Recordings	
9	NEW	I'M	LOVELY NIP Monroe	CityBeat	
10	16	2	ROOTS (FEEL TOO HIGH)	Sunshine State feat. Daz All Around The World	
11	3	4	WE ARE	L.E. Larry Die Die	Distinctive
12	8	1	I'M	TELLING YOU Chubby Chunks feat. Kim Ruffin Cleveland City	
13	22	2	ALL THIS	LOVE Blu Room	Moneypenny's
14	21	2	ROOF IS ON	FIRE Beat-Boy	Fresh
15	7	3	LOVE	SUPREME JS-16	Logic Free
16	5	6	SOMEBODY	SCREAM Horny Untied	Daily
17	15	5	HE'S	ALL I WANT Angelom	V2
18	NEW	LET'S	GET IT ON	Red Venom All Around The World/Big Boss Stylus	
19	12	3	READY OR NOT	DA Dada & Simone Jay Chemistry	
20	NEW	PHUTURE	2000 Carl Cox	Edel	
21	NEW	WAS	THAT ALL IT WAS	Hannah Jones East Side	
22	33	2	GOOD	SIGN Emilia Universal	
23	18	3	LA RA RA RI	(CANZONE FELICE) Santos & Sabino VC Recordings	
24	13	3	LOVE & FATE	PT II Love & Fate BoogieMan	
25	27	3	SWEETEST DAY	OF MAY Jax T Vannelli Project feat. Harmanee Dreambeat	
26	17	4	YOU	Dynamo Electr Beautiful Noise!	
27	NEW	HAPPINESS	HAPPENING Lost Witness Sound Of Ministry		
28	19	5	KISSY	Bobby Brown Azuli	
29	3	3	FASHION	Phuncky Data Sekene/Falanga	
30	13	3	TLL I'M	READY G.T. feat. Sharon Dee Clarke VC Recordings	
31	20	6	POPPED	Fool Bossa Rumour	
32	14	5	GIVE A	LITTLE LOVE The Invisible Man Serious	
33	NEW	GET ON	IT Pheobe One Mecca		
34	23	6	LA MUSICA	Ruff Drivers presents Arista Inferno	
35	31	5	MOVIN'	THRU YOUR SYSTEM Jack Prango HeoJ Champs	
36	32	2	DEEP	INSIDE OF ME Funk Force Ride	
37	45	1	LET	RAIN REE Soul feat. Carolyn Harding Diffusion	
38	NEW	24 HOURS	CRASSTOP & Silky Mac feat. Ms. Tibbs Well Constructed		
39	25	4	ONE	HAND CLAPPING D-Boy Fruit	
40	34	4	TO BE	NUMBER ONE The Scorpions Coalition	

CLUB CHART BREAKERS

1	BREAKDOWN	Double Six	Multiply
2	IF EVERYBODY	LOOKED THE SAME	Groove Armada
3	PARADISE/PROMISE	ME HEAVEN	Ralph Fridge
4	SUNFLAKES	2HD	Good-As
5	WALKIN'	ON UP	Unfly feat. Zee Global Harmony
6	ALL NIGHT LONG/NEVER	LOVE LOVE LIKE THIS	Faith Evans
7	DAYE	LIKE THIS	Fierce Wildstar
8	LEAN ON ME	(WITH THE FAMILY) 2-4 Family	Logic
9	LOVE OF A	LIFETIME	Mercy 1st Avenue/Mercy

Breakers are the 10 records outside the Top 40 which have registered the most impressive DJ reactions. The Club Chart Top 40 (including mixes), Urban, Pop and Cool Cuts charts can be obtained from MIP, website at www.djmusic.com. To receive the Club, Urban and Pop charts in full by fax call Kim Roach on 0171-940 8568.

CHART COMMENTARY

by ALAN JONES

It's on the AM-PM label, it's German, it was originally on the Peppermint Jam label, it was originally an instrumental, it has vocals added by Brits, and it has mixes by Boris Dlugosch. All of which adds up to Horny by Mousse T. The last AM-PM label number one before A&M was dismantled - or the first number one by the newly-reincarnated AM-PM, now part of the Universal island family: Check It Out (Everybody) by B.M.R. featuring Felicia. Shaking off a strong challenge from Bring My Family Back by Faithless, the B.M.R. single makes frequent and effective use of MP3's classic TSPD, and is nearly 10% ahead of Faithless this week - though the Cheeky act is closing fast, and could steal it next week. If the third 12-inch promo of Bring My Family Back drops in time... On the Pop chart, Horny Untied retain their unexpected lead with Somebody Scream, which will be bolstered when commercially released by the inclusion of the Saché remix of Ms Baker by Boney M, on which the Horny Untied record is based. In an unchanged top three, Phats & Small retain second place ahead of Thank Abba For Music by the all-star collaboration of Steps, Tina Cousins, Cleopatra, B*Witched & Abba, who were to be known as the Supertroupe, and were credited as such on last week's chart. The Billie Meloyists and Phats & Small seem likely to finish just short of the winning post at retail next week too, with Eminem's My Name Is... hot favourite to pip them to the post on the C&M chart...

The Eminem single, meanwhile, spirits to the top of the Urban chart, topping TLC's No Scrubs, which held first place position for three weeks. There's been no real drop in support for TLC, and on most weeks it would still be number one. Faith Evans is also on the move, with two new entries into the Top 10 this week, firstly in her own right with All Night Long, and the much-sought but previously unavailable in the UK remix of Newsy Know Love Like This, which soars 17-3. Evans' collaboration with Eric Benet for George Porgy, which has been kicking around on import for weeks, is the week's highest debut, exploding onto the chart at number six via a six-track trailer for Benet's album. The singer is indeed the old 'Too hot, on which Cheryl Lynn originally sang lead, and which Luther Vandross subsequently covered with Charmé.

POP TOP 20

1	5	SOMEBODY	SCREAM	Horny Untied	Logic
2	2	TURN AROUND	Phats & Small	Multiply	
3	3	THANK YOU	FOR THE MUSIC	Steps, Tina Cousins, Duglas, B*Witched & Abba	SiC
4	NEW	GOOD	SIGN	Emilia	Universal
5	3	READY OR NOT	DA Dada & Simone Jay	Chemistry	
6	7	WALK MY	WAY	Matthew Rand	Columbia
7	NEW	PHATS	(FEEL TOO HIGH)	Sunshine State feat. Daz All Around The World	
8	6	PHYSICAL	OLIVER	Newton John MCA	
9	13	2	ROOF IS ON	FIRE Beat-Boy	Fresh
10	NEW	THE	INVISIBLE	EP Titi HoJ/Champs	
11	NEW	WAS	THAT ALL IT WAS	Hannah Jones East Side	
12	NEW	WINTER	IN MY HEART	The Lanters Columbia	
13	2	CHECK IT OUT	(EVERYBODY) B.M.R. feat. Felicia	AM-PM	
14	12	3	PEARL RIVER	Johnny Shaker feat. Serial Ova Low Sense	
15	5	BLAME IT	ON THE WEATHERMAN	B*Witched Epic	
16	15	2	TLL I'M	READY G.T. feat. Sharon Dee Clarke Rumour	
17	NEW	LEAN ON ME	(WITH THE FAMILY) 2-4 Family	Logic	
18	NEW	LET'S	GET IT ON	Red Venom All Around The World/Big Boss Stylus	
19	NEW	ROCKABLY	BOB	Columbo V2	
20	9	LA MUSICA	Ruff Drivers presents Arista	Inferno	

your new is shining technique debut single-cd-twelve inch vinyl, cassette-out now includes mixes by: stephen hague-brothers in rhythm-matt davey-funkforce

