



NEWS: Iron Maiden's veteran manager ROD SMALLWOOD takes the top IMF Peter Grant Award



NEWS: Virgin Records is counting on the next six weeks to turn MELAINE C into an international solo star



A&R: Creativity emerged as the real winner at the 10th in the CITY Unsigned showcases



ALL THE NEWS FROM EMI'S SALES CONFERENCE - p10

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FOR EVERYONE IN THE BUSINESS OF MUSIC

MUSICWEEK

Bard fires net broadside

Brian Egan - McLaughlin

by **Frank Snel**
HMV Europe managing director Brian McLaughlin is threatening to take action against record companies which release records via the internet prior to making them available on the High Street.

McLaughlin says HMV will not support the release of records which UK consumers can download before being able to buy them in-store. "It is unlikely we would stock it or the back catalogue of the artist in question," he says.

He adds that while any such action is a matter for individual retailers, "feeling is running extremely high. Record retailers in the UK are not going to stand for it."

McLaughlin was speaking last Friday, a day after he gave an impassioned speech at the Bard agm in London in which he spoke

of the "potentially disrupting effects" of such ventures.

"We're obviously responsive to the huge opportunities offered by e-commerce — indeed, all the leading retailers have invested considerable resources in launching their own promotional and transactional sites — but we do seek a level playing field in making music available to everyone at the same time," said McLaughlin, who was speaking in his role as Bard chairman.

In his speech McLaughlin made reference to Virgin Records America's decision to offer David Bowie's new album, hours, as a download from US retail sites two weeks before its in-store release on October 5. Web customers have also been offered an exclusive bonus track.

"While I recognise that this is a US initiative, and can't be down



McLaughlin: threatening action loaded by fans in the UK, we must be alert to more record companies attempting similar ventures, and possibly paying no regard to the

relationship between suppliers and retailers in the UK," said McLaughlin, adding that it is incumbent on UK record companies to make their international affiliates aware of the impact such initiatives would have if they were extended to the UK.

Earlier this month Dutch retail chain Free Record Shop announced that it was withdrawing all David Bowie albums from sale because of the Virgin initiative. Virgin Entertainment COO Simon Wright has also said that he does not rule out his chain taking similar action on any future releases.

McLaughlin was re-elected at the agm as Bard chairman while Andy Records managing director Andy Gray and Ainsley partner Richard Wootton were re-confirmed in their respective posts as deputy chairman and treasurer.

Dave Balfe goes for second 'retirement'

Columbia head of A&R and general manager Dave Balfe has ended months of speculation by confirming that he is to leave the company this Friday.

The move follows discussions between Balfe and incoming managing director Blair McDonald.

Balfe, best known for his involvement with Blur at Food Records with Andy Ross, says he intends to take a break from the industry.

In a statement issued last week he said, "It is with a great deal of both joy and sadness that I leave Columbia — joy that I will be able to stay in bed a great deal longer in the morning and sadness that I suppose I still can't stay in bed all day."

Balfe took his first break from the industry in 1994. He returned in 1996 to join Columbia, where he became involved with acts including A1, Hepburn, Pete Wylie and Kula Shaker.

MCPS sets 10p royalty for downloaded music

The MCPS has set a mechanical royalty rate in the UK for music downloaded from the internet.

The society confirmed last Friday that its board has "agreed in principle" to a mechanical rate of 10p per UK download for musical works of up to five minutes in length, with an additional 2p per minute beyond that.

The rate for internet downloads contrasts with that for physical discs, which are calculated at 8.5% of dealer price. A spokesman for MCPS says, "There is no precedent here. The board felt it had to put down a marker on a value it believed was right."

The spokesman says the rate — first revealed during a panel at In The City — is set with immediate effect and will run through to September 2000, adding that a formal announcement will be made in due course.

The decision is likely to cause controversy, with some internet players declaring that the rate should be lower. In The City founder Tony Wilson, who is in the process of launching his own internet business for delivering songs, says he calculates that the 10p rate is higher than the average currently charged for songs delivered by physical form. "If that's the case then they're ripping off the public — it's disgraceful," he says.



Hard Hands/Higher Ground's Leftfield (pictured) were yesterday (Sunday) battling to secure the number one slot with their album Rhythm And Stealth against Shania Twain's Come On Over. In recent weeks Twain has held off Martine McCutcheon and Gomez from the top spot, despite both leading the midweek charts. A similar pattern was emerging last week, with Leftfield leading by 10,000 units on Friday. TV appearances by Twain, promoting the single Man! I Feel Like A Woman, which looked set to go top three yesterday, have been responsible for driving the album. Higher Ground label manager Mark Conway says he is pleased that the long-awaited follow-up to February 1998's Leftism was performing so well after such a break and minimal radio support. "Leftism was more than an album, it was a soundtrack to people's lives and people have waited an age for this record," he says, adding that Rhythm And Stealth sold more on its first day than Leftism did in its first week.

MW to sponsor Ericsson Muzik award

Music Week is to sponsor the key record label category at the forthcoming Ericsson Muzik Awards.

The MW/Muzik mainstream label award is among 26 categories at the event, which takes place on October 14 at London's Gainsborough Studios. MW readers can vote for one of five short-listed labels — Essential, Manifesto, Positiva, XL and



Multiply — by filling out voting slips on MW's sister website dotmusic.

This year the organisers of the awards, which were last week endorsed by BPI PR committee chairman Nick Phillips as the biggest event in the dance calendar, are raising their industry profile via a club tour, Radio One broadcasts and in-store promotions with Virgin Retail.

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Dickins hails 'new era' as BP approves Aim link-up

by Paul Williams

at the watchtower at this year's BPI agm as the organisation ushered in a new era by formalising its relationship with the Association of Independent Music (AIM).

The meeting at Baffa in London's Piccadilly last Wednesday voted in proposals to change the BPI council's constitution, reducing it in size from 15 to 12 members. This significantly alters the make-up of the council between majors and independents with an even 6-6 divide replacing the previous 9-6 split in favour of independents.

Rob Dickins, confirmed as BPI chairman at the meeting for a second successive year, described the agreement as the "dawning of a new era". "The way forward that

we've mutually agreed is very good for the BPI, [enabling us] to be an industry with - as much as possible - one voice," he said.

The spirit of unity was further underlined by BPI director general John Deacon, who revealed that just the previous day the Government had announced its support for the trade and industry select committee finding that the music industry should be given special protection against parallel imports. "This very highly satisfactory outcome would not have been achieved without the co-operation of all the companies, be they large or small. It once again emphasises the need of all of us to work together with a common purpose," he said, adding that unless the music industry can talk to the



BPI agm: (l-r) Dickins, IFPI chairman Jay Berman and Deacon Government with whom it does not deserve to succeed. In its written response on parallel imports, the Government said it acknowledged the music sector was in many ways different from the likes of the clothing and food and drink industries. "While copyright is the most important intellectual

property right, international exhaustion of trade mark rights may have a damaging effect on UK copyright industries," the report added.

The newly formed BPI council's six major record company members are: Paul Burger (Sony Music), Paul Conroy (Virgin Records), Richard Griffiths (BMG), John Kennedy (Universal Music), Nick Phillips (Warner Music) and Tony Wadsworth (EMI Records). The six independent members elected from nine candidates are: Paul Birch (Revlon), John Craig (First Night), Sean O'Shea (Telstar), Steve Mason (Pinnacle), Martin Mills (Beggar's Banquet) and Pete Waterman (Pete Waterman Ltd). Each group can co-opt two additional members for their expertise.

Virgin Entertainment UK chief operating officer Simon Wright took delivery last Tuesday of Virgin Megastores' new logo, which has gone up at its Brook Green head office in west London. The logo was due to make its first promotional appearance last Saturday on a pitch-side hoarding and on publicity material, including the match-day programme, at the Middlesbrough/Chelsea football match at the Riverside Stadium. Put together by design agency Kitchen, the logo will initially be used at three new stores in Middlesbrough (opening on October 7), London's Piccadilly (November 1) and Glasgow (end of November) before being rolled out across the other 92 stores during the next six months. Graphic design agency Field is currently working on how the logo will be incorporated in-store.



UK sales drop reflects flat worldwide market

Declining UK music sales during the first half of the year reflected a worldwide trend as global shipments fell by 4% overall and value remained flat, according to IFPI figures released last week.

The UK's 1% drop in value and 6% decline in units were mirrored in 50% of other key territories (see table). Russia suffered even bigger falls as part of a sharp overall decline across Eastern Europe, where unit sales plummeted by 50%. Denmark and Norway were among those bucking a European decline with France leading the way with a 5% unit rise.

The US market continued 1998's strong performance with a further 2% rise in volume and value, though Canada suffered a 5% unit drop and 2% decline in value. There were some encouraging signs in Asia following the region's recent economic problems. Excluding Japan, where units fell by 8%, there was a 5% rise in units and an 11% increase in dollar value, reflecting strong growth in Indonesia, South Korea and Thailand.

HALF-YEAR SALES FIGURES

| | Unit growth | Value growth |
|-------------|-------------|--------------|
| US | +2% | +2% |
| Japan | -8% | -2% |
| UK | -6% | +1% |
| Germany | -10% | -4% |
| France | +5% | +1% |
| Netherlands | +8% | +2% |
| EU total | -5% | -3% |
| World total | -4% | 0% |

In Latin America, unit sales in the region's biggest market Brazil fell by 31% while the region as a whole dropped by 16% in units.

The IFPI has joined forces with the RIAA to mount the biggest offensive yet against online piracy. The two organisations are working alongside a major search engine to establish sophisticated software for tracking down websites illegally offering music for download. IFPI chairman and chief executive Jay Berman told last Wednesday's BPI agm that, though his company has supported national groups such as the BPI in their efforts against such sites, this is a global problem which requires a global response.

Tesco set to offer CDs on internet retail site

Tesco could spark a price war later this autumn when it becomes the first UK supermarket to offer CDs on its home shopping Internet site, Tesco Direct.

The initiative was unveiled last Tuesday by chief executive Terry Leahy, although details are being kept under wraps. Tesco's move coincides with Asda extending its Roll Back promotion - which slashes prices by up to 50% - from 4,000 CDs to 10,000 products by the end of 2000. CDs may be included, although Asda declines to reveal further details.

Tesco director of e-commerce Carolyn Bradley confirms that CDs and books will be added to the groceries already offered online. It is understood that around 1m CD and book titles will be available. Some observers suggest products will be on sale even cheaper than they are in Tesco's 639 stores due to the lower overheads involved in e-commerce. One independent music retailer says that if Tesco does undercut its store prices on the Top 75 albums it will be "another nail in our coffin".

newsfile

COONEY JOINS UNIVERSAL ISLAND

Sean Cooney has been appointed head of promotions at Universal Island, replacing Damian Christian, who quit two weeks ago amid speculation he is to join East West. Cooney previously ran Delirious Promotions, and is joined at Universal Island by his business partner Karen Leslie, who becomes head of TV. She replaces Suzanne Hague, who quit last week with four other members of the promotions team. Meanwhile, East West director of promotions Alan McGehe has confirmed he is leaving the company after 14 years at Warner.

NIVEN QUITS INDEPENDIENTE ROLE

Independents A&R manager John Niven quit last week amid rumours he is to start up his own label within a larger organisation. Niven - who handled Impulsion, First Born and Deejay Punk-Roc and began at London Records - insists his resignation had nothing to do with the sudden departure of independent managing director Mike Henehan earlier this month.

CHOUDHURY MOVES UP AT WARNER

Hassan Choudhury, previously WEA's director of international, has been promoted to the newly-created role of director of international marketing across Warner Music UK. Choudhury will oversee international promotion and marketing for WEA, East West and affiliated labels with a new international team of seven.

TWAIN SCORES CMA AWARDS FIRST

The Dixie Chicks and Tim McGraw headed the list of winners at last Tuesday's 33rd annual CMA Awards in Nashville with three wins apiece. Shania Twain was named entertainer of the year for the first time, making her the first female winner of the award in 13 years. Other winners included Martina McBride, Jo Dee Messina and Brooks & Dunn.

Spice Girls sign up for BBC millennium single

The Spice Girls added their names last week to a growing roll call of superstar acts contributing to a Perfect Day-style BBC charity record aimed at grabbing the first number one of the new millennium.

Nearly 20 acts, including the Fun Lovin' Criminals, Annie Lennox, James Brown and Christie Hyde, have already been in studio from London to Los Angeles to sing a line each from the Rolling Stones hit 'It's Only Rock 'N' Roll'.

It is understood that Mick Jagger gave his blessing to use his band's 1974 hit after hearing Lou Reed's Perfect Day tackled by various singers by up to 50% - from corporate video. The producer Arthur Baker is producing the single, which will be released by Universal TV and timed to enter the first chart of 2000.

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taste
THE MUSIC STORE

HAS MCPS GOT ITS SUMS RIGHT?

What's the value of a song? It's a question that sounds like the title of an In The City panel – and sure enough it was one of the issues that raised its head in Liverpool last week.

When it comes to mechanical royalties, at least one answer was forthcoming in one of the convention's sessions: Gavin Roberson of the MCPS-PRS revealed that after much debate the organisation has recently decided to charge 10p per five-minute download.

Calculating a new rate when there is no precedent is ferociously difficult, so MCPS has opted to rip up the rule book and set a flat fee rather than basing its charges on a percentage of dealer price as currently happens. Having done this the issue simply becomes one of where to pitch that flat fee. And it is this that is likely to cause such a fuss in some quarters.

Taking the example of an album with a dealer price of £9, 12 tracks and the current mechanical rate of 8.5p, this would produce an equivalent mechanical fee of 6.4p per track. The difference between this and the proposed 10p for downloads may not seem like much, but when you think of the hundreds of thousands of tracks that it is predicted will be downloaded in the UK within a few years and the gap becomes far more significant.

Internet pioneers make the point that digital distribution removes a layer of costs in areas such as manufacturing, packaging and distribution. Therefore, they argue, the only financial model that will work is for individual tracks to be priced lower than at the moment, rather than higher. In this light MCPS's move is charged as being regressive rather than forward thinking.

The Internet is still raising more questions than it is answering, but one basic principle is already clear: it is pushing prices down rather than up. With other rights societies already considering offering lower mechanical rates for digital downloads, it looks as though the MCPS may have to reconsider its online tariff before the proposed rate expires next year. *Ajax Scott*

WEBBO

THE MESS BEHIND THE GLR ROW

For readers outside the capital, the fight for the BBC local radio station for London, GLR, may appear trivial. After all GLR has only a 0.6% share of listening in a hugely-competitive market. But GLR is unique in having a far higher percentage of music played in its output than any other BBC local station. And the music it plays is generally not played by other stations.

This eclectic mix of great music and speech is listened to by many in the media and its influence is far greater than its small audience. Losing this would be a blow to the music industry as the number of outlets broadcasting live sessions, particularly breaking and smaller acts continues to fall. However, that's not my concern. After all the BBC must manage its facilities as it sees fit and the record industry's benefit should not be one of the considerations. And I'm also not saying that GLR shouldn't change – the BBC is not running a museum.

My concern is the ham-fisted way in which this has been managed. A "consultation" document is published using BBC buzzwords like "interactivity", "relevant" and "communities" and stating that the amount of music on the station will be decreased. Nowhere does it say why this could not be achieved by changing the speech content.

Then, during a phone-in on the subject, management representatives say nothing has been decided and they want listeners' views. When 99% of the views aired involve keeping music they say that they want the views of people who don't listen to the station rather than current listeners. They then arrange public meetings outside London to explain the significant changes in TV broadcasting in the SE Region but refuse to have a similar meeting in London. Success will presumably be measured by whether the audience grows but in London GLR is competing against commercial stations with much bigger promotional pockets.

I'll bet the changes happen despite the opposition. But the changes that should really happen are in the ranks of the BBC management which is presiding over this mess.

Jon Webster's column is a personal view



by Ajax Scott

Veteran Iron Maiden manager Rod Smallwood won the Peter Grant Award for special achievement at the International Managers Forum's annual British Music Roll of Honour last week.

Smallwood started off as an agent at the age of 23, signing acts including Judas Priest and Cockney Rebel. He was considering quitting the business before he saw an early incarnation of Iron Maiden perform in the Crown pub in Hammersmith, west London in the late Seventies.

Presenting the award to a man he jokingly referred to as "the ultimate party animal", EMI Recorded Music senior VP Rupert Perry said, "Rod is a very well organised manager. We always knew the gameplan. We always knew two years in advance exactly what was going to happen. And it has always happened like clockwork."

Iron Maiden frontman Bruce Dickinson added, "Rod's all about

Maiden's Smallwood takes top MF award



Smallwood: taking the top honour

passion. Although he pretends he's the big nasty guy, it's an honour to be managed by him."

The Peter Grant Award was one of a number of gongs presented at the event, which was held at the London Hilton Hotel and was attended by guests including under secretary of state for tourism, firm and broadcasting Janet Anderson.

The Entic's producer of the year award voted for by the IMF membership was won by Ray Hedges for his work with artists like B'Witched and

Boyzone, while the winner of the BDO manager of the year was Slink Anasie's Leigh Johnson. "She's not only the best thing that has ever happened to us, but she's my best friend on the whole planet," said lead singer Skin of her manager, who promptly donated her £1,000 winners' cheque to Amnesty International.

Inducted into the British Music Roll of Honour were Martin Hopewell, the Primary Talent agent who also founded the ILMC 12 years ago, MCPS-PRS Alliance CEO John Hutchinson and EMI's Rupert Perry.

Accepting his award, Perry insisted that the future of the music industry was not a bleak one. "There's plenty around for us all to share in. There are a lot of issues as we go forward in the next year that we need to be together on. Record companies, publishers, promoters, retailers and – one of the most important parts of our industry – managers: we all need to speak with one voice."

New media dominates Liverpool ITC debates

In The City may move to Brighton next year in a bid to attract more senior key industry players.

Celebrating the success of last week's music conference in Liverpool, which attracted more than 800 paying delegates, founder Tony Wilson insisted the event attracted "more gonabes than wannabes".

"Because of the involvement of [Independent label organisation] Aim we got independents like [Beggars Banquet's] Martin Mills and [Mute's] Daniel Miller. But it's time to work on involving top executives and heavyweights."

New media dominated this year's conference, with discussions addressing subjects ranging from



Haentes (left) with Wilson at ITC

developments that supersede MP3 technology and website ownership to Internet radio and online A&R.

In Monday's digital media keynote speech, website consultant Ross Sleight dismissed suggestions that the Internet boom would spell the end for middle men such as

record companies and retailers.

"Everybody talks about disintermediation, this process of cutting out the middle man, but it is just rubbish," said Sleight. "We like middle men. They make things quicker, they make things easier, and very often they make things cheaper for us."

During the keynote interview with Edel Group founder Michael Haentes he criticised the mp3.com site. He said the site's advertising funded business model deviated music.

Aim used the convention to host two sessions explaining its mission and examining alternative ways of raising finance.

© See ITC news, p8

Rigg quits BMR for new consultancy role

Nanette Rigg has quit as director general of British Music Rights (BMR), the umbrella organisation representing composers, publishers and songwriters which she helped found three years ago.

Rigg will leave the organisation on December 27 to set-up her own entertainment business and media consultancy, Blencathra Productions.

"I am personally very proud of BMR, its goals and its success," says Rigg, who adds that setting up in business is something she has been wanting to do for some time.

"I thought, if I didn't do it this year, I never will. I've taken BMR as far as I can," she adds. "It does need to go further – there are massive challenges ahead."

A BMR spokesman says a search for Rigg's replacement will begin immediately and that an announcement will be made in due course. BMR chairman Sir Alistair Hunter paid tribute to Rigg's achievements, saying she had done "a brilliant job" in seeing the organisation through its first three years.

SFX snaps up MCP with view to developing top UK venues

Dorington Park and the Swindon motorcross track Foxhill could be developed into permanent concert venues following SFX Entertainment's acquisition of MCP Promotions last week.

The deal with MCP, which has promoted UK tours by Bryan Adams, Aerosmith and Simply Red, gives the largest US live music promoter, producer and venue operator another toehold in Europe following its £160m purchase of the Apollo Leisure Group in August. Last week it emerged that the deal has become the subject of an Office of Fair Trading investigation examining the state of competition in the UK and within West End theatreland.

The management team at MCP will remain unchanged following the deal, which MCP president and founding partner Tim Parsons says will give SFX a bridgehead into Europe, market share in the UK and access to leading artists. He adds that SFX also has the resources to develop Dorington motor racing track, which has hosted the



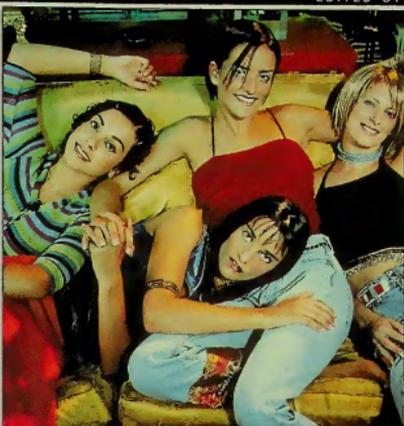
Bryan Adams: promoted by MCP

Monsters Of Rock festival for two decades, and Foxhill into permanent concert sites. "They have the ability to develop on a grand scale and with Wembley closing it is an ideal opportunity to have permanent concert facilities on these sites," he says.

Parsons adds that MCP had been in talks with the publicly-quoted SFX, which operates 82 US venues, including 16 amphitheatres, for four months before signing the deal.

MUSIC WEEK 2 OCTOBER 1999

Glow Worm/Epic's B*Witched are to be the first of a trio of chart-topping acts featured in a series of three music documentaries to be broadcast on Children's TV in October. A Date With... which could eventually develop into further programmes, will first air with the Irish quartet at a time still to be announced on October 7. Northwestside's Another Level will follow on October 21 and Jive signings Steps seven days later. Steven Andrew, controller of children's TV for Granada (and Music Children's), says the first two editions will look at the acts growing up, how their groups started and their experiences in the music industry, while the Steps programme will examine preparations for their forthcoming arena tour. Andrew adds that pop's current dominance of the charts has given Children's TV more scope for covering music.



Pepsi Chart Show targets new areas

Russia and Asia are the next global targets for The Pepsi Chart as it seeks to add to its growing list of more than 20 countries already taking the TV show.

The focus on the two regions comes as the programme's producer, Initial & Music Innovations, reports highly-successful starts for both Hungarian and Polish versions of the show.

Peter Christiansen, managing director of Initial sister company Gem, which is responsible for selling the show overseas, is hopeful of launching in Russia and Asia by early next year. Gem has also sold the show to the likes of Australia, Denmark, Sweden and the Middle East.

In a separate move, the brand has linked with Virgin/EMI TV for the first Best Pepsi Chart Album in the World...Ever! Released on October 18, it contains 40 tracks by artists including Gie Halliwell, S Club 7 and the Spice Girls.

news file

V2 OFFERS MORE FREE NET TRACKS
V2 Records and Virgin Records are offering further tracks for free download from the internet as part of new album launch promotions. V2 has teamed up with Microsoft to offer an exclusive Michael Hutchence track, Let The People Talk, which will not appear on the late singer's self-titled solo album. The track will be available for download for 10 days from October 18. Meanwhile, Virgin is offering a track off Genesis's greatest hits album for free download. The Carpet Crawlers 1999 became available last week, a month before the album's release.

DAILY MOVES UP AT MUSIC CHOICE
Music Choice Europe has promoted territory manager for Merges Daily director of sales and marketing. Her new role will expand her responsibilities for securing distribution across Europe to include developing the company's internet and enhanced digital TV strategies.

GLOBAL STRIKES DEAL WITH JUNGLE
Internet fulfillment company GlobalFulfillment.com has struck a partnership deal with Jungle.com, the newly-launched UK online store selling everything from computer software to music CDs, videos and games. Global will provide Jungle with access to its 600,000-plus product database and handle the fulfillment of UK orders from THE's facilities in Stoke-on-Trent.

NW HQ FOR RED SHADOW
Promotions company Red Shadow, which represents acts including Sting, Sheryl Crow and Big Country, is moving to new premises. From October 4 it will be located at Wisteria House, 56 Cole Park Road, St Margarets, Twickenham TW1 1MS. The new telephone number is 0181 691 3333.

RA EVENT TO TACKLE MARKETING
The Radio Academy is adding a new event to its conference portfolio. Marketing & Promotion '99 aims to attract around 80 sponsorship, promotional, PR and marketing executives from the BBC and commercial stations. It will take place on October 6 at London's Royal Institute of British Architects.

CHEMICALS GO PLATINUM

Both the Chemical Brothers' Surrender and TLC's Fanmail were certified platinum by the BPI last week. Gold awards went to Ocean Colourworks' So Close To The Modern, the certified Supergass album, the compilation Top Of The Pops 1999 Vol 2 and the single Blue (Dance Mix) by Eurythmics.

HOW TV SHOWS' RATINGS COMPARE

| Programme | Change on 1998 |
|-------------------|----------------|
| Top Of The Pops* | +1.08 |
| Page Zero | +3.57 |
| Planet Pop | 787 |
| Pepsi Chart Show* | 755 |
| The 2 One | 621 |
| Watch | -18.9 |
| Late... | 167 |

* combined weekly figures
Source: Mediamark TMB/Barb w/ Sept 6

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Burton to get new live venue Lew's opens doors to music

by Tracey Snell
Record companies are to get a new live music venue in central London with plans by Lew's to turn its flagship Regent Street store into a retail and entertainment complex.

The plan involves a re-design of the 1,000 sq m store, which from 8pm each evening will conceal its retail stock behind glass screens and fold away other fixtures and fittings to create a 600-capacity music venue.

As part of the re-fit, Lew's is building a two-tier DJ booth which has been designed by Paul Oakenfold with technical assistance from Andy Kayll - both have previously designed booths for superclubs Cream and Home.

