



NEWS: As it prepares for its internet debut, **OUR PRICE** is calling on the industry to support specialist stores

News 4



NEWS: Following a poor start, the **NCPM** centre in Sheffield is approaching the music industry for help

Marketing 5



NEWS: UK talent contributed to **BMG's** upbeat mood as the company met in Comptaux last week

International 6



NEW MEDIA SPECIAL STARTS P32

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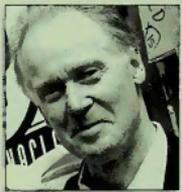
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Music Week

Labels plot festive strategy

by Robert Ashton
The contenders for the Christmas and millennium number one because it is only going to happen once.
The situation is complicated by the fact that there are four bank holidays between Christmas and January 4 thanks to an additional bank holiday on New Year's Eve, while Christmas Day and New Year's Day both fall on Saturdays. This could make it difficult to ensure stores receive sufficient quantities of key titles.
Distributors are still confirming when retailers will open during the festive season and the demand and level of service they will expect. Gwen Pearce, managing director of Ten, which distributes Warner and Sony product, says she is planning to open through December 28-30, but may also open on the bank holidays of December 27 and January 3, depending on retail feedback. She adds that the logistical problem

more people are going to go for the millennium number one because it is only going to happen once.
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Powell: keeping options open
is exacerbated because although Securitor, the main deliverer of product, has indicated it is willing to put on a service over the bank holidays, it will charge distributors extra for the business.
"We will have to pay a premium, which will depend on how many distributors want them. It's a Catch 22

situation so we are working back from the retailers to see what they want and plan from there," she says.
Tony Powell, managing director of Pinnacle - which will be handling a Steps double *Aside*, including a cover of Kylie Minogue's *Better The Devil You Know*, released on December 13 - and Peter Thompson, managing director at Vital, are also both keeping their options open. Powell says Pinnacle will be putting on a 24-hour shift on Wednesday the 29th, to get product out to stores because Securitor will pick up at 6.30pm on December 30. But unless they open on the December 31 bank holiday, they will not receive stock until January 4.
If Securitor does not operate a service on the bank holidays of December 27-28 then retailers will have to wait until Wednesday 29 at the earliest before they can replenish stocks.

NetAid unaffected by Goldsmith's collapse

NetAid organiser Cisco Systems has given assurances this Saturday's event will be unaffected by the collapse last week of coproducer Harvey Goldsmith's business.
Receivers were called in last week to Harvey Goldsmith Enterprises after huge debts were run up at August's Total Eclipse Festival. However, despite Goldsmith's role and high-profile presence in NetAid, Cisco stresses it has totally underwritten the event with the *Impresario* remaining on board in his coproducer role.
George Michael is lined up to open the Wembley leg of the three-pronged concert with Robbie Williams billed as the final act. Seating tickets for the event were sold out by the end of last week, with organisers predicting tickets for the standing area would be sold out by last weekend.
● Receivers in at HGE, p3

Madonna is set to reunite with producer William Orbit in two weeks' time at London's Sarm Studios to finish her next album. The record, which follows Orbit's work on Madonna's previous album *Ray Of Light* and this summer's *Beautiful Stranger* album smash, could be released as early as the first quarter of next year. Previously it was thought the pair were working solely on the soundtrack to Madonna's next film, *The Next Best Thing*, in which she stars alongside Rupert Everett. A source says, "William's got all the songs and they've decided just to go for it. They're just flying with the next album."
Meanwhile, rumours persist that Madonna intends to tour again next year.



Mobos to honour Erskine Thompson

Erskine Thompson, who died in January after a long fight against cancer, is to be honoured at Wednesday's Mobo Awards.
Thompson, whose three-decade career included working with Maxi Priest and Sly & Robbie, will be awarded posthumously the contribution to black music award at London's Royal Albert Hall. The honour was won last year by Loose Ends' Carl Macintosh.

Tina Turner, who is set to pick up the lifetime achievement award, will perform at the event in a line-up that also includes Destiny's Child, De'ree with Ladsmith Black Mambazo, Another Level with TQ and Jay-Z. There will also be a surprise performance from D'Angelo. Award presenters include Shola Ama, Maxi Priest and Dina Carroll.
● Black music feature, p12

Pinder steps up for Sony/ATV MD's role

Charlie Pinder has been promoted to Sony/ATV Music Publishing managing director, replacing Blair McDonald who takes up his new position as Columbia managing director today (Monday).
Pinder, who joined six years ago as A&R scout, had been head of A&R since 1997 and has signed acts including Sleeper, Catatonia and Travis during his time at the publishing company.
Pinder says he is not interested in getting involved in bidding wars

with other publishers, preferring to focus on signing quality songwriters. "I hope to continue the work of Blair, but give it my twist," he adds.
In further structural changes at the company, former solicitor and business affairs manager Rakesh Sanghvi has been promoted to the role of general manager. He reports to Pinder for areas such as the internet and music on demand.
William Booth, vice president Sony/ATV Music Publishing

Europe, says, "I am absolutely delighted at Blair's appointment as Columbia UK's managing director. I am particularly thrilled that I have the calibre of people within our UK company to enable me to promote from within."
"Charlie and Rak in their new roles will receive support from all our UK staff and in particular Simon Baker, who will continue in his role as finance director, reporting in that capacity to Charlie," adds Booth.

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Tom Jones was yesterday (Sunday) aiming to score his first UK number one album since 1975's 20 Greatest Hits with his Gut-Issued duets album *Reload* in a head-to-head battle with Shania Twain's *Come On Over*. Jones, whose last number one album with newly-recorded material was *Delliah* in 1968, was benefiting strongly from the screening just two days before release of TV's *An Audience With...* special, which attracted around 8.5m viewers, as well as a host of other promotion. This included performing live at a midnight pre-release event at the Oxford Street Virgin Megastore in London. Gut Records chairman Guy Holmes says the record company has had amazing support for the promotional campaign, although he adds he has now sent the singer home. "We're running the danger of over-exposing him. We've done just about the right amount of media," he says.



Claire Dowd gets new Arista marketing role

Claire Dowd has been promoted to the newly-created role of marketing director at Arista.

Dowd, who has been at the label for 12 years, most recently as head of marketing, will be responsible for the day-to-day running of the department.

Meanwhile, Mervyn Lyn has been appointed head of R&B marketing (Europe) at BMG International following the closure of BMG UK's Word Of Mouth division, which handled specialist promotion and marketing for all BMG's black music acts. Lyn will report to vice-president European marketing Sarah Silver.

The changes also involve the launch of a BMG club promotions department, headed by Jamie Topham, who reports to vice president media Nigel Sweeney.

news file

MINISTRY OF SOUNDS WARNER DUO Ministry Of Sound Recordings has poached two senior Warner.esp executives for its dance compilation business. Warner.esp head of TV Lohan Presencer and head of licensing Andrea Gibbs are joining the division on October 11 in the roles of head of TV compilations and head of domestic licensing respectively.

BEED RE THINKS MIDEAN US

Reed Midem Organisation is undertaking a detailed review of its Midean Americas event after last week announcing it had postponed next year's trade fair, due to have taken place in Miami Beach in June. It says the last event, which was held in June, failed to generate enough business for those attending.