CHART COMMENTARY

by ALAN JONES

For the first time ever, the records at one and two on the sales chart are both absent from the Top 50 airplay chart. Even though neither artist has had a hit before, **Mr. Oizo's** Flat Beat and Cartoons' Witch Doctor have managed to debut at one and two on the sales chart with very little assistance from radio. Mr. Oizo is just a couple of notches outside the Top 50 but Cartoons are completely absent from the Top 300—that's as far down as the Music Control chart compilers go. Flat Beat has thus far gained most of its radio support from specialist dance stations and, of course, the multi-million pound Levi's Sta-Prest TV ad campaign, while Witch Doctor has had saturation TV exposure, including appearances on Blue Peter, Live & Kicking, the Big Breakfast and, most important of all, weeks of high rotation on

● A sixfold increase in audience raises Andy Williams' Music To Watch Girls By from 127 to 37 this week, enough to make it the highest charted record of the Top 50. It received 10 plays from Radio 2, which accounted for more than 30% of its audience.
● Britney Spears' Baby One More Time is currently number

AIRPLAY FACTSHEET

one on the airplay chart in nine European territories.
● A slow start for Westlife, protégés of Boyzone's Ronan. After intense media coverage, their debut single Swear It Again went to radio last week, but managed barely a play per station. Ninety-five plays in all earned it an audience of 7.2m and 79th place on the chart.

The Box. The success of these two records proves not only that most UK radio stations are out of touch with what audiences want but that they are less important than they sometimes believe. The cheerleaders for Mr Oizo are led by Vibe FM (36 plays), Kiss FM and Xfm (20 apiece), Atlantic 252 (14 plays), Radio One and Crash FM (13 plays). The Cartoons single had just 17 plays from the Music Control panel last week, with a total audience of less than 2m. Essex FM (13 plays) and MFM (12 plays) were its only significant supporters.

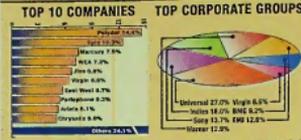
Among the records which are getting played, the same three emerge at the top again this week, with Robbie Williams' Strong still leading the way from George Michael & Mary J Blige's *Are And Britney Spears' Baby One More Time*. While *B*Witched* slump 1-9 on the CIn chart with

Blame It On The Weatherman, they advance powerfully on the airplay chart. Its rapid decline on the sales chart suggests Blame It On The Weatherman may be B*Witched's smallest seller to date—but it is, paradoxically, already their biggest airplay hit. It jumps 1-4 this week, equalling the peak position of their introductory hit *C'est La Vie*, while exceeding its audience. Their other singles Rollercoaster and To You I Belong reached airplay peaks of 11 and seven respectively. One of the most important contributors to Blame It On The Weatherman's success on the airwaves is BBC Radio Two, where it tops the most-played list with 21 spins, and an audience of more than 13m, representing almost exactly a quarter of its total. Twenty-nine plays at Radio One were even more important, giving an audience of nearly 19m.

It's hard to turn on the TV at the moment without hearing Say What You Want, the introductory smash from Texas' last album, which is one of several songs currently being used in car commercials. It spent five weeks atop the airplay chart in 1997 and set up their most successful album to date, *White On Blonde*.

At this stage of the proceedings, their new single in our Lifetime—the first from The Rush—is doing even better than Say What You Want. In its first full week on the airwaves, it jumps 26-12 with 81.6 plays. After slipping 32-93 last week, TLC's *No Scrubs* returns well to climb to number 20. Their third Top 10 hit on the sales chart, it is already their most popular record ever on the airwaves, easily eclipsing the 1995/96 airplay chart campaigns of their 10 hits Creep and Waterfalls.

AT A GLANCE WEEKLY MARKET SHARES



Figures from the BPI's weekly chart, published on the 1st of each week, covering play from Friday 6.30pm until the 1st of the following week.

THE BOX

Rank	Title/Artist	Label
1	BABY ONE MORE TIME Britney Spears	Jive
2	WHEN THE GOING GETS TOUGH BOYZONE	Polydor
3	YOU GET WHAT YOU GIVE New Radicals	MCA
4	AS GEORGE MICHAEL & MARY J BLIGE	Epico
5	STRONG ENOUGH Cher	WEA
6	YOU STOLE THE SUN... Manic Street Preachers	Atlantic
7	RUNAWAY TRAINS	Mercury
8	IN OUR LIFETIME Tears	Interscope
9	MY NAME IS ENIMEM	Elek/Warner
10	BETTER BEING FORGOTTEN STEPS	

Most played videos on MTV UK/Media Research Ltd w/e 26/3/99. Source: MTV UK.

Rank	Title/Artist	Label
1	BABY ONE MORE TIME Britney Spears	Jive
2	WITCH DOCTOR Cartoons	Polydor
3	CHANGES 2 Pac	Epico
4	WE LIKE TO PARTY Yengoyang	WEA
5	MY NAME IS ENIMEM	Elek/Warner
6	TRAGEDY Supers	Atlantic
7	WHEN THE GOING GETS TOUGH BOYZONE	Mercury
8	JUMP BUS STOP	All Around
9	THANK ABBA FOR THE MUSIC Various	Interscope
10	PRETTY FLY (FOR A WHITE GUY) The Offspring	Elek/Warner

Most played videos on The Box, w/e 21/3/99. Source: The Box.

Rank	Title/Artist	Label
1	HONEY TO THE BEE BILIE	Jive
2	WHY DON'T YOU GET A JOB The Offspring	Flex/EMI
3	BYE BYE BAGBY	Jive
4	SWEAR IT AGAIN Westlife	Positiva
5	THAT DON'T IMPRESS ME MUCH Shana Twain	Interscope
6	PERFECT MOMENT Marlene Dietrich	Jive
7	CAN'T HAVE YOU LFO feat. KO	Polydor
8	DR. GREENGLIMPS Cypress Hill	All Around
9	SWEET LIPS Eric Campbell	Epico
10	REAL LIFE Bon Jovi	Columbia

Highest climbing videos on The Box in advance of single release w/e 21/3/99. Source: The Box.

Rank	Title/Artist	Label
1	HONEY TO THE BEE BILIE	Jive
2	WHY DON'T YOU GET A JOB The Offspring	Flex/EMI
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9	SWEET LIPS Eric Campbell	Epico
10	REAL LIFE Bon Jovi	Columbia

Highest climbing videos on The Box in advance of single release w/e 21/3/99. Source: The Box.