The Lew's DJ booth will be

equipped with an ISDN line, providing a link to beam live performances direct to other Lew's stores worldwide. It will also be able to broadcast performances direct over the internet.

The first live webcast from the store, which closed for refurbishment on August 2, will be a Perfecto party with Oakenfold to mark the store's re-opening on October 30. The evening will also feature Muzak magazine's Rob Da Bank, Jon Carter and Groove Armada.

Gideon Palmer, marketing manager at Slice Promotions who is project managing the initiative, says, "Lew's have been supporting music for a long time. Rather than associating themselves with a particular icon or band, this brings talent right



Lew's store: live venue

to your doorstep."

Lew's, which has been associated with acts including Death In Vegas, Basement Jaxx and Massive

Attack, is hoping to stage MTV Unplugged-style acoustic events at the store and is in negotiation with a number of broadcasters including Xfm. It is also in discussion with a number of independent labels about setting up an in-store record shop.

Other possible uses envisaged for the venue, which will be re-styled as 174 Regent Street for the evening show, include record company showcases and album launch parties.

John Chuter, general manager of The Echo Label, welcomes the new venue. "Any dedicated space that can hold live music and PAs is a good thing. Lew's is a brand that has always supported music, so I'm sure it will be done properly," he says.

Sharp End founders to set up new label

Sharp End founders Robert Lemon and Ron McCreight are to launch a record label.

Lemon says the impetus to start Sharp End Records came after slow progress finding a deal for some tracks that had been receiving a good reaction at radio. "There have been two or three times when it has been difficult to broker a deal, which we could probably handle ourselves," says Lemon.

"In my opinion the only way an indie record label can survive is if a retailer's charts somewhere in the Top 20. We'll test to see if radio and TV will go with it and then release if the signs are good. Top 20 records have a good chance of being picked up for compilations," Lemon adds. Lemon consultant and MIV contributor Tilly Rutherford will act as sales consultant to the new label to test retail response and outline the promotional plan. The first release will be Tainted Love by Danny Burton's Hydrogenik in late October. A distribution deal is currently under negotiation.

External appointments complete Our Price team

Our Price has looked outside the company to fill a number of vacant and newly-created positions as it completes the new structure of its product and marketing departments.

Colin Horslen has been appointed to the newly-created role of supply chain project manager, reporting to commercial director Neil Boote. He joins from Argos, where he was merchandise stock manager for five years.

One of Horslen's first tasks will be to undertake the retailer's biggest review of its supply chain process. This will concentrate on streamlining in-store procedures and supplier interfaces and is later expected to involve an overhaul of IT systems, with new applications planned to be put in place by Christmas next year.

"Since the Virgin Our Price team split [last October], one of the things we have identified is the need for more efficient systems and processes around supply chain," says Boote. "We're in a phase of increased competition



Boote: bringing in new team and evolution in the marketplace, with online [retailing] starting to happen and supermarkets in the fray."

Boote says the VOP split had led to a number of job vacancies and new positions. With visual project, Helen Cathrow has been poached from THE for the post of video product manager, replacing Steve McGinlell who left several months ago to join EUK. Melanie Haynes joins from Electronic Boutique as games product manager, replacing Martin Egan, and

John Carey moves from HMV to take up the newly-created role of assistant product manager video and games.

Elsewhere, Maxine Sheppard has been promoted from singles assistant to singles product manager, replacing Mark Wood. She has been replaced in her former role by Nik Leighton, who joins from Virgin Megastores. Pete Selby, meanwhile, moves from Our Price's Gatwick store to handle TV advertised product in a newly created role.

Product marketing, recent graduate Marianne Town is made advertising executive, Jo Coullidge has moved from customer services to become promotions assistant and Fiona Kilford has joined as display co-ordinator from the Our Price store in Poutry.

Says Boote, "Rightly or wrongly we have always had a culture of promoting from within where possible. We are at a stage now where we will see benefit from bringing people in from different retailers."

Melanie C gears up for extensive promotion to back album launch

● Summer Sun loses out to Eiffel 65's Blue (Da Ba Dee) in the battle to replace Shania Twain at number one in the German airplay chart, but the Texas track makes it to six straight weeks in a row at the top of fan's survey of the biggest UK-sourced hits on European radio (see below). The chart changes elsewhere in the top three with Ronan Keating at two and Moloko at three, though Simply Red's Ain't That A Lot Of Love climbs to number four in its second week at the chart.

● The arrival of Superglass's Moving and Eternal's What the Girls Do Boost EMI's fortunes from two to three tracks on the same *fano* chart, which also contains five indie tracks, three again from BMG (see below), two each from Sony and Warner, and one from Virgin.

● The phenomenon that is The Bee Gees' One Night Only goes on and on. The latest country to experience a revival in the Polydor album's fortunes is the Netherlands, where it reached number one in February and now returns as the highest new entry at seven. It remains a big French hit, this week holding its place at number 15.

● While their debut single Sweet It Again enjoyed some success in mainland Europe, it is the follow-up, If I Let You Go, which is really making its mark for RCA's Westlife. The track moves up to two in Norway and is the highest new entry at 18 in Spain. The single is also charting in Belgium (20-16), Denmark (14-20), Finland (14-14) and Sweden (7-6).

● Perhaps appropriately featuring an extract of the French national anthem at the start of the track All You Need Is Love, The Beatles' Yellow Submarine Songtrack makes its debut at 31 this week on France's albums chart. It finds little favour between two Massive Attack albums with the band's latest release Mezzanine advancing 35-27 and Blue Lines climbing 42-36. In Japan, the Beatles album last week debuted at 10, beaten on the international chart only by Ricky Martin and Backstreet Boys.

● They were paired on the 1984 hit A Rockin' Good Way, but Shakira's Stevens and Bonnie Raitt are selling it solo to become Sony's most unlikely UK successes on the European continent. Shaky is making his mark on the Norwegian Top 20 with The Very Best Of this week, progressing 18-12, while Tyler lands the highest new entry in Portugal's Top 20 albums with Best Beatles arriving at 13.

● Stevens' Norwegian success means he is outclassing two rather more contemporary UK charters with new low on the top-100pper Head Music by Suede leaping 21 places to 18 and Gomez's Liquid Silk entering at 11. Letitia's Africa Sings is the singles chart's highest new entry at 11. The Suede album makes an impressive climb elsewhere in Scandinavia, reaching 29-20 in Norway, where only domestic act A Teens are preventing Smoke from claiming the number one album spot.

by Paul Williams
Virgin Records is counting on the next six weeks to transform Melanie C from Sporty Spice into a fully-fledged solo star.

Today (Monday) sees the start of an intense period of promotion for the singer, who is performing in her home city of Liverpool before setting off on a tour that will stretch across Europe into North America, Asia and Japan and as far as Australia. By the end of the tour—which will be combined with an exhausting round of TV, radio and press interviews—she may well be claiming the title Stamina Spice, as rehearsals will then begin immediately for the Spice Girls' December dates.

To add to her workload, there is also the small matter of progressing with the group's third album.

Given the volume of the singer's other commitments, Virgin interna-

tional marketing manager Bart Cools says the company really has to make the most of her availability in October to support her forthcoming debut solo album Northern Star.

"It's a hectic month, but she likes performing. In most countries she does two days, one promotion and one playing live," he says.

The six-week schedule coincides with the release today (Monday) of her first solo single, 'Goin' Down', whose tough qualities Cools admits proved a problem with radio programmers in Europe and the rest of the world until they heard the remainder of the album.

"Goin' Down has been used as an eye-opener for the album," he says. "Now everybody more or less knows there is going to be a Melanie C album and she looks different and sounds different. But in order not to scare off early Spice



Melanie C: intense promotion

fans at radio people have been played at least a couple of tracks." Among those tracks previewed is the more radio-friendly title song, which will be released to radio on October 4 and will be issued as the next single.

In the US, Virgin is using the track to begin its campaign with the parent album—which is released in the

rest of the world around October 18—following in the first half of November. Australian concerts in New York and Los Angeles, support for the album there includes an appearance on the David Letterman show on November 8 and press interviews in magazines such as *Elle*, *People* and *Rolling Stone*.

Melanie C, whose schedule will also include presenting two prizes at Sydney's ARIA Awards on October 12, will be back on tour as a solo performer in January and February, with the promotional pit possibly taking an unusual twist later next year depending on the arrival date of the next Spice Girls album.

Virgin, which Cools says is hoping for an album from the quartet next year, could end up putting promotion for the Melanie C album on hold and then re-activating it later in the year to avoid overlapping with the group's next album.

The Pet Shop Boys are continuing to reap the benefits of the extensive promotion undertaken for their forthcoming Nightlife album (out on October 13) as the track New York City Boy becomes the highest new entry at 38 on Germany's airplay Top 50 this week. The airplay success of the record—which jumps from 19 to 14 on *fano's* countdown of the 20 biggest UK-sourced tracks on European radio—comes after the Parlophone act conducted more than 230 media interviews during six promotional days in London this summer as well as other promotion, including a launch party at Cologne's Popkorn in August. The duo, who began a US tour in October before going to Europe in November, were earmarked as one of EMI's UK-signed priorities for the coming few months at the company's worldwide conference earlier this month in Sardinia. Other acts highlighted included Joe Cocker, Eternal, Geri Halliwell, Paul McCartney, Pink Floyd, Queen, Superglass, Tina Turner and Robbie Williams.



UK TOP 20 AIRPLAY HITS IN EUROPE

| UK | EUROPEAN | ARTIST (Label) |
|----|----------|--|
| 1 | 1 | Summer Sun Texas (Mercury) |
| 2 | 1 | When You Say Nothing At All Reunan Keating (Polydor) |
| 3 | 1 | Sing B'Back Mezzanine (RCA) |
| 4 | 1 | Ain't That A Lot Of Love Simply Red (East West) |
| 5 | 1 | I Swear The World Today Eastman (East West) |
| 6 | 7 | Burning Down The House The Jones & The Cardinals (Gut) |
| 7 | 4 | Mi Chico Latino Geri Halliwell (EMI) |
| 8 | 8 | If I Let You Go Westlife (RCA) |
| 9 | 10 | Fed Good Faiths & Small (Mute) |
| 10 | 18 | Melanie C Moving (Virgin) |
| 11 | 11 | Let's Get Ready To Rave (RCA) |
| 12 | 13 | If You Gettin' Down (RCA) |
| 13 | 9 | Turn Around Please (Small) |
| 14 | 19 | New York City Boy Pet Shop Boys (Parlophone) |
| 15 | 15 | The Fraternal Order of Breeds The Sea (Virgin) |
| 16 | 12 | Can't Get No Satisfaction (Gut) |
| 17 | 17 | Moving Superglass (Parlophone) |
| 18 | 14 | Francisco's Basement Jack (Nonesuch) |
| 19 | 17 | As Good As Gone The Mary & Eliza (Epic) |
| 20 | — | What the Gonna Do Eternal (1st Avenue/EMI) |

Chart shows the 20 most played UK-sourced tracks on Europe's charts for the week ending 22 September 2000. *fano* is a subscription to *Radio Airplay Europe* (ISSN 0274-9025).

GAVIN US ALTERNATIVE TOP 20

| UK | US | ARTIST (Label) |
|----|----|--|
| 1 | 1 | Scar Tissue Red Hot Chili Peppers (Warner Bros) |
| 2 | 7 | The Chemicals Between Us Back (Trauma) |
| 3 | 4 | Higher Creed (Virgin) |
| 4 | 3 | Duchain's Cry Like (Roadrunner) |
| 5 | 2 | What's My Age Again? Blink 182 (MCA) |
| 6 | 6 | Conway Mink Rock (A&M) |
| 7 | 8 | Curve Onfire (Capitol) |
| 8 | 5 | Hookers Limp (Interscope) |
| 9 | — | Learn To Fly Foo Fighters (RCA) |
| 10 | 9 | Carli Charge Me Chris Cornell (A&M/Interscope) |
| 11 | 13 | Blackalack (RCA) |
| 12 | 12 | Days Of The New Enemy (Interscope) |
| 13 | 13 | The Holy Anny Like The Offspring (Columbia) |
| 14 | 10 | Shy My Sunlight Love (Epic/Warner) |
| 15 | 16 | We're In This Together Five Fingers (Nonesuch/Interscope) |
| 16 | 16 | Own My Own Enemy Link (RCA) |
| 17 | — | Down Stone Temple Pilots (Atlantic) |
| 18 | 11 | One Man Army Our Celtic Passion (Goldsound) |
| 19 | 15 | Center Tag La-Floppy Mustang Red Pigmented (Star/Club Fun) |
| 20 | 14 | All Star Smash Mouth (Atlantic) |

Chart shows the 20 most popular US alt/alternative rock acts on September 22, 2000. *fano* is a subscription to *Radio Airplay Europe* (ISSN 0274-9025).

TOP UK AND UK-SIGNED SALES CHART PERFORMERS ABOARD

| COUNTRY | TITLE/ARTIST (Label) | CHART POS. |
|-------------|---|------------|
| AUSTRALIA | single If You Gettin' Down (RCA) | 3/2 |
| — | album By Request Boyzone (Polydor) | 3/3 |
| CANADA | single Candy - Cher (Virgin) | 7/9 |
| — | album Nothing But (Sire) (Interscope) | 20/24 |
| FRANCE | single Turn Around Please & Small (Mute) | 29/23 |
| — | album Bana Bana (Sire) (Interscope) | 29/23 |
| GERMANY | single Summer Sun Texas (Mercury) | 4/5 |
| — | album Bana Bana (Sire) (Interscope) | 1/2 |
| ITALY | single Mi Chico Latino Geri Halliwell (EMI) | 7/6 |
| — | album Bana Bana - Broken Heart (Mute) | 9/7 |
| NETHERLANDS | single When You Say... (RCA) | 5/6 |
| — | album Nothing But (Sire) (Interscope) | 3/2 |
| SPAIN | single Summer Sun Texas (Mercury) | 9/8 |
| — | album Nothing But (Sire) (Interscope) | 13/9 |
| US | single We're In This Together Five Fingers (Nonesuch) | 62/57 |
| — | album Yellow Submarine The Beatles (PolyGram) | 15 |

© Source: *Radio Airplay Europe* (ISSN 0274-9025), *Radio Airplay US* (ISSN 0274-9025), *Radio Airplay Australia* (ISSN 0274-9025).

AMERICAN CHARTWATCH

by ALAN JONES

Some rare good news from America, as the Yellow Submarine Songtrack by The Beatles (pictured) surfaces at number 15 on Billboard's albums chart. The new low for the album is after selling nearly 68,000 copies on the shelves. It is the 42nd Beatles album to chart Stateside, among them the original Yellow Submarine, which reached number two in 1969. Yellow Submarine Songtrack is the second highest charting album of the year by a UK act, being beaten only by Def Leppard's number 11 album *Euphoria*, which dips 165-175 this week, although it has now crossed the 500,000 mark in some 15 weeks after its release.

Other UK acts on the chart are Fatboy Slim (93-91), Charlotte Church (116-120), The Chemical Brothers (123-134), Sarah Brightman (127-141) for the Andrew Lloyd Webber Collection and 147-151 for Eden, Eric Clapton (140-158), Phil Collins (139-159), The Moody Blues (171-195) and Silk Rick (162-200). After jumping 192-167 last week, Boyzone's Where We Belong falls to number 180.

At the top of the chart, Dixie Chicks slip 4-1 to be replaced by rap star Eve, whose first solo album Let There Be...Eve debuts at number one with sales of more than 213,000. The 20-year-old New Yorker—full name Eve 6—is a member of the Ruft Riders crew, and the strength of her debut took both dealers and Backstreet Boys by surprise. The latter had been expecting to fight hard to win back top billing this week, but all indications



were that they'd be toughing it out with *Di Dirty Bastard*, whose *Nigga Please* album debuts at a disappointing number 10. It may just be God's way of showing that crime does not pay—ODB has fitted in his album's recording sessions between several court appearances for misdemeanours, while the blameless Eve was herself a victim of crime back in July, when she was robbed of jewellery to the value of \$127,000 while preparing for the video shoot for her album's introductory single, Gotta Man.

On the singles chart, TLC still lead the way and *Lupe Bega* jumps 6-4 but the good news is that there are two UK records in the Hot 100, with rickers *Bush* debuting at number 84 with The Chemicals Between Us. Phil Collins' You'll Be In My Heart continues its slow decline, slipping 57-62.



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ITC quotes

"We went to see him performing at the Roxy and he was in his bikini!" Bob Marley manager Don Taylor on why the reggae giant insisted he drop Prince from his management roster

"I realised the other day that Ricky Martin's song is nicked off mine from the first EP 'Badly Drawn Boy' at the unlicensed interview, who proceeded to play a mix of his track and Livin' La Vida Loca acoustically

"Why are all you managers whingeing about us lawyers trying to negotiate you out of a management deal. Haven't you got any balls?" Lawyer Stephen Lee at the Who Needs A Manager When You've Got A Lawyer? panel

"As I was singing into a Dictaphone I remember watching the Strangeways riots" M People's Mike Pickering on how he wrote How Can I Love You More

"We always promised ourselves that we'd never do cabaret. But by the Seventies cabaret cabaret wasn't cabaret, Robbie Williams — that's cabaret" The Menzies/Travis' Tony Crane on surviving after the Sixties

"I didn't know I was trying to get into the music business. I knew I was trying to eat" Don Taylor on why he started his career

"Lawyers are heavily trained to deal with facts and all things logical. The problem is there's nothing more illogical than an artist" Former IWF chairman John Glover on whether managers will replace lawyers

"There are a lot of male and female managers — and let's face it there are some good female managers — who work their nuts off" Dave Massey, Walk On The Wild Side

"There are no rules in music, but a few guidelines. And it's quite a good idea to do completely the opposite" Youth, producer (The Verve, Crowded House) and ex-Killing Joke bassist

"The trouble with alternative (music) is you end up with seven-and-a-half-minute songs" Echo & The Bunnymen frontman Ian McCulloch

"Get your databases sorted out as soon as you plug your amps in" Independent creative manager Tony Crean on website ownership

"I made a conscious decision to exploit the band's drug use. I felt it was a positive thing. We got a lot of mileage" Ex-Happy Mondays manager Nathan McCulloch at the panel on The Intelligent A&R Man's Guide To Rehab

"Doing it yourself (uploading MP3 files) is not objective. The human being is the best computer" Legendary producer Kim Foley on whether the Internet will kill the A&R scout

"Name [the A&Rs]. They should not be in this industry as A&R man if they called you for The Vegas Tones' phone number. Because any A&R man worth their salt should have seen them at The Barfly six months ago" Barfly promoter Nik Moore challenging Peoplesound.com who claimed that featuring the band on their site had prompted A&R interest. Peoplesound refused to name the A&R men

"Have I seen any of the bands? No, mate. I've got two kids at home with my mother-in-law. I'm just out to get loaded, you know what I mean?" Cost fanton John Power

Creative bands make their mark at ITC's Unsigned competition

by Stephen Jones

While In The City undoubtedly failed in attracting key music industry players among its 800-plus paying delegates to Liverpool, its Unsigned arm succeeded in providing some of the convention's best music in at least three years.

It may not have matched the class of 1995, which saw Pizzaboi and Kula Shaker draw level in the final of the unsigned showcase competition, but more creative-minded acts, rather than a straightforward collection of Radiohead and Beck soundalikes, managed to come through.

Unofficially — organisers remain insistent ITC is no longer a competition — the panel of judges voted New Tellers first, followed by Tom EWings, Dirtbox and Amsterdamm. New Tellers was unseated. New Tellers — made up of former members of Underfoot who appeared at ITC two years ago in Glasgow — eventually turned up too late at the closing party on Tuesday night to hear that they had won and were meant to be playing. Organisers, who had tried to reach them all day, learned how the band had packed up, thinking nobody had lived their diverse and experimental gig. — frontman David Brown, who with brother Peter forms the act — the other members quit after submitting their tape to ITC but before playing what was their first ever gig last Monday — said late last week: "There is no band. Everyone really fell for it. Do you know anyone who can answer the anonymous messages we have received? I don't know what we'll do."

West Country schoolboys Tom EWings are managed by Philip Tennant (who also handles



Tom EWings: rare star quality
The Waterboys' Mike Scott) and have been published by Carin Music for almost a year. With an average age of 17 and distinct experience they projected their Smashing Pumpkins-meets-Lenny Kravitz sound with a rare star quality. Dirtbox were one of the most creatively refreshing acts to have performed during the past three years, not least in the eyes of The Simkins Partnership's Penny Ganz (Underworld, Echo & The Bunnymen) who took them on during the weekend. Formed just seven weeks ago, but clearly based on some ideas that have been in someone's head much longer, they could be described as Alabama 3-meets-Brian Van 3000. They comprise two keyboarders, frontman Steve and guitarist Chaz — who have a connection with the Liverpool Institute of Performing Arts — plus a drummer, female bassist, DJ, a 50-year-old side guitar/blues harmonica player and a seven-piece white female gospel choir.

Pop/rock act Amsterdam, on the other



Dirtbox: refreshing
hand, turned out to be members of former MCA signing Pele singing some old and new material. Frontman Ian Prowse's lyrics are still worth a listen — the band closed with a humorous anthem closing track that paid tribute to Paul Oakenfold and the Cafe Del Mar albums.

Members of the judging panel afterwards revealed that other acts who had nearly made the grade included Scotland's Stylus Automatic, heavy rock band Breeze, an impressed most, with the latter staying true to their US influences rather than trying to do a more pop flavour to impress the assorted A&R people present.

● Various ITC winners are playing London's Barfly at The Falcon this Wednesday/Thursday



Vega 4 (left) and The Vegas Tones

The first act to be signed after appearing at In The City Unsigned will most likely be London-based The Vegas Tones, who comprise Australian, Bulgarian and UK members. They have a strong image and tunes, and already have at least one label offer in the bag. It may also surprisingly miss the finals. Or it may be shouty Welsh rock band Terris, in whom Blanco Y Negro's Geoff Travis has expressed interest. Doncaster schoolboy thrash rock/trap band Plan B, who recently won a national battle of the bands competition at Nottingham's Rock City, were a winner for ITC director Phil Saxe the second they took to the stage in white overalls to the drone of a nuclear siren. Meanwhile... Hullabaloo... Boom... Boom... Horsepower competed with Norway's Cheese cake Truck for the title of best named band.

Published and developed in relative secrecy by Walk On The Wild Side's Dave Massey — who signed Kula Shaker to his former employer HMV & Run after their 1995 ITC appearance — Scary Monsters turned out to be Duran Duran crossed with The Cult and Mansun. Clearly the most developed band to play at ITC, the only criticism was that the Liverpoolians seemed if anything a little too clinical after only their second gig. Unfortunately, their popularity was such that the mobbed venue's doors were closed before four of the judges made it in, and the pair that did claimed to be unable to see the band over people's heads. It was then decided that it would unfair for those reasons to judge them, and Scary Monsters failed to make it into the final count of the Unsigned competition.

The former turned out to be a rock band from the Dennis Smith-owned Sawmills Studios which has produced Supergrass and Muse.

Other acts which deserved interest include: female rock act Lette, managed by Mark Beder (D'Ream, Nasse Hooper); the Smiths-meets-Travis-sounding Assembly Communications; Sweden's The Mopeds, managed by Carl Marcantonio; former 410 act Shues, who have emerged as an electronic pop act; Umea; young Norwegian band Fat Foursome; music press darlings New Electric; groovy if uncharismatic Genic; and kitsch indie band Sitt, managed by Ballistrax manager Anna Hildur.

At the acoustic unsigned show it was the Kashmiri Club night — and in particular Catherine Porter — which gained most A&R attention, but there were other gems, such as the soft signed of Rosie Brown. The black unified outfit gained in strength with male vocal harmony act and Moby beat unsigned nominees 14.7, managed by Ernie Thompson until his death in January, and De Marvies, who has worked with D'Influence. But it may be Yvonne Newman who outpaces them all, with veteran manager Don Taylor name checking her in one conference session and promising to take her material to the US.

Although the Unsigned Contest has been the focus for many in The City delegates in recent years, some A&R people felt they saw the best acts off the bill, proving that there is in The City life on the fringe.

Relstar's Monk & Cantella emerged from their trip top beginnings to enter firmly — and perhaps curiously — into thrash metal territory, even if their energetic set at the Fluke & Firkin was interrupted mid-set by someone asking for a birthday request for her friend.

The unsigned-not-competing Vega 4, an unashamed mix of Stereophonics and Radiohead that has developed well — guided by manager Fran Cotton, better known as Mercury's legal & business affairs director — offered one of the week's finest performances.

Local Liverpool label Invicta H-F-I also turned in two very different acts in the shape of the promising lo-fi electro-pop act Ledytron and the northern soul Hayley's Cake fronted by a Sonia-meets-Lulu lookalike.

And the first live reformation of The Farm's Keith Mullen and Peter Hooton as Hunkpapa — handled by Hug Management (who also handle Space) — proved perhaps the most curious gig.

A&R comment

The presence of The Beatles' "Yellow Submarine Songtrack" in the Top 10 a week ago and platinum sales this year for a Dean Martin best of are evidence enough of the still crucial role that EMI's glorious past plays in its current and future profiles.

Add to that an autumn schedule whose highlights include a live version of Pink Floyd's *The Wall*, a Nat King Cole retrospective and a third Queen best of, and the continuing importance of the company's greatest-ever recordings to the balance sheet is further emphasized.

But for EMI's president/CEO Tony Wadsworth the past is all being sold too cheaply these days. And one of the issues he raised in his address to the company's conference at London's Ima Cinema last Tuesday (September 21) was the "undervaluing" of music, with CD prices now lower in real terms to the consumer than in 10 years ago.

"It breaks my heart to see the album of the millennium, Sgt Pepper, being sold at \$9.99 more often than not," he said, and it confuses the hell out of consumers who don't understand why legendary albums such as Sgt Pepper or Dark Side Of The Moon aren't more expensive than other albums. It perpetuates the myth that most CDs are overpriced and that it's not good for any of us," he said.