TELSTAR'S O'BRIEN UP FOR IPI ROLE

Telstar chairman Sean O'Brien is among eight candidates challenging to fill four independent seats on the IPI European Regional Board. Nomination forms for the election have gone out to all IPI members with a closing date of this Friday (October 8).

VAUGHAN SET FOR Q AWARDS

Big Breakfast presenter Johnny Vaughan is to present the 10th annual Q awards. The November 3 ceremony is returning to London's Park Lane Hotel and is being sponsored for the first time by Rolling Rock. Nominations for the awards will be revealed on October 14 at a venue still to be confirmed.

JACKSON V EMAP HEARING DUE

A decision is expected in around four weeks on the industrial tribunal between Emap Radio's Kiss FM and its sacked breakfast show DJ Steve Jackson. The hearing, which concluded last Wednesday, heard Kiss FM dismiss Jackson's claims he had lost his job because he was too young, instead saying he was dismissed because of "incompetence".

Live industry left reeling as Goldsmith calls in receivers

by Robert Ashton

The live music industry has been left reeling after Britain's best-known promoter, Harvey Goldsmith, was forced to call in the receivers following the massive debts incurred at one of the eclipse concerts.

Buchler Phillips, which has worked on the financial problems recently faced by Millwell, Oxford United and Luton Town football clubs, was called in by Goldsmith's bankers and creditors last Wednesday. One of its senior partners, Lee Manning, will now take charge of Harvey Goldsmith Entertainment (HGE) and is expected to call a creditors meeting within the next week.

In a press statement Manning said, "Our strategy will be to work closely with the directors to respond



Goldsmith: eclipse debts

to a number of approaches from potential investors interested in the ongoing business of concert promotion and event production."

Goldsmith was unavailable for comment, but a spokesman for Buchler Phillips says the problems

were caused by losses totalling £750,000 that Goldsmith incurred on the August Total Eclipse Festival. However, she adds that NetRad and four other Goldsmith-backed tours, including one by Sting, will go ahead as planned.

Buchler Phillips insists it is hopeful of finding a way to salvage HGE, although some sources in the concert promotions sector have suggested the writing has been on the wall for some time, not least since three senior staff left last year to form Triple A. "It's been predicted. At the end of the day, he lost key personnel who took quality work with them," says one.

Others suggest Goldsmith, a legend in the business since he started to build his empire in the Sixties, had lost touch with the music scene.

One competitor points to the failure of the reverse takeover of Tring as an indication that there were problems. "Put it this way, you don't go under because one event fails. We've all taken hits," he says.

Most promoters are hoping that Goldsmith, who in his 30-year career has handled a Who's Who of stars from the Rolling Stones to David Bowie, will be able to recover. Solo Agency director Graham Pullin says, "He is the public face of the industry and sometimes things like this can knock confidence."

Mel Bush, founder of Mel Bush Enterprises, adds "Harvey has got amazing will power and a great belief in himself. I'm sure he will survive, but it's a high-risk business - when we win, we win a little and when we lose, we lose a lot."

Directors made redundant as MCPS-PRS restructures

MCPS-PRS Alliance director of new technology Mark Isherwood and director of enforcement Graham Churchill have been made redundant in a wide-reaching restructuring at the collection society.

Their departures, announced last week, follow the merger of some divisions at the organisation as it reaches key phases in certain projects. These include the merger of PRS and MCPS's systems and office system with foreign societies Ascap and Buma/Stemra.

The restructuring also involves the launch of a chief executive office with Terri Anderson promoted to the role of executive officer. Working alongside ceo John Hutchinson, Anderson will be responsible for improving internal and external communications, retaining responsibility for communications tasks formerly handled by the planning and corporate communications division.

Meanwhile, director of international Diana Derrick moves to



Hutchinson: hands-on role

being managing director of the newly established PRS Overseas, where she will be responsible for overseeing and assisting PRS agencies and fledgling societies overseas. Hutchinson is expected to take an even more hands-on role in leading relations with other rights societies internationally.

Following the charges, the anti-piracy unit of Churchill's copyright enforcement division will report directly to MCPS director of business affairs Chris Martin. The audit function will report to director of finance Steve Porter.

Net set-up costs cited as HMV reports loss

HMV Media has blamed investment in its internet business and tough trading conditions for a £500,000 first quarter loss announced last week, despite an 11% increase in sales.

The loss for the 13 weeks ended July 24, 1999 compares with profits of £2.3m during the same period last year. Before depreciation and amortisation operating profits fell from £10.1m to £8.4m.

However, chief executive Alan Giles says he is not unduly concerned about the group's reversal of fortunes. "The first quarter is the least important part of our financial year," he says, adding that the group had made planned expenditure during the period including £1.1m on its internet business. HMV will relaunch its UK website next month.

Group sales for the period rose 10.8% to £268.2m. Comparable store sales increased 2.9%, with HMV rising 4.3% and Waterstones 0.2%. HMV Europe was again a star performer in the quarter with sales increasing 15.8% to £98.5m. The growth was fuelled primarily by sales growth at existing stores.

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MUSIC COMMENT

HOW TO MAKE THE KIDS ROCK

David in 1987 the Beastie Boys touched down in Brixton and a hail of tabloid outrage to play a sell-out show. The evening was summed up by stolen VW symbols, beer and caged go-go dancers. Needless to say it was loud, silly and brilliant. The crowd loved it. The Beasties have long since quit producer Rick Rubin and their native New York, discovering subtler samples, West Coast cool and Tibet in the process. But their early spirit lives on, to judge by the UK show last week by latest US wunderkind Kid Rock and his band. A manic fusion of cartoon rap and metal – complete with displays of scratching and beatboxing – he had the sweating masses in the palm of his hand. It was just like the early Beasties – with more guitars and less irony. It was easy to see why, after a decade of slogging around dingy clubs, his latest record has sold 4m-plus in the US. And easy to see why he will be probably be dismissed by most 'credible' critics in the UK. To do so would be to miss the point. The popping crowd of 18-year-olds did not give a damn about credibility. Rock'n'roll is meant to be fun – and they were having it. With the right beats Kid Rock could be huge in Europe. Seeing the sheer energy of his show it was easy to see why so much UK guitar music is struggling in the US now. It's time to bring the fun back.



New Sony Walkman offers 'secure' downloading

The secure distribution of music via the internet moved a further step closer last week with separate announcements by Sony and the IPI-backed Secure Distribution of Music Initiative (SDMI).

Sony has announced plans to launch a portable audio player which allows secure content to be downloaded from the internet and stored on special "memory stick" media. The Memory Stick Walkman will complete against existing MP3 players such as Diamond Multimedia's Rio.

Sony says its memory stick technology and accompanying ICI recording media offers robust copyright protection. It is compliant with secure distribution specifications



The Memory Stick Walkman is being developed by SDMI. A spokeswoman says the device will be launched in the UK early next year. Pricing has yet to be confirmed but in Japan, where it will be released in December, it will cost around £300 – about twice the price of Diamond's Rio.