TOP OF THE POPS

Rank	Title/Artist
1	BABY ONE MORE TIME Britney Spears
2	WHEN THE GOING GETS TOUGH BOYZONE
3	YOU GET WHAT YOU GIVE New Radicals
4	AS GEORGE MICHAEL & MARY J BLIGE
5	STRONG ENOUGH Cher
6	YOU STOLE THE SUN... Manic Street Preachers
7	RUNAWAY TRAINS
8	IN OUR LIFETIME Tears
9	MY NAME IS ENIMEM
10	BETTER BEING FORGOTTEN STEPS

Draw line 2/4/99

CD:UK

Rank	Title/Artist
1	FLATBEAT MR OIZO: WITCH DOCTOR
2	CARTOONS: HONEY TO THE BEE BILIE
3	YOU GET WHAT YOU GIVE New Radicals
4	BABY ONE MORE TIME Britney Spears
5	NO SCRUBS TLC
6	YOU GOTTA BE '99 Deez
7	BLAME IT ON THE WEATHERMAN B*Witched
8	OUT OF THE BLUE SYSTEM F: COLOUR THE WORLD System F
9	THE WORLD'S SOON Whitechapel
10	APLES TWO

View: Flat Beat Mr Oizo

Draw line view 27/3/99

THE SESTI CHART

Rank	Title/Artist
1	PERFORMANCE: I'VE GOT SOMETHING TO SAY Reef
2	YOU GET WHAT YOU GIVE New Radicals
3	FLATBEAT MR OIZO: WITCH DOCTOR
4	CARTOONS: HONEY TO THE BEE BILIE
5	YOU GOTTA BE '99 Deez
6	BLAME IT ON THE WEATHERMAN B*Witched
7	OUT OF THE BLUE SYSTEM F: COLOUR THE WORLD System F
8	THE WORLD'S SOON Whitechapel
9	APLES TWO
10	BABY ONE MORE TIME Britney Spears

Draw line 2/4/99

RADIO ONE PLAYLISTS

ALIST Blame It On The Weatherman B*Witched; **BLIST** Baby Alert Basement Jaxx; Honey To The Bee Bilie; **CLIST** Perfect Moment Marlene Dietrich; **DLIST** Tender Blue; **ELIST** When The Going Gets Tough Boyzone; **FLIST** From The Waist Down Catastrophe; **GLIST** My Name Is Enimem; **HLIST** Right Heat; **ILIST** New Factory; **KLIST** Love Of A Lifetime; **MLIST** Mad As Hell '99; **NLIST** I Could Fly Sooner; **OLIST** My Love Kne Low; **PLIST** The Sun From My Heart; **QLIST** Street Preachers; **RLIST** George Michael & Mary J Blige; **SLIST** You Get What You Give; **TLIST** New Radicals; **ULIST** Tears And Joy; **VLIST** Get Something To Say Reef; **WLIST** I Could Fly Sooner; **XLIST** Peak Upstairs Underworld; **YLIST** Strong Robbie Williams

BLIST Cloud 9 Bryan Adams; **BLIST** Are You No More Doctor Love; **CLIST** Check It Out (Everybody) BMG feat. Falicia; **DLIST** I Still Believe/Pure Imagination Marshay Clark; **ELIST** Mania Cast; **FLIST** Promises The Cranberries; **GLIST** Paradise Delight; **HLIST** You Gotta Be '99 Deez; **ILIST** All Night Long Fatmans Flawz; **KLIST** Ruff Daddy; **MLIST** Her Up Goes; **NLIST** Gramma Kid feat. Shola Ama; **OLIST** Shower You Love Kuis

RADIO TWO PLAYLISTS

ALIST Every Time It Rains Ace Of Base; **BLIST** Blame It On The Weatherman B*Witched; **CLIST** Robbie Williams; **DLIST** My Most Beautiful I.E.M.; **ELIST** Better Be Forgotten Steps; **FLIST** I Could Fly Sooner; **GLIST** My Love Kne Low; **HLIST** Perfect Moment Marlene Dietrich; **ILIST** Jump Like An Wall; **MLIST** Street Orchestra; **NLIST** In Our Lifetime; **OLIST** Tears

BLIST The Love Heart Painter; **SWET LIPS** Eric Campbell; **FAITH OF THE REALM** David Stewart; **THE TRICK IS COMING** UB40; **DON'T TALK TO STRANGERS** Chanté Moore; **AS GEORGE MICHAEL & MARY J BLIGE**; **SWEAR IT AGAIN**; **WESTLIFE**; **IS NOTHING** Secret Moll; **MUSIC TO WATCH GIRLS** By Andy Williams; **LOVE OF A LIFETIME** Honeyz

RTI UK RADIO 1

ALIST Perfect Moment Marlene Dietrich; **BLIST** Give You All The Love Misha; **CLIST** Baby One More Time; **DLIST** You Don't Get A Job; **ELIST** The Offspring; **FLIST** I've Got Something To Say Reef; **GLIST** What's It Gonna Be Busta Rhymes feat. Janet Jackson; **HLIST** Marissa Ruft Divers presents Amani; **ILIST** Pick A Part That's New Staphanopoulos; **KLIST** Out Of The Blue System F; **MLIST** Bye Bye Baby TQ

As Featured [Not The Greatest Repetition 1,000] All Night Long Dream Team; **CLIST** Paradise Street 403; **DLIST** DMX; **ELIST** Family Connection; **FLIST** Walk This Land 6Z; **GLIST** Rollers; **HLIST** My Very Back Fatness; **ILIST** Day In Day Out; **KLIST** Popped! Pop! Romeo; **MLIST** Kenzie; **NLIST** Love Power; **OLIST** Medicine; **PLIST** A Day In The Life; **QLIST** The Same Colour; **RLIST** Armada; **SLIST** If We're In Phoenix One; **TLIST** Blossoms Falling; **ULIST** Goodtime; **VLIST** Flowers Armand Van Helden; **WLIST** Swear It Again; **XLIST** Westlife

RTI UK RADIO 2

CLIST When The Going Gets Tough Boyzone; **DLIST** End Of The Street Ace Cassidy; **ELIST** How Long's A Year Take To Dry? The Beautiful South; **FLIST** Honey To The Bee Bilie; **GLIST** Medicine; **HLIST** A Pale Yellow Day; **ILIST** Barbara Alicha's Alt; **MLIST** Let Me Lo Lo Fat; **NLIST** Thank ABBA For The Music; **OLIST** Tina Cousins; **PLIST** O'Leopards; **QLIST** Oh My!; **RLIST** Baby One More Time Britney Spears; **SLIST** Strong Enough; **TLIST** I (Believe) Emmit Fennell; **ULIST** Linda Ronstadt; **VLIST** Only Partner; **WLIST** Inside Music; **XLIST** Back On Top (Album); **YLIST** Morrison; **ZLIST** My Faith McManus; **SHAKESPEARE** In Love Layla Kowal; **WHAT A WONDERFUL WORLD** Alison Moyet; **ALFA** (Album) Various

RTI UK PLAYLISTS

ALIST Strong Robbie Williams; **BLIST** Baby One More Time Britney Spears; **CLIST** As George Michael & Mary J Blige; **DLIST** Outside/Fest Love; **ELIST** You Get What You Give; **FLIST** New Radicals; **GLIST** Looking/Pick A Part That's New Staphanopoulos; **HLIST** Made It Back '99; **ILIST** Kevin Key; **KLIST** Lullaby Sound Mollies