Wadsworth stressed he was not pointing the finger at retail alone on the issue, but instead called on everyone to work together to solve the problem. "We need to find new ways of selling music,"

especially catalogue, not just using price as the main tool," he said.

Wadsworth's words of concern came during a generally upbeat speech in which he noted his company had scored better as many Top 10 singles and albums in the year to date compared with the same period in 1998.

Last year, which saw the sudden departure of president/CEO Jean-Francois Decillon followed by that of EMI UK managing director Neil Ferris, one artist at least kept the company's musical hopes alive: Robbie Williams. And it was Williams again who gave EMI

its first notable success of 1999 with a record-breaking six Brits nominations which turned into three awards.

Almost 12 months after the release of *I've Been Expecting You*, the singer takes his place again in an EMI autumn roundup with the double A-side release on November 8 of the album's *She's The One* and brand new track *It's Only Us*.

Efforts are also continuing to break him in the States where Angels is being released as a single on November 16. "The US company, Capitol, has been working Robbie very hard this year,"

EMI-Chrysalis managing director Mark Collen told the conference. "They've made a fair amount of progress with Millennium, while last week Angels was the most-added record at CHR."

Having turned Williams from

Jamella: hot tip

contemporary, radio-friendly songs. Released last week, *Angels* is the second Brooks film project, it will be previewed by single *Lost In You* on October 18.

GERI HALLIWEIL: Live Me Up — EMI (November 1). The only present or former Spice Girl to have an entirely solo number one, Halliwell returns with this single from Schizophonic, which has now shipped more than 1.5m units worldwide.

ETHELIA: Eternal — EMI (November 1). Duo producers and writers the calibre of Dexter Simmons (Brandy, Mary J. Blige, Monica) and Steve J (Puff Daddy, Notorious B.I.G.) have been brought on board for the first album featuring just sisters Easter and Vernie Bennett. The album's first single *What Cha Gonna Do* is out on October 13.

SUPERBASS: Mary — Parlophone (November 1). Mary is the third single from their self-titled third album which was yesterday (Sunday) challenging for a top three place. A UK tour starts on October 14 in Liverpool.

VARIOUS ARTISTS: Best Of Band — EMI Catalogue (November 1). A £500,000 campaign will back the release of this 12-track album which comes in the midst of Bond fever with ITV completing its run of all the 007 films, a Wembley Bond concert with acts including Geri Halliwell and Shirley Bassey on October 24 (aired by ITV on November 6) and November the new movie, *The World Is Not Enough*.

TINA TURNER: Twenty Four Seven — Parlophone (November 1). ITV will be scouting the singer with a Happy Birthday Tina special on November 27 following the release of this first album since *Wildest Dreams*. Brian Rawling and Absolute are among those contributing to the album, previewed by the single *When The Heartache Is Over* out on October 18.

MARLEA: Thinking 'Bout You — Parlophone Rhythm Series (November 1). The much-lapsed 18-year-old returns with this single ahead of her debut album in late February.

EMI: putting the right while embracing

Although it has a rich heritage, you can't accuse EMI's Tony Wadsworth



Wadsworth: the past is being 'undervalued'

Halliwell: third single from 1.5m

being an ex-Tate that member into a solo superstar. Collen and his team have been undertaking a similar mission with one-time Ginger Spice Geri Halliwell, whose solo chart career began in May with the number

two hit *Look At Me*, and who then went better in August with *My Chico Latino*, which helped her album *Schizophonic* to return to the Top 20.

The Latin-flavoured song is one of three

BLUR: No Distance Left To Run — EMI/Parlophone (November 8). The album 13's third single will feature in a special *Blur* performance on December 12 at Wembley Arena where the band will perform all their hits. A *Blur* South Bank Show TV special will go out in November.

QUEEN: Greatest Hits III — Parlophone (November 8). Released four days after a Channel 4 *Queen For A Night* special, this retrospective features Queen hits not included on the first two best-ofs, solo tracks and one-offs with names such as George Michael and Elton John.

CROWDED HOUSE: Code — Parlophone (November 8). The album, compiled by Neil Finn, brings together rare and unreleased tracks.

NAT KING COLE: The Ultimate Collection — EMI Catalogue (November 8). EMI Catalogue will be looking to follow its unexpected platinum success with Dean Martin with a similar focus on Cole, supported by Quality Street featuring his version of *On The Street*.

Where *You Live* in a TV commercial and the track itself given away on a CD to 500,000 sweet tins.

ROBBIE WILLIAMS: She's The One's Only Us — EMI (November 8). Keri Wallinger's *McCartneyque* ballad is coupled with the brand new *It's Only Us* to help to boost

further sales of the now seventimes platinum *I've Been Expecting You*. The new song features in Sony PlayStation's *Fifa 2000* game, while Sega has adopted *She's The One* for *Dreamcast*.

BEASTIE BOYS: Anthology — Grand Royal/Parlophone (November 15). The Beastes' entire career, including rarities, will be included on this 42-track double album retrospective.

RUN LOVIN' RAMBLERS: Nimrod — Chrysalis (November 15). In between their second and third studio albums comes this "loopy" collection of rarities, B-sides and two new tracks, all supported by a UK tour starting at London's Britton Academy on November 26.

ALICE DEEJAY: Back In My Life — Positive (November 22). The single follows up *Better Off Alone*, her collaboration with DJ Jurgan, which reached two and spent seven weeks in the Top 10.

IV ANGELO: Voodoo — Coltrappe (November 22). Billed by the artist himself as "an urban OW Computer", this follow-up to his 1995 debut *Brown Sugar* features collaborations with Lauryn Hill, Redman and Method Man.

VENGABOYS: Kiss (When The Sun Don't Shine) — Positive (November 22). The Dutch act follow consecutive number ones with this brand new single which will pave the way for a new album in the autumn.

CUBAN BOYS: C Va 1 — EMI Commercial Marketing (November 22). The band were signed after appearing on a *Tip Sheet* CD and have seen this single become a most requested track on John Peel's *Radio One* show since the *Sex Pistols*: *God Save The Queen*.

PINK FLOYD: The Wall Live — EMI (December 1). The Wall's 20th anniversary is marked by the release of this live version of the classic double album, recorded at London's Earls Court in 1980. BBC Radio 1 and TV specials featuring interviews with Roger Waters and David Gilmour are being developed to accompany the release.

Tina Turner: new album

SINGLES CHART SCORES

| | No 1s | Top 10s | Top 20s | Top 40s | Total |
|---------------|-------|---------|---------|---------|-------|
| EMI-Chrysalis | 2 | 7 | 6 | 6 | 21 |
| Parlophone | 0 | 2 | 9 | 3 | 14 |
| EMI Comm. | 1 | 2 | 0 | 0 | 3 |

Figures cover 1999 releases' highest chart positions in the 35 weeks to w/e 28/8/99 (Vengaboys' *We're Going To Ibiza* is not included in EMI-Chrysalis' number one total as it charted after this period). EMI's market share for the half year was 11.6%, making it the third biggest corporate group. EMI-Chrysalis, the second biggest company, contributed 8.1% to this. EMI Commercial's share is split evenly between EMI-Chrysalis and Parlophone. Source: MW



BLIND: Most of All — The Best Of

Deborah Harry — EMI Catalogue (October 4). After the platinum success of *Blonde*'s Atomic best of, EMI Catalogue takes its attention to Harry's solo years and will be backing the release with a remix of *I Want That* that is out on October 6.

PAUL McCARTNEY: Run Devil Run — Parlophone (October 4). Three Macca originals, including the title track, are combined with a mixture of classic and rarely-visited rock'n'roll gems, among them *No Other Baby* and *Brown Eyed Handsome Man*, which are coming out as a double A-sided single on October 25.

PET SHOP BOYS: Nightlife — Parlophone (October 11). The Village People-inspired New York City Boy previews the release of this seventh studio album, which features acts such as *Fatless Is Holo*, *Kyle Minogue* and *Craig Armstrong*. The memorably-titled *You Only Tell Me You Love Me When You're Drunk* comes out as a single on December 6.

JOE COCKER: No Ordinary Word — Parlophone (October 11). Graham Gouldman and Billy Steinberg are among the songwriters contributing songs to this album, previewed by the single *Different Roads* on October 4.

DIANA ROSS: Every Day Is a New Day — EMI (October 25). Previewed by the single *Not Over You Yet* on October 11, this album will be heavily pushed through TV appearances, including the National Lottery, *ITV Friday*, *TOTP Live* and *Kicking and Wiv'ing* on an Audience With... on December 14.

GARTH BROOKS: In the Life Of Chris Goluma — Capitol/Parlophone (November 1). Country music's biggest-selling star albums with possibly the most surprising album of the year as he assumes the guise of *Games* for this album of

Robbie Williams

The presence of Gutormine Si week ago ant for a Dean Marti enough of the st glorious past pla profits.

Add to that an highlights includ Floyd's The Wall, retrospective an the continuing in great-ever rec sheet is further r

But for EMI's president/CEO T Wadsworth the p all being sold to cheaply these di And one of the it raised in his address to the company's confere

at London's final. Genes last Tuesday (September 21) was the "undervaluing" of music, with CD prices now lower in real terms to the consumer than 10 years ago.

"It breaks my heart to see the album of the millennium, Sgt

Pepper, being sold at £9.99 more than ten times the price of the album. It infuriates me that consumers who don't understand why legendary albums such as Sgt Pepper or Dark Side Of The Moon aren't more expensive than other albums. It perpetuates the myth that most CDs are overpriced and that's no good for any of us," he said.

Wadsworth stressed he was not pointing the finger at retail alone on the issue, but instead called on everyone to work together to solve the problem. "We need to find new ways of selling music,

positions in the 35 weeks to w/e 28/9/90 (Wengaboys) We're Going To Ibiza is not included in EMI/Chrysalis' number one total as it charted after this period. EMI's market share for the half year was 11.6%, making it the third biggest corporate group. EMI/Chrysalis, the second biggest company, contributed 8.1% to EMI. Commercial's share is split evenly between EMI/Chrysalis and Parlophone. Source: MWM

Efforts are also continuing to break him in the States where Angels is being released as a single on November 16. "The US company, Capitol, has been working Robbie very hard this year," EMI/Chrysalis managing director Mark Collen told the conference.

"They've made a fair amount of progress with Millennium, while last week Angels was the most-added record at CHR."

Having turned Williams from

I've Been Expecting You, the singer takes his place again in an EMI autumn round-up with the double A-side release of November 8 of the album's She's The One and brand new track It's Only Us.

EMI/Chrysalis managing director Mark Collen told the conference.

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Having turned Williams from

being an ex-Tek: That member into a solo superstar. Collen and his team have been undertaking a similar mission with one-time Ginger Spice Geri Halliwell, whose solo chart career began in May with the number

two hit Look At Me, and who then went one better in August with Mi Chico Latino, which helped her album Schizophonic to return to the Top 20.

The Latin-flavoured song is one of three

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Wadsworth: the past is being "undervalued"



Halliwell: third single from 1.5m

BLONDIE: Noel All - The Best Of Deborah Harry - EMI Catalogue (October 4). After the platinum success of Blondie's Atomic best of, EMI Catalogue turns its attention to Harry's solo years and will be backing the release with a remix of I Want That Man, out on December 6.

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contemporary, radio-friendly songs. Released after a forthcoming Brooks film project, it will be previewed by single Lost In You on October 28.

GERI HALLIWELL: Mi Mi Up - EMI (November 1). The only present or former Spice Girl to have an entirely solo number one, Halliwell returns with this single from Schizophonic, which has now shipped more than 1.5m units worldwide.

ETERNAL: Eternal - EMI (November 1). US producers and writers the exaltors of Dexter Simons (Brandy, Mary J Blige, Monica) and Steve J (Juff Daddy, Notorious BIG) have been brought on board for the first time featuring just sisters Easter and Vernie Bennett. The album's first single What Cha Gonna Do is out on October 21.

SUPERGLASS: Mary - Parlophone (November 1). Mary is the third single from their self-titled third album which was yesterday (Sunday) challenging for a top three place. A UK tour starts on October 1 in Liverpool.

WARRIOR ARTISTS: Best Of Bond - EMI Catalogue (November 1). A £500,000 campaign will back the release of this 18-track album which comes in the midst of Bond fever with ITV completing its run of all the 007 films, a Wembley Bond concert with acts including Geri Halliwell and Shirley Bassey on October 24 (aired by ITV on November 6) and in November the new movie, The World Is Not Enough.

TINA TURNER: Twenty Four Seven - Parlophone (November 1). ITV will be satiating the singer with a Happy Birthday Tina special on November 27 following the release of this first album since Wildest Dreams. Brian Rawling and Absolute are among those contributing to the album, previewed by the single When The Heartache Is Over out on October 18.

JANET: Thinking Bout You - Parlophone Rhythm Series (November 1). The much-hyped 13-year-old returns with this single ahead of her debut album in late February.

JAMAILA: hot tip

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BLUR: No Distance Left To Run - Food/Parlophone (November 8). The album 13's third single will feature in a special Blur performance on December 12 at Wembley Arena where the band will perform all their hits. A Blur South Bank Show TV special will go out in November.

QUEEN: Greatest Hits II - Parlophone (November 8). Released four days after a Channel 4 Queen For A Night special, this retrospective features Queen hits not included on the first two best of, solo tracks and one-offs with names such as George Michael and Elton John.

CROWDED HOUSE: Coda - Parlophone (November 8). The album, compiled by Neil Finn, brings together rare and unreleased tracks.

KAT KING COLE: The Ultimate Collection - EMI Catalogue (November 8). EMI Catalogue will be looking to follow its unexpected platinum success with Dean Martin with a similar focus on Cole, supported by Quality Street featuring his version of On The Street Where You Live in a TV commercial and the track itself given away on a CD on 500,000 sweet tins.

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Tina Turner: new album



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Light price on history A brave new future

Worth of living in the past. Paul Williams reports from the conference



selling debut album



Ross: new set expected in EMI-Chrysalis's autumn line-up

number ones so far in 1999 for Collien's division, the other two coming from Dutch act the Vengaboys, who have driven dance label Positiva's most successful year to date.

Both Halliwell and the Vengaboys figure in EMI-Chrysalis's autumn line-up, which also sees the return of Eternal sisters Easther and Vernie Bennett as a duo, plus new sets from D'Angelo and Diana Ross, and a live

version of Pink Floyd's *The Wall* to mark the album's 20th anniversary. Details of the album emerged last week as EMI also announced it had secured the worldwide rights to *The Wall* and four other Floyd releases. Previously it had only handled them within Europe.

Parlophone's two biggest autumn projects come from two of its most senior acts with a new studio album from Tina Turner and a third Queen best of which collects together highlights not featured on the first two retrospectives.

There are new albums, too, from elder statesmen Paul McCartney and Joe Cocker, but their presence perhaps masks what has been an important year of artist development for managing director Keith Wozencroft and his team.

Among the emerging acts are Food/Parlophone's lidewild, who were yesterday (Sunday) challenging for a second successive Top 20 hit, Beverly Knight - who has already pulled off such a feat - and 18-year-old Jamelia, who is one of the big emerging hopes of the UK R&B scene and has already collaborated with the likes of Beanie Man for her debut album due next year.

"She's a major songwriting talent in her own right," concludes Wozencroft. "This girl is a Lauryn Hill." Two of Parlophone's biggest Nineties stars Blur and Supergrass have landed big albums again this year with 13 hitting

number one in March and Supergrass's self-titled third set yesterday (Sunday) challenging for a top three place. Next year, meanwhile, could see a new album from the currently studio-bound Radiohead plus Parlophone debuts from Kylie Minogue and The Divine Comedy, not to mention new albums from the likes of Knight, Jamelia and lidewild.

During his opening address Wozencroft emphasised the importance of such artist development. With the chart currently dominated by what he described as "pure pop music", he noted that it was becoming increasingly difficult to develop the "more long-term, adult-orientated quality artist".

He told the retailers present, "We will continue to invest in these types of artists and hope to develop with you new ways, at a local as well as a national level, of supporting artist development at retail."

On a global level EMI is also pressing on with its push into new media with deals secured in the past few

months with Digital On Demand, Liquid Audio and Musicmaker.com. Within the UK company it has also just launched pulse365.com, giving retailers instant internet access to the latest information about their artists.

So, while the company will be partially looking to the past this autumn with the likes of Queen, Pink Floyd and Nat King Cole, it also has its eye firmly on the future as it continues to invest in both new talent and new technology.

ALBUMS CHART SCORES

| | No 1s | Top 10s | Top 20s | Top 40s | Total hits |
|---------------|-------|---------|---------|---------|------------|
| EMI-Chrysalis | 1 | 2 | 0 | 1 | 4 |
| Parlophone | 1 | 1 | 0 | 0 | 2 |
| EMI Comm. | 0 | 2 | 2 | 0 | 4 |
| EMI Classics | 0 | 0 | 0 | 1 | 1 |
| EMI TV | 0 (5) | 0 (12) | 0 (4) | 0 (0) | 0 (21) |

Figures cover 1999 releases' highest chart positions in the 35 weeks to w/e 26/8/99 (brackets denote compilation chart hits). EMI's market share for the half year was 11.6%, making it the fourth biggest corporate group. EMI-Chrysalis, the fourth biggest company, contributed 6.1% to this with Parlophone, the seventh biggest, contributing 4.6%. Both EMI Commercial and EMI TV's market shares are split evenly between EMI-Chrysalis and Parlophone. Source: AIM

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Bernard Butler

ORIGINAL CAST: The Lion King — Edel/Disney (orig. new). The Grammy Award-winning original Broadway cast recording of the stage show which opened at London's Lyceum last week.

GARY NORD: A Different Beat — Castle/Raw Power (September 27). Guitar maestro supports new album with a UK tour in late October.

VARIOUS: Still The Joint — Sugar Hill Remixes — Castle/Sugar Hill (September 27). A celebration of 20 years of the Sugarhill label with contemporary mixes, available as a two-CD or four-LP set.

COCTEAU TWINS: BBC Sessions — Bella Union (September 27). Double CD of all the 4AD band's BBC sessions, including versions of two previously unreleased tracks.

FREDDY FRESH: All Mixed Up — Smile (September 27). Mixed by the breakfast supreme and featuring tracks by Kenny Gonzalez, Jaded and Big Muff.

BIG COUNTRY: Driving To Damascus — Top Records (September 27). New album by Scottish rockers includes single Fragile Thing featuring Edie Redler

which was A listed on Radio 2.

RAE & CHRISTIAN: Mix n' Move Presents — Mix n' Move Live (late September). Mix album includes tracks from Mr Scuff!, DJ Spina and Aim as well as a previously unreleased mix of Play On by Rae & Christian themselves.

STONE ROSES: Anniversary Edition — Silverstone (October 4). Double enhanced-CD released to celebrate the 10th anniversary of the Stone Roses' influential debut album. Includes full-length videos and previously unseen clips.

PHIL COLLINS & MARK MANCINA: Taron OST — Edel/Disney (October 11). Soundtrack to Disney's latest full-length animation feature includes a Collins single backed by a raft of TV appearances.

DAVID ESSEX: I Still Believe — Lamplight (October 11). Latest album of self-penned material, supported by radio and TV interviews, press advertising and a late autumn tour.

KEVIN ROWLAND: My Beauty — Creation (October 11). Rowland's cross-dressing image is matched by an equally controversial selection of covers, replete with new autobiographical lyrics.

DADDYLONGLEG: Horse — Pussyfoot (October 11). Producer extraordinaire Howie B adopts a new guise for the latest release via his own label.

VORTEX: Pure Silk: A New Dimension — Pure Silk (mid

Phil Collins

October). Featuring tracks by Moloko, Doolally and Masters At Work, the album is mixed by Karl "Tuff" Enuff and will be advertised on Kiss FM. Galaxy and Choice with TV ads in the Carlton region.

MICHAEL HUTCHENCE: Michael Hutchence — V2 (October 18). The album Hutchence was completing at the time of his death in November 1997, featuring contributions and production by artists such as Danny Saber and Gang Of Four founder Andy Gill.

MARILLION: marillion.com — Castle/Raw Power (October 18). New studio album will be supported by music press advertising and a UK tour of key cities in mid-November.

KING CRIMSON: The Proteks — Discipline (October 18). Released on Crimson founder Robert Fripp's independent label, the album will also be available as a four-CD boxed set.

SNEAKER PUMPS: Splinter — Clean Up (October 25). Guitarist Chris Corner takes on the mantle of lead singer on the follow up to gold album, *Becoming X*.

A TRIBE CALLED QUEST: Anthology — *Live* (October 25). A definitive collection of tracks by one of hip-hop's most inventive acts.

Additional bonus CD of mixes includes a contribution by Norman Cook.

MIDGE URE: Live In Concert — Strange Fruit (October 25). Recorded at the Manchester Apollo in 1991 and featuring Ultravox and solo material including Vienna and Dancing With Tears in My Eyes.

VARIOUS: Desert Island Discs III — Classics In Paradise — BBC Music (October 25). Latest in

successful classical music series will be promoted by Sue Lawley and supported by a Classic FM campaign and national press advertising.

RINING: Celtic Glory — Connoisseur (October 25). Compilation focusing on the Celtic side of the Scottish band's output. Features tracks previously available only as CD singles or 8-sides. Supported by coverage in both the rock and folk press.

STEPS: Stigmata — Live (October 25). The mighty quintet's follow up to the hugely successful *Step One*.

BERNARD BUTLER: Friends And Lovers — Creation (October 25). Trilled by single You Must Go On and backed by a short UK tour, the title track from Friends And Lovers was previewed in streamed Real Audio via Butler's own website.

JUNGLE BROTHERS: VIP — V2 (October 25). With fortunes revived by the return to old-school ethics, the Jungle Brothers deliver their latest slice of urban hip hop.

VARIOUS: Fire & Skull — The Songs Of The Jam — Ignition (November 1). Includes the first solo single by Liam Gallagher, a collaboration on Paul Weller's song Carnation with Steve Crook of Ocean Colour Scene. Other contributors include Noel Gallagher, Garbage, Beastie Boys and Reef, as well as Weller himself.



Stone Roses

Diversity keeps Pinnacle on top

With releases ranging from pop to guitar rock, the indie distributor's schedule is looking to continue its success. By Paul Gorman

From the cut-and-out pop of Steps to the Cuban charm of the Buena Vista Social Club, the sheer diversity of music distributed by Pinnacle is one reason why the company has maintained its position as top dog in the world of independent distribution.

Another crucial factor is the savvy demonstrated in nurturing relationships with the right labels in the independent sector. "We tend to build on the diversity of releases and not prioritise any particular genre," says Pinnacle head of label management Susan Rush. "But we're not complacent about commercial success — we recognise that development of labels is a long-term project."

This time last year the company's supremacy was practically assured thanks to its position within the Zomba Group, which gave it access to a raft of live pop acts. In 1999, Jive has continued to prove itself as the world's premiere pop factory, consolidating the popularity of Backstreet Boys and Steps while creating a new global star in Britney Spears.

However, Pinnacle's momentum this year has not been sustained by Jive alone; it has also been boosted by blossoming relationships with other indies. Not least among these is V2, which has bucked the antithetical trend with the 300,000-plus selling number one album *Performance & Cocktails* by Welsh trio Stereophonics. At the same time, Brighton-based dance imprint Skint has defied the world's first big-budget superstar in Fatboy Slim, whose album *Right here, Right Now* has been almost alone in waving the flag for the UK across the Atlantic.

This year also saw the re-establishment of ties with Creation Records, after the record company's five-year sojourn with Virgin. This



Steps: looking to build on their spectacular success

group helped to consolidate further relations with sales and marketing partner 3MV, whose clients include Mushroom, which is also distributed by Pinnacle.

Another route to chart dominance has been supplied by Telstar's pop/dance imprint Pepper, which broke through this year with the critically and commercially successful *Groove Armada* and *Shanks & Bigfoot*.

Such acts have benefited from Pinnacle's involvement in Virgin Retail's listening post initiative A Single Best Award. "We use those to promote up-and-coming acts that will fuel our future," says Rush. However, she stresses that the company remains dedicated to the independent sector through initiatives such as its own *Seleccia* listening posts and the continuing *Recommended Retainers* campaign in *Maj* magazine.

Pinnacle's longstanding ties with US West Coast punk label Epitaph allowed the

company to give Tom Waits his biggest commercial success to date, with his *Mule Variations* set reaching number nine in the albums chart.

And the distributor has been a vital element in the quietest commercial success of recent years — that of the Buena Vista Social Club, the album by veterans of the Cuban music scene which has sold 1.5m-plus units globally for tiny indie World Circuit.

This autumn's big releases from Pinnacle include Steps' second album, *Stereophonics*, as well as new singles from fellow live stars Backstreet Boys & Kelly. The Jam tribute album on Ignition, the Sony Independent Network Europe-backed label owned by Oasis manager Marcus Russell, is stirring interest because it features the first solo release by Liam Gallagher, whose version of Carnation will be issued as a single. Meanwhile, one of the biggest influences on Oasis, the Stone

SINGLES CHART SCORES

| | No 1s | Top 10s | Top 20s | Top 40s | Top 100s | Total |
|--------|-------|---------|---------|---------|----------|-------|
| Jive | 2 | 4 | 2 | 3 | 11 | |
| V2 | 0 | 2 | 0 | 4 | 6 | |
| Others | 2 | 4 | 5 | 14 | 25 | |

Figures cover releases' highest chart positions in the 35 weeks to w/e 28/8/99. Pinnacle's market share for the half year was 13.3%, with a further 3.6% from 3MV making it comfortably the biggest independent singles distributor. In the UK singles chart. Source: MW

ALBUMS CHART SCORES

| | No 1s | Top 10s | Top 20s | Top 40s | Top 100s | Total |
|--------|-------|---------|---------|---------|----------|-------|
| Jive | 0 | 2 | 0 | 0 | 2 | |
| V2 | 1 | 0 | 0 | 0 | 1 | |
| Others | 1 | 2 | 1 | 8 | 12 | |

Figures cover releases' highest chart positions in the 35 weeks to w/e 28/8/99. Pinnacle's market share for the half year was 6.1%, with a further 4.1% from 3MV making it the biggest independent albums distributor. Source: MW

Roses, are reappraised with a special 10th anniversary edition of their groundbreaking debut album by original label Silverstone.