"It encrypts all the information and allows you to download content which is legitimate," says the spokeswoman. She adds that Memory Stick is designed for use with a range of digital audio/video products including still and video cameras and PCs. "In the future you will be able to use it to transfer data from your phone to other Memory Stick products," she says.

Separately, the SDMI was last week issuing a watermarking technology selected by the group as part of its specification to become available for licensing. The first SDMI-compliant devices are expected to become available this Christmas.

See new media supplement, p22

Rock us, says Our Price as internet debut looms

by Tracey Snell

Our Price is in negotiation with a number of key suppliers about possible joint e-commerce initiatives as it prepares to launch its brand on the internet.

The retailer said last week that it plans to establish a transactional website early next year. It follows similar moves by Virgin Retail, Tower Records and HMV, who already have a presence on the internet.

Our Price managing director Mike McGinley says the chain has only been able to step up its e-commerce plans since its split from Virgin and that it is keen to explore "joint relationships" with suppliers in developing the strategy. "We're in the early stages of discussions with one or two. There is interest on both sides," he says.

McGinley revealed the chain is progressing with its internet retailing plans at a recent event hosted in Manchester by Our Price board to present its new Trafford



McGinley: seeking joint relationships Centre flagship store to music, video and games suppliers.

In a speech that echoed sentiments expressed by HMV Europe managing director Brian McLaughlin at the recent Bard agm, McGinley told suppliers that they were in danger of "killing the goose that laid the golden egg" unless they supported the specialist retailers such as Our Price better.

"Supermarkets and other generalists are happy to cream the easy money off the top, while demon-

strating no commitment to the wider industry or its long-term health," he said. "This is also true of opportunistic e-commerce operators looking to grow the value of unprofitable businesses through customer acquisition on the back of uneconomic pricing."

McGinley said the Our Price management buyout process, which has now been shelved, had brought the issues facing the industry into sharp relief. "We learnt very quickly that the investment community takes some convincing that High Street record stores have a future at all with the internet and, in particular, digital distribution on the one hand, and the growing threat of supermarkets and grey imported discounting on the other."

He said the retailer had painted a more positive picture of the future with music stores innovating to survive, but that suppliers needed to understand this and be more proactive in supporting the sector.

TILLY

OLDIES ARE BECOMING MOULDIES

Should ageing rock stars be allowed to be left to grow old gracefully?

It is amazing that Mick & The Stones, Bowie, Elton, Rod Stewart, Paul McCartney and so forth still command so much media attention. Tell me the last great album any of these have made?

They are products of the Sixties and Seventies and we have an icon of the Eighties, George Michael, who has not produced music that really sells to the masses, who is also getting more than enough attention.

I am not saying these superstars do not have unbelievable talent, but none of them seem to be in touch with today's music world as we approach the millennium.

I started in this business in the Sixties and will have spanned five decades come the year 2000, but understand that music changes. Why can't these legendary artists understand that? Is it because their record companies and A&R departments are frightened of them, or do they have so much money that they don't really care what the public want?

I would love to listen to Stewart and McCartney making music in the millennium, but unless they take a leaf out of Cher's book they are destined to sell only to the older fans who will buy anything they put out.

The Americans have long been known for their ability to stage a lavish, slick, and glitzy awards show. The Country Music Awards from the Grand Ole Opry, Nashville, covered wonderfully by the Beeb, was proof indeed that country is no hillbilly second cousin to the mainstream in the States, but big, arguably the biggest current, business.

There was glamour with a capital G, and talent with a capital T, from Shania and The Dixie Chicks to Tim McGraw. Shania has recently shown how popular the music can be when it is given a contemporary twist and treated as what it is: great mainstream pop. Surely it can't be too long before others follow in her footsteps.

Tilly Rutherford's column is a personal view

Piracy raid discovers home-produced CDs

Two men have been arrested during raids on private addresses in West Sussex, providing what the BPI says is the first evidence of home-produced bootleg CDs in the UK.

In a joint operation between Sussex police and the BPI, thousands of CD-Rs containing illegal recordings by acts including Oasis, together with computers, blank CD-Rs and CD towes capable of copying thousands of discs per week were discovered.

The haul, which was uncovered at two addresses in Littlehampton on September 24, has alarmed the BPI as it underlines how the large-scale production of pirate product can take place in domestic settings.

BPI director of anti-piracy David Mott says, "The mass production of illegal CDs used to be confined to plants in overseas territories. The UK has always had a good track record because CD plants here are governed by strict rules and procedures."

It follows a series of raids which uncovered counterfeit CD-R compilations in June and a warning from the BPI about an explosion of CD-R piracy.

Country confirms strength as CMA Awards buoy sales

Country music has reaffirmed its mainstream popularity in the UK following BBC2's CMA Awards programme, which attracted 2.1m viewers for a second year running.

The screening of the 90-minute highlights show last Tuesday sparked a significant lift in sales of a number of the awards' performing acts, according to retailers, with Shania Twain, Tim McGraw, Martina McBride and the Dixie Chicks heading the list of those benefiting.

"We've seen a good increase for all the featured albums and the country section in general," says MCV country buyer Chris Quantrell, who notes the screening of the show has had a positive sales effect on some of the more left-of-centre names as well as the more obvious ones like Twain.

Virgin Megastores product manager Simon Coe reports three-fold increases compared with the previous week for both the Dixie Chicks' Fly and Tim McGraw's A Place In The Sun on the back of the BBC2 programme and Radio Two's widespread support. The latter included five awards coverage and Terry



McBride: tripping sales

Wogan's breakfast show being broadcast from Nashville.

The American country market realises it needs to export more so there are more acts coming over to tour. It's getting more profile in the music with Radio Two and shows like the Lottery," he says.

HMV head of specialities and classical Gary Rolfe, who was experiencing three-fold rises for McGraw and McBride the day after the BBC2 show, praises the CMA for organising a professional campaign around the event.

Motorists driving along Putney Bridge, the Cromwell Road and Vauxhall Bridge in London are to be offered a free cassette featuring a sample of songs by EMI Records artist Emma Shapplin. In a novel four-week initiative, which kicked off last week, motorists are being handed the cassettes at traffic jam hot spots between 4pm-8pm in a bid to calm the stresses of London's commuters, as well as to promote the artist. It has been put together by media company Roadbeck as part of the promotion supporting the release of Shapplin's forthcoming album *Carmine Meo*, which is released on October 25. EMI's Christmas product manager Helen Mitchner says a selection of audience has been made by location, day, time, sex, age and vehicle. "Emma sings in 24th Century Italian. It's very soothing music I've read in the papers about there being too much traffic on our road. I thought that's our perfect market," she says.



MTV and Boxman strike promo deal

MTV and Swedish online music retailer Boxman are gaining access to each other's viewers and website visitors after linking in a pan-European cross-promotion deal. The deal allows visitors to MTV's websites in Europe to purchase CDs, DVDs and games from Boxman's 500,000 title catalogue. Similarly, anyone accessing Boxman's eight websites, including sites in England and Germany, will be able to transfer easily to MTV sites in their local language. It is envisaged that further on-line and on-air promotions will be developed to increase customer loyalty. One possibility may allow visitors to purchase records simultaneously and help judge the MTV Europe awards.