BLIST Better Be Forgotten Steps; **WLIST** Writing To Reach You Tears; **TLIST** Tender Blue; **HLIST** Really Matters Madona; **FLIST** Honey To The Bee Bilie; **DLIST** Blame It On The Weatherman B*Witched; **ILIST** In Our Lifetime Tears; **MLIST** Are You No More Doctor Love; **NLIST** Perfect Moment Marlene Dietrich; **OLIST** Turn Around Boys & Girls; **DLIST** From The Waist Down Catastrophe; **FLIST** Dreams/Sun Young The Corrs; **YLIST** The Sun From My Heart; **QLIST** Street Preachers; **TLIST** It's Not Right; **ULIST** My Name Is Enimem; **VLIST** Love Of A Lifetime Honeyz

CLIST

CLIST Fill Her Up George; **MLIST** My Name Is Enimem; **DLIST** I've Got Something To Say Reef; **FLIST** Promises The Cranberries; **GLIST** We're Unbreakable; **HLIST** Freak On A Leash; **KLIST** Girlfriend/Beyond; **ILIST** Blackstreet feat. Janet Jackson; **MLIST** Real World Matchbox; **NLIST** Right Right New Factory; **OLIST** Electricity; **PLIST** Suede; **QLIST** Shower You Love Kuis; **RLIST** Why Don't You Get A Job The Offspring; **SLIST** Basement Jaxx; **TLIST** Moving To California Straw; **NLIST** No Doubt

SINGLE of the week

SUEDE: Electricity (Nude NUD43CD1). Pop shockers Suede are back after a two-year absence. Never ones to offer a placebo to their starved loyal fanbase, Electricity is testament to their time away. It has already been described in some quarters as the best Suede single



so far, though it's very different from the colder, more clinical material on their forthcoming fourth album **Head Music** (released on May 3). Electricity — which received exposure on Radio One's A-list four weeks in advance — is a rock-charging stomper that compromises on nothing and promises everything for the album.



with a warm pop sound, complete with Jarvis Cocker-style vocals.

MALCOLM: Lose My Faith (Hut HUTCD111). Lifted from the album *A Little Communication*, this is Malcolm at his most affecting. His vocals are intense and soulful, and this may be the song to endear him to a wider audience.

SHUT UP AND DANCE: Psychojump (SUAD SUAD45). The original rave pioneers return with this jump-up-style single on their own label featuring big beats, cosmic samples and catchy vocals. The follow-up to last autumn's well-received single 'Got 'Em Locked' has made an appearance on the Cool Cuts Chart and has remixes that are just as potent as the A-side.



MIKE OLDFIELD: The Clouds (WEA 206CD). Taken from the Tubular Bells III album, this package comes with mixes from the legendary

Jam & Spoon and Frankfurt-based remixer Timewinter. The Jam & Spoon versions vary intensely from deep trance to bass-heavy electro with the now well-known Tubular Bells backing, while Timewinter creates a more funny, bass-driven mood.

CAY: Neurons Like Brandy (East West EW200CD). While the intro is reminiscent of bands such as Sonic Youth and Dinosaur Jr., Neurons Like Brandy soon displays a decidedly punky streak which should appeal to fans of Idlewild. Back-up tracks Ashley's Diary and Lucian are not as catchy, but the band should find their niche among a whole new generation of indie posters because discordant guitar sounds always find a new generation of fans.

HARDFLOOR VS YELLOW: Vicious Games (Platipus PLAT54). Two members of different dance generations combine to create this inventive update of the Yello track, originally released in 1985 when the Swiss duo were already established in the

avant-garde disco scene. With their new version, German techno legends Hardfloor have taken the history of techno full circle.

POLAK: Impossible (Generic Gen 0243). Polak commemorates last Saturday's football match between England and Poland with this single. Impossible kicks around a soft melody, with screaming guitars making the track a sure hit for indie listeners.

BABY DC: Bounce, Rock, Skate, Roll (Jive US 0522142). The first artist to be signed to US hip-hopper Too Short's Short Records, Baby DC is one of the youngest rappers on the circuit. The 12-year-old San José native's debut single teams him up with label-mates Imajin to deliver a funk-soul beat with Snoopy Dogg-style rhymes.

FOOL BOON: Popped (V2 Recordings VCDR46). This buoyant dancefloor smash mixes techno beats and synths with Iggy Pop, recreating vocals and guitars from The Passenger. With a remix by Judge Jules, Fool Boona have their eyes firmly on the Top 20. The track is currently on Radio One's A5 Featured list.

BEN FOLDS FIVE: Army (Epic 6672182). US sensations Ben Folds Five are in fine form with this upbeat, toe-tapping release from their forthcoming album *The Unauthorized Biography of Reinhold Messner*. However, despite its cheery vocals, it is unlikely to repeat the Top 40 piazing of their debut single Brick.

APPLIANCE: Food Music (Mute CDMUTE227). Appliance's debut single for Mute sounds like The Stooges with Seventies funk guitars — an effective combination. Radio play includes Xfm and Radio One's John Peel show.

THE SUPERBES: Seven (Superior Quality Recordings RQ51). This powerful, punk-flavoured anthem is the first release from this London four-piece, who share a manager with The Bluetones (though their sounds are very different). The B-sides betray danger leanings and are reminiscent of Underworld.

SINGLE reviews



FAITHLESS: Bring My Family Back (Cheeky CHEKCD035). This third single from Faithless's gold-selling album *Sunday 8pm* is a moody, atmospheric tale

of family breakdown. Producers Rollo and Sister Bliss provide a Massive Attack-style string-laden backing to what is perhaps Max Jazz's best rapping to date. Paul Van Dyk's shimmering trance remix injects breakbeats midway through, while Jan Driener provides a more minimal version with repeated vocal. The track joined Radio One's A5 Featured list last week. The band are currently on a world tour but will return to the UK to play dates in Newport, Glasgow and London in the week before the single release.

HONEYZ: Love of a Lovetime (First Avenue/Mercury MNZC03). Despite two quality singles which sold more than 400,000 copies apiece, Honeyz have yet to see their album *Wonder No.8* lift off.

Looking to change all that is this third single which follows the slick R&B patterns of its predecessors, and has won Radio One Blast and Radio Two C-list support and should give them a third successive Top 10 hit.

STRAW: Moving To California (WEA WEA205CD1). Somewhat alarmingly Straw contemplate the prospect of being dropped in the opening line of this single. Such thoughts shouldn't even be entering their heads; this is a mastery single, opening calmly and building into an elegantly-structured epic with I Am The Walrus-style orchestration that Jeff Lynne would cherish.

LFO: Can't Have You (Legit LFO1). With an imminent support slot lined up in the US with the Backstreet Boys, the Lyte Funkie Ones seem set to appeal to a similar audience. Their poppy style is perhaps best described as a lightweight version of Five.