As it celebrates the music of 10 years ago, Pinnacle continues to investigate online opportunities. Although it will not comment beyond discussing the company's website, which currently connects a large number of independent specialist retailers, undoubtedly it will not be alone in seeking to exploit its potential further.

SINGLE of the week

WYCLEF JEAN FEAT. BONO: New Day (Columbia CSK42966). While initially sounding rather downbeat, this six-and-a-half-minute slice of Fugees-style hip-hop featuring U2's Bono on vocals has proved a grower on the *Music Week* stereo. Radio has been somewhat slow to pick up on its appeal, with Radio One only C-listing the track. But the high-profile pairing — and the fact that this will be released the Monday after Wembley's Net Aid concert — will ensure a hit. **GRADE:** B



HEFNER: I Took Her Love For Granted (Top Pure PURE94CD5). Yet another top-notch single from Hefner's *The Fidelity Wars* album, and Darren Hayman's love and twisted take on music is as sparkling as ever. With a growing fanbase and quirky amusing video, this single should see Hefner improve on previous sales. **SANTANA FEAT. ROB THOMAS: Smooth (Arista 743217094928).** A hit song, and in the US a Top 10 hit, but whether Matchbox 20's frontman Thomas has a high enough UK profile to back this track from the enthralling duets album *Supernatural* is unclear. Radio Two has *Blisters* it.

DONNA SUMMER: I Will Go With You (Epic 6682092). The pioneering disco diva — helped by producer Max Roach — returns with *Donna Summer's Best* Part Two (Time To Say Goodbye) from an MOR ballad into a dance anthem. **ETERNAL: What's Gonna Do (First Avenue/EMI/Chrysalis EMS52).** The first track in the new campaign was co-written by the duo with The Charlatans and has Radio One B-list support. It faces tough competition from their successors, Honeyz, released the same day.

PRESENCE FEAT. SHARA NELSON: Sense of Danger (Pagan PAGAN02005). This rerelease of the club classic a new lease of life courtesy of choice remixes by Dave Sears, Futurehook and Lings of Tomorrow.

ALBUM reviews

BOONDOGS: PET SHOP BOYS: Nightlife (Parlophone 5218572). The presence of Faithless's Rollo may have upped the dance factor, but otherwise this is very much business as usual for the PSBs. Craig Armstrong and Kylie Minogue guest on this exhilarating album which includes the Village People-style *New York City Boy*. All good stuff, but seven studio albums in, it may take something more daring to reawaken the wider public's interest.

JOE COCKER: No Ordinary World (Parlophone 5239122). One of Cocker's most satisfying collections in years, this combines new songs from the likes of Bryan Adams and Billy Steinberg and a selection of suitable covers, including a perky rewrite of Steve Winwood's US Top 10 hit *While You See A Cherise*.

VARIOUS: Warp 10+1 Influences/Warp 10+2 Classics/Warp 10+3 Remixes (Warp WARP0067/68/69). To celebrate its 10th birthday, the Sheffield label releases three double CD sets. The first includes acid house classics from Phuture and Model 500; the second compiles the label's earliest groundbreaking singles, with acts including LFO and Nightmares On Wax; while the third features remixes by Mogwai and Stereolab among others of tracks from acts such as Sabres of Paradise and Aphex Twin. **CUBE: Fast Food (Polydor 559 971-2).** This Leeds teen four-piece bear themselves with an authority and poise far beyond their years on this debut album. Like a less worthy *Stereophonics* with some Queen high

ALBUM of the week

JAMES: Millionaires (Mercury 5463862). After the double-platinum success of his surreal album *Jesus*, James topping *Best Of* collection, James return in a confident mood with the lush sounding *Millionaires*. Co-produced by Brian Eno, the album boasts many different styles from the catchy pop of *I Know What I'm Here For* to the anthemic *We're Going To Miss You* to the darker *Someone's Got It In For Me*. With the next single *Just Like Fred Astaire* making a strong showing at radio, this album should become one of their biggest sellers.



camp thrown in, Cube may not be rewriting the book, but they certainly produce an enjoyable melodic guitar racket. **LONGPGIS: Mobile Home (Mother MUMCD09901).** Since bursting on to the scene in 1996 with their *The Sun Is On Ten* album, Longpgis have been quietly trying to break the States. Where that album was all power and emotive choruses, they have mellowed on this follow-up. It is a darker, more moody affair and, with the exception of current single *Blue Skies*, it rarely raises itself above a sombre pace. **SPACE BROTHERS: Shine (Manifesto 5463132).** While the Space Brothers duo are normally associated with uplifting vocal trance, such as their Top 40 hits *Shine*, *Forgiven* and *Legacy*, their debut album shows a welcome diversity. The package includes a Paul Oakenfold remix CD. **PHIL COLLINS: Tarzan OST (Walt Disney/Edel 0102472 DNY).** This epic soundtrack is written by Mark Mancina, responsible for the 10m-selling *King Of The Jungle*. You'll Be In My Heart will be released as a single on

October 25, while the movie is released three days earlier.

WHEAT: Hope And Adams (City Slang 05726-2). The Massachusetts four-piece follow their debut *Medeiros* by creating the best alternative rock limited-edition release of the year. Joining the dots between *The Velvets*, Paul Simon and Neil Young through CBS69 and post-punk to post-rock. Wheat meet dad guitars and percussion with a cool melodic sensibility. **GARY BARLOW: Twelve Months, Eleven Days (RCA 74321702182).** Had this record been released at least a year — if not two years — ago, it would undoubtedly be more of a splash. Unfortunately, Barlow still seems aimed at the younger pop market when his core audience is somewhat older.

Hear new releases

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

This week's reviewers: Dugald Baird, James Brown, Scott W Burns-Smith, Michael Byrne, Tom FitzGerald, Stephen Jones, Sophie Moss, Nick Tescio, Simon Ward, Paul Williams, Adam Woods and Martin Worster.

Ginga & Prestige Management Present

Skandal Showcase



The Talk of London
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For tickets contact
Joolz @ Ginga on Tel: 0141 418 0053
Or email julie.maccaskill@backlash.co.uk

SINGLE reviews

BOONDOGS: KID ROCK: Cowboy (East West AT0076CD). Mixing hip-hop beats with a twang guitar hook, this Detroit-area rapper has already reached platinum in the US with his album *Devil Without a Cause*. Now, backed by a Radio One B-listing, he could follow in the footsteps of the offsprings in winning over the UK.

BUFFALO TOM/LIAM GALLAGHER & STEVE CRADOCK: Going Underground/Carnation (Ignition IGNSC116). This double A-side from the Jam tribute album *Fire & Skill* (released November 1) features new versions of two Jam classics. Buffalo Tom head downturns, resulting in a more enjoyable track than Gallagher & Cradock's introspective cover. The tracks are picking up some national daytime radio and, with the names involved, a high chart placing is not out of the question.

HONEYZ: Never Let You Down (1st Avenue/Mercury HN2004). The first release to feature new member Mariama Goodman, this continues in Honeyz's typical catchy pop/R&B style. It has been B-listed at both Radio One and Radio Two. **ATB: Don't Stop (Sound Of Ministry MOSDC5134).** Following the platinum chart-topping success of 9PM (*Till I Come*), Andre Tanneberger is back with another crossover hit. Combining a catchy melody with euphoric synths and a female vocal, it should see chart success.

JAY-Z: A Girl's Best Friend (Epic XPCD2399). Following his top three hit with *Hard Knock Life*, Jay-Z provides more rough-and-ready rapping over a skippy beat with a catchy female vocal on the chorus. Although not as instant as its predecessor, it is accessible enough for a high chart placing. **PAUL VAN DYK: Another Way (Avenue/Deviant DVNT34).** The German DJ and producer returns with a melodic track to follow his Top 30 hit *For An Angel*. The flip is a driving trance tune which has topped the *MV Club* Chart and received airplay from Radio One's Pete Tong and Judge Jules. **MICHAEL HUTCHENCE: A Straight Line (V2 VWR5010773).** The late Hutchence's punchy return from beyond the grave is typically sparse guitar-driven rock, with a touch of Primal Scream-style gospel backing thrown in. Residual interest in the singer's life should ensure a moderate hit.

BIG TIME CHARLIE: On The Run (Inferno COFER181). Laying the classic *Sin Of A Gun* vocal over a disco loop similar to Pete Heller's *Big Love*, this house track seems to have all the ingredients of a crossover hit. Radio One has backed it with a B-listing. **STEPS: After The Love Has Gone (Jive/Edel 0519462).** An obvious hit in time for Steps' sell-out UK arena tour, its biggest downfall is perhaps that its Chinese-inspired video contains the hardest dance yet for fans to mimic. It is on Radio One's C-list. **911: Wonderland (Virgin VJSD1755).** The boy band hook up with producer Steve Haskin (*Take That*, *Eternal*) for this mid-tempo pop/R&B outing. Whether or not their fanbase has been damaged by claims they are splitting remains to be seen, but their track record of hits is enviable. **COMMENTS**

2 OCTOBER 1999

CHART COMMENTARY

by ALAN JONES



SINGLE FACTFILE
Shania Twain's *Come On Over* album yields its fifth hit single this week, as *Man! I Feel Like A Woman!* debuts at number three, equalling Twain's highest chart position, as achieved by *That Don't Impress Me Much*. The latter single, meanwhile, ends its 19 week residency in the Top 40 this week, siding 34-45. The other hits from *Come On Over* are *You're Still The One* (number 10), *When (number 18)* and *From This Moment On*

(number nine). *Man! I Feel Like A Woman* spent the early part of last week in even loftier orbit, holding second place, but was eventually overtaken by *S Club 7*'s *S Club Party*, which sold 84,000 copies compared to 80,000 for *Man! I Feel Like A Woman!* Twain has sold over 840,000 singles in the UK this year, the sixth highest tally of any artist. Among female soloists, only Whitney and Britney have sold more singles in 1999.

Effel 65's *Blue (Da Ba Dee)* completes its second week at number one, achieving a comparatively easy victory, with its tally of more than 164,500 sales proving slightly greater the number two and number three singles added together. *Blue* has sold in excess of 390,000 copies in a fortnight, and is destined to become one of the year's biggest sellers not just here but just about everywhere it has been released. It is currently number one in no fewer than nine other European countries, namely Austria, Belgium, Denmark, Finland, Germany, Ireland, Norway, Sweden and Switzerland. Its strength here deprives *S Club 7* the opportunity of having their second straight number one, with *S Club Party* having to settle for runners-up spot.

The first artist and possibly only artist to sell two million singles this year will be Britney Spears, whose third single (*You Drive Me Crazy*) debuts at number five this week, with sales of more than 63,000

MARKET REPORT

TOP 10 COMPANIES

| | |
|-------------------|-------|
| Parlophone | 15.5% |
| WEA | 15.2% |
| Mercury | 9.5% |
| EMI/Chrysalis | 8.8% |
| RCA | 7.2% |
| Jive | 6.3% |
| Edel | 4.9% |
| Universal-Ireland | 4.2% |
| Columbia | 3.0% |
| Defected | 2.9% |
| Others | 22.5% |

TOP CORPORATE GROUPS

| | |
|------------|-------|
| Universal | 31.3% |
| Virgin | 2.9% |
| Interscope | 20.8% |
| Sony | 5.4% |
| Warner | 17.8% |
| BMG | 9.7% |
| EMI | 11.7% |

SALES UPDATE

VERSUS LAST WEEK: -9.9%

YEAR TO DATE VERSUS LAST YEAR: +0.1%

PERCENTAGE OF UK ACTS IN THE CHART

UK: 46.7% US: 25.3% Other: 28.0%

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

copies. Britney has sold more than 1.9m singles so far this year, with her debut chart topper – and the year's runaway best-seller –

...Baby One More Time topping 1.44m, and the number three follow-up *Sometimes* topping 400,000 sales to date.

Thirty years ago this week, Creedence Clearwater Revival were number one with *Bad Moon Rising* and David Bowie entered the Top 20 for the first time with *Space Oddity*. The former are long gone, but Bowie returns to the Top 20 again this week, debuting at number 16 with *Thursday's Child*. It's his 61st hit in all, enough to place him fourth in the all-time hit league. Occupying seventh place in the same table, with 54 hits to their name, are *Status Quo*. They've had more hits than any other group, but their latest single *Twenty Wild Horses* is their 12th in a row to fall short of the Top 20 – and it does so by some distance, debuting at number 52 with just over 3,260 fans turning out to buy it last week. Former *Electric Blue* artist Kelli Bryan has her solo chart debut this week at number 14 with *She's Not From Heaven*. She's the second member to go solo, following Louise who launched her career exactly four years ago with the number eight hit *Light Of My Life*.

INDEPENDENT SINGLES

| Rank | Title | Artist | Label (distributed) |
|------|--|--------------------------------|-------------------------------------|
| 1 | SUN IS SHINING | Bob Marley vs Funkstar De Luxe | Club Tonic 096695 CLU (P) |
| 2 | YOU DRIVE ME CRAZY | Britney Spears | Jive 056282 (P) |
| 3 | BURNING DOWN THE HOUSE | Tom Jones & The Cardigans | Gut CD007 26 (V) |
| 4 | SING IT BACK | Mikolaj | Echo E5352 82 (P) |
| 5 | SPANISH DANCE TROUPE SHINING & HAPPINESS | Gloria's Zoptic Mynx | Maxima/Beggars Banquet MNT 4720 (V) |
| 6 | I WOULDN'T BELIEVE YOUR RADIO | Daryl Pandy/Henry's Subwerk | Asini AZN7043 183 (V) |
| 7 | EVERYTHING WILL FLOW | Stereophonix | V2 VVR 500823 (3MV/P) |
| 8 | SOMETIMES | Nude NUD 45201 (3MV/P) | |
| 9 | PARTY STARTED RIGHT | Firewall | Pepper 0520402 (P) |
| 10 | RENDEZ-VOU | Basement Jaxx | XL Recordings XLS 1100 (V) |
| 11 | COPA | Hell | V2 VVR 500785 (3MV/P) |
| 12 | NOT STOP | ATB | Club Tonic CLU 6608 (Import) |
| 13 | U SURE DO IT | St-Like | Fresh FR5HD 10 (3MV/P) |
| 14 | GAMEMASTER | Last Tribe | Hooj Chooj HOJ41 81CDX (V) |
| 15 | BOOMIN' BACK ATCHA | Freq Nasty ft. Phoebe One | Botch & Scarper B05C 802 (SRD) |
| 16 | TOUGH AT THE TOP | E-Z Rollers | Moving Shadow SHADOW 120C (SRD) |
| 17 | BEST FRIENDS | Toy-Box | Edel 005045 ERE (P) |
| 18 | DO YOU WANNA GO OUR WAY??? | Public Enemy | Pias Recordings PIAXS 105CDX (V) |
| 19 | ITZ TRUMPET THING | Mozzato Vs The Trumpet Man | Serious SER9 810CD (V) |

PEPSI Chart

| Rank | Title | Artist | Label |
|------|---------------------------------|--------------------------------|----------------------|
| 1 | BLUE (DA BA DEE) | Effel 65 | Parlophone |
| 2 | S CLUB PARTY (Club 7) | Club 7 | Pepper |
| 3 | MAN! I FEEL LIKE A WOMAN! | Shania Twain | Mercury |
| 4 | MAMBO NO 5 (A LITTLE BIT OF...) | Lou Bega | RCA |
| 5 | YOU DRIVE ME CRAZY | Britney Spears | Jive |
| 6 | SUN IS SHINING | Bob Marley vs Funkstar De Luxe | Club Tonic |
| 7 | WE'RE GOING TO IBIZA | Veronique | Pepper/EMI |
| 8 | THE LAUNCH DJ | Janet | EMI |
| 9 | GET GET DOWN | Paul Johnson | DeFected |
| 10 | MICKEY LULLY | Lilly | Parlophone |
| 11 | BURNING DOWN THE HOUSE | Tom Jones And The Cardigans | Eel |
| 12 | MUCHO MAMBO | SWAY Shaft | Wendyhouse |
| 13 | UNPLEETTY 22 | Lafayette | Lafayette |
| 14 | SING IT BACK | Mikolaj | Echo |
| 15 | FRIENDS FOREVER | Thunderbugs | 1st Avenue/EMI |
| 16 | BALAMOS | Enrique Iglesias | Interscope |
| 17 | WHEN YOU SAY NOTHING AT ALL | Enrique Iglesias | Priority |
| 18 | BETTER OFF ALONE | Enrique Iglesias | Priority |
| 19 | MY GUESS | LATINO | EMI |
| 20 | SUMMER SOUL | Shine | Mercury |
| 21 | LOW LA VIDA | Los Marlin | Columbia |
| 22 | EVE GOT YOUR LOVE | Michael Gray | Interscope |
| 23 | DRINKING IN LA | Los Vatos 2000 | Capitol |
| 24 | WY DOES IT ALWAYS RAIN ON ME? | Travis | Independents |
| 25 | GENIE IN A BOTTLE | Christina Aguilera | Jive |
| 26 | AIN'T THAT A LOT OF LOVE | Single Red | Epic West |
| 27 | IF YOU HAD MY LOVE | Jennifer Lopez | Columbia |
| 28 | BEAUTIFUL STRANGER | Christina Aguilera | Mercury |
| 29 | THAT DON'T IMPRESS ME MUCH | Shania Twain | Mercury |
| 30 | MOVING | Supergroup | Parlophone |
| 31 | I WOULDN'T BELIEVE YOUR RADIO | Stereophonix | V2 |
| 32 | SUMMER GELS UP | Lilly | Parlophone |
| 33 | MY LOVE IS YOUR LOVE | Shayne Bieber | Arava |
| 34 | THERE SHE GOES | Angie Stone | Rhino |
| 35 | I SAVED THE WORLD TODAY | The Ruptures | EMI |
| 36 | 2 TIMES AS LONG | Arava | Synergistic/Landmark |
| 37 | SHE'S SO HIGH | Timbaland | Capitol |
| 38 | NOT OVER YOU YET | Britney Spears | EMI |
| 39 | STRANG NEW DAY | Shiny | ADM |
| 40 | HIGHER THAN HEAVEN | Eric Burdon | 1st Avenue/EMI |

singles

MASTERED AT

1 WE'RE GOING TO IBIZA!
Veronique
Priority

2 MAMBO NO 5 (A LITTLE BIT OF...)
Lou Bega
RCA

3 THE LAUNCH DJ
Jean
A.M.P.A.

4 MICKEY LULLY
Lilly
Polydor

5 FRIENDS FOREVER
Thunderbugs
First Avenue/EMI

6 MUCHO MAMBO
SWAY Shaft
Wendyhouse

MASTER ROOM/777
MASTER ROOM/777
MASTER ROOM/777
MASTER ROOM/777
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2 OCTOBER 1999

CHART COMMENTARY

by ALAN JONES

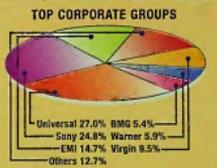
Letffield's impressive debut is tough luck on Shania Twain, whose Come On Over album loses pole position after three weeks despite attaining its highest ever weekly sales last week. It's only just its biggest week – it sold an estimated 70,388 compared to 70,072 the previous week – but it takes the five hit album to the 910,000 sales mark, a total which will doubtless be increased considerably by year's end. Whether or not it returns to number one, it has helped boost Canada into first place in the table of weeks at number one by artists from overseas in the second half of the Nineties. In the period 1995-1999, Canadian acts have held pole position 224 weeks, with Bryan Adams enjoying just one week at number one, and the remaining 27 weeks being contributed by women, with Céline Dion totalling 12 weeks on top from three albums, Alanis Morissette spending 11 weeks at number one with Jagged Little Pill and, of course,



ALBUM FACTFILE

Letffield reached number three with their debut album Letfism in February 1995. Combining **pub** and house and featuring guest vocalists as diverse as Toni Halliday and Earl Sixteen, it was nominated for the Mercury Music Prize, and continues to sell to this day, with more than half a million satisfied buyers to date. Now their long overdue follow-up Rhythm And Stealth has been an instant success. Featuring the

single Afrika Shox with Afrika Bambaataa, a number seven hit earlier this month, it sold 74,000 copies last week and ends, at least temporarily, Shania Twain's residency at the top of the album chart. Rhythm And Stealth features several other collaborations including Roots Manuva, Cheshire Cat and Nicole Willis. A set of five 10" singles, retailing at about £30, attracted only 2% of the sales.



SALES UPDATE

Twain's recent run. In second place Ireland with 26 weeks on top courtesy of *Boyzone* (14 weeks). The Corrs (10 weeks)

VERSUS LAST WEEK: +6.5%
YEAR TO DATE VERSUS LAST YEAR: +1.0%

PERCENTAGE OF UK ACTS IN THE CHART

UK: 53.3% US: 28.3% Other: 17.3%

and U2 (two weeks). The USA, a country with more than 271m inhabitants – compared to Canada's 30m, and (the

Republic of Ireland's 3.6m – has totalled only 21 weeks at number one in the last half decade, with the Titanic soundtrack (generously categorised as American here, even though it features the LSO prominently) leading the way with three weeks on top. The last number one album by an American act was the Beastie Boys' LP more than 14 months ago.

It's the busiest weeks of the year for debuts, with no fewer than 13 newcomers to the Top 50 this week. As well as Letffield's Rhythm And Stealth (number one), there's Supergrass (number three), Daniel O'Donnell (number 10), Barbra Streisand (number 16), Lolly (number 21), Tori Amos (number 22), Chris De Burgh (number 23), former Soundgarden man Chris Cornell's (number 31), Yes (number 36), Charlie Landsborough (number 39), All Seeing I (number 45), Type O Negative (number 49) and Glen Campbell (number 50).

COMPILATIONS

Just 143 sales are all that separates Top Of The Pops '99 – Volume 2 and Kiss Ibiza '99 at the top of the chart, but, for the third week running, it's the latter album that comes out top. Its tally of just less than 35,000 sales is less than any of the top three last week – and brings its own three week total to just less than 140,000 sales.

The week's highest new entry is the TV-related *Uncovered – The Return*, the CD companion to Sky TV's vulgar holiday documentary, which is being re-run by ITV. Another title directly related to TV making its debut this week is Sex, Chips & Rock 'N' Roll – a cocktail of genuine sixties hits occasionally interrupted by the inclusion of a track specially recorded for the Debbie Horsfield BBC drama of the same name. It debuts at number 30, with just more than

2,000 sales.

Even as the Ibiza holiday season draws to a close – many clubs shut up shop at the weekend – the same continues to be a passport to chart success. Aside from the Ibiza Uncovered album mentioned above, there are Top 20 entries this week for Saaha – Ibiza, and the original soundtrack to a movie about the island's notorious club Manumission, which debut at 12 and 17 respectively.

Finally, after 14 Top 10 appearances in a row, Columbia's *Music To Watch Girls By* compilation dips 7-11 this week. In the 18 weeks since it was released, the album, which features the likes of Andy Williams, Doris Day and Johnny Mathis, has sold nearly 320,000 copies, prompting the release of a second volume shortly.