Marinella Solis, MTV senior vice president strategic development, says the agreement made sense because the music channel and online retailer are strong brands and will open a wealth of catalogue material to MTV's customers.

newsfile

MINISTRY TO STAGE AWARDS SHOW
Ministry Magazine is staging its first awards event on November 4. The ceremony, which will be held at a secret London location, will poll voters from readers, users of the magazine's website and the Ministry of Sound database. It is being sponsored by companies and brands including Galaxy Radio, Drum Rhythm and MTV.

JUGES JULES TAKES TO THE ROAD
 Radio One DJ Jules Jules is embarking on a tour of four UK universities in October to give student clubbers the opportunity to participate in his dance music show. The short tour starts on October 1 at Sunderland University and also takes in Coventry, Portsmouth and University College Northampton over the next three Friday nights.

LATER BACK FOR NEW TV RUN
 Later With Jools Holland returns for a new eight-part series on October 16. Among the acts set to appear during the run are James, Bryan Ferry, The Charlatans, Shelby Lynne, Travis, Elastica and Garbage.

NEW HQ FOR MUSIC HOUSE
 The Music House Group, the umbrella group which includes promotions companies Size Nine and Safe & Sound has moved to new premises. Its new address is Roberts House, PO Box 5200, 103 Hammersmith Road, London W14 0YR; tel: 0207 348 5800

BROWN TOUNS THE UK IN A DAY
 Former Stone Roses vocalist Ian Brown is performing in five cities in three countries — England, Scotland and Wales — on the same day to promote the October 25 release of his new single *Love Like A Fountain*. Brown plans to play at 3pm at Edinburgh's The Liquid Rooms on October 6 followed in quick succession by appearances at Newport's T.J's, Cheltenham's The Attic, Stoke-on-Trent's Riddles Bar and Manchester's Roadhouse at midnight.

NE'S UNDSIGED GET SHOWCASE
 Underneath Shining, a new showcase for six unsigned local bands, is to be held on October 6. The event, which will take place at the Ropery, is being promoted by Generator and 103.4 Sun FM.

TWAIN CLIMBS UP MORE AWARDS
 Shania Twain's Come On Over was certified four-times platinum by the BPI last week as The Beatles' Yellow Submarine Soundtrack received a gold award. There was also a gold award for Nick Drake's Way To Blue: An Introduction To.

HOW TV SHOWS' RATINGS COMPARE
 Programme (thousands) % change on 1998

Top Of The Pops	4,403	n/a
Top Of The Pops II	3,248	n/a
TF1	1,969	+3.0
CRUISE*	1,758	+51.5
Pepsi Chart Show	1,109	+2.0
Pop Zone	1,104	n/a
The O Zone	892	n/a
Planet Pop	823	n/a
Video	628	-11.6
Latent	161	+7.3

* combined weekly figures
 Source: Mediacom TMB/Bi/RS/via Sept 13

Sheffield centre approaches industry after sluggish start

by Robert Ashton

The National Centre for Popular Music (NCPM) is standing out a plea for record companies to become more involved in its operation. The call comes as part of a new strategic rebranding exercise to attract more funding and visitors.

The Sheffield-based centre has drawn up the new plans after restructuring its management team and approaching four funding bodies for a subsidy after attracting only half its target number of visitors.

The centre, which opened in March, has only managed to attract 104,000 visitors instead of the target 200,000 for the half year. Last month it made eight redundancies, including creative director Tim Strickland, and appointed former Madame Tussauds marketing manager Martin King as chief executive to push through the new plans.

Yvonne O'Donovan, one of the nine trustees of the NCPM board,



NCPM: week start

admits the centre has been distracted. "It's easy to take your eye off the ball," she says. "We've been more focused on the big shiny building than what goes on inside."

The new plan involves asking the four original backers of the project — the Arts Council, English Partnership, Sheffield City Council and European Regional Development — to provide a subsidy and invite the music industry to take

PLANS TO INVOLVE MUSIC INDUSTRY

- Product launches
- Independent music retailer inside centre
- Links with artists playing at Don Valley and Sheffield Arena
- Sub committee of record label executives
- Inauguration of bands
- Encourage music personalities to become patrons

more of an active part in the running of the centre. The emphasis will also shift towards more live events and working with musicians.

O'Donovan adds a series of initiatives to attract record labels and their key personnel will include product launches at the centre, links to concerts taking place in the city, development of the website for virtual visitors and establishing a

chart shop in the retail section. It also involves forming a music industry sub committee made up of leading executives to advise the trustees, instigate a patrons system for personalities to support the centre and create a Rock 'N' Roll Hall Of Fame-style investors.

"We've found that you can't go to the music industry without offering them something in return," she says.

Outgoing creative director Strickland adds that the real lack of record industry support has come down to a combination of the NCPM being "unfocussed" about approaching the record labels and the music industry's "conservatism and scepticism" of something new.

"We've had some support, but we are up and running now and it's time to bring in the razzamazz. The music industry can now see something tangible," he says.

AUGUST'S TOP TV ADVERTISERS

by ROBERT ASHTON

Only one major has managed to sustain the same level of TV ad spend this year as last, causing the sector to slump 38% for the eight months to the end of August.

According to Martin Cowie, director of advertising agency Mediacom TMB, the enlarged Universal (whose media buying is handled by Mediacom) is the only record group to have spent marginally more in the period than in 1998. With other labels cutting their TV ad spend by between 15%-50%, the total for the eight months is only £13.32m compared with £21.3m in 1998.

"Universal is aggressively marketing on TV because it has had great success in the artists charts this year with Abba, Texas and had three records in the top five of the compilation chart last week," he says. "That aggressive marketing could be the reason why it is being successful while others have not spent."

The total TV spend in August was down 41% from £2.7m in 1998 to £1.6m this year. The number of albums advertised was also down 20% from 80 last year to just 59 this year. And only one artist album, Andrea Bocelli's *Sogno*, managed to break into the Top 10 league of TV spenders.

"It is the time of year when big artist albums aren't really released, but there is still an absence of any big acts," adds Cowie.

The biggest spender in the period was Virgin/EMI, which splashed out £240,000 in the August period on The Best Ibiza Anthems...Ever! mostly during breaks for CD-UK, Holyoaks, Big Breakfast, Family Affairs and the Pepsi Chart Show. That was a long way short of the £370,000 spent by Virgin/EMI/Universal TV on the biggest spending album of August 1998

TOP 10 TV-ADVERTISED ALBUMS DURING AUGUST

NUMBER	ARTIST	SPEND IN AUGUST 1999	1999 SPEND TO DATE	DATE OF FIRST AD	DATE OF LAST AD
1	Various: Ibiza Anthems...Ever!	£240,000	£1,020,000	August 9	September 9
2	Various: Club Mix 99	£180,000	£180,000	August 9	August 9
3	Various: New Woman	£128,000	£128,000	August 9	August 9
4	Various: Summer Dance Anthems	£100,000	£100,000	August 11	August 11
5	Various: Ibiza Annual 99	£95,000	£95,000	August 16	August 16
6	Various: Club Anthems 99	£95,000	£95,000	August 23	August 23
7	Bocelli: Sogno	£80,000	£80,000	August 16	August 16
8	Various: National Anthems 99	£80,000	£330,000	May 17	August 16
9	Various: Guide To...Trance	£75,000	£75,000	August 2	August 2
10	Various: Sisters Of Swing	£75,000	£75,000	July 5	July 5

Source: Mediacom TMB. Figures based on estimated average spend price

— Now 40.