GUS GUS: Starlovers (JAD JAD9004). With ages ranging between 19 and 33, the nine members of Icelandic's Gus Gus hail from an eclectic range of backgrounds, from politician to computer programmer to teenage actress. Their single reflects this mix of talent and blends a hypnotising beat

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ALBUM reviews



VARIOUS: **Music from the Motion Picture** (Higher Ground/Work HIGH8CD). New and unreleased tracks by artists such as No Doubt,

Natalie Imbruglia and Leftfield are the major selling point for the first soundtrack release by Sony's Higher Ground imprint. Kicking off with No Doubt's punkish New, it's a somewhat uneven ride, with tracks such as Imbruglia's hypnotic Troubled By The Way We Came Together, Fatboy Slim's Gangster Tippin' and Air's Talisman standing out from their largely beat-heavy companions. The No Doubt track will be released as a single (unlike Imbruglia's Radio One playlist track), while the film itself is due for release in the late summer.

TOM PETTY & THE HEARTBREAKERS: **Echo** (Warner Bros CD9362472942). Petty's first UK album since 1994's *Wildflowers* (which peaked at 36 - Echo is a return to form under the keen eye of Heartbreakers producer Rick Rubin.

Featuring all the Petty trademarks - country ballads, folksy tunes and nonsensical rock - this album should delight die-hard fans and AOR newcomers alike.

RECORDED **BEN & JASON: Hello** (Go Beat CD07314 559 970-2(6)). That the strings on this mini-album have been sorted by Nick Drake arranger Robert Kirby illustrates the approach of London duo Ben & Jason. Pared-down, simple, even stark, the sound is Radiohead crossed with Tim Buckley. It takes some getting used to, but the effort is repaid; while it's a slow burner, it eventually bursts into flames.

DELIRIOUS?: Mezzamorphis (Furious? FURY02D). Much has been made of the remarkable success achieved by the Littlehampton five-piece who achieved Top 20 status with two singles and their debut

album in 1997, despite doing their own promotion, marketing and distribution. But it's not really that difficult to explain. As this follow-up shows, the band produce timeless, melodic work of the highest order, fusing at times someone between Crowded House and Radiohead.

JO: One And One Is One (Real World CDRW74). Bengali brothers Farook and Aaron Shamsir unleash their debut album on this Virgin imprint. Mixing traditional Asian sounds with breakbeat and hip hop, it's an impressive and accessible mix. Current single Asian Vibes (released today) adds rocking guitar to star, while the laidback Oh My People employs female Asian vocals and Joi Bani reworks a theme by Sixties sitar star Ananda Shankar.



RECORDED **EMINEM: The Slim Shady LP** (Interscope IND90287). Despite being guaranteed to cause offence to some with its misogynist, violent, drug-inspired and generally warped lyrics, the debut album by this 24-year-old Detroit-born rapper is nevertheless a highly entertaining ride. The Dr Dre protégé's dazzling lyrics mix the explicitness of Koolhaan's Dr Octagon

with the street stylings of Easy E, taking bad taste to its limits and beyond. Guilty has Eminem sounding off producer Dr Dre, while the album also includes witty pastiches of US TV and ultraslick rappers.

GRAND DRIVE: Road Music (Loose VIC1008). It's not the kind of sound you expect to come out of South London, but Grand Drive's flowing and mellow beat owes a lot to the US folk of Gram Parsons and the mournful sound of Willie Nelson. With croaking tunes in abundance and lots of critical praise, Road Music will surprise and astound with its country-tinged songs and true-to-life lyrics. Ones to watch.

RECORDED **NIGHTMARES ON WAX: Carboot Soul** (Warp WARP06D1). The long-awaited

ALBUM of the week



CATATONIA: Equally Cursed And Blessed (Blanco Y Negro CD3598427094-2). With their last album, *International Velvet*, well on the way to selling a million copies in the UK, Equally... should simply confirm the band's arrival on the



domestic - and perhaps even global - music scene. From the biting opener and single, *Dead From The Waist Down*, through the less-than-subtle - in all senses - *Storm The Palace* to the honky-tonk *Shoot The Messenger*, the album is peppered with melody and controlled anger, an intelligent foray in pop politics. *Cerys Matthews* - a Welsh Ute Lemper if ever there was one - will be the voice of 1999.

follow-up to the classic album *Smoker's Delight* delivers maximum impact. Another sublime excursion into ambient hip hop, *Carboot Soul* shows that NOW have lost none of the creative edge that makes them such a powerful force in the UK.

ADD N TO (X): Avant Hard (Mute CDSTUMM170). This album of disturbing electronics follows last year's *Little Black Rocks From The Sun*. The band accurately describe it as a collection of random, violent and sporadic sounds in collision with melody. With their rising profile, it should outperform its predecessor.

NAOMI: Liqueur (East GUT096). Featured on *Naomi's March* CD with *Be My Lover*, Naomi is already attracting interest from radio programmers across Europe. Comparisons with the more gutsy Alanis Morissette songs of old are inevitable, but this album shows a range which reaches beyond that. While there is no denying that

she rocks, Naomi's talents extend to soul on *Sister From Your Soul* and the blues on *The Dancer* which sets her voice to slide guitar. A worthy debut which deserves to be on everyone's car stereo.

BRUCE SPRINGSTEEN: 18 Tracks (Columbia tbc). The latest album from rock legend Springsteen highlights 18 tracks from his boxed set *Tracks*. The album includes three bonus cuts, including an acoustic recording of *The Promise* made earlier this year. Springsteen will be touring in May with the E Street Band, his first UK tour with the band since 1988.

Hear new releases

Audio clips from these releases marked with this icon can be heard on dotmusic at: www.dotmusic.com/previews

This week's reviewers: Dugald Baird, James Brown, Suzannah Brown, Hamish Champ, Chris Finan, Tom FitzGerald, Olaf Furniss, Stephen Jones, Brian Klunn, Jo Maddox, Sophie Moss, Paul Williams and Adam Woods.

new deal

NEW DEAL FOR MUSICIANS
CONTRACTS FOR MUSIC INDUSTRY CONSULTANTS & MUSIC OPEN LEARNING PROVIDERS

New Deal for Musicians is part of the Government's Welfare to Work Agenda. This initiative is designed to provide personal support for young musicians, including vocalists, composers and performing DJs, who are eligible for New Deal for 18-24 year olds and are seeking a career in the music industry. Its objective is to enable them to move from Welfare into successful careers in the music industry. It does not extend to those in allied careers, such as management, technicians and crew.

We have two separate requirements. The first is for the organisations to manage the delivery of a personal support service for young musicians, by engaging Music Industry Consultants, who will be able to draw on their own knowledge, expertise and experience to provide quality, help, advice and support. Music Industry Consultants will support clients on a one to one basis, tailoring their advice and support offered to individual needs.

The second is for organisations to support and supervise young musicians studying by open learning. Music Open Learning Providers will agree an Individual Training Plan with each young musician, which will include milestones and targets against which they will monitor progress. A New Deal for Musicians Open Learning Package is currently being developed to support the young person and the open learning provider.

Organisations will not be able to deliver both services in the same location, although they may provide either service in different locations. We expect to let several contracts for each service across Great Britain. If you wish to express an interest in bidding you should provide the following information in writing or by fax to the contact name and address below by Friday 23 April 1999.

- Contact Name, Tel No & Address of Organisation.
- Whether interested in Music Industry Consultants and/or Music Open Learning Providers.