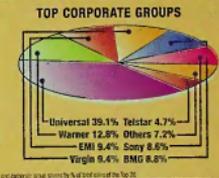
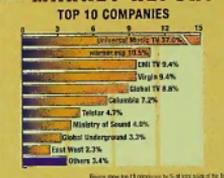
INDEPENDENT ALBUMS

| This Week | Title | Artist | Label (distributor) |
|-----------|------------------------------|-------------------|-------------------------------------|
| 1 | PERFORMANCE AND COCKTAILS | Stereophonics | V2 VVR 1004982 (DMV/P) |
| 2 | BABY ONE MORE TIME | Britney Spears | Jive J552172 (P) |
| 3 | A SECRET HISTORY | The Divine Comedy | Selena SETCD 100 (V) |
| 4 | BUENA VISTA SOCIAL CLUB | Ry Cooder | World Circuit WCD 050 (P) |
| 5 | DEBUT | Björk | One Little Indian TLP 310CX (P) |
| 6 | THE MASTERPLAN | Gasis | Creation CHC30 341 (DMV/P) |
| 7 | BEYOND SKIN | Nitin Sawhney | Queensland CASTE 8CD (P) |
| 8 | YOU'VE COME A LONG WAY, BABY | Fabrizio Sim | Skim BRASSIC 1120 (DMV/P) |
| 9 | WORDS GET AROUND | Stereophonics | V2 VVR 1004438 (DMV/P) |
| 10 | REMEDY | Bassment Jaxx | XL Recordings XLCD 129 (V) |
| 11 | YESTERDAY WENT TOO SOON | Feeder | Echo ECHD 28 (P) |
| 12 | VERTIGO | Groove Armada | Pepper 053232 (P) |
| 13 | MILLENNIUM | Backstreet Boys | Jive J552322 (P) |
| 14 | GARBAGE | Garbage | Mushroom 0 31650 (DMV/P) |
| 15 | WIDE ANGLE | Hybrid | Distinction DDCNO 54 (P) |
| 16 | STEP ONE | Steps | Epic EPC 619112 (P) |
| 17 | ONLY YACZOO – THE BEST OF | Primal Scream | Mute COMUTE 4 (V) |
| 18 | SCRAMBLEDICA | The Chantays | Creation CRECC 016 (DMV/P) |
| 19 | MELTING POT | Name | Beggars Banquet 890CD 198 (V) |
| 20 | PURE CILT | The Cilt | RTM (Beggars Banquet) BEGA130CD (V) |

To hear the charts hot-off-the-press on Monday morning, call 0891 505291 (artist albums)/0891 505289 (compilations). Calls cost 50p/min

MUSIC WEEK 2 OCTOBER 1999

MARKET REPORT



SALES UPDATE

VERSUS LAST WEEK: -1.5%
YEAR TO DATE VERSUS LAST YEAR: +1.5%

COMPILATIONS' SHARE OF TOTAL SALES

Artist albums: 74.0%
Compilations: 26.0%

THE YEAR SO FAR... TOP 20 SINGLES

| This Week | Title | Artist | Label |
|-----------|--------------------------------|-----------------------------|----------------------------------|
| 1 | BABY ONE MORE TIME | BRITNEY SPEARS | JIVE |
| 2 | 9PM (TILL) COME | ATB | SOUND OF MINISTRY |
| 3 | LIVIN' LA VIDA LOCA | ROCKY MARTIN | COLUMBIA |
| 4 | THAT DON'T IMPRESS ME MUCH | SHANIA TWAIN | MERCURY |
| 5 | SWEET LIKE CHOCOLATE | SHANAS & BIGDOTT | CHOCOLATE BOYFRIEND |
| 6 | MAMBO NOS (A LITTLE BIT OF...) | LOU BEGA | RICCA |
| 7 | FLAT BEAT | MAR OIZO | PIAS RECORDINGS/P COMMUNICATIONS |
| 8 | WHEN THE GOING GETS TOUGH | BOYZONE | POLYGRAM |
| 9 | BRING IT ALL BACK | S CLUB 7 | INNOCENT |
| 10 | PERFECT MOMENT | NARFINGE MCCUTCHEON | PRODIGY |
| 11 | ROOM, ROOM, ROOM (ROOM) | VENGABOYS | PRODIGY |
| 12 | BETTER OFF ALONE | DJ JUNGLES PTS ALICE DEJAYE | POSITIVA |
| 13 | NO SCRUBS | TLC | LAFACALARISTA |
| 14 | HEARTBEAT/THROAT | STEPS | EMI |
| 15 | WHEN YOU SAY NOTHING AT ALL | RONAN KEATING | POLYGRAM |
| 16 | MY LOVE IS YOUR LOVE | WHITNEY HOUSTON | ARISTA |
| 17 | IT'S NOT RIGHT BUT IT'S OKAY | WHITNEY HOUSTON | ARISTA |
| 18 | TURN AROUND | PHATS & SMALL | MULTIPLE |
| 19 | BEAUTIFUL STRANGER | MADONNA | MAVERICK/WARNER BROS. |
| 20 | WITCH DOCTOR | CARTOONS | EMI |

© Note: Last figures represent the chart placing from this last published Year So Far singles chart

october
1999

Singles



1 BLUE (DA BA DEE)

- | | |
|----|--|
| 1 | 1 BLUE (DA BA DEE) Eminem |
| 2 | 2 S CLUB PARTY S Club 7 Polydor |
| 3 | 3 MAN! I FEEL LIKE A WOMAN! Shania Twain Mercury |
| 4 | 4 MAMBO NO 5 (A LITTLE BIT OF...) Lou Bega RCA |
| 5 | 5 (YOU DRIVE ME) CRAZY Britney Spears Jive |
| 6 | 6 SUN IS SHINING Bob Marley vs Funkstar De Luxe Club Tonic |
| 7 | 7 WE'RE GOING TO IBIZA! Vengaboys Parlophone |
| 8 | 8 THE LAUNCH DJ Jean A&P/M |
| 9 | 9 GET GET DOWN Paul Johnson Defected |
| 10 | 10 MICKEY Lily Polydor |



- | | |
|----|--|
| 11 | 11 BURNING DOWN THE HOUSE Tom Jones & The Cardigans Gut |
| 12 | 12 (MUCHO MAMBO) SWAY Shaft Wonderboy |
| 13 | 13 BALLAMOS Enrique Iglesias Interscope/Polydor |
| 14 | 14 HIGHER THAN HEAVEN Kelle Bryan 1st Avenue/Mercury |
| 15 | 15 FRIENDS FOREVER Thunderbugs First Avenue/Epic |
| 16 | 16 THURSDAY'S CHILD David Bowie Virgin |
| 17 | 17 BETTER OFF ALONE DJ Jurgan pits Alice DeeJay Positiva |
| 18 | 18 UNDER THE WATER Brother Brown feat. Frank ee fr |
| 19 | 19 TOCA ME Enigma Positiva |

THE OFFICIAL CHARTS

WV
music week
AS USED BY



1 RHYTHM AND STEALTH

- | | |
|----|--|
| 1 | 1 RHYTHM AND STEALTH Leiffield Higher Ground/Hard Hands |
| 2 | 2 COME ON OVER Shania Twain Mercury |
| 3 | 3 SUPERGRASS Supergrass Parlophone |
| 4 | 4 THE MAN WHO TRAVIS Independiente |
| 5 | 5 LIQUID SKIN Gomez Hut/Virgin |
| 6 | 6 ONE FROM THE MODERN Ocean Colour Scene Island/Universal-Island |
| 7 | 7 YOU, ME & US Maritime McCUTCHEON |
| 8 | 8 SOGNO Andrea Bocelli Sugar/Polydor |
| 9 | 9 PERFORMANCE AND COCKTAILS Stereophonics VZ |
| 10 | 10 GREATEST HITS Daniel O'Donnell Ritz |



- | | |
|----|---|
| 11 | 11 BY REQUEST Boyzone Polydor |
| 12 | 12 THE PARTY ALBUM! Vengaboys Positiva |
| 13 | 13 THE HUSH Texas Mercury |
| 14 | 14 FANMAIL TLC LaFace/Arista |
| 15 | 15 NEXUS... Another Level Northwestside/Arista |
| 16 | 16 A LOVE LIKE OURS Barbra Streisand Columbia |
| 17 | 17 ON HOW LIFE IS Macy Gray Epic |
| 18 | 18 YELLOW SUBMARINE SONGTRACK The Beatles Parlophone |
| 19 | 19 19 19 BABY ONE MORE TIME Britney Spears |

13 20 BRAND NEW DAY Sting



18 21 UNPRETTY TLC

Lal Pave/Arista

14 22 I'VE GOT YOU Martina McCutcheon

Innocent

16 23 MI CHICO LATINO Geri Halliwell

EMI

18 24 LITTLE DISCOVERY Idlewild

Food/Parlophone

23 25 IF I LET YOU GO Westlife

RCA

21 26 SING IT BACK Maloko

Echlo

19 27 MOVING Supergrass

Parlophone

24 28 LWIN' LA VIDA LOCA Ricky Martin

Columbia

26 29 SUMMER GIRLS Lyle Lovett & Oneas

Logic

30 30 WHEN YOU SAY NOTHING AT ALL Roman Keating

Polydor



17 31 ARIKA SHDU Lefffield/Bambareza

Higher Ground/Hard Hands

25 32 CANTO DELLA TERRA Andrea Bocelli

Sugar/Polydor

20 33 ALL IN MY GRILL Missy "Missyemperor" Elliott feat. MC Solar

Elektra

29 34 DRINKING IN LA Bran Van 3000

Capitol

28 35 THERE SHE GOES Sixpence None The Richer

Elektra

36 DESTINATION SUNSHINE Balearic Bill

Xravagezza

37 WAITING FOR THE SUN Ruff Driverz

Interno

38 WHAT'S MY AGE AGAIN? Blink 182

MCA/Universal-Island

22 39 SUPERSONIC Jamiroquai

Sony S2

40 TELL ME IT'S REAL K-Ci & JoJo

MCA/Universal-Island



1 KISS IBIZA 99

Universal TV

2 TOP OF THE POPS 99 VOL 2

Universal TV

3 BIG HITS 99

warner.bsp/BBC/Universal TV/Sony TV

4 UNCOVERED - THE RETURN

10 14 THE BEST OF IBIZA ANTHEMS...EVER!

Virgin/EMI

5 THE SOUND OF MAGIC LOVE

11 15 SOUTH PARK: BIGGER, LONGER & UNCUT

Atlantic

6 FAT POP HITS

12 16 NOTTING HILL (OST)

Island/Universal-Island

7 THIS YEAR IN IBIZA

17 17 MANUMISSION - THE MOVIE

warner.bsp

8 NOW THAT'S WHAT I CALL MUSIC! 43

18 THE DEFINITIVE SOUND OF ATLANTIC'S SOUL

EMI/Virgin/Universal TV

9 IBIZA ANNUAL 99

20 19 IBIZA: THE CLOSING PARTY

Ministry Of Sound

10 TRANCEMIX 99

13 20 CLUB MIX 99

compilations

7 11 MUSIC TO WATCH GIRLS BY

Columbia

12 SASHA - IBIZA

Global/Underground

9 13 IBIZA EUPHORIA

Island TV

10 14 THE BEST OF IBIZA ANTHEMS...EVER!

Virgin/EMI

11 15 SOUTH PARK: BIGGER, LONGER & UNCUT

Atlantic

12 16 NOTTING HILL (OST)

Island/Universal-Island

17 17 MANUMISSION - THE MOVIE

Island TV

18 THE DEFINITIVE SOUND OF ATLANTIC'S SOUL

warner.bsp

20 19 IBIZA: THE CLOSING PARTY

Dance Pool

13 20 CLUB MIX 99

Universal TV



21

22 GOLD - GREATEST HITS Abba

Polydor

23 MY FIRST ALBUM Lolly

Polydor

24 TO VENUS AND BACK Toni Amos

Atlantic

25 QUIET REVOLUTION Chris De Burgh

A&M/Mercury

26 TRUNK FUNK - THE BEST OF The Brand New Heavies

fir

27 MY LOVE IS YOUR LOVE Whitney Houston

Arista

28 A SECRET HISTORY The Divine Comedy

Selena

29 SURRENDER The Chemical Brothers

Virgin

30 RICKY MARTIN Ricky Martin

Columbia

31

32 THE VERY BEST OF - CAPITOL REPRISE YEARS Deen Martin

EMI

33 SYNCHRONIZED Jamiroquai

Sony S2

34 EUPHORIA MORNING Chris Cornell

A&M/Polydor

35 CALIFORNIA MORNING Red Hot Chili Peppers

Warner Bros

36 THE CONTINO SESSIONS Death In Vegas

Concrete/Iconstruction/Arista

37 BRING IT ON Gomez

Hut/Virgin

38 THE VERY BEST OF Elvis Costello

Universal TV

39 THE LADDER Yes

Eagle

40 SLIM SHADY Eminem

Interscope/Polydor



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HITmusic

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- Top 200 singles chart
- Top 200 albums chart
- Top 50 artists albums chart
- Top 50 compilations of the week
- Singles and albums chart climbers
- Best selling singles and albums for the year to date

If you want at-a-glance chart information, look no further than **HIT Music***As used by the **Radio** and **Top of the Pops**To subscribe, call **Shane, Anna or Richard on 0171 940 8605 / 8585 / 8572**

THE OFFICIAL UK CHARTS SPECIALIST

2 OCTOBER 1999

MID-PRICE

| This Week | Last Week | Title | Artist | Label (Distribution) |
|-----------|-----------|---|--------------------------|-----------------------------|
| 1 | 1 | TRACY CHAPMAN | Tracy Chapman | Elektra 9500742 (TEN) |
| 2 | NEW | THE BODYGUARD (OST) | Various | Arista 762118632 (BANG) |
| 3 | 6 | APPETITE FOR DESTRUCTION | Gun's N' Roses | Geffen 6041026 (U) |
| 4 | 7 | SCREAMAWFULA | Primal Scream | Creation CRECD016 (BM/VP) |
| 5 | 13 | BROTHERS IN ARMS | Die Crazy | Vertigo 624042 (U) |
| 6 | 10 | GENERATION PREACHERS | Mantic: Street Preachers | Columbia 4710622 (TEN) |
| 7 | 2 | DOOKIE | Green Day | Reprise 530245202 (TEN) |
| 8 | 8 | TAPESTRY | Carole King | Epic 453362 (TEN) |
| 9 | 3 | DEFINITELY MAYBE | Dixie | Creation CRECD 16 (BM/VP) |
| 10 | 14 | BRIDGE OVER TROUBLED WATER | Simon And Garfunkel | Columbia 462460 (TEN) |
| 11 | NEW | SINGLES | Alicia Maynot | Columbia 486622 (TEN) |
| 12 | 12 | RESERVOR DOGS (OST) | MCA MCD193 (U) | |
| 13 | NEW | PARKFIE | Bur | Foca FOC00214 (E) |
| 14 | 11 | GREATEST HITS | Take That | Parlophone 6042356 (BANG) |
| 15 | NEW | IN IT FOR THE MONEY | Supergass | RCA/Hollywood CPDPC3788 (E) |
| 16 | 5 | ROCK OF THE SKY - DEFINITIVE COLLECTION | Die Reading | Adelphi 56421702 (TEN) |
| 17 | 18 | WHAT'S COMING ON | Moray Day | Polygram 530682 (U) |
| 18 | 20 | GREATEST HITS | Bob Dylan | Columbia 450029 (U) |
| 19 | 17 | THE FINAL | Wham! | Epic CD8841 (E) |
| 20 | NEW | SECOND COMING | Stone Roses | Geffen CED4963 (U) |

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BUDGET

| This Week | Last Week | Title | Artist | Label (Distribution) |
|-----------|-----------|----------------------------|--------------|------------------------------|
| 1 | 3 | 2 TIMES | Ann Lee | ZYX ZYX 99180 (Imp/ep) |
| 2 | 2 | REX | Various | Moving Shadow ASHAD009 (TEN) |
| 3 | NEW | THE BEAT SURRENDER | The Jam | Spectrum 550092 (U) |
| 4 | 5 | STRICTLY CHILL OUT | Various | Beechwood STBDC 10 (BM/VP) |
| 5 | NEW | GODFATHER OF SOUL | James Brown | Spectrum 550092 (U) |
| 6 | 15 | THE COLLECTION | Michael Ball | Spectrum 551112 (U) |
| 7 | NEW | PRETTY WOMAN - THE BEST OF | Ray Ohlson | Columbia 462392 (TEN) |
| 8 | 11 | THE MUSIC STILL GOES ON | Alba | Spectrum 551122 (U) |
| 9 | 19 | 1999 MERCURY MUSIC PRIZE | Various | Music Prize MPPCD 3 (E) |
| 10 | 8 | BLUE (DA BA DE) | Eiffel 65 | Logic 743216822 (E) |

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R&B SINGLES

| This Week | Last Week | Title | Artist | Label Cat. No. (Distribution) |
|-----------|-----------|----------------------------|--|--|
| 1 | 2 | UNPRETTY | TLC | LaFace/Arista 7421 05928 (BMG) |
| 2 | 1 | ALL MY GRILL | Missy Misdemeanor/D'gin feat. MC Solar | Elektra E32422 (TEN) |
| 3 | NEW | TELL ME IT'S REAL | K-O & Juju | MCA/Universal-Island MCDST 40211 (U) |
| 4 | 4 | WILD WILD WEST | Will Smith feat. Dru Hill | Columbia 607595 (BMG) |
| 5 | 3 | SUMMERTIME | Another Level feat. TD | Northwestside/Arista 7421219422 (BMG) |
| 6 | 5 | GUILTY CONSCIENCE | Esmee feat. Dr Dre | Interscope 4911252 (U) |
| 7 | 6 | SWEET LAYE | Tyrese | RCA 7421170842 (BMG) |
| 8 | 7 | DO YOU WANNA GO OUR WAY??? | Public Enemy | PIAS Recordings PIASX 050024 (U) |
| 9 | 8 | IF YOU HAD MY LOVE | Jennifer Lopez | Columbia TEN |
| 10 | NEW | SAMBORE | Naghey By Nature feat. Zhane | Arista 742120922 (BMG) |
| 11 | 15 | PE 200 | Puff Daddy feat. Marciano G. Puff Daddy/Arista | PIAS 050024 (U) |
| 12 | 15 | GIVE IT TO YOU | Jordan Knight | Interscope NCD 96388 (Imp/ep) |
| 13 | 14 | BILLS, BILLS, BILLS | Destiny's Child | Columbia 607592 (BMG) |
| 14 | 12 | MY LOVE IS YOUR LOVE | Whitney Houston | Arista 742120782 (BMG) |
| 15 | 13 | BEST FRIEND | Mark Morrison & Connor Reeves | WEA/VEA 1211221 (TEN) |
| 16 | 11 | SATURDAY NITE | The Brand New Heavies | hifi/BMG 112 (TEN) |
| 17 | 20 | SWEET LIKE CHOCOLATE | Shanks & Bigfoot | Pepper 003050 (P) |
| 18 | 19 | NO PIGONES | Spooky Thiez | Columbia 607822 (TEN) |
| 19 | 16 | WHERE MY GIRLS AT? | Jay Z | Motown/Universal-Island TMGCD 1500 (U) |
| 20 | 23 | BETTER DAYS | Lauryn Hill | Epic 667535 (TEN) |
| 21 | 25 | EVERYTHING IS EVERYTHING | Mary J. Blige | MCA/Universal-Island MCDST 40215 (U) |
| 22 | 21 | ALL THAT CAN SAY | Morica | Arista 742120922 (BMG) |
| 23 | NEW | ANGEL OF MINE | Maya Gay | Epic 667525 (TEN) |
| 24 | NEW | DO SOMETHING | Whitney Houston | Arista (Imp/ep) |
| 25 | NEW | MY LOVE IS YOUR LOVE | Fierce | Wildkat CDWLD 27 (TEN) |
| 26 | 28 | SO LONG | 2Pac | Jive 052022 (P) |
| 27 | 37 | DEAR MAMA | R. Kelly | Jive 0522610 (P) |
| 28 | 26 | DO YOU EVER THINK | R. Kelly | Jive 0522610 (P) |
| 29 | 16 | OUTSTANDING | Andy Cole | WEA/VEA 22420 (TEN) |
| 30 | 29 | GET READY | Mase | Puff Daddy/Arista 742120812 (BMG) |

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COUNTRY

| This Week | Last Week | Title | Artist | Label (Distribution) |
|-----------|-----------|------------------------------------|-------------------------------|-------------------------------|
| 1 | 1 | COME ON OVER | Shania Twain | Mercury 730012 (U) |
| 2 | NEW | STILL CAN'T SAY GOODBYE | Cherish Landström | Ritz RZCD 0052 (BMG/U) |
| 3 | 2 | FLY | Diele Chicks | Epic 6059152 (TEN) |
| 4 | 6 | WESTERN BAY - THE GOODIES SESSIONS | Linda Ronstadt/Emmylou Harris | Ayleen 75562402 (TEN) |
| 5 | 3 | WIDE OPEN SPACE | Diele Chicks | Epic 604822 (TEN) |
| 6 | 4 | THE WOMAN IN ME | Shania Twain | Mercury 7302862 (U) |
| 7 | 7 | TRAMPOLINE | The Mavericks | MCA Nashville UMD 90456 (BMG) |
| 8 | 5 | FORGET ABOUT IT | Alicia Keys | Roulette RBCK 0485 (IMP) |
| 9 | 8 | SITTING ON TOP OF THE WORLD | LeAnn Rimes | Curb/London 556122 (TEN) |
| 10 | 9 | SHANA TWAIN | Shania Twain | Mercury 514422 (U) |
| 11 | 18 | A PLACE IN THE SUN | Tom McGray | Curb/London 556122 (TEN) |
| 12 | 11 | LOVE WILL ALWAYS WIN | Faith Hill | Warner Bros 538247332 (TEN) |
| 13 | NEW | I'M NOT SO TOUGH | Mindy McCreedy | BMG 743262402 (BMG) |
| 14 | 10 | SONGS OF INSPIRATION | Garage Jones | RITZBCK 709 (BMG/U) |
| 15 | 16 | COLD HARD TROUTH | Garage Jones | Ayleen 75562382 (TEN) |
| 16 | NEW | TIGHT ROPE | Garage Jones | Ayleen 75562382 (TEN) |
| 17 | NEW | A MAN AIN'T MADE OF STONE | Randy Travis | Drumworks 4001192 (U) |
| 18 | 12 | LOVE SONGS | Daniel O'Donnell | Ritz RBCKD 715 (BMG/U) |
| 19 | 15 | THE MOUNTAIN | Steve Earle | Grapevine GRACD 232 (BMG/U) |
| 20 | 13 | THU II | Harris/Ronstadt/Parton | Ayleen 755622252 (TEN) |

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ROCK

| This Week | Last Week | Title | Artist | Label (Distribution) |
|-----------|-----------|--------------------------|-------------------------------|-----------------------------|
| 1 | NEW | WORLD BE COMING DOWN | Type O Negative | Roadrunner RR 8602 (U) |
| 2 | 1 | AMERICANA | The Offspring | Columbia 414562 (TEN) |
| 3 | 4 | GARBAGE | Garbage | Mushroom 603150 (BMG) |
| 4 | 2 | CHAMBER MUSIC | Coal Chamber | Roadrunner RR 8605 (U) |
| 5 | 5 | PURE CULT | Beggars Banquet BEGA 1333 (U) | |
| 6 | 3 | RISK | Megadeth | Capitol 699130 (E) |
| 7 | NEW | APPETITE FOR DESTRUCTION | Gun's N' Roses | Geffen GEFCD 59 (BMG/U) |
| 8 | NEW | AMEN | Armen | Roadrunner RR8656 (U) |
| 9 | NEW | BLOOD SUGAR SEX MAGIK | Red Hot Chili Peppers | Warner Bros 749262482 (TEN) |
| 10 | 10 | DOOKIE | Green Day | Reprise 534271952 (TEN) |

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DANCE SINGLES

| This Week | Last Week | Title | Artist | Label Cat. No. (Distribution) |
|-----------|-----------|-------------------------|--|--|
| 1 | NEW | DESTINATION SUNSHINE | Balkan Beat | Xtravaganza XTRAV 312 (GMV/TEN) |
| 2 | NEW | UNDER THE WATER | Brother Brown feat. Frankie | hifi 93 307 (TEN) |
| 3 | 1 | TOGA ME | Fragna | Positive 121122 (E) |
| 4 | NEW | SUNSHINE & HAPPINESS | Darryl/Pamela/Nery's Dubwork | Acid 01 P IV (U) |
| 5 | 3 | THE LAUNCH | DJ Jean | AM-PM 12AMP124 123 (U) |
| 6 | NEW | COMMUNITY OF THE SPIRIT | Danny Rampling | Distance 01322 (P) |
| 7 | 11 | JOYRIDER | Colour Girl | 4 Liberty LITE 10204 (P) |
| 8 | 2 | AFRIKA SHOX | Leifeld/Sambaata | Higher Ground/Hard Hands HANO 0577 (TEN) |
| 9 | NEW | WAITING FOR THE SUN | Puff Diddy | Interscope 4911252 (U) |
| 10 | 11 | SING IT BACK | Muloko | Echo ECHOY82 (P) |
| 11 | 10 | 1999 | Benny Finlay | Positive 1211118 (E) |
| 12 | 6 | PLEASURE LOU | De Funk feat. F45 | INCREDIBLE INCS SLP (TEN) |
| 13 | 4 | SUNDSENITALI AEP | Various | Tidy Trax TIDY 1322T (ADD) |
| 14 | 12 | EVERYDAY | Agnetta & Nelson | Xtravaganza XTRAV2 1215MV(TEN) |
| 15 | 8 | ALL N MY GRILL | Missy Misdemeanor/D'gin feat. MC Solar | Elektra E32427 (E) |
| 16 | NEW | TOUGH AT THE TOP | E-Z Rollers | Moving Shadow SHADOWN 1202T (SPD) |
| 17 | 7 | SUNDSENITALI AEP | Lisa Laselle/Paul Kershaw | Tidy Trax TIDY 1322T (ADD) |
| 18 | 27 | SYNTH & STRINGS | Yonanda | Manifesto/Mercury FESX 59 (U) |
| 19 | 17 | ITZA TRUMPET FEEM | Monsano Vs The Trumpet Man | Serious SER 012 (U) |
| 20 | NEW | BOOMIN' BACK ATCHA | Freq Nasty feat. Phoebe One | Botch & Scarper BSG2 022R (SPD) |

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DANCE ALBUMS

| This Week | Last Week | Title | Artist | Label Cat. No. (Distribution) |
|-----------|-----------|------------------------------------|-----------------------|---|
| 1 | NEW | RHYTHM AND HEALTH | Leifeld | Higher Ground/Hard Hands HANO4P 47ANMCD 4 (TEN) |
| 2 | NEW | SUMMER IN SPACE | Cosmos | Island Blue 12PFA 3 (U) |
| 3 | NEW | SASHA - IBIZA | Various | Global Underground - GUB 121 (SPD) |
| 4 | NEW | 911 | Various | Moving Shadow ASHAD009 911CD (SPD) |
| 5 | NEW | THE CONTINO SESSIONS | Death In Vegas | Concreto HARD 11 (U)RCD 452 (BMG) |
| 6 | 4 | ULTRA OBSCENE | Breastbeat Era | XL Recordings XLLP 1300LXMC 130 (U) |
| 7 | NEW | 2 TIMES | Ann Lee | ZYX ZYX 99180 (Imp) |
| 8 | 7 | SURRENDER | The Chemical Brothers | Virgin XDUSTLP 44XDUSTLMC 4 (E) |
| 9 | 3 | N*U*MERALS | Orly Diny-Bastard | Elektra 755624411/755624414 (TEN) |
| 10 | NEW | BLAZING THE CROP - RAE & CHRISTIAN | Various | Magma Label MWLPL 0301 (P) |