The second biggest spender was Universal TV, which spent a total of £180,000 on Club Mix 99 in the month, followed by Virgin/EMI's New Woman (£128,000), Telfair TV's Summer Dance Anthems (£100,000) and Ministry Of Sound's Ibiza Annual '99 (£95,000).

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chartfile

● Tina Turner's When The Heartache Is Over becomes the second single within the space of just three weeks to become an instant Top 10 smash in *fonos's* usually slow-moving survey of the 20 biggest UK-sourced singles on European radio. The UK-geared artist arrives at 10 with When The Heartache Is Over. She is joined by another Parlophone act, Pet Shop Boys, who leap 14-5 with New York City Boy.

● Texans are continuing to reach previously unexplored sales peaks in Europe, as Summer Son heads the same *fonos* top three for a fifth consecutive week and lands its seventh week overall at the top of the chart. On the German sales chart the track — the band's first Top 10 hit there — moved 4-3 last week, while other high-placers include 12-9 in Austria and 9-5 in Switzerland. It is one of three Universal tracks on the *fonos* airplay chart, which also contains five hits apiece from EMI and the indie sector, three from BMG, two from Warner and one each from Sony and Virgin.

● It is not quite all together now, but The Beatles' Yellow Submarine Soundtrack continues to make its mark in a number of key territories globally. The newly-packaged album last week debuted at 17 in Austria, 11 in Germany and 10 in Canada, while this week it moves 30-15 in the UK, 45-13 in Japan. In Japan it progressed 10-5 on the combined chart last week, making it the second highest peak this year by a UK album. The biographical's Synkronized, which reached number two, and the album's chart climb also means the Beatles last week took their place at number one on Japan's Internationality chart.

● Sweater In Again has disappeared, but the arrival of I Let You Go has ensured a continued presence for RCA's Westlife in Australia's Top 20 singles. The track arrived at number 13 last week, just one place short of Sweater In Again's Aussie peak. Other UK-signed highlights on the chart include Ronan Keating's When You Say Nothing At All holding at four and Five's If We Gettin' Down sliding 3-5. Meanwhile, Westlife claim their first number one single in a key European territory with I Let You Go replacing Christina Aguilera's Genie In A Bottle at one in Norway.

● Norway's welcome support for Nineties UK acts continues in some style this week with Leftfield's Rhythm And Stealth becoming the album chart's highest new entry. It is the self-titled Supersg album debuting at four. The Norwegians are fully behind one of the UK's most established artists with Tom Jones' Cardigans collaboration at five, while single Burning Down The House moves 3-2 in Sweden.

● Veteran UK metal act Saxon, who hit the Top 10 back home in the Eighties, now have a German hit in their hands after last week debuting at number 40 with Metalhead. The album has been released by German record company SPV, which specialises in giving an outlet for long-established rock acts.

Bush are providing some crumbs of comfort in lean times for UK music in the US as present with their forthcoming UK single, The Chemicals Between Us, last week climbing to number two on *Gavin's* alternative airplay countdown and swiftly moving up the Top 10 of both *Billboard's* modern rock and mainstream rock radio charts. Produced by Clive Langer and Alan Winstanley, the track is currently just one of two hits by UK acts in the Top 100, with its success there following a selection number of low-key live performances in the US this summer. The single is released by Trauma/Polygram in the UK on October 25, with the US-signed band's follow-up to 1994's Razorblade Sumner — one of only 12 albums by a UK act to debut at number one Stateside — out on November 15. The album, The Science Of Things, will be supported by a UK tour starting two days after its release at Cambridge's Corn Exchange.



Big G upbeat about global prospects for its UK roster

by Paul Williams

UK talent contributed to a notably upbeat mood at BMG International's managing directors' conference in Montreal, with the return of Eurythmics plus new albums from acts such as Five, Westlife and Death In Vegas.

Both Five and Eurythmics were targeted at the September 26-29 event as special priority artists for the next three months and beyond for the company, with hopes also resting high on non-UK repertoire, such as Christina Aguilera's debut album, a new Foo Fighters set and continuing promotion on the current Whitney Houston and TLC sets.

With sales of the current Five album now close to 4m globally, RCA UK general manager Keith Bachhurst told the conference the



Five musical development group were destined for bigger things with the follow-up. Inevitable, released around November 15. "It's going to take Five upwards and onwards. The music is certainly a development for the band," he said. The new album will be preceded by the release of single Keep On Movin' and supported by European promotion during the last three months of the year, with BMG focusing on high-profile TV programmes.

Alongside the Five album, BMG UK chairman and central Europe executive VP Richard Griffiths is particularly thrilled about the return of Eurythmics, whose first worldwide tour in more than a decade began in Germany on September 18 with the album Peace following around October 18. "To have Eurythmics back is the cream on the cake and it's setting up to be a huge record everywhere in the world," he says.

Another RCA UK act, Westlife, were highlighted at the conference among the autumn priorities across Europe, where the band's second single, If I Let You Go, has become a Top 20 hit in around half-a-dozen key territories so far. Their self-titled first album is released at the beginning of November across the region, while BMG will be looking to launch

them next year in the US, where Anista president Clive Davis has been working on the project.

The US strategy for Another Level, meanwhile, is based around the release of a self-titled album featuring material drawn from their first two UK albums. At this stage Griffiths admits BMG has not been as successful with the North-westside act as hoped, though he notes they have just had their first singles success in Germany with the Nottingham track, From The Heart.

There are also big hopes for Death In Vegas, whose album The Contino Sessions entered the UK Top 20 three weeks ago, to be followed by its first single, Aisha, in November. "Death In Vegas are the act that are really going to surprise everyone," says Griffiths.

UK TOP 20 AIRPLAY HITS IN EUROPE

UK AIR	TOP AIRPLAY (UK company)
1	Summer Son Texas (Polygram)
2	When You Say Nothing At All Ronan Keating (Polygram)
3	Stig It Back Meksiko (Epic)
4	I Saved The World Today Jaye Thomas (J&R)
5	Anti The A Lot Of Love Simply Deep (East West)
6	Burning Down The House Tom Jones & The Cardigans (J&R)
7	Mr Chico Latino Greg Halliwell (EMI)
8	If I Let You Go Westlife (RCA)
9	New York City Boy Pet Shop Boys (Parlophone)
10	When The Heartache Is Over The Turner (Parlophone)
11	Feel Good Phats & Small (Mushroom)
12	Turn Around Phats & Small (Mushroom)
13	The Fattons Everything But The Girl (Virgin)
14	(Macho) Mentesi Saver Stone (Mercury)
15	Moving Supergrass (Polygram)
16	Wherena Gonna Go Emanuel 12 (Arista/EMI)
17	All Of Nothing Else But The Girl (Virgin)
18	Heartbeat Head James Blunt (Sony)
19	If We Gettin' Down Five (RCA)
20	Rendezvous Basement Jaxx (UK Recordings)

Chart shows the Top 20 most played UK singles based on *fonos's* survey of 100 stations. For more details see *fonos* website. For advertising rates contact *fonos* at 01753 800 800.