Contact name and address for receipt of expressions of interest:

Steve Mann
Employment Service
Jobseeker Mainstream Services Division
Level 2, Mayfield Court
56 West Street
Sheffield
S1 4EP
Tel: 0114 259 6573
Fax: 0114 259 6653

An information pack on New Deal for Musicians and details of requirement will be sent to all organisations who express interest by the above date, although these will not be available until 14 April 1999. Please note that late expressions of interest may not be accepted.

APPOINTMENTS

Young lively established independent music/media merchandising company requires:

Financial Controller/Administrator to work in conjunction with European Head Office accounts department.

Responsibilities to include administering budget and sales ledger, Credit Control, month and reporting to the Head Office, budgeting and forecasting, loan accounting and royalties. Experience with A/R/AR accounts systems preferable but not essential.

Must be a dedicated team player with the ability to adapt and develop as the company grows and long a level head in a relaxed basic environment. This is a great opportunity for someone with an accounting background and a passion for music to establish a career in this expanding international group of companies.

Salary on application (see experience)

Production Assistant to provide support to touring and retail departments. An administrative position requiring some general experience and good telephone manner with strong organisational skills. Tasks to include liaison with suppliers and internal departments, working to deadlines, purchase ordering and general administration.

Knowledge of stock control systems desirable. Must be willing to work long hours if required. This position offers great opportunities for someone with common sense, initiative and a good knowledge of music.

Salary on application.

Reply to Box No. 165, Music Week,
8 Montague Close, 4th Floor, London SE1

MANAGEMENT COMPANY

representing successful
International Artists
and Producers
requires

**A SELF MOTIVATED
PERSON**

to complement our
expanding team

Please fax CVs to
Jackie Schroer
fax: **0171 636 3551**

TELSTAR DISTRIBUTION LTD

is the largest exporter of music/video products in Europe. Due to massive expansion, we are delighted to announce that we now have the following position on offer.

ASSISTANT INFORMATION EDITOR

Reporting to the Information Editor, this exciting new position will include helping to compile daily sales and marketing information which is faxed, e-mailed and made available on various websites for the use of our customers.

The successful candidate will have a marketing and/or editorial music industry background with strong technical capabilities. You should be knowledgeable about the internet and internet-based technologies, knowledge of HTML and previous experience with website creation and maintenance will be viewed as a plus.

Salary will be according to age and experience.

If you wish to apply, please send your curriculum vitae together with a cover letter stating salary expectations to The Personnel Department, Telstar Distribution Limited, Units 3-4 Northgate Business Centre, Crown Road, Eastfild, Middlesex EN1 1TG before Tuesday 6th April 1999.

NEW WORLD MUSIC

is the world's largest independent label specialising in New Age, Ambient, Instrumental, Adult Contemporary and Relaxation music. Established over 15 years, we are experiencing rapid expansion, both in the UK and overseas, and require a dedicated

National Sales Manager

Reporting directly to the Managing Director this new position will be responsible for all sales activity within the U.K. including National and Key Accounts, Tele-sales, Non-Traditional Retailers, Promotional/incentive sales and business development. Based at our London offices the successful candidate will have:

- At least 3 years sales experience
- Extensive knowledge of U.K. Music and/or Gift retailing sector
- Excellent communication and negotiation skills.
- Ability to manage staff effectively.
- Experience of creating and implementing sales campaigns.

Attractive salary, bonus and company car for the right applicant. Send C.V. with covering letter and details of current salary to Diane Teager, New World Music, The Barn, Becks Green, St Andrew, Beccles, Suffolk NR34 8NB. Interviews will take place in London.

Going For A Song - The fastest

growing Budget Record label wish to expand their team with the appointment of a **German speaking Sales Executive.**

Responsibilities are to liaise with existing Germanic customers and to expand the companies European sales. Reporting to the MD directly, the appointment is new and will complement the existing lively International Sales Team.

The appointment is based at the Berkhamsted offices in Hertfordshire

Call Ivan: **01442 877 417**

Air Music & Media:

Licensing/Copyright specialists are looking for a **Sales Executive** to market their expanding catalogue of over 50000 tracks of music.

Applicants must have previous music licensing experience and a working knowledge of the industry. The successful applicant will report directly to the board of directors.

Call Michael on
01442 877 018

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INDUSTRY THROUGH MUSIC WEEK'S
INTERNET ADDRESS BOOK**
call **0171 940 8593** or e-mail **sgreen@umf.com**

ede RECORDS

PRODUCT MANAGER

Experienced Product Manager required to deal with an ever expanding release schedule. Previous experience with soundtracks and catalogue a benefit.

PRODUCTION ADMINISTRATOR

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Please send full C.V. to Shane Combes
edl UK Records, Ltd
12 Oval Road,
London NW1 7DH
or e-mail
shane_combes@edel.com

TECHNICAL ENGINEER

The Studio is seeking an engineer to join the technical team. You must have previous experience in an audio/video environment which includes a working knowledge of Neve and/or SSL consoles and preferably present day digital mastering.

Successful candidates will be rewarded with a competitive salary and a comprehensive range of benefits linked to working within a major music company.

If you are interested in this vacancy, please send your CV, covering letter and salary expectations to: Jackie McGe, Human Resources Manager, Sony Music Entertainment (UK) Limited, 10 Great Marlborough Street, London W1V 2LP.

WHITFIELD
STREET
Recording Studios

music week

We are currently looking for a Senior Sales Executive to join the Miller Freeman Entertainment Music Group sales team, who sell on the market leading Music Week, Face, NEI and other titles. The successful applicant will be based at our London Bridge offices.

SENIOR SALES EXECUTIVE (Display)

You must be able to demonstrate a solid advertisement sales background and have determination to succeed with the ability to come up with ideas and solutions.

Please send your CV and covering letter, in strict confidence to:

Ruth Blackett, Sales Director, Miller Freeman Entertainment
Music Group, 4th Floor, 8 Montague Close, London Bridge, London SE1 9UR

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CUTTING EDGE MUSIC PR COMPANY SEEKS HIGHLY MOTIVATED:

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 - **REGIONAL PRESS OFFICER** with relevant press contacts.
- Applicants must be willing to work hard under pressure and on their own initiative.

Please send CV to:
Simone Young
Slice PR, 9 Apollo House,
18 All Saints Road, London W11 1HH
No call please

Slice

BRIGHT YOUNG PERSON REQUIRED for Music Publishers

Applicant must have an aptitude for figures. (A Level Maths min.). Good W/P/Computer skills and pleasant telephone manner. Duties will include data input and royalty processing (will teach). This position will give a young person an opportunity to learn all aspects of publishing administration. A willing and positive attitude is a must and ability to work late if and when necessary. No smother/lick watch.

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PERSON

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42-46 St Lukes Mews, London W11 1DG

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Exciting and successful, independent PR company is seeking an ambitious PR person with 3 or 4 years experience to join its dynamic team, preferably with a record label background.

Contact Box No. 186, Music Week,
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Have a love for music? Want to be a part of a fast growing music department in a thriving entertainment company? Your duties will include data input and album reviews. Experience with the internet and HTML perks through hosting your own website, would be an benefit but not essential provided you are hard working and willing to learn.