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MUSIC VIDEO

| TW | VW | Title | Label Cat. No. | This Week | Last Week | Title | Artist | Label Cat. No. (Distribution) |
|----|-----|---|-----------------------------------|-----------|-----------|--|-------------------------|-------------------------------|
| 1 | 1 | STEPS: The Video | EMI/US 51975 | 11 | 8 | MICHAEL FLATLEY: Feet Of Flames | EMI 050213 | |
| 2 | 2 | BOYZON: By Request Their Greatest Hits | WV 51974 | 12 | 10 | METALLICA: Cuning Stunt | PolyGram Video 907953 | |
| 3 | 3 | ABBA: Forever Gold | PolyGram Video 42763 | 13 | 11 | STEREOHEAVENS: Live At Cardiff | Vocal 131 0647 | |
| 4 | NEW | ORIGINAL CAST RECORDING: Cats | PolyGram Video 42763 | 14 | 12 | GEORGE MICHAEL: Ladies & Gentlemen-Best Of | SWN Epic 705252 | |
| 5 | NEW | TOM JONES: Ultimate Collection | Puff Daddy/Arista 742120912 (BMG) | 15 | 14 | ROY ORBISON: Definitive Collection | Waters/Warner 2322 | |
| 6 | 5 | THE CORBES: Live At The Royal Albert Hall | Werner Music Video 75079173 | 16 | 15 | VARIOUS ARTISTS: Live In 2 Living Rooms | Warner Vision Inc. | |
| 7 | 6 | VARIOUS ARTISTS: Drilling Ahead: Live | Roadrunner PR6943 | 17 | 16 | ROBBIE WILLIAMS: Live In 2 Living Rooms | Video Collection VCL 16 | |
| 8 | 13 | VARIOUS ARTISTS: Slugs - Karaoke | IMC Video 04232 | 18 | 17 | A NIGHT IN TUSCANY | Chrysalis 420463 | |
| 9 | NEW | CRADLE OF FITH: Pandemonium | Music For Nations VNY17 | 19 | 18 | MICHAEL FLATLEY: Load Of The Deuce | Arise/Beach VCL 17 | |
| 10 | 9 | FOSTER AND ALLEN: Irish Times | Tenax Video TVE105 | 20 | 19 | MICHAEL FLATLEY: Load Of The Deuce | WV 43183 | |

2 OCTOBER 1998

COOL CUTS CHART

as featured on Tim Linnaker's show on Galaxy

| | | |
|----|-----------------------------------|--------------------------|
| 1 | SWASTIKA EYES Primal Scream | Creepin' |
| 2 | RHYTHM AND STEALTH Lettified | Hard Hanks |
| 3 | JUMP AND SHOUT Basement Jaxx | XL Recordings |
| 4 | THAT SOUND Michael Moyo | Stiletto Rhythms/Inferno |
| 5 | IN AND OUT OF MY LIFE Oneheadfive | Defected |
| 6 | ISEE YOU BABY Simon Bowling | Armadada |
| 7 | RISE TO THE TOP Eddie Amador | Yoshimoto/Defected |
| 8 | SEVEN CITIES Solar Stone | Hooj Choons |
| 9 | WASTIN' TIME Vibe | Cleveland City |
| 10 | SITUATION Yazoo | Mute |
| 11 | IMMIGRANT NIN Samwony | Outcaste |
| 12 | CHANGED MY MIND Casper | Mo Wax |
| 13 | OH LORD Eddie 'Flashin' Folkies | Azuli |
| 14 | HERE COMES THE RAIN Lynsey Moore | Concept |
| 15 | COMING HOME Blue Amazon | Subversive |
| 16 | KIDS GO FREE Big | B-Movies |
| 17 | YOU CAN'T STOP IT Kojak | Pro-Zak Trax |
| 18 | SUN SHINING DOWN Gino | Inferno |
| 19 | X-SANTO DJ Jan | Southeast |

URBAN TOP 20

| | | |
|----|---|--------------------|
| 1 | BUG A BOO Destiny's Child | Columbia |
| 2 | HEARTBREAKER Mariah Carey | Columbia |
| 3 | SLUSHINE Coke | RCA |
| 4 | U KNOW WHAT'S UP Donell Jones | LaFace |
| 5 | WHERE I WANNA BE (LP) Donell Jones | LaFace |
| 6 | THERE FOR ME Hit Street Soul | Warner Bros |
| 7 | 1-2-3 Amyth | Real Aot |
| 8 | LATELY Divine | Universal |
| 9 | BET SHE DON'T LOVE YOU A+ | Investive |
| 10 | HERE WE GO Elizabeth Lewison | ZTT |
| 11 | DREAMING OF LOVING YOU David's Daughters | ZTT |
| 12 | CRAVE/BREAK IT DOWN/EVERYBODY KNOWS Marc Borsary | Jive |
| 13 | HURTING ALL OVER Andrea Grant | Mack Lite/WEA |
| 14 | ALL IN MY GILLS Michelle Elliott | MC Solaar |
| 15 | UNPRETTY TLC | LaFace |
| 16 | J.E. HEARTBREAK (LP) Jagged Edge | So So Def/Columbia |
| 17 | WHAT CHA GONNA DO Eternal | 1st Avenue/EMI |
| 18 | ITRY Macy Gray | Virgin |
| 19 | ALWAYS FIND A WAY Nique Lynn | Jive |
| 20 | IF ONLY I TOLD YOU THE MARCH OF THE TENDRONS! MONEY Kelly | Jive |

CLUB CHART TOP 40

| | | |
|----|--|------------------------|
| 1 | UP IN FLAMES Satoshi Tomie feat. Kelli All | 1st Avenue/PAM |
| 2 | BULLET IN THE GUN Planet Perfecto | Planet Perfecto |
| 3 | WHAT CHA GONNA DO Eternal | 1st Avenue/EMI |
| 4 | RESOLVE Me Sunikids feat. Chance | AM-PM |
| 5 | BOOGIE WONDERLAND 2000 Earth Wind & Fire | Columbia |
| 6 | DONT CALL ME BABY Madison Avenue | VC Recordings |
| 7 | AL PARADIS Gigolo | Code Blue |
| 8 | SUMMERSAULT Taste Xperience feat. Natasha Pearl | Manifesto |
| 9 | WHY DOES MY HEART FEEL SO BAD? Moby | Blue |
| 10 | LOVE SHINES THROUGH Chaka | Code Blue |
| 11 | THE WEEKEND HAS LANDED Krana | Essential |
| 12 | GONNA GET YOU LIZARD Mauro Picotto | Nuklez/VC Recordings |
| 13 | DREAM ON Que Pasa | Manifesto |
| 14 | KIDS GO FREE Big | B-Movie Recordings |
| 15 | HARD NIGHT Punky Data | Edel |
| 16 | MERCURY AND SOLACE BT | Embrace The Future |
| 17 | SUN SHINING DOWN Circa feat. Destry | Inferno |
| 18 | ON & ON Yo Yojo Susumu feat. Harrison Crump | Sublime |
| 19 | LARGER THAN LIFE Backstreet Boys | Jive |
| 20 | WASTIN' TIME Vibe | Cleveland City |
| 21 | MUSIC IS THE ANSWER (DANCIN' & PRANCIN') Dany Tenaglia & Celeste | Twisted UK |
| 22 | FEEL THE SAME Triple X | Sound Of Ministry |
| 23 | WHERE ARE YOU NOW? The Generator | Tidy Trax |
| 24 | SUN IS SHINING Bob Marley & Funkstar Deluxé | Club Tools |
| 25 | WHO'S MY DJ The Headliners | AMP:PM |
| 26 | MY LIFE MUZIK The Madkath Courtship | Brf |
| 27 | DREAMING OF LOVING YOU David's Daughters | ZTT |
| 28 | STEP INTO THE RHYTHM Klippers | Milkpeas |
| 29 | NEW YORK CITY BOY Pat Shop Boys | Parlophone |
| 30 | STAY WITH ME TILL DAWN Lucie | Indirect |
| 31 | LEARNING TO FLY Mother's Pride | Devolution |
| 32 | NEVER KNEW ROGER Sanchez | Incredible |
| 33 | W WITH U Junior Sanchez feat. Dajae | Manifesto |
| 34 | SYMMETRY C Brainchild | Multiply |
| 35 | TOTALLY Shaboom | WEA |
| 36 | IT'S A FINE DAY Miss Jane | GI Recordings |
| 37 | CIRCLES Mustafa feat. Natalia | Go! Beat |
| 38 | FATAL FATAL B-Tribe | Eternal/blanco & negro |

CLUB CHART BREAKERS

| | | |
|----|--|------------------|
| 1 | ROCK WITH ME TR Junior feat. Kirsty | Amato |
| 2 | JACQUES YOUR BODY Les Rhythmes Digitales | Wail Of Columbia |
| 3 | BUG A BOO Destiny's Child | LaFace |
| 4 | YOU CAN'T STOP IT Kojak | Pro-Zak Trax |
| 5 | ANDRAK LOU Genebal | Polydor |
| 6 | CANNED HEAT/PLANET HOME/SUPERSONIC Jamiroquai | Sony S2 |
| 7 | RESOLVE Me Sunikids feat. Chance | Glow Worm/Epic |
| 8 | I WILL GO WITH YOU (CON TE PARTIRO) Donna Summer | Epic |
| 9 | THE WARNING KeySTONE | Distinctive |
| 10 | FOR REAL Bushbaby | Ride |

Breakers are the 10 records outside the Top 40 which have registered the most improved DJ reactions. The Club Chart Top 40 (including mixes), Urban, Pop and Virgin Club Charts can be obtained from www.donmusic.com. To receive the Club, Urban and Pop charts visit www.donmusic.com or 0171 940 8600.

CHART COMMENTARY

It seems that no matter how strong a record is these days, it struggles to spend more than a week at the top of the Club Chart. Only four of this year's number ones have managed to survive for a second week, and none has extended its stay at the top beyond three weeks. Paul Van Dyk's *Flemes* looked a good bet to become one of the two-week toppers but intense pressure from newer and hotter records paid to that hope, and the record sinks to number five, being replaced at the top by *Satoshi Tomie's Up In Flames*. Tomie is no stranger to the chart, having charted most recently in partnership with Frankie Knuckles on a remix of *Tears*, but *Up In Flames* - which features vocalist Kelli All - is a key release for the Japanese producer, being the first fruits of an album deal he has signed with Sony imprint InCredible. His surge to the top puts paid to the hopes of Planet Perfecto getting their second straight number one with *Bullet In The Gun* ending up a little over 10% behind. With the current rate of turnover, as in the sales chart, number two rarely get a second chance... On the Pop Chart, *Britney Spears'* reign is curtailed after just one week, with *ATB's Don't Stop* - already number one for two weeks last month - bouncing 5-1 to reclaim its title, thanks to a wave of support for newly-minted mixes by fellow German Sasha! It's tough luck on *B*Witched*, whose *Jesse Hold* on single accumulated significantly more support in reaching number two this week than Britney had when she was number one a week ago. *Satoshi Tomie* - mailed in copious quantities on a double 12-inch and a third 12-inch - is making his mark here too, debuting at number four... On the Urban Chart, *Donell Jones* is shaping up for a hit album and a hit single, with both records occupying slots in the top five. The single *I Know What's Up*, which has been a heavy import seller, bounces 6-4 on its 10th week in the Top 10, though it has never climbed higher than number three. Its parent album *Where I Wanna Be* follows close behind, advancing 7-5, its highest position to date. At the top, *Destiny's Child* snatch their second number one in a row with *Bug A Boo*, but will be under severe pressure from *Mariah Carey* - up 4-2 - a week hence.

POP TOP 20

| | | |
|----|---|--------------------|
| 1 | 5 DON'T STOP ATB | Sound Of Ministry |
| 2 | 12 JESSE HOLD ON B*Witched | Glow Worm/Epic |
| 3 | 10 YOU DRIVE ME CRAZY Britney Spears | Mercury |
| 4 | UP IN FLAMES Satoshi Tomie feat. Kelli All | InCredible |
| 5 | 2 EVERYTHING MY HEART DESIRES Adam Rickitt | Polydor |
| 6 | 4 NEW YORK CITY BOY Pat Shop Boys | Parlophone |
| 7 | KIDS GO FREE Big | B-Movie Recordings |
| 8 | WHY DOES MY HEART FEEL SO BAD? Moby | Mute |
| 9 | 3 BLUE (OH BA DEE) EMI 65 | Eternal |
| 10 | LARGER THAN LIFE Backstreet Boys | Jive |
| 11 | I WILL GO WITH YOU Donna Summer | Epic |
| 12 | STEP INTO THE RHYTHM Klippers | Milkpeas |
| 13 | 2 EVERYTHING MY HEART DESIRES Adam Rickitt | Parlophone |
| 14 | GOODYE ALICE | Danceopol |
| 15 | BOOGIE WONDERLAND 2000 Earth Wind & Fire/Columbia | 1st Avenue/EMI |
| 16 | GET GET DOWN Paul Johnson | Defected |
| 17 | WHAT CHA GONNA DO Eternal | 1st Avenue/EMI |
| 18 | WARRIOR NOLA LITTLE BIT OF... Lou Bega | RCA |
| 19 | 4 S CLUB PARTY 8 Club 7 | Polydor |
| 20 | 15 (MUCH) MAMBO! SWAY! Shelli | Worshipery |

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AIRPLAY FACTSHEET

CHART COMMENTARY

by ALAN JONES

Lou Bega's Mambo No.5 (A Little Bit Of...) continues its decline at the top of the chart but enjoys a decisive victory on its fourth week at number one, beating off the growing challenge of Eiffel 65's Blue (Da Ba Dee) by a comfortable margin of nearly 10%.

It's unlikely to have such a luxury next week however, as the latter track's 5-2 move was powered by an improvement of nearly 15 in its audience, while Mambo No.5 is down more than 9m on the week. As for future number ones, it's worth keeping an eye on Shania Twain's Man I Feel Like A Woman, which makes a giant leap for the fourth straight week, moving 64-37-22-14, it seems unstoppable. It has taken off much more quickly than That Don't Impress Me Much, which eventually peaked at number three with 68m listeners but not until it had spent several weeks in the sales

chart. Twain's latest single is getting massive support from (LR) stations, and achieves the highest weekly total of plays by any record this year on Radio 2, with no fewer than 26 spins last week, three more than runner-up Sting's Brand New Day. Radio 2 is also taking an interest in The Last Good Day Of The Year by Cousteau, which has all the hallmarks of a smash. Its classic sound, likened by critics to a Bacharach/Radio David composition, have won it widespread acclaim and praise from GLR, Kim and Radio One where it's a favourite of Mark & Lard. It is now been added to Radio Two's B list - a rare if not unique accolade for a record which is unsigned, the promo appearing on the Global Warming label, but clearly destined to end up on a rather better knock imprint. For the moment, anyone curious to hear what the fuss is about

should check out the latest edition of MW sister publication fono's free CD, on which it features.

A band that jealousy guards its catalogue, ZZ Top have allowed one of their tracks to be sampled for the first time, giving their ascent to the use of the classic Gimme All Your Lovin' for Martya's popping Riversehowe single of the same name. A festive pop/dance track, with Martya's rap carrying the song beyond vocal samples from the word boards, it is already in the top 10 at the BX. Has made the Pop Top chart and is now beginning to cross over to radio, though it has yet to reach the Top 50.

Virgin 1215 takes a leap in the dark with the debut single by Tal Bachman, whose father Randy was the leader of Bachman Turner Overdrive. Bachman's self-named She's So High recently reached number 14

on Billboard's Hot 100, and has come from nowhere to top the Virgin playlist in just three weeks, a very rare occurrence. It amassed 44 plays at the station last week, jumping 10.1. Virgin's support was crucial to the record's 47-42 move on the airplay chart, and helped it make its debut on the Pepsi chart at number 37.

After jumping 90-44 last week, the Vengaboy's 'We're Going To Ibiza' jumps to number 17, showing it still has UK radio programmers are happy to play the records by the artists who topped the sales chart either side of them - Lou Bega and Eiffel 65, who currently hold the top two places on the airplay chart - they are still wary of the Vengaboy's. Unless it recovers, We're Going To Ibiza will share with We Like To Party the 'honour' of being the least successful Vengaboy's record on the airplay chart.

AT A GLANCE WEEKLY MARKET SHARES



Figures show the companies in the top 10 according to the Top 100 independent groups chart by 14th February of the top 20

MTV

1 **SUN IS SHINING** Bob Marley Vs Funkstar De Luxe Club Tubes

2 **UNPRETTY TLC** LaFace/RCA

3 **SING IT BACK** Moloko Echo

4 **YOU DRIVE ME CRAZY** Brinyx Spears Jive

5 **WHY DOES IT ALWAYS RAIN ON ME?** Travis Independent

6 **BURNING DOWN THE HOUSE** Tom Jones & The Cardigans Guit

7 **BEAUTIFUL STRANGER** Madonna Maverick/Warner Bros

8 **BALLROOMS** Enrique Iglesias Interscope/Polydor

9 **MUCHO MAMBO** Shag Wonderboy

Most played videos on MTV UK/Media Research Ltd w/e 17/9/99 Source: MTV UK

THE BOX

1 **BLUE (DA BA DEE)** Eiffel 65 External

2 **YOU DRIVE ME CRAZY** Brinyx Spears Jive

3 **RUN FOR YOUR LIFE** Northern Line Global Talent

4 **DRIVE MYSELF CRAZY 'N Sync** Northwestside/Arista

5 **S CLUB PARTY 5** Club 7 Jive

6 **TURN BACK THE HANDS** The Time & Kelly Jive

7 **MAN I FEEL LIKE A WOMAN** Shania Twain Mercury

8 **GIMME ALL YOUR LOVIN'** Martya Riverhouse

9 **AFTER THE LOVE HAS GONE** Steps Jive/Chel

10 **ZORBA'S DANCE** Lolita Virgin

Most played videos on The Box, w/e 17/9/99 Source: The Box

BOX BREAKERS

1 **GIVE IT TO YOU** Jordan Knight Interscope/Polydor

2 **FLYING WITHOUT WINGS** Westlife RCA

3 **2 TIMES** Ann Lee London

4 **HEARTBREAK** Mariah Carey feat. Jay-Z Columbia

5 **DON'T STOP ATB** Sound Of Music

6 **DO WE ROCK THE PARTY** WEA

7 **OOH SUE!** You Dapka & Celeste Universal-Island

8 **WHEN MY BABY SCOOBS** Accolade/Parlophone

9 **EVERYTHING MY HEART DESIRES** Adam Rickitt Polydor

10 **JESSE HOLD ON** B*Witched Glow Worm/Cap

Highest charting videos on The Box in advance of single release w/e 17/9/99 Source: The Box

TOP OF THE POPS

TOP POPS

Performance: Mambo No. 5 Lou Bega; Get Down Paul Johnson; Man I Feel Like A Woman Shania Twain; Higher Than Heaven Kiki Bryan; Thursday's Child David Bowie; The Launch DJ Jason; (You Drive Me) Crazy Brinyx Spears; Club Party 5; Blue (Da Ba Dee) Eiffel 65

Draft lineup 1/10/99

CD:UK

Performance: Everything My Heart Desires Adam Rickitt; Glow Down Helena C; Videos: All At That You Want Gary Barlow; Higher Than Heaven Kiki Bryan

Feature: Brinyx Spears video diary

Draft lineup 25/9/99

THE PEPSI CHART

Performance: Give It To You Jordan Knight; Higher Than Heaven Kiki Bryan; S Club Party 5; Club 7; Videos: What's Gonna Do Danni; New Day Dapka Man & Bono; Keep On Moving; Blue (Da Ba Dee) Eiffel 65

Draft lineup date 30/9/99

RADIO ONE PLAYLISTS

A-LIST Genie In A Bottle Christina Aguilera; Breaking In LA Brian Van 3000; Goin' Down (Da Mornin' C) Out Of Control The Chemical Brothers; Buddy 8 '99 Dreem Team vs. North Cherry Blue (Da Ba Dee) Eiffel 65; Fred Astaire James; Get Get Down Paul Johnson; Give It To You Jordan Knight; Ahika Shie Lettice; Love, Ahika Bombardier; Stay With Me Till Dawn; Ken is Knocked Out By Funkstar De Luxe; Love; Why Does My Heart Feel Crazy? Moby; Sing It Back Moloko; In And Out Of My Life Onepathetics; S Club Party 5; Moving Superclub; Unpretty TLC

B-LIST Jump & Shout Basement Jaxx; On The Run The Cardigans & Tom Jones; Forever the Charlatans; Bug A Bye Dazzler's Child; What's Gonna Do Danni; Leave To Fly Foo Fighters; Sunshine Charlatans; Liam Gallagher & Steve Nicks; I Try Macy Gray; Never Let You Down Hanson; Little Discourage Indigo; Cowboy Kid; Rock 2 Times Ann Lee; Blue (Da Ba Dee) Eiffel 65

RADIO TWO PLAYLISTS

A-LIST Different Roads Jack Cooker; Man I Feel Like A Woman Shania Twain; City Of The Second Chance Jango; For All That What You Want Gary Barlow; Brand New Day Sting; I Saved The World Today Eurythmics; If I Could Turn Back The Hands Of Time Kiki; Sunshine Gabrielle

B-LIST No Mormalz Johnnie Lee; Thursday's Child David Bowie; Smells Like Teen Spirit; Rob Thomas; "The Last Good Day Of The Year" Cousteau; I Try Macy Gray; "If You Ever Leave Me Baby" Strangers & Venice Girl; "Lonesome Hester" Miles & The Cardigans; Cowboy Kid; Steve Nicks; Never Let You Down Hanson; Twenty One Pilots; Status Quo; When I Think Of You Chis de Burgh

BBC RADIO 1

Daughter Merz; Best Friend Puff Daddy; "Closin' Time" Semisonic; (You Drive Me) Crazy Brinyx Spears

C-LIST "Turn It Around" Allie; "Sailor Bewe Shola King; Jesse Hold On B*Witched; "Heaven So Close" Bedouk; "Love Like A Fountain" Ian Brown; Heartbreaker Mariah Carey; "Man In A New York City" Sade; "Moulin Rouge" New Day Dapka; "I Can't Bono; Diving Faces Liquid; Chis; "Now I Know City Boy; Step Boys; B With U; John Sanchez; OK Tavin Singh; After The Love Has Gone Steps; Man I Feel Like A Woman Shania Twain

BBC RADIO 2

Wills Hennes - The Nashville Album (album) Genesis: Forget About It (album) Klaus: Ballrooms Enrique Iglesias; A&A Awards Collection (album) Various; What A Wonderful World Eva Cassidy; Mambo No. 5 Lou Bega; No Place That Far (album) Sara Evans; Lovely When I'm Down Bob Dylan; Western Walk - The Tucson Sessions (album) Lindo Ronstadt & Emmylou Harris; "Runaway Bride" Off (album) Various; Come Around Us (album) Higher Than Heaven Kiki; K&B; Gene Hellewell; Sky; You Me & U (album) Marlene McCutcheon; The Dust Bowl Symphony (album) Nanci Griffin

BBC RADIO 2

Wills Hennes - The Nashville Album (album) Genesis: Forget About It (album) Klaus: Ballrooms Enrique Iglesias; A&A Awards Collection (album) Various; What A Wonderful World Eva Cassidy; Mambo No. 5 Lou Bega; No Place That Far (album) Sara Evans; Lovely When I'm Down Bob Dylan; Western Walk - The Tucson Sessions (album) Lindo Ronstadt & Emmylou Harris; "Runaway Bride" Off (album) Various; Come Around Us (album) Higher Than Heaven Kiki; K&B; Gene Hellewell; Sky; You Me & U (album) Marlene McCutcheon; The Dust Bowl Symphony (album) Nanci Griffin

RI playlists for week beginning 27/9/99 * Denotes additions

THE UK LIST

A-LIST Unpretty TLC; Why Does It Rain? Sing It Back Moloko; Mambo No. 5 Lou Bega; Sun Is Shining Bob Marley Vs Funkstar De Luxe; Larger Than Life Backstreet Boys; *Get Down Paul Johnson; *The Launch DJ Jason; *Macho Mambo Shag; *Better Off Alone Alicia Keys

B-LIST Mi Chica Latino Gett; Halliwell; I've Got This Heart; Welcome To The UK; Higher Than Heaven Kiki Bryan; Goin' Down Moloko C; Supreme; Jonico; S Club Party 5; Jesse Hold On B*Witched; Blue (Da Ba Dee) Eiffel 65; Burning Down The House Tom Jones & The Cardigans; I Wouldn't Believe Your Radio Synchronisms; Nothing's Gonna Change Another Layer; Genie In A Bottle Christina Aguilera; (You Drive Me) Crazy Brinyx Spears; What's Gonna Do Danni; Fred Astaire James; Thursday's Child David Bowie

C-LIST I'm Wrong; Forever The Charlatans; Cowboy Kid Rock; Jacques Your Baby Sings; Outlines; Huckleberry Haines; OK Tavin Singh; I Can't Bono; Bono; I'm Knocked Out By Funkstar De Luxe; Jackie Lee; Why Does My Heart Feel Crazy? Moby; Sky So High; Tal Bachman; Closing Time Semisonic; Oh So Beautiful; Don't Dream; Tears From A White Outdoors; Lovely Daughter Merz; Coded Language DJ A&A feat. Soul Williams

* ** Denotes split rotation in two playlist packets

MUSIC WEEK 2 OCTOBER 1999

Linda BRAVA

Her debut album on
EMI Classics

A delightful selection of popular
classical pieces for violin and piano

Available on CD and cassette from
11 October 1999

Marketing

Full page adverts in Classic CD and
Classic FM Magazine
National Press advertising
London Bus Mega Rear for 3 Months
CD blow-ups and posters are available

Promotion — confirmed to date

TV
Reuters TV (w/c 14 September 1999)
Nightlife (Friday 24 September 1999)
This Morning (w/c 11 October 1999)

Radio

Classic FM features
BBC Radio 3 (In Tune)

Press

Classic FM cover and story (out now)
Evening Standard (14 Sep)
Music Week (18 Sep)
News of the World (19 Sep)
The Star (20 Sep)
Hello (24 Sep)
and there's more to come...