GAVIN US URBAN TOP 20

UK AIR	TOP AIRPLAY (UK company)
1	We Can't Be Friends Deborah Cox (Arista)
2	Spandau Ballet With You Eric Burdon (Mercury/BMG)
3	Back That Azz Up Jewel (Universal)
4	2 Meeting In My Bedroom Slim (Arista)
5	Wanted Thing Q-Tip (Vanguard)
6	So Anxious Shwayze (Epic)
7	Get The Hell On (Dat Good) Insane (Troops)
8	Unpretty TLC (LaFace/Arista)
9	Hour/Minute Mariah Carey (Columbia)
10	Back At One Brian McKnight (A&M)
11	Bogaloo Bessie's Child (Columbia)
12	My Love's Not Love Whitney Houston (Arista)
13	Bling Bling DJ Jazzy Jeff (Jive)
14	Go On Move (Arista)
15	I Know What's Up Donell Jones (LaFace/Arista)
16	All That I Can Say Mary J Blige (J&R)
17	Back Back Friends Jay-Z (Roc-A-Fella)
18	For Real Maxwell (Columbia)
19	Beary De Mite (Mercury)
20	All My Girl My Girl My Girl (East West)

Chart shows the Top 20 most played US hit US urban radio for *GAVIN* September 23, 2004. Source: *GAVIN* website.

TOP UK AND UK-SIGNED SALES CHART PERFORMERS ABROAD

Country	Title/Artist (UK company)	Peak	UK AIR
AUSTRALIA	single When You Say Nothing At All Ronan Keating (Polygram)	4	4
CANADA	single Celine Dion - I'm Alive (Arista)	7	7
FRANCE	single Turn Around Phats & Small (Mushroom)	31	29
GERMANY	single Summer Son Texas (Polygram)	3	4
ITALY	single Mr Chico Latino Greg Halliwell (EMI)	8	9
NETHERLANDS	single When You Say Nothing At All Ronan Keating (Polygram)	8	4
SPAIN	single Five - Feel Good Phats & Small (Mushroom)	13	13
UK AIR	single I Let You Go Westlife (RCA)	13	13
US AIR	single All My Girl My Girl My Girl (East West)	22	22
US AIR	album Summer Son Texas (Polygram)	25	15

© Sources: ARI, SoundScan, Nielsen SoundScan, Nielsen SoundScan, Nielsen SoundScan, Nielsen SoundScan.

AMERICAN CHARTWATCH

by ALAN JONES

The albums which have topped the US chart in the last three weeks could hardly be more diverse — in turn, Dixie Chicks was replaced last week by the hip-hop of Eve who, in turn, is dethroned this week by industrial rockers Nine Inch Nails. Their album The Fragile debuts in pole position after selling nearly 225,000 copies last week — not bad for a double disc which by American standards is expensive with a \$25 price tag. The Fragile is their first number one album, but Nine Inch Nails — essentially Trent Reznor — came close in 1994 when The Downward Spiral debuted at number two, though that album's opening sales tally was a comparatively paltry 119,000.

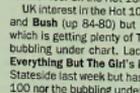
Thirty years to the week after they finished their final recordings sessions for *weird* to become Abbey Road (Let It Be was recorded earlier but released later), The Beatles are the only UK act in the Top 100 of all albums chart. Yellow Submarine Soundtrack slips 15-26, with another 50,000 sales, while Fatboy Slim's You've Come A Long Way, Baby slithers 91-113. With 18 new entries crowding into the chart — the highest, apart from Nine Inch Nails are Barbra Streisand at six, Brian McKnight at seven, Tori Amos at 12 and Adam Sandler at 16 — many of the Brit pack are tiring badly and

dropping rapidly. Only Phil Collins' Hits (up 159-158) escapes without a drop of at least 20 places, with Charlotte Church sliding 120-140, The Chemical Brothers fading 134-155, Sarah Brightman double-dipping 141-171 (Andrew Lloyd Webber Collection) and 151-178 (Eden) and Eric Clapton getting the blues with a 158-185 decline.

There is some good news, however, with the bizarrely titled Cobain & Phases Play Voltage in The Milky Way by Anglo-French act Stanslane (pictured) selling more than 7,000 copies, enough to earn it a number 154 debut.

On the Hot 100 singles chart, Mariah Carey's Heartbreaker explodes 1-61, earning her the 14th number one of her career with the first single from her forthcoming Rainbow album. The single also jumps 72-2 on the sales chart, while Lou Bega's Mambo No. 5 remains top of the airplay chart and holds at number four on the Hot 100.

UK interest in the Hot 100 is again restricted to Phil Collins (down 62-72) as Bush (up 84-80) and there's still hope for Robbie Williams' Angels, which is getting plenty of Top 40 and CHR plays, and moves 21-15 on the bubbling under chart. Lack of airplay, however, is the main problem for Everything But The Girl's Five Fatmonds, which was the 72nd biggest seller Stateside last week but has so little airplay it is neither in the composite Hot 100 nor the bubbling under chart.





The Lightning Seeds' Ian Broudie is moving the band into the dance arena with their forthcoming album *Tilt* (released on November 22). *Mixing* is understood to have finished at Eden Studios on Thursday following a stint at Olympic, while recording took place over the past year at the Barge at Eel Pie. The album's first single — their first in two-and-a-half years — is an excellent Standish-influenced track entitled *Life's Too Short*, released on November 8. A source says: "The album marks a shift towards beats and loops and a nod to Philly soul and West Coast R&B." Collaborations on *Tilt* include Babybird's Stephen Jones, Terry Hall, Tim Simenon, Mike Pickering and Fixed Star's Mark Cullen.

Jive looks to guitar acts as it takes on Wibberley

Former Stereophonics A&R manager Dave Wibberley has been brought in by Zomba to add guitar-based acts to its roster of pop, dance, R&B and hip-hop.

"Wibberley, who has 'come to an agreement' with V2 after suddenly leaving as head of A&R in July, signed the deal with Zomba last week which will also allow him to develop pop acts on Jive, home to Steps, Backstreet Boys and Britney Spears.

Wibberley, who looked after Stereophonics, Billy Crawford and Ben Christophers at V2 — and previously signed Skunk Anansie and Baby Bird while at Chrysalis Music — says, "The great thing here is that no one's going to try to out-cool me, because if they can live with Steps, they can live with any pop thing. I'm going to enjoy what I do, signing outstanding singers and songwriters."

Wibberley reports directly to Jive managing director Steve Jenkins, who says, "Dave has a great talent for finding superb artists."