Interested? Send your CV together with a review of a current Album to:
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9 Overline House, Station Way,
Crawley, West Sussex RH10 1JA
Tel: 01293 40 20 49
Email: john@infront.co.uk

audiostreet.com

http://www.audiostreet.com http://www.labelsonrecords.com http://www.slabtopinternet.com

RETAIL FOCUS: **MUSIC ROOM**

by Karen Faux

Being one of the few music outlets on Lewis, a Hebridean island with a population of around 32,000, is definitely a plus point for indie store Music Room. "The only competitor we've got here in Stormoray is Woolworths and, while we are not in the centre of the town, people have to press by our door to go in and out," says owner John Clarke. "Even in the winter months it's not as quiet on Lewis as one might think. Outlying villages come into the town and there is a steady stream of island visitors."

Clarke is not a native but arrived four years ago on Lewis. "My family were always gravitated to Lewis and even said that I'd settle here eventually," says Clarke. "I never dreamed that I would eventually set up my own business and, while it was a real struggle to get the necessary backing to start it up, the effort has certainly been worthwhile."

Music Room is situated very close to Lewis Castle College and does a roaring trade with students in indie rock. Top 20 sin-



Music Room: South Park merchandise is popular

gles and second-hand stock. American rock is a growing sector and Clarke is currently expanding the offer. "We always do very well with acts such as Nirvana, Tom Petty and US

MUSIC ROOM'S ISLAND LIFE

Music Room's mail-order operation has been important for reaching islanders who do not often make the trip to town. "Some people do not come to Stormoray for two to three weeks and yet they like to purchase music," says John Clarke. "We have around 35,000 back catalogue titles on offer and can often get product through in the space of a week." Clarke recently delivered leaflets promoting the service to all the local islands and villages and has seen demand rise accordingly. Currently the store is in the process of setting up a website to promote all aspects of its service.

band Matchbox 20."

Its other staples currently include The Corrs, Stereophonics, Placebo, The Offspring, Saw Doctors and Black Crowes. Music Room

also does well with T-shirts and Jewellery which are targeted at tourists. "We've been doing fantastic business with South Park product because we are the only source of merchandise in this area," says Clarke.

The store is now focusing more sharply on the annual Hebridean Celtic Festival, which brings many visitors from the US and Europe to its doorstep each July. "Acts such as Sharon Shannon, the Bumble Bees and the Mackenzie Sisters have come in, and this year Mary Shannon is appearing. The festival has a special feel and a substantial following which makes it very good for business," Clarke says.

Apart from the Celtic Festival, he laments the lack of live gigs in the vicinity. "Very few tours come here and the biggest that we've happened last year was an appearance from the Saw Doctors, who sell extremely well for us. However, there are a few local bands who play live. Astrid, which is made up of three local lads, have done healthy business for us with their recently released single 'It's True, on Fantastic Plastic'.

IN-STORE NEXT WEEK (from 5/4/99)

Archa Nova Windows - Universal campaign with CDs at £7.99 or three for £21; In-store - Blood, New Radicals, Mozart Arias, Discover The Classics. Motörhead; Press ads - Terence Blanchard, Pretty Things, Radiator, John Tavener, Discover The Classics, Motörhead

ASDA Single - Bus Stop, Mariah Carey, Bon Jovi, Phats & Small, Reef, Armin, Thank You For The Music, Reel, Emineem, Catalonia, Beverly Knight; Albums - Now! 42, Female Touch 2, Abba Pater, Armand Van Helden, Roxette, Status Quo, Kele Le Roc, Gaterasher, Andy Williams

Boots Album - Female Touch 2; Video - Godzilla; In-store - Easter campaign, Charlotte Church and Abba Pater, Now! 42; two for £15 on selected mid-price CDs, two classical CDs for £10, save £2 on Boots exclusive CDs, Friends

HMV Album of the month - Mogwai; Display board - Nightmares On Wax, Grand Drive, Low, Wu Chromatics, Stereolab, Gus Gus, Sound 5, XTC

HMV In-store - Martine McCutcheon, Gene, Glamma Kid, Lynden David Hall, Gani, Station, Monica, Alisha's Att'ry, New Radicals, Abba Pater, His 99, Status Quo, Des'ree, Mariah Carey, Emma Kirkby, Yehon, Female Touch 2, South Park, Orbital; Press ads - The Cranberries

**ON THE SHELF**

KANE JONES, manager, Badlands, Cheltenham, Gloucester

"As always, this Monday morning I was in early to rack out new releases but they weren't exactly a stampede of customers. A lot of people who came in requested releases which had come back a week or two, which was very frustrating. By lunch time, however, the tills were ringing with sales of singles. We did get big business with Mr Oz, Aphex Twin, New Radicals, Hurricane #1, System F, Black Dog and Lantana."

The store is arranged over three floors with one devoted to our mail-order operation. We're just off the high street in Cheltenham but we have a lot of loyal customers and we have to cater for a very wide cross section of tastes. Being a Mojo recommended store in conjunction with Pinnacle has proved extremely worthwhile. We stock the magazine and advertise in it as a recommended stockist of various releases. Each month Pinnacle features six

albums as part of the promotion and we get them on a sale-or-return basis. Currently we are doing very well with Steve Winwood.

We always re-order mid-week and are generally faced with the same dilemma: do we give UK companies our continued support or do we opt for offers from abroad? Some export companies are currently offering new release albums for a dealer price of £6.99 which is very tempting. Another mid-week task is to change our albums chart, although recently this has involved very few changes on a week-to-week basis.

We're looking forward to the release of Tom Petty & The Heartbreakers' new album, Echoes. Our rep has just treated us to a preview and it sounded good. We have had a lot of pre-release enquiries about David Sylvian's new album, which is out next week, and we are still waiting to get to hear when Orbital's album will be hitting our racks."

MENZIES

Album - Elton John; In-store - New Hits '99; Listening posts - New Radicals, Andy Williams

MVC

Album - Echo & The Bunnymen; Windows - Orbital, X-Files, Robot Wars; In-store - Des'ree, Abba Pater, Ultimate Soundtracks Collection, Seventies Movies video promotion; Listening posts - Wilco, New Radicals, 1234 Punk and New Wave boxed set, Steve Reich, David Sylvian, Furside, Abba Pater, Mirror Of Perfection, Marc Almond

"NOW"

Singles - Martine McCutcheon, Meat Loaf, Blackstreet; Albums - Irish Tenors, U2; In-store - Laurel & Hardy promotion offering videos at £5.99 each or two for £10

our price

Singles - Phats & Small, Mariah Carey, Catalonia, Eminem, Foot Boona; Windows - Des'ree, Whitney Houston, Abba Pater, Lauryn Hill; Press ads - New Hits '99, Massive Dance '99, Planet V, Chill Out Room, Small Faces, Beverly Knight, Phats & Small, Emineem, Kele Le Roc, REM; In-store - Blur, Meat Loaf, Des'ree, David Sylvian, Best '80s Love, In The Mix 2000, Dance Nation 6, Wilco, Van Morrison

pinnacle network

Selects listening posts - Everist, Sound Price sampler, Tom Waits, The Corrupter; Mojo recommended retailers - Eddie Hinton, Curtiss Maldon, Land Of 1,000 Dances, Inivictus