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www.emiclassics.com



ALBUM of the week

RELAX — IT'S CLASSIC FM. Various
works and artists (Classic FM
CFMCD30). A mid-price compilation

featuring artists
including Lesley
Garrett (pictured),



guitarist Simon Dinnigan, conductor Enrique Balza and pianist
Evelyn Chen. The album is backed by television advertising and
an extensive radio campaign on Classic FM, estimated by Classic
managing director Roger Lewis to be worth around £1m.



REVIEWS

for records released up to 11 October, 1999

JS BACH: The Well-Tempered Clavier Books
I and II, Bernard Roberts (Nimbus NI
5608/11). Newly recorded by one of
Nimbus's best-selling artists, this fine set of
Bach's 48 preludes and fugues features first-
class production values. It is offered at a
special dealer price of £11.50 and is backed
by ads in the specialist classical press.

L'AMOUR, L'AMOUR:
Ramón Vargas; Munich
Ramon Orchestra/Viotti
(RCA Red Seal 74321
63464-2). Exciting
Mexican tenor Vargas
brings his solo debut
album with a collection of operatic arias and
songs. The long-term promotional approach
for Vargas will stress the rich qualities of his
voice rather than pitching him against the
likes of Cura and Alagna. Ads will run in
November's Gramophone.

LAND OF MY FATHERS: Bassezy, Terfel,
Michael Ball, Black National Male Chorus,
Oceania, Ladysmith Black Mambazo etc
(Decca/Universal Classics 466 567-2).
Universal TV and Decca share the £180,000
costs of a TV ad campaign for the official

album of this October's Rugby World Cup.
The album can expect to benefit from ITV's
exposure of Shirley Bassey & Bryn Terfel's
World in Union duet. The release will receive
considerable editorial coverage on top of a
£70,000 press marketing spend.

LINDA BRAVA: Popular
Violin Classics by Elgar,
Fauré, Sibelius, Kreisler,
etc. Brava, Lenahan (EMI
Classics CDC 5 56922
2). Finnish violinist Linda
Brava (aka Linda

Lampenius) caused an uproar among
classical purists when she posed for
Playboy. EMI's marketing campaign makes a
virtue of her appearance, backed by ads on
London buses, in-store posters and life-size
blow-ups. Full page ads will run in Classic
CD and Classic FM Magazine, backed by
national radio and press advertising.
VERISMO: Operatic Arias by Leoncavallo,
Catalani, Giordano, etc. José Cura;
Philharmonia Orchestra/Cura (Erato 3984
37317-2). Cura proves he has the vocal
apparatus to produce impassioned and
characterful performances of this
programme of verismo arias. Press
coverage is backed by a heavyweight
marketing campaign.

CLASSICAL news

SONY CLASSICAL UNVEILS AUTUMN LINE-UP

Sony Classical Universal's dominance of the UK
corporate market share league looks set to
continue in the final quarter of 1999 with
the release of a clutch of high-profile
albums in the run-up to Christmas.

A double-disc compilation of film scores
by John Williams and the second release
from angel-voiced Welsh schoolgirl Charlotte
Church, both TV-advertised, lead the way for
Sony this autumn.

The release roster
also includes
crossover titles,
soundtracks and
three albums from
US violinist Joshua
Bell. Other recent releases from Sony's
young core classical artists, including
Austrian mezzo-soprano Angelika
Kirchschlager and Russian virtuoso pianist
Arcadi Volodos, underline the diversity of
releases from a company that makes no
excuses for presenting overly commercial
discs alongside those of specialist appeal.

"People forget that we also present high-
quality core classical releases and just
pigeon-hole us as a soundtrack company
that is selling lots of records," says Chris
Black, director of Sony Classical UK.

Black points to the October 4 release of
Joe Jackson's Symphony No. 1 (Jackson
pictured above) as typical of the company's
commitment to unusual crossover projects;
likewise, he suggests that the forthcoming
soundtrack for Mike Leigh's film about
Gilbert & Sullivan, Topsy Turvy, will reach far
beyond the composers' usual audience.

"If Joe Jackson or a soundtrack disc
generates big sales then it is positive for
the whole classical business," says Black.

ECN BACKS LIVE MUSIC FESTIVAL

Manfred Eichar's Munich-based independent
label ECM features at the heart of a new
festival presented by the University of

Brighton in association with Gramophone.

Selected Signs — An ECM Festival runs
from November 6/27 and includes
performances by Jan Garbarek and the
Hilliard Ensemble, Kenny Wheeler, the
Keller Quartet, Norma
Winstone and John
Surman. Eichar
(pictured) takes part in
a symposium on the
future of the record
business with critic and
broadcaster Rob Cowan on November 20.
Eddie Wilkinson, joint managing director
of ECM's UK distributor New Note, feels
that Selected Signs offers a powerful
marketing opportunity.

"ECM is a trend-setter and, as far as I
know, this is the first time a record
company has invested in a festival of live
music in this country," he says.

November's edition of Gramophone will
carry a full-page ad for the festival and an
insert promoting ECM's autumn releases.

RIEU WALTIZES INTO UK MARKET

Violinist André Rieu has sold 8m albums
worldwide and routinely draws adoring
audiences to hear the dance music of the
Strausses in sell-out stadium concerts in
Holland, Belgium and Germany.

Philips Music Group is preparing to
introduce Rieu to the UK, with heavy TV and
press exposure planned for the launch of his
debut album. André Rieu — Waltzes is
released on October 18 to coincide with the
UK's first National Waltzing Week, of which
Rieu is patron.

"It is not a matter of if he takes off in
this country, but when," says Mark
Wilkinson, head of Philips Classics UK.
A national tour in February should help
his cause, as will substantial advertising
and an expected high TV profile.

Andrew Stewart can be contacted by email at:
Andrew.Stewart1@compuserve.com

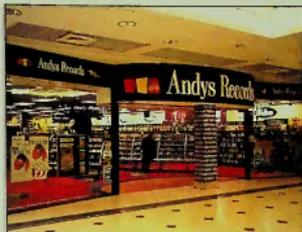
RETAIL FOCUS: ANDYS

by Karen Faux

Andys has just consolidated expansion into the Midlands with the opening of its 40th store, in Leamington Spa. The new outlet marks another stage in the evolution of the indie chain. "Every store we open is an improvement on the last," says marketing director Billy Gray. "There is more space and more light and an altogether easier shopping environment for our customers."

To get the store off to a flying start, Andys rolled out a local media campaign underlining the breadth of its range and its personal service. "We wanted to convey that everything in Andys is about quality," says Gray. "We spend a lot on our shop fittings to get the right look and feel. Personal service and human contact are also important otherwise people may as well order off the internet."

While rock and pop continue to be an important part of the chain's offer, it is increasingly scaling up specialist sections such as classical and jazz. "We commit a lot of our budget to promoting the classical sector with regular advertising in classical music magazines," says Gray. "We are also



Andys: emphasising quality through media campaign

aggressive in our pricing of premium product." Among its most successful recent releases have been La Bottine Souriante, Rachmaninov Vespers and Bernstein's Wonderful Town. "We have our target market very well tracked in this area and we know exactly who we are selling to," says Gray.

TRACKING THE TARGET MARKET

During the past six years Andys has been developing a database that now tracks 140,000 customers by age, sex and favoured genres of music. In November its in-house magazine *Music Matters* is set to be sent out to everyone on the list featuring 100 titles which will each carry a redemption voucher of £2. "This will be supported by an extensive advertising campaign and we are expecting a very good take-up," says Louise Gray. "Bringing albums that would normally retail at £12.99 down to £10.99 is an offer of genuine value to people."

Andys also sustains a hefty commitment to radio and TV advertising for a wide range of releases and campaigns are always programmed. It has recently carried out a substantial amount of co-op advertising with Sony and EMI, focusing on powerful local radio stations. "For pop product we buy across as

many as 30 stations and we always aim to match the product carefully to the target market. Essentially the product is what we are profiling rather than the chain. I am a great believer in the fact that you cannot sell two things at once."

Andys does not feel it has too much to complain about when it comes to sales of new album releases in recent months. Marketing manager Louise Gray says, "Gomez has sold particularly well and Travis has been in our top five for weeks now. This week our advertising is very focused on new students with space for some discount student pack booked in the student edition of the *NME* and in *The Guardian* and *Select*. It should go down well as it offers £2 off premium albums."

Currently Andys is planning its autumn blitz and talking to record companies about TV co-op ads on stations spanning Channel Four in the North and Midlands, Anglia, Granada Border and Tye-Tees. "The last quarter takes a big slice of our annual marketing budget and we will be spending more this year than we did last," says Billy Gray.

IN-STORE NEXT WEEK (from 4/10/99)



Windows - B*Witched, The Clash, Universal campaign with three CDs for £21. **In-store** - Big Country, Loreena McKennitt, The Clash, Fungus, Walton, Type O Negative, Amen, Macy Gray, Basement Jaxx, The Chemical Brothers, Death In Vegas; **Press ads** - Hellowen, Howells, Fungus, Walton, Type O Negative, Amen, Chillout Album 2, Death In Vegas, Macy Gray, Basement Jaxx, The Chemical Brothers, John Paul Jones



In-store - Melanie C, Tom Jones, Christina Aguilera, B*Witched, Ann Lee, David Bowie, Northern Line



In-store - buy two chart CDs and save £5, two for £12 on Boots exclusive CDs, classical CDs for £5.99 each or two for £12



Album Of The Month - Breakbeat Era; **In-store display boards** - Gentle People, Juanjaro, Cinematic Orchestra, Camp, Weezer, Stereobab, Explosion, Faze Action, Jon Spencer Blues Explosion



Single - The Charlatans; **Windows** - Christina Aguilera, Adam Rickitt, Ann Lee, James, Merz, B*Witched, Eurythmics, Jordan Knight, October sale; **In-store** - David Bowie, Martine McCutcheon, The Clash,

Something About Mary, B*Witched; **Press ads** - James, Darryl Tenaglia, Mark Dorsey, Northern Line, Jordan Knight



Albums - S Club 7, Land Of My Fathers; **Listening posts** - James, Reba McEntire, Macy Gray, Talvin Singh



Album - David Bowie; **Windows** - David Bowie, Paul McCartney; **In-store** - Reba McEntire, Macy Gray, Lion King, The Beatles, Country Music Awards, four videos for £15, three Fox videos for the price of two; **Listening posts** - Ladysmith Black Mambazo, Live, Shelby Lynne, Dracula, Gary Moore, Nanci Griffith, Beth Orton, Tori Amos, Ian Dury



Singles - Destiny's Child, B*Witched, Ann Lee; **Albums** - David Bowie, Melanie C, The Clash, Debbie Harry, Ladysmith Black Mambazo, Paul McCartney, S Club 7; **Videos** - Something About Mary, Ricky Martin



Singles - The Charlatans, B*Witched, Christine Aguilera, Ann Lee; **Albums** - Trance Nation 2, Leftfield, Gomez, Martine McCutcheon, The Divine Comedy, Dancemix Vol.1, Mary J Blige; **Windows** - S Club 7, The Clash, David Bowie, Ladysmith Black Mambazo, The Charlatans; **In-store** - CDs for £7, buy two CDs and get one free. South Park, Christine Aguilera, Ann Lee



Album of the Month - Hi-Ball Lounge Sessions Vol.1, Dagg, Skinfur Vol.3, Funky Monkey, Fifth Amendment; **Mojo** recommended retailers - PreFab, Flay, Asie Payton, Railway Children, Joe Henry, Danny & Jo



Singles - Bernard Butler, Eternal, 911, Fire And Skill; **Windows** - Tom Jones, David Bowie, Tarzan, Longpigs, The Pet Shop Boys; **In-store** - Deacon Blue, James, Pet Shop Boys, Roachford, buy two CDs and get one free; **Press ads** - Tom Jones, Dracula, buy two CDs and get one free



In-store - David Bowie, Tom Jones, Supergroup, Ben Harper, Big Daddy, Manumission, Beth Orton, Leftfield, Junior Sanchez, Longpigs, Britney Spears



Albums - S Club 7, Land Of My Fathers; **Listening posts** - James, Reba McEntire, Talvin Singh, Macy Gray



Singles - B*Witched, Christina Aguilera; **Album** - Paul McCartney; **In-store** - Sting, Chillout Album 2, The Clash, Bob Award, Rugby World Cup; **Press ads** - Ladysmith Black Mambazo, David Bowie, Stone Roses

ON THE SHELF

KEITH SHEPHERD,
owner, Upbeat,
Bude, Devon



ON THE ROAD

TIM ROBERTS,
3my rep for East and
South Midlands

"This store opened 12 years ago and since then we have moved to a main-street site and recently expanded the floorspace by two-thirds. We also have stores in Bedford and Padstow which are going from strength to strength. Padstow is only 18 months old and we are still in the process of bringing it into line with the other two stores."

Because of where we are, we do very strongly in Christmas. We also have stores there are so few big new releases at that time. All the record companies are now rolling out their autumn campaigns and while our autumn trading should be good, we are mainly buying stock for next summer. Because we cater for a lot of tourists who are passing through in cars, we sell big quantities of cassettes and another bugbear is that they are priced so high. We could make a much healthier profit and sell a lot more of them if the dealer prices were to be lowered.

We have a mid-price campaign that is

ongoing throughout the year with three CDs for £21 and a budget promotion that offers four CDs for £10. Stalwart sellers in the mid-price include Tracy Chapman and Led Zeppelin, while in the budget section we are doing very well with Frank Sinatra.

This week our biggest new album performer has been Leftfield and we are expecting it carry on up until Christmas. The Gomez album has been flying out since its release and we are still doing good business with Stereophonics, Travis and Shania Twain. This week has been pretty good for singles and it looks as if S Club 7 and Shania Twain will make high chart debuts.

S Club 7's forthcoming album should be a seasonal frontrunner and there is also a lot of interest in Tom Jones. It is good to see that EMI are now offering an across-the-board discount on its mid-price product, which is not dependent on how many units are ordered. Long may it continue."

"Re-sales on the new Mese album are picking up very good this week. I recently saw them play live in Leicester and they were great. The tour will help to boost sales when the album hits the racks in October. All in all it is shaping up to be a busy week. The breakfast compilation A Finger Liked Thing is picking up steam. I'm also pre-selling the new Divine single on Mushroom and Martay on Riverhorse. The latter features samples of Give Me All Your Loving from ZZ Top and is starting to generate interest. We are generally in the process of gearing up for a very hectic October. There are lots of enquiries coming in about new singles and albums from Bernard Butler and ATB. The James Clarke single, which features on the recent TV advert for The Gap, is also going to be big next month."

There is quite a solid stronghold of dance stores in my catchment area and I am expecting very healthy sales for Ministry Of

Sound's *Galaxy Mix*, mixed by Boy George and Defcon 1, which is the first album to be released by Defected. The label has a strong reputation in many of my stores and seasonal sales should be good. On the singles front my big two upcoming releases are Big Time Charlie on inferno and Onephdavea on Defected.

We also have a Faithless remix album lined up and this will be preceded by a single on October 18. *Mint Royale* seem to have developed a very solid fanbase around here and I am expecting the new single and album to fly out. Kevin Rowland's new album on Creation has had a lot of exposure in the press and on radio so there will also be a fair amount of mileage in that. In November we have the release of *Fire And Skull*, an album of cover versions of Jim songs. This includes the double *Aside* single Carrion/Gold Underground, featuring Liam Gallagher and released on October 11."

NEW RELEASE COUNTDOWN

Key album releases scheduled for the next six weeks

11 October 1999
 Gary Barlow Twelve Months Eleven Years (RCA)
 Jay Cocker No Ordinary World (Parlophone)
 Paul Collins Tarzan OST (Esel/Disney)
 James Millonaires (Mercury)
 The Longfings Mobile Home (Mother/Polydor)
 Pet Shop Boys Nigella (Parlophone)

18 October 1999
 Del Antonoff Afterglow (Heavenly)
 B'Witched Awake & Sober (Epic)
 Melinda C. Newman Star (Virgin)
 The Charlatans Us & Us Only (Universal)

25 October 1999
 Earthshaker Peace (RCA)
 Michelle Rice (Go Beat)
 Gabriel Hutchence Michael Hutchence (V2)
 Adam Rickitt Good Times (Polydor)

25 October 1999
 Bill (Virgin)
 Bush The Science of Things (Interscope)
 Bernard Butler Friends & Lovers (Creation)
 Bryan Ferry As Time Goes By (Virgin)
 Genesis Turn It On Again: The Hits (Virgin)
 Madness Wonderful (Polygram)
 Merz Merz (Epic)

25 October 1999
 OzBermuda The Magic Tree House (Independence Music)
 Diana Ross Every Day is a New Day (Epic)
 Steps Spectacular (Jive)

1 November 1999
 The Artist Return Un2 The Joy Fantastic (NPG/Arts)
 Mariah Carey Rainbows (Columbia)
 Badina Classics Greatest Hits: A Place On Earth (Virgin)
 Eternal Eternity (EMI)
 Flo Fighters There is Nothing Left to Lose (RCA)
 Enigma Releasas (Polydor)
 Simply Red Love And The Russian Winter (East West)
 Tim Turner 24/7 (Parlophone)
 Westlife Westlife (RCA)

8 November 1999
 Shola Amari In Return (EMI)
 Dina Carroll On a Cartroll (Mercury)
 Whoopi Goldberg Unravel (Parlophone)
 Culture Club Don't Mind If I Do (Virgin)
 Maveicks (Mercury)
 Queen Hits 3 (Parlophone)
 Savage Garden Faith Affirmation (Columbia)

15 November 1999
 Bryan Adams (ADM/Mercury)
 Beck Midnite Vultures (Geffin)
 The Black Bottom Vultures: The Classics Vol 2 (Columbia)
 Cliff Dine All The Way: A Decade Of Song (Epic)
 Five Inevitable (RCA)
 Lightning Seeds Trix (Epic)
 Will Smith Waterbury (Columbia)
 Tin Tin Out Eleven To Fly (VC Recordings)

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| 4 | SYDNEY HODE | ROCK | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 | 25 | 26 | 27 | 28 | 29 | 30 | 31 |
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| 32 | 33 | 34 | 35 | 36 | 37 | 38 | 39 | 40 | 41 | 42 | 43 | 44 | 45 | 46 | 47 | 48 | 49 | 50 | 51 | 52 | 53 | 54 | 55 | 56 | 57 | 58 | 59 | 60 | 61 | 62 | 63 | 64 | 65 | 66 | 67 | 68 | 69 | 70 | 71 | 72 | 73 | 74 | 75 | 76 | 77 | 78 | 79 | 80 | 81 | 82 | 83 | 84 | 85 | 86 | 87 | 88 | 89 | 90 | 91 | 92 | 93 | 94 | 95 | 96 | 97 | 98 | 99 | 100 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| 101 | 102 | 103 | 104 | 105 | 106 | 107 | 108 | 109 | 110 | 111 | 112 | 113 | 114 | 115 | 116 | 117 | 118 | 119 | 120 | 121 | 122 | 123 | 124 | 125 | 126 | 127 | 128 | 129 | 130 | 131 | 132 | 133 | 134 | 135 | 136 | 137 | 138 | 139 | 140 | 141 | 142 | 143 | 144 | 145 | 146 | 147 | 148 | 149 | 150 | 151 | 152 | 153 | 154 | 155 | 156 | 157 | 158 | 159 | 160 | 161 | 162 | 163 | 164 | 165 | 166 | 167 | 168 | 169 | 170 | 171 | 172 | 173 | 174 | 175 | 176 | 177 | 178 | 179 | 180 | 181 | 182 | 183 | 184 | 185 | 186 | 187 | 188 | 189 | 190 | 191 | 192 | 193 | 194 | 195 | 196 | 197 | 198 | 199 | 200 |
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 | 25 | 26 | 27 | 28 | 29 | 30 | 31 | 32 | 33 | 34 | 35 | 36 | 37 | 38 | 39 | 40 | 41 | 42 | 43 | 44 | 45 | 46 | 47 | 48 | 49 | 50 | 51 | 52 | 53 | 54 | 55 | 56 | 57 | 58 | 59 | 60 | 61 | 62 | 63 | 64 | 65 | 66 | 67 | 68 | 69 | 70 | 71 | 72 | 73 | 74 | 75 | 76 | 77 | 78 | 79 | 80 | 81 | 82 | 83 | 84 | 85 | 86 | 87 | 88 | 89 | 90 | 91 | 92 | 93 | 94 | 95 | 96 | 97 | 98 | 99 | 100 |

SINGLES

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| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 | 25 | 26 | 27 | 28 | 29 | 30 | 31 | 32 | 33 | 34 | 35 | 36 | 37 | 38 | 39 | 40 | 41 | 42 | 43 | 44 | 45 | 46 | 47 | 48 | 49 | 50 | 51 | 52 | 53 | 54 | 55 | 56 | 57 | 58 | 59 | 60 | 61 | 62 | 63 | 64 | 65 | 66 | 67 | 68 | 69 | 70 | 71 | 72 | 73 | 74 | 75 | 76 | 77 | 78 | 79 | 80 | 81 | 82 | 83 | 84 | 85 | 86 | 87 | 88 | 89 | 90 | 91 | 92 | 93 | 94 | 95 | 96 | 97 | 98 | 99 | 100 |

RELEASES THIS WEEK: 166 • YEAR TO DATE: 5,590

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| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 | 25 | 26 | 27 | 28 | 29 | 30 | 31 | 32 | 33 | 34 | 35 | 36 | 37 | 38 | 39 | 40 | 41 | 42 | 43 | 44 | 45 | 46 | 47 | 48 | 49 | 50 | 51 | 52 | 53 | 54 | 55 | 56 | 57 | 58 | 59 | 60 | 61 | 62 | 63 | 64 | 65 | 66 | 67 | 68 | 69 | 70 | 71 | 72 | 73 | 74 | 75 | 76 | 77 | 78 | 79 | 80 | 81 | 82 | 83 | 84 | 85 | 86 | 87 | 88 | 89 | 90 | 91 | 92 | 93 | 94 | 95 | 96 | 97 | 98 | 99 | 100 |

RECORDS PREVIOUSLY LISTED WHOSE RELEASE DATES HAVE BEEN PUT BACK TO 41/10/99

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 | 25 | 26 | 27 | 28 | 29 | 30 | 31 | 32 | 33 | 34 | 35 | 36 | 37 | 38 | 39 | 40 | 41 | 42 | 43 | 44 | 45 | 46 | 47 | 48 | 49 | 50 | 51 | 52 | 53 | 54 | 55 | 56 | 57 | 58 | 59 | 60 | 61 | 62 | 63 | 64 | 65 | 66 | 67 | 68 | 69 | 70 | 71 | 72 | 73 | 74 | 75 | 76 | 77 | 78 | 79 | 80 | 81 | 82 | 83 | 84 | 85 | 86 | 87 | 88 | 89 | 90 | 91 | 92 | 93 | 94 | 95 | 96 | 97 | 98 | 99 | 100 |

SINGLES A-Z

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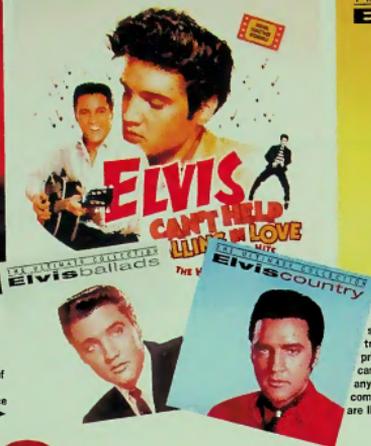
RECORDS PREVIOUSLY LISTED WHOSE RELEASE DATES HAVE BEEN PUT BACK TO 41/10/99

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| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 | 25 | 26 | 27 | 28 | 29 | 30 | 31 | 32 | 33 | 34 | 35 | 36 | 37 | 38 | 39 | 40 | 41 | 42 | 43 | 44 | 45 | 46 | 47 | 48 | 49 | 50 | 51 | 52 | 53 | 54 | 55 | 56 | 57 | 58 | 59 | 60 | 61 | 62 | 63 | 64 | 65 | 66 | 67 | 68 | 69 | 70 | 71 | 72 | 73 | 74 | 75 | 76 | 77 | 78 | 79 | 80 | 81 | 82 | 83 | 84 | 85 | 86 | 87 | 88 | 89 | 90 | 91 | 92 | 93 | 94 | 95 | 96 | 97 | 98 | 99 | 100 |

PREVIOUSLY REVIEWED IN MUSIC WEEK: SINGLE/ALBUM OF THE WEEK

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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Elvisrockin'



THE MILLENNIUM MASTERS: While Elvis catalogue is selling well out of the High Street stores thanks to the Artist of the Century campaign, four fresh generic collections have stimulated sales in supermarkets and other non-traditional outlets. Released in August, the Millennium Masters' Ultimate Collection CDs have already sold tens of thousands of copies with strong support from EMI, MCA, Car Price, Asda and Tesco. The four genre-themed mid-price CDs – Elvis Movies, Elvis Ballads, Elvis Rockin' and Elvis >

THE ULTIMATE COLLECTION
Elvismovies

> Country – are each packaged in a generic style slipcase which adds to their visual impact. "They are specifically designed to give us access to non-traditional markets," says Stanford. "The beauty of mid-price is that it allows us into the all-important retail campaigns and encourages multi-buys across the series." If any further incentives were needed, the collections, complete with detailed sleeve notes and quality packaging, are limited editions and will be deleted in the year 2000.