V2's Abbott makes move to head US A&R operation

V2 head of international artist development Steven "Abbo" Abbott has been appointed head of A&R at V2 North America, in a move that also involves him selling his remaining shares in the Big Cat label to the Richard Branson-owned company.

Abbott intends to relocate to New York, subject to visa agreements, while roles are being sought for Big Cat's five staff and artists — including Nicola Quater, Addict, One Minute Silence and Mary Coughlan — within V2.

Abbott says it was always his intention eventually to sell when he joined V2 in 1995.

"Big Cat was one of the first deals V2 concluded three years ago and it's a testimony to the deal's success that the company has now exercised its option to fully acquire the label," he adds.

Westlife's Walsh lands publishing A&R role

Universal Music Publishing last week signed Louis Walsh, the creative co-manager behind Boyzone and Westlife, to an A&R management role.

Walsh, who was heavily involved in putting both acts together and has subsequently played a key role in their choice of recordings, was attracted to Universal by new deputy managing director Mike McCormack.

"Louis is the best A&R guy working independently from the corporate set-up, and a total song man," says McCormack. "He often sits up making tapes of great, obscure records that should be covered and sending them to me and I just want to do business with him at a tangible level."

Walsh downplays his role, claiming to be "just an Irish scout", but he has already attracted writers including Jimmy McCarthy and Keith Malloy. It is understood that the deal could eventually lead to a joint publishing venture.

Walsh, who claims never to have been offered an A&R role before, says: "There is endless talent here. And I'm always getting sent songs for Boyzone and Westlife. We'll do some kind of co-deal, but I just want to be a manager really. Nobody's offered me anything like this before — I thought Mike was joking when he phoned — but I like him and trust him and said: yes, yes, yes."

Walsh has known McCormack since he signed The Carter Twins to him when the latter was at RCA. Universal Music managing director Paul Connolly adds, "Louis is one of the best song men in Europe. We're really excited about this deal."

Walsh last week signed 16-year-old R&B Samantha Mumba to Warner Chappell Music on the basis of a pre-arranged deal.

Universal Music's move is the latest in a



Westlife: developed by Walsh

string of recent deals. Connolly last week extended his deal with Norman Cook (Fatboy Slim) to include further albums, while McCormack has picked up Ann Lee's 2 Times (released today) after signing Eiffel 65 a fortnight ago.

Meanwhile, Westlife's eponymous debut album — released November 1, a fortnight after the Flying Without Wings single, which is tipped to be their third number one — was out last week. It features 16 tracks — produced by Chairton, Pete Waterman and Steve Mac — including two surprise covers. They have recorded Extreme's long-running 1991 number two hit *More Than Words*, as well as the Terry Jacks 1974 number one, *Seasons In The Sun*, with Waterman.

● The Storm consortium — whose backers include Walsh, Emap, VZ's The Edge, club owner John Reynolds, designer John Rocha and *The Examiner* newspaper — last week made an oral presentation to the IRTC, Ireland's radio licensing authority, in its bid for a Dublin youth-based dance/pop radio licence. A decision is expected later this month.

news file

FASADA BRINGS ARCHIVE TO IE MUSIC

Phil Fasada, manager of Independent act Archive, has joined IE Music's Tim Clarke and David Entovoss — whose management clients include Robbie Williams and Bryan Ferry — taking the band with him. Archive, whose critically acclaimed album *Take My Head* was released last month, are concentrating on France — where it has already sold more than 30,000 copies — before focusing on the UK early next year.

DECONSTRUCTION SINGS INKS GOLDSTAR DEAL

Deconstruction Songs Inks week signed Goldstar — the act put together by former The Grid member Richard Norris — for publishing worldwide. Goldstar are described as an electronic mix of Chemical Brothers, Add N To (X), Underworld and Primal Scream. Other members include programmer Richard Norris (Craig Armstrong, Bryan Ferry) and Justin Anderson (former member of Freely Realistic and Add N To (X)).

ROBINSON DEPARTS EMI A&R POST

EMI A&R manager Nick Robinson left last week after almost four years at the label. He most recently worked on the forthcoming Diana Ross remixes, *Acid House OST* and developing Adam F. Robinson is understood to be searching for an A&R role within a smaller company.

POMONA SOUNDS LAUNCHES NEW LABEL

Regional and student press specialists Pomona Sounds has formed a record label specialising in one-album deals. Its first release, The Rosenbergs' *Americop*, is released on October 18. Label owner Mark Hodgkinson says, "Over the years I've sent on demos and not seen anything happen, so we formed the label." Other acts intended for release, via Weather Box and Vitae, include Black September and Mudsipper.

SASSE JOINS ROBSON AT NEW EAST WEST LABEL

Former Chrysalis Music publisher Steve Sasse, who signed Propellerheads and Leftfield, was confirmed as A&R manager at former Innocent head of A&R Cheryl Robson's East West imprint as it started up last week. Robson, who has also appointed James Smith as her PA from Tom Watkins' Massive Management, is tipped to make her first key pop and dance signings by Christmas. Warner chairman Nick Phillips says, "Cheryl is a real player. People will come to her with hits."

NIK MOORE

Last Chrysalis's In The City quote by Barfly promoter Nik Moore inaccurately levelled his statement — challenging a website to name A&R people interested in The Vegas Tones' phone number — at Peoplesound.com when, in fact, he was challenging the Vitamin website.

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Development is key for Warner

Nick Phillips says his reorganisation of the company will lead to more hits for new and established artists. By Stephen Jones

Nick Phillips doesn't like to make much noise about his dealings. But he has spent his first eight months as chairman of Warner Music UK quietly reorganising his team and encouraging a different way of thinking at the group.

In contrast to the hands-on style of predecessor Rob Dickinson, Phillips admits he has applied a very different approach to running the company.

"We have very, very good people here. They are going to go on doing their thing well," he says, highlighting the contributions made by people such as WEA managing director Moira Bellas, Blanco Y Negro boss Geoff Travis and Eternat's Steve Allen. "There's being hands-on and dictating, but I wanted to hand power back to the labels, so they can make their own decisions. If you interfere too much you might as well do the job yourself."

It is an approach confirmed by WEA marketing director Tony McGuinness. "Rob [Dickinson] was a hands-on chairman who was actively involved in a number of projects.

We're now enjoying a different kind of management," he says, adding that Phillips is "happy to let us get on with what we do". By the time Phillips arrived at Warner, the group was well underway with campaigns for Cher, Madonna and The Corrs and confidently setting up acts such as REM and Catalonia. But as his team celebrates a UK number one with Eiffel 65, Phillips is clear about what the company really needs now.

"We need hits. We need to develop. And [we need] acts that can sell abroad," he says. Prior to Phillips' arrival at the group, Warner had merged the club promoters' operations of its WEA and East West labels under Jean Branch. Since his arrival, Phillips has similarly



Cher: after her spectacular re-emergence, a best of is due shortly

centralised the companies' international departments under Hassan Choudhury.

"It's a much more powerful set-up. By having one [centralised department], there's a lot more depth and knowledge," he says.