Chartbusters, My Midnight, Blues For A Honey

TOWER

Single - Martine McCutcheon, Meat Loaf; Windows - Catalonia, Blur, New Radicals, Creation mid-price, Aerosmith, Metallica, Iggy; In-store - Martine McCutcheon, spring sale, X-Files, Warner Home Video sale, Catalonia, Search For A DJ Files; Simpsons, specialist sale, full to mid-price spring sale, New Radicals, Creation mid-price, Warner Home Video sale

MEGASTORES

Singles - The Cranberries, Wilco, Sizzla, Porcupine Tree, Glamma Kid, Blackstreet, Ace Of Base; Windows - Orbital, Echo & The Bunnymen; In-store - Go soundtrack, Nas, Best Dance '99, Beth Neilson Chapman, Pat Loveless, Reich remixed, Classic FM Hall Of Fame, Stevie Ray Vaughan, Paul Westerberg, Bis, Radiator, Life Is Beautiful, Waking Ned; Listening posts - Tom Waits, Mogwai

WHS

Album - Elton John; In-store - New Hits '99; Listening posts - New Radicals, Andy Williams

WOOLWORTHS

In-store - Blur promotion, Kele Le Roc, 6 Witches, Ministry Of Sound Dance 120, Virgin, Best Ever... albums at £10.99 each or two for £20, full-price CDs at £9.99, mid-price CDs at £7.99 or four for the price of three

**ON THE ROAD**

NORMAN HAY, 3mv rep for the North East

"Another busy week is looming for me with two Hurricane #1 in-store PAs on the same day. These are to support the launch of their new single The Greatest High which should provide a good warm-up for their album. We also have high expectations for the new Christian Fry single, which will be helped by the fact he has achieved a lot of profile recently as support to Steps."

We had a number one single and album from Fatboy Slim earlier in the year and the forthcoming single Right Here Right Now looks set to emulate that success. Dance Nation 6 on Ministry Of Sound secured the number one spot in the compilation chart this week and is selling through extremely well, while Underworld's single also made a good chart showing and is boosting sales of their album Neaudeup Fish.

Made treated us to a playback of the new

Suede album recently and I thought it was stunning. It is to be preceded by a single, Electricity, and both have enormous potential. We are currently selling in the Ultrasound single on the same label and reaction has been very positive. Meanwhile I am still selling huge quantities of the Stereophonics album which stormed in at number one and will soon reach platinum status.

The week creation have added 13 new titles to their Priceless Creation mid-price series. Also on Creation, we have a new Technique single which is building nicely as is the excellent new single from Mishka.

My area has a vibrant dance scene and the new Rufus Dracula single La Musica is being hotly touted as a monster after its inclusion on Radio One's B list. We also have new singles coming from James Brown and Fallthess, and new albums from Status Quo and Robert Palmer."



The party ain't got no swing if daddy is in the ring (1). Apparently not if DAVID MUNNS is the old man in question because his offspring JOE, who earns a crust at Eagle Rock Records, and daughter ERIN were happy to show their faces at his Groucho Club Farwell to POLYGRAM. What's the grin on DAVID HOCKMAN's face all about? (2). He's sharing his happy moment with Universal Music International VP marketing ANDREW KRONFELD (left) and MARIA MEYER, VP international artists marketing at Universal Music Latin America (centre). HMV honcho BRIA LAUGHLIN isn't quite sure if ROGER AMES (3) is offering Munns a sympathetic hand or still taking offers for the North American arm of London Records. Expect news soon.

Remember where you heard it: Trying to recall how he and Richard Griffiths met, Ged Doherty dredged his memory all the way back to 1979 to recall that the BMG big cheese was then touting one-hit-wonders *The Jags*. The group had just scored with *Back Of My Hand* when the then agent Doherty booked them...When you've been part of the same company for more than a third of your life, it's hard to let go. Pity then poor Mark Hutton who, two days after being axed by Virgin Records, spent the whole of last Wednesday morning in his old employer's building, then had to correct himself while talking to Dooley. "Martine [McCutcheon] is our next big one," he enthused, only to pause, reflect and correct himself, "Their next big one"... Holy Hits: HMV has called in some nuns to its flagship Oxford Street store from midday today (Monday) to back the release of the *Pope's first music album*...Talking of HMV, Nipper is likely to

meet his Waterloo on Easter Monday when the same store's window will display the four costumes worn by *Abba* almost 25 years to the day for their 1974 Eurovision-winning performance to promote a new *Abba* boxed set... Should be an interesting week for chart watchers, what with the *Phats & Small* and *Abba* tribute records expected to retail for a confident £3.99, *Eminem* for £2.99 and *Another Level* - a charity record - for £1.99...The conspiracy theorists were hard at work last week after HMV and WH Smith both announced free internet access services on the same day. According to one, Smiths must have rushed out its press release after it got wind of HMV's move, judging by the scant detail it contained. When asked to expand, a Smiths spokesman said, "Our announcement was simply a holding statement"... Expect a hot new recruit to WEA's marketing department...RCA's departing head of press Anita Mackie

and her new Mercury boss Howard Berman will have more than music to talk about over the filing cabinet. The pair used to go to schools opposite one another in Brighton, though, we're assured, not during the same period... *Posh Spice's* people are taking a pretty relaxed attitude to a cock-up in *Billboard* congratulating the Spicer on the birth of baby Brooklyn. The trade bible's ad confused the new dad with a humble US music agent who just happens to share the same name as the England footballer. Will *Spice* sue for defamation linking her baby with the wrong father? "Oh I don't think so," says a Posh spokesperson. "We can forgive the Americans this one because everyone else knows who David Beckham is".....



1. BABY SPICE, pictured here with HITS UNDER THE HAMMER project co-ordinator HARRIETTE GOLDSMITH (1), wasn't the only successful bidder at the auction last Monday. Several industry names were among those who splashed out £150,000 on lyrics and the unusual things they were written on. With another £100,000 from sponsorship and ticket money, the HUTH committee members (2) - seen here taking a shine to SAM FOX's charms - can congratulate themselves on raising nearly £250,000 for charities Nordoff-Robbins and Norwood Ravenswood. Pictured (1-4) are Zomba Music MD STEVEN HOWARD, Sedley Richard Laurence Voulters senior partner RICHARD ROSENBERG, RONNIE HARRIS from accountants Harris & Trotter and lawyer DAVID GLICK from Eatons.

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NewRadicals

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On reflection the words on the banner say it all - RIGHT SAID FRED (1) performed too Sexy at the BPI's first annual BEST OF BRITISH barbecue at SOUTH BY SOUTHWEST in Texas last week. Back at the bar (2), V2/Eagle Ecosse boss RONNIE GURR (right) bends his ear in the direction of Ascap UK membership director CHARLIE DILKS. Dooley reckons he was probably recounting that joke about how many A&R men it takes to change a light bulb? (20: none for ages then one spots its potential and 19 rush in and break it in the process. Sorry.) Meanwhile, the flash floods that struck Texas hold Creation UK head of A&R MARK BOWEN (3, right) at the same backwater jig for longer than a few minutes. Luckily he brought along ex-Boo Radleys songwriter MARTIN CARR (left) for company and is joined by SHERI FRIERS (centre), head of regional radio at promoter Revolution, who reached Texas several days late after trying to board her plane with a passport four days out of date.

www
music week

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