THE ARTIST OF THE CENTURY

The impressive back catalogue of superstar Elvis Presley spearheads the millennium efforts of BMG. Colin Irwin reports

It is 22 years since he died, but there is still no limit to the world's fascination with Elvis Presley. Such is the phenomenal endurance of his appeal that sales of Elvis' catalogue have notched up a staggering 20m units worldwide in the past three years alone.

Even this extraordinary figure could increase dramatically before the millennium, thanks to an imaginative BMG marketing campaign designed to maintain Presley's place at the heart of popular music by promoting him as the undisputed Artist of the Century. It has issued 22 new releases in the past 18 months, culminating in a bold campaign ranging from specially-themed releases at one end of the market to a superb deluxe gift set at the other.

"It has been a case of looking at the whole of Elvis' repertoire, picking out key areas that we know will be of interest to the fans and then focusing on them," says Charlie Stanford, BMG mid-price label manager. "It has been a great success. Retail has come on board and, as the credibility of the whole campaign has increased, so have sales."

The strategy involves a campaign designed to increase momentum in the run-up to Christmas and to exploit the various millennial polls that will inevitably feature Elvis prominently, by making all his most popular tracks available either on the three-CD Artist of the Century gift pack or on one of the generic Ultimate Collection series. The initial interest was spurred by a teaser campaign, including quotes from the likes of John Lennon, Elton John, Bruce Springsteen, Bob Dylan, David Bowie and Eric Clapton, which was sent to the key media, and resulted in strong pre-release awareness of the product. This upfront profile gave retail the confidence to support the release. For example, HMV launched its own Elvis campaign, which included in-store leaflets, competition prizes and front-of-store racking. At the same time, MCA launched its own Artist of the Millennium push with competitions, magazine

promotions and dedicated racking. This renewed activity signals a landmark in the marketing of Presley.

In telling contrast to the grim years immediately after his death, when catalogue was seemingly freely available to all and sundry, with no questions asked about how or where it was recycled, Elvis' recorded output is now fiercely protected. One of the first things BMG did when it bought RCA was to take all

Elvis product off the market.

"There was a conscious effort from New York to completely oversee Elvis because his catalogue had been licensed out to all sorts of companies and there were a lot of tacky packages around," says catalogue development manager Linda Nevill. "For a while, much of Elvis' material did not present a good image. Consequently it was all withdrawn."

'As each new generation comes along, it is important to make them aware of Elvis' place in the history of popular music' – Charlie Stanford

The ultimate gift set

For Elvis fans – and indeed most popular music lovers – few collections can come closer to defining the essence of the king than the Elvis Artist of the Century three-CD gift set which was issued last month. Released in two formats – a deluxe long-form package and standard digi-pack – the set features 75 tracks voted for by Elvis fans, journalists, celebrities and musicians, including Elton John, David Bowie, Eric Clapton and Bob Dylan. The result is a collection that includes 32 Top 10 hits and 42 platinum and gold singles consisting of every classic Elvis track recorded between 1954-75. They range from That's All Right Mama, Heartbreak Hotel and Blue Suede Shoes to Always On My Mind, The Wonder of You and Suspicious Minds.

The packs come complete with extensive sleeve notes, celebrity quotes and rare photographs. The deluxe set retails at around £30 (dealer price £17),

while the digi-pack is in the shops at the mid-price point of about £20 (£12.50 dealer price).

These are the jewels in the crown of BMG's Artist of the Century. The collection has been record of the week on Radio Two and, as well as heavy Capital Gold programming, is enjoying high profile on 75 local radio stations, an additional feature of which has been competitions offering weekends away and giveaways throughout August.

"We've had coverage in all the specialist music publications and great press support all round," says Stanford. "We certainly feel this is one of the best Elvis campaigns ever. It has captured the imagination of the media, retail and consumer alike."

Nothing is now released in Elvis' name in any territory without the approval of the US-based Elvis Committee, which was set up to maintain strict quality control over all future releases. The care and attention taken to re-position Presley and excite devoted fans and casual buyers alike has certainly been justified by the phenomenal number of units sold during the past 18 months. Recent releases have ranged from the Sunrise collection of Sun Studio recordings – aimed specifically at hard-core fans – to Tiger Man, a credible collection of rock tracks which earned a nine out of 10 rating in NME. The Burnin' Love compilation of Seventies tracks was similarly well-received as were the current Artist of the Century and Millennium Masters releases.

"Everything we do is scrutinised closely by Elvis fans, but with good sleeve notes and interesting photos we feel we can appeal to music fans and hard-core collectors alike," says Stanford. "As each new generation of music buyers comes along, it is important to make them aware of all Elvis achieved and of his place in the history of popular music. Our campaigns are aimed at a wide cross-section of people, which is why we've gone for the High Street chains as well as the supermarkets. We decided to make this campaign really retail-focused so we went to each retailer showing the different packs available and what we could do specifically for them. As a result we're enjoying lots of support, including dedicated in-store racking and listening posts and we have set up promotions with most retailers."

There is plenty more to come, as the Camden label is about to put out an Elvis' Gospel Song Collection, which will be followed soon after by the first low-price release of a re-packaged, re-mastered Elvis Christmas Album. There are huge promotional opportunities ahead for the refreshed Elvis catalogue.

"The sky's the limit, there's massive potential," enthuses Stanford. "We will be generating activity all the way up to Christmas...and beyond."

REVIVED CAMDEN LABEL HELPS REVOLUTIONISE LOW-PRICE SECTOR

by Colin Irwin

BMG was not slow to meet the challenge presented by the growth in the low-price CD market during the mid-Nineties and reacted by charging its Commercial Division with the task of creating a cohesive, streamlined marketing structure – and the strategy to go with it – which would maximise the earning potential of its huge back catalogue across all genres and price points.

Confident that it could outreach the

existing specialists by offering quality product into established low-price markets, BMG launched a label specifically to achieve this. To sidestep the practical complications involved in registering a new label, it elected to use Camden.

Camden had previously been an RCA imprint in the Sixties and had lain dormant for many years before being revived for the catalogue market of the Nineties. Camden has subsequently enjoyed a rapid rise to prominence,

and has helped revolutionise the whole image of the low-price sector by combining high quality packaging with popular repertoire by top flight artists as varied as Lou Reed, Dolly Parton, Boney M and Elvis Presley.

Dedicated to devising and preparing new releases and packages as well as planning retail initiatives and high-profile marketing campaigns, the BMG Commercial Division has its own in-house design team to create every piece of artwork that is released under

the Camden banner, from distinctive CD packaging to sales sheets and advertising.

As a result, each Camden title is treated with the same care and attention to detail which is applied to a full-price product release.

"It was clear that many retailers were switching from having a lot of A-Z range producing instead for more campaign and promotional space, which suited the low price specialists," says label manager Andy Street.

Camden's Deluxe model

ANDY STREET

The Camden Deluxe imprint, launched in January has already made an impact on the

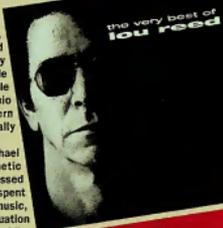
price market with a broad range of acclaimed titles. The Very Best Of Lou Reed, compiled with help from Reed himself, was described by *Uncut* mag as "definitive" while *Time Out* referred to the double CD collection of three Ennio Morricone spaghetti western soundtracks as "totally essential".

Meanwhile, the 2 on 1 Michael Nesmith package *Magnific South/Loose Salute* has surpassed all sales predictions. "If you've spent 29 years not hearing this music, it's time to remedy the situation now," said the *Sunday Times*, while the release was also hailed in *Mojo* as one of the best reissues of the year so far.

Other titles that have performed well for the new imprint include Henry Mancini's *Pink Panther/Return Of The Pink Panther*, The Very Best Of Jon Lucien and Dakota Staton's *Jazz Me Blues*. Two Various Artists collections have also caught the eye at retail – the highly-rated *Jumpin' At The Go-Go* selection of 23 Northern soul classics, featuring Roy Hamilton, Willie Hutch, Ketty Lester and The Dynamics; and the Fallen Angels album of legendary country rock recordings, which includes two unreleased Gram Parsons tracks, plus cuts by Crazy Horse with Neil Young, Jayhawks, Youngbloods and America.

Camden Deluxe has quickly assembled a catalogue of 38 titles, but that figure will increase dramatically with a strong new collection of titles waiting to hit the shelves. BMG is particularly proud of the new batch, which includes Atomic Lullabies, a definitive two-CD Blow Monkeys compilation encompassing the hits and B-sides, as well as rarities and unreleased material, with witty sleeve notes and tracks selected by Blow Monkeys mainman Robert Howard.

A music press article inspired Camden to reissue two neglected Nina Simone classics, *Nina Simone & Piano/Silk And Soul* in one Deluxe pack. Originally a *Buried Treasure* article in *Mojo* included a quote from



SEBASTIAN MIZERKOVIC
A FISTFUL OF SOUVIRS



THE COMPLETE SOUNDTRACKS
A FISTFUL OF DOLLARS - FOUR FEW DOLLARS WISE
ONCE UPON A TIME IN THE WEST



THE PINK PANTHER - THE RETURN OF THE PINK PANTHER

Simone herself to the effect that Nina Simone & Piano was her favourite album and that she would rather be remembered for this than *My Baby Just Cares For Me* or *Ain't Got No (I Got Life)*.

"When the *Mojo* article appeared, a lot of people phoned to ask where they could get the album," says Camden label manager Andy Street. "We reacted by releasing this with *Silk & Soul* from the same period and we also included a couple of seven-inch single tracks, two rare albums, plus a couple of bonus tracks. There are hundreds of Simone compilations at different price points. About eight different labels have access to her material, but this is more than just another compilation."

Other highlights of the forthcoming double include the Cuban *Revolucion Jazz* studio collection, featuring 110 minutes of Latin jazz by the likes of Arturo Sandoval, Irakere and Chucho Valdes, which is regarded as one of the best compilations of its type of recent years. "This is a great introduction to jazz from Cuba," says Street.

There are also more 2 on 1s from Henry Mancini (*Breakfast At Tiffany's/Arabesque*), Lovin' Spoonful film soundtracks (*What's Up Tiger Lily/You're A Big Boy Now*), Waylon Jennings (*Honky Tom Heroes/Lonesome, Orary & Mean*) and the Jimmy Castor Bunch (*It's Just Begun/Phase Two*).

Beyond that there are further plans to develop Camden Deluxe into the foreseeable future.

"There's a lot of great material by other artists in the archives, and we are in the throes of upgrading the Nilsson catalogue, which is long overdue," says Street.

The Camden market

As the low price market grew more sophisticated in the Nineties, so the combination of easy listening and Sixties pop packages which had once dominated the price point began to look increasingly outmoded.

The sheer diversity and depth of the BMG catalogue put Camden in a position where it could immediately offer a range of exciting releases to challenge those preconceptions. Its most notable success and all-time best seller is *The Best Of Boney M*, with worldwide sales approaching 500,000 units.

Not far behind comes Lou Reed's *Perfect Day*, a release which fortuitously coincided with a BBC promotion based on the title song and benefited hugely from the publicity.

This year Camden is enjoying strong retail activity on a wide variety of titles, notably Elvis Presley's *Love Songs*, Clannad's *Celtic Collection*, The Very Best Of Fifth Dimension, The Very Best Of John Denver and Dolly Parton's *Love Songs*.

Camden also has a busy release schedule for the rest of the year. *Primed* and ready to hit retail this month are an array of attractive titles, including Elvis Presley's *Gospel Favourites*, *Beat DIs - The Very Best Of Bomb The Bass*, Marc Bolan's *Acoustic Warrior* and The Very Best Of Betty Boo.

Hard on their heels comes a formidable schedule of seasonal titles. Barry Manilow makes his first appearance at this price point with *Because It's Christmas*, while John Denver's million-selling *Rocky Mountain Christmas*, Perry Como's *Christmas Album*, Jim Reeves' *Christmas Songbook* and Roger Whittaker's *Christmas Celebration* are all expected to set the tills ringing throughout November and December.

Pride of place on the Christmas release schedule, however, must go to the first low price appearance of Elvis' *Christmas Album* and Boney M's *Christmas Party*.



CAMDEN LABEL

► "We looked at this growing market and planned our strategy accordingly. We felt strongly that our products should not look like budget releases and that everything we did should be commercially viable.

"From the outset, we wanted to treat Camden similarly to a full-price label to create that point of difference," adds Street.

From tentative beginnings and just a handful of titles two years ago, Camden

is now one of the market leaders with around 250 quality titles in a five-fold market share increase in the UK and worldwide sales in excess of 5m units.

The London-based Commercial Division drives Camden for the world and has certainly made its mark internationally, since it is represented in almost 40 territories and, despite the buoyant import sector, shipments to UK domestic accounts for the last year exceeded 1m units.

Not content with establishing Camden as one of the low-price market leaders in such a short time, BMG took a further step early this year with the introduction of the Camden Deluxe mid-price label. Here the aim was not to compete with or swallow the low-price label, but to complement it and give the overall Camden brand more flexibility.

"We began to feel that some of the specialist multiples were shying away from low-price campaign activity, which was due to slim margins, low turnover and market saturation," says Street.

"At that stage, we hadn't done much in the way of creating our own product at mid-price; it tended to be reductions of full-price albums, but Camden gave us the freedom to create and design from scratch.

"We realised we could take Camden a step further with a high-quality range of product going from a commercially viable album such as The Very Best Of Lou Reed to artists like Michael Nesmith which hadn't been available before," says Street. "We had great music sitting in the vaults and we started to search for original tapes of unreleased material to use as bonus tracks along with rare photos."

Meanwhile, BMG's successful Stop! campaign, consisting of full-price albums reduced to mid-price, continues to thrive

and is itself a rapidly expanding arm of the company with more than 400 titles. Recent best-sellers include Take That's Greatest Hits, M People's Bizarre Fruit, Dolly Parton's Ultimate Collection and Annie Lennox's Diva.

An opportunity not to be missed was the upgrading of Lou Reed's classic Transformer. The album was digitally remastered from the original tapes, sleeve notes were commissioned from Rolling Stone writer David Fricke and the

'Mid-price has really snowballed for us in the past couple of years. There's always a new audience out there – our job is to find it'
– Andy Street

booklet includes rare photos by Mick Rock. In the ensuing months Transformer has sold in excess of 50,000 units in the UK alone.

"Mid-price has really snowballed for us in the past couple of years," says Street. "There's always a new audience out there – our job is to find it."

Classic artists: Run DMC



When Run DMC hit the top of the UK charts for the first time with It's Like That last year,

a new generation was introduced to the band, who effectively pioneered rap's mainstream crossover with Walk This Way in 1986.

With a new full-price product scheduled, the chance to get Run DMC's back catalogue moving in a serious manner was too good an opportunity to miss.

By the end of the month nobody will be left in any doubt that one of

the most influential rap groups in history is back with a vengeance.



The release of a new full-price studio album will come hard on the heels of the reissue of their entire back catalogue of six classic albums – Tougher Than Leather, King Of Rock, Raising Hell, Run DMC, Down With The King and Back From Hell.

This will be the first time these albums have appeared on the mid-price shelves and in the reflected glare of the spotlight on the rappers' new material, BMG expects them to fly out of the stores.

Classic artists: Captain Beefheart

captain Beefheart & his Magic Band



the *MirrorMan* sessions

cult heroes don't come any more enduring than Captain Beefheart, one of rock's great eccentrics whose pioneering psychedelic work has continued to influence successive generations of music from the late Sixties to the present day.

Often described by John Peel as a genius, the public's perennial interest in Beefheart's work is certain to reach new heights when his name inevitably features prominently in various millennium polls.

BMG therefore anticipates strong retail interest for two reissues of the Captain's earliest – and many would say best – albums, Safe As Milk and Mirror Man.

Safe As Milk, originally issued in 1967 and featuring Ry Cooder, was recently described by

Rough Guide To Rock as "one of the most extraordinary debuts ever", while the double live album Mirror Man has been repackaged with five bonus tracks, rare photos and new liner notes. Both albums were originally released on the Buddha label, which was acquired by BMG eight years ago.

"Captain Beefheart took a very different approach to music and sound and we have the opportunity to introduce him to a whole new market," says Stanford.

"The younger market may have heard or read about him but are reluctant to spend £13.99 to find out more.

"We're offering these upgraded albums at mid-price and are confident we can tempt them at this more attractive price point."



Classic artists: Whitney Houston

Waiting to Exhale

Original Soundtrack Album



Includes new music by Whitney Houston, Robin Givens, Laurence Fishburne, Cuba Gooding Jr., and Whitney Houston. Original Soundtrack Album. All New Songs Written and Produced by Babyface.



The release of Whitney Houston's first new album for five years has given BMG the perfect opportunity to ignite retail activity across her entire back catalogue.

The return of one of the world's biggest stars with a succession of hit singles, a critically- and commercially-acclaimed album and a world tour all add up to the sort of exposure of which catalogue managers dream.

"It will always give a big boost to catalogue sales when a major artist tours and has new product on the market and Whitney is one of our premier artists, so it was an obvious move to re-promote her back catalogues," says Charlie Stanford.

"All the albums were still selling reasonably well at full-price but as soon as we knew there was new product, we saw the opportunity to increase sales substantially by marketing them at mid-price."

To get clearance for such a radical marketing initiative involving one of the company's key assets – and the best-selling artist of the last two decades – meant going through lengthy discussions with Artists in the US.

As a result, all Houston's six albums –

Whitney Houston, Whitney, I'm Your Baby Tonight, The Bodyguard, Waiting To Exhale and The Preacher's Wife – were reduced to mid-price on August 2 and will remain at that price point until the end of the year, at which time the singer's catalogue will revert to full-price.

At full-price, this catalogue has already achieved more than 3.5m unit sales in the UK alone, and Stanford is excited by the commercial possibilities created by the price reduction and its associated retail-friendly benefits.

In August alone there was a tentfold increase in Houston catalogue sales, and he believes this may only be the tip of the iceberg.

"Whitney's releases have always been strong-selling, must-stock catalogue items, but with all the opportunities mid-price offers, the sky is the limit," he says.

"We always work closely with the front-line labels to maximise profile and potential for reductions from full- to mid-price. It not only generates valuable additional revenue, it increases the artists' overall profile and allows us to reach cost-conscious consumers who are reluctant to pay £14 for a CD."



Selling soundtracks

The Commercial Division recently took on the marketing of the ever-increasing roster of original soundtracks now being acquired by BMG and affiliated labels in the US.

"Marketing new release soundtracks alongside established OSTs allows us huge opportunities to cross-promote and increase sales across the board," says catalogue development manager Linda Nevill.

A new venture is already off to a flying start with a series of high-profile movies that each boast strong soundtracks. The General's Daughter is a title which BMG expects to perform exceptionally well. It is a thriller starring John Travolta which has grossed more than \$100m in the States, while composer Carter Burwell (who numbers Wayne's World 2, Fargo and Conspiracy Theory among his screen credits), has written a stunning score that has won endless plaudits by mixing traditional orchestral and keyboard scores with Afro-American spirituals originally recorded more than 70 years ago.

BMG launched a marketing campaign to coincide with the September 17 UK release of The General's Daughter, which is being hailed as one of the best movies of the year.

"We have very high hopes for this film," says Nevill. "We will be advertising in film magazines and there are various tie-ins with retail, while the music itself is so eclectic. It's of the

dance age but is also incredibly atmospheric."

Further soundtracks just arriving in store are the romantic comedy-Mickey Blue Eyes, starring Hugh Grant and James Caan, and the priority release Dirty Dancing – The Collectors Edition. This double-CD box set, which carries a £13 dealer price, puts together the original 1987 Dirty Dancing soundtrack with More Dirty Dancing soundtrack in one deluxe package, which comes complete with a 24-page booklet featuring behind-the-scenes photos.

"Dirty Dancing is one of those rare titles which simply hasn't stopped selling since it was first released," says Nevill. "In fact it seems to sell more and more each year. The original has sold more than 800,000 units in the UK alone. But this is the first time we've put the two together in this form – it makes a great gift pack."

An upcoming release that could be one of the best-selling score soundtracks of the year is Fight Club. This dark tale of disenfranchised American youth turning to violence as a means of escape reunites Brad Pitt and the director of Seven, David Fincher, for a film that is already causing controversy on both sides of the Atlantic. The

sweeping, atmospheric score created by the Dust Brothers mirrors the feel and intensity of the movie itself.



The Rory revival

New artists are as widely respected or highly-regarded as the late Rory Gallagher. BMG

commercial director, Ray Jenks, who worked on Rory's recordings as a Polygram sales manager in the Seventies, was acutely aware of the artist's potential.

Because Rory moved from label to label, it tended to disguise his true potential, but I was aware that total album sales were in the millions and was delighted when his brother Donal Gallagher finally agreed to bringing Rory's complete catalogue to BMG," says Jenks.

"We confidently predicted sales of more than a million units but expectations are now well beyond that figure."

Twelve months, 10 albums and 450,000 CD sales later, Jenks cheerfully admits that he got it wrong. "Rory was revered by everyone, including different generations of blues greats. This ongoing campaign is very satisfying for all of us," he says.

A low-price sampler released on Camden entitled Etched in Blue features a track from each of Rory's classic albums. It

helped stimulate interest in the mid-price reissues and the whole campaign has worked

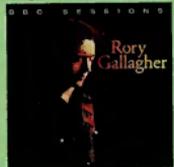
neatly. The marketing team work closely with Donal Gallagher, whose own extensive archive provides a fund of information, rare photographs and previously unreleased recordings.

Four more mid-price reissues are scheduled for January 2000 but meanwhile the current success story is the BBC Sessions.

Released in August, this double album – one in Concert and one Studio disc containing mostly previously unreleased material – is enjoying enthusiastically press coverage, strong retail support and has shipped more than 11,000 units in the UK during the first month of release.

The album is enjoying a good profile in stores and a track features on the cover-mounted CD in the October issue of *Uncut*.

Unsurprisingly, everyone is convinced there is still plenty of potential for growth and another full-price release is scheduled for later in 2000.



The Great War

When people talk of seminal influences and the most important bands of all time, they rarely mention the name WAR. BMG aims to change all that, exploiting a recent explosion of club interest in the rock funk pioneers with the full-price release of a double CD tying in WAR's Greatest Hits with Grooves & Messages, a remix CD of classic WAR tracks by the likes of Armand Van Helten, Ganja Kru, Orinoko and La Pozza Latina.

Formed in California in 1969, WAR hit the big time after recording with ex-Animals singer Eric Burdon, triggering a remarkable career that has seen them sell 25m albums worldwide over three decades. Fusing jazz, rock, R&B, blues and Latin music, the band's multi-racial line-up transcended



cultural and ethnic barriers. Puff Daddy, TLC, Janet Jackson, 2Pac,

Ice-T and the Beastie Boys have all used WAR samples in recent years, convincing BMG that the time is right for a major push.

A promotional campaign supports the September 20 release with clubs singled out for special targeting through flyers, special promotions and 12-inch remixes.

"Everyone knows WAR's music when they hear it, but they don't always realise that it's WAR. It's up to us to tell them," says Stanford. "The time is right and the potential is huge."

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Merchandising Manager for Music (Internet)

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Classical Music Merchandiser (Internet)

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Dance/Indie Music Merchandiser (Internet)

You'll be expected to bring cutting-edge knowledge of emerging trends to the development of a specialist dance/indie music site concept - by networking with specialist suppliers, you'll establish a unique Web-based consumer marketplace, which you'll then work closely with other departments to promote to its fullest potential. A strong communicator and business negotiator with a firmly established circle of dance/indie contacts, you should ideally also have a good first-hand knowledge both of IT and of retailing.

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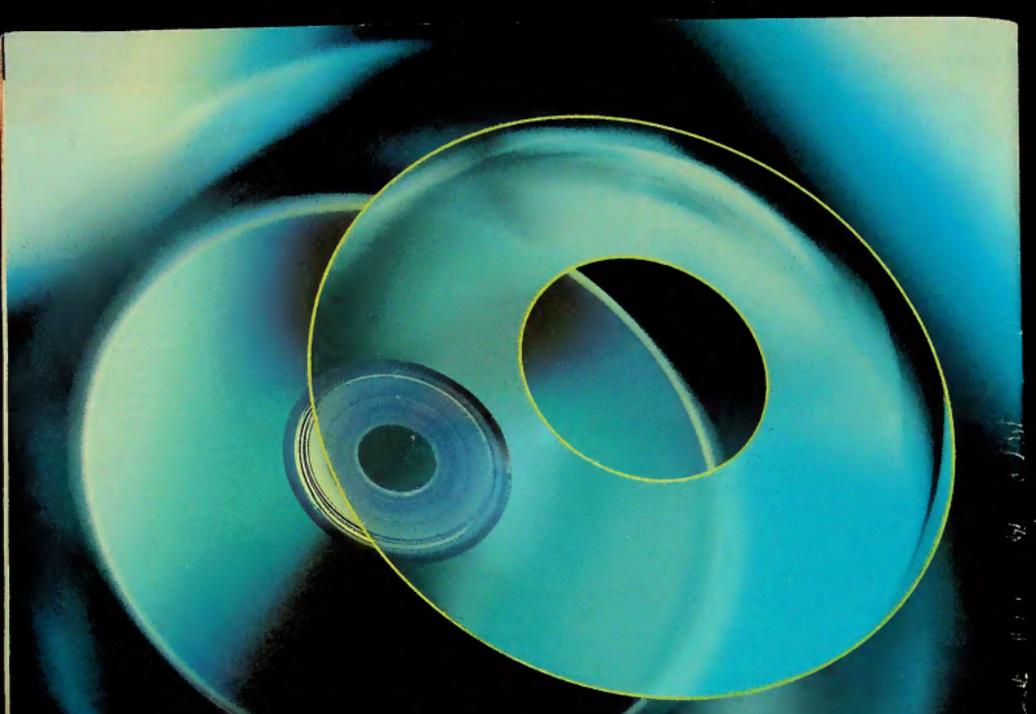
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