New recruits since Phillips took over the reins include Lighthouse Family's Stevenage Mike Peden, who joined WEA's A&R department (developing All Blue, Breze and Angel Lee), and former Epic product manager Paul McGhie, who is now marketing manager for US labels and Blanco Y Negro. But there have been departures too, including finance director Roger Brighton, Mickey D - the A&R man who signed Shola Ama and Mark Morrison - and that of the East West promotions team, who leave at the end of the month.

While the WEA team has been largely left to Bellas, East West is a different story. Eight months after Phillips' arrival the company remains without a marketing director,

complete A&R team, general manager or director of press. "There will be a managing director by the end of the year, when I want it fully operational and in shape," says Phillips.

One of Phillips' key appointments has been that of former Innocent head of A&R Cheryl Robson, who has been given her own unnamed East West imprint. Phillips also confirms that Damian Christian and five other former members of Universal-Island's promotions team will be joining East West.

One of the group's most exciting forthcoming releases is Shola Ama's second album, *In Return*. "Shola's debut album was just short of platinum and this will take her to the top," says McGuinness. Other key four-track releases include: best of sets from Eric Clapton, Vanellis and Cher; new sets from UK signings including Chris Rea, William Orbit and Simply Red; an unguessed album from Alanis Morissette; plus other international releases from Kid Rock

SINGLES CHART SCORES

	No 1s	Top 10s	Top 20s	Top 40s	Total
WEA	0	7	3	13	23
East West	1	5	2	4	13

Figures cover 1999 releases' highest chart positions in the 35 weeks up to 28/8/99, and therefore miss Eternat's recent number one with Eiffel 65. Warner's market share for the first half year was 8.7% making the fifth biggest corporate group. WEA, the eighth biggest company, contributed 5.1% to this with East West contributing 3.6%. Source: MW

ALBUMS CHART SCORES

	No 1s	Top 10s	Top 20s	Top 40s	Total
WEA	1 (0)	1 (1)	1 (1)	4 (7)	2 (2)
East West	1	0	0	2	4

Figures cover 1999 releases' highest chart positions in the 35 weeks up to 28/8/99 (brackets denote compilation chart hits) and therefore misses Big Hits 99's number one. Warner's market share for the half year was 12.7% making it the third biggest corporate group. WEA contributed 6.0% to this, while East West contributed 5.1%. Source: MW

and the reunited Crosby, Stills, Nash & Young. Meanwhile, there are new records in the pipeline for next year from acts including Kork, Straw, Madonna, Morcheeba and The Corrs, as well as Enya, Glammie K, Cleopatra and Mark Morrison. As Phillips' completes his reorganisation, it seems clear that they will be joined by plenty of new faces on the labels' rosters next year to create an invigorated Warner lineup.

Simply Red



KID ROCK: Cowboy - Atlantic (October 11). In the US, Kid Rock has so far sold more than 4 million copies of his album *Deft*. Without A Cause and is tipped as one to watch in the UK. His hip-hop/rock/sleazy single is currently on Radio One's B list.

LIPS MURIEL: Amara Is The Place (Loving You Is A Pleasure) - WEA International (October 13). Prospects look hot for this 12th studio album from the Mexican singer/songwriter, who has sold more than 35m albums worldwide.

SIMON COBES: All Of Who You Are - WEA Germany (October 18). Distinctive pop with a strong synthesised bass/trace/ambient flavour from the son of Phil.

ERIC CLAPTON: Clapton/Crabs - The Best Of Eric Clapton - Reprise (October 18). Includes Wonderful Tonight and unplugged versions of Layla and Running On Faith. The track Blue Eyes Blue from the forthcoming feature film *Runaway Bride* is released on October 25 and TV advertising will support the album up to Christmas.

BRANDY: I Don't Know Me - Atlantic (October 25). Fifth single to be taken from her best-selling album *Brave*. Features a remix by man-of-the-moment Rodney Jerkins.

CROSBY STILLS NASH & YOUNG: Looking Forward - Reprise (October 25). Twelve new tracks from the legendary Stills-formed band who have reformed after 10 years apart. A world tour is scheduled to kick off next Spring.

VANGELIS: Reprise 1990-1999 - East West (October 25). Fans of the electronic instrumentalist will welcome this compilation which includes the *Bladerunner* and *Conquest Of Paradise* soundtracks.

THE FLAMING LIPS: Wakin For Superman - Warner Bros (October 25). Taken from their critically acclaimed album *The Soft Bulletin* and the follow-up to their Top 40 single *Race For The Prize*. A UK tour kicks off in November back end of a press campaign.

CHER: Dove's Arms - WEA (October 25). Taken from the hit *Believe* album and remixed by Emilio Estefan Jr (son of Gloria), Todd Terry, Ray Coo and Tony Moran. Cher's pre-Christmas comeback is assured with a Greatest Hits, jointly released with Universal on November 8.

CATALONIA: Karaoke Queen - Blanco Y Negro (November 1). This single will provide another shot in the arm for the best-selling album, *Equally Cursed And Blessed*, and a UK arena tour rolling out in December will ensure they finish the year on a high.

SIMPLY RED: Love And The Russian Winter - East West (November 1). Follow up to last year's number one album *Big*, which will be preceded by a single, *Ain't That A*

Lot Of Love, on October 18. The single is currently climbing the airplay chart.

VARIOUS ARTISTS: Powers II OST - Maverick (November 1). Features tracks from The Guess Who, The Monkees, Steppenwolf, The Zombies, Marvin Gaye and Protophages. Strong in-store support will ensure sales meet expectations.

RED HOT CHILI PEPPERS: Overdrive - Warner Bros (November 8). Their hit album *Californication* looks set to sustain solid sales right up until Christmas with the help of this second single. A Wembley Arena date on November 6 will provide a springboard for sales.

CHER: Re-Read To Hell II - East West (November 8). A single, *New Times Square* (November 1), will kickstart interest in the album, which will benefit from an extensive TV and retail campaign.

SHOLA AMA: In Return - WEA/Fruitstrut (November 8). Ama evinces her style on this R&B flavoured follow up to 1997's best-selling album *Much Love*. A single, *Still Believe*, is released on November 1 while a multi-faceted marketing campaign will push the album up to Christmas.

ALANIS MORISSETTE: Unplugged - Maverick (November 15). Recorded live in September, this acoustic set will be aired on MTV in November. A single will be released prior to the album and marketing will be pressed.

GLAMMA KID: Why (single) - WEA (November 15). A reworking of Carly Simon's 1982 hit and follow up to his top 10 hit *Tattoo*, which featured Shola Ama. This will stoke anticipation for his debut album in 2000.

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Shola Ama

SASCHA: If You Believe (single) - WEA Germany (November 15). The Dortmund-based singer is currently one of Germany's hottest acts and retailers are already reportedly receiving pre-release enquiries for this single.

VARIOUS FRIENDS II - Reprise (November 15). Includes tracks from The Pretenders, Robbie Williams, Semsionic, Smash Mouth and Lisa Loeb. Gross promotions with the videos will drive seasonal sales.

BARRATT WAUGH: Barratt Waugh - Warner Classics (November 15). Classical crossover potential looks promising for the 20-year-old vocalist who has a single, *Luce*, released on November 1. A press campaign will support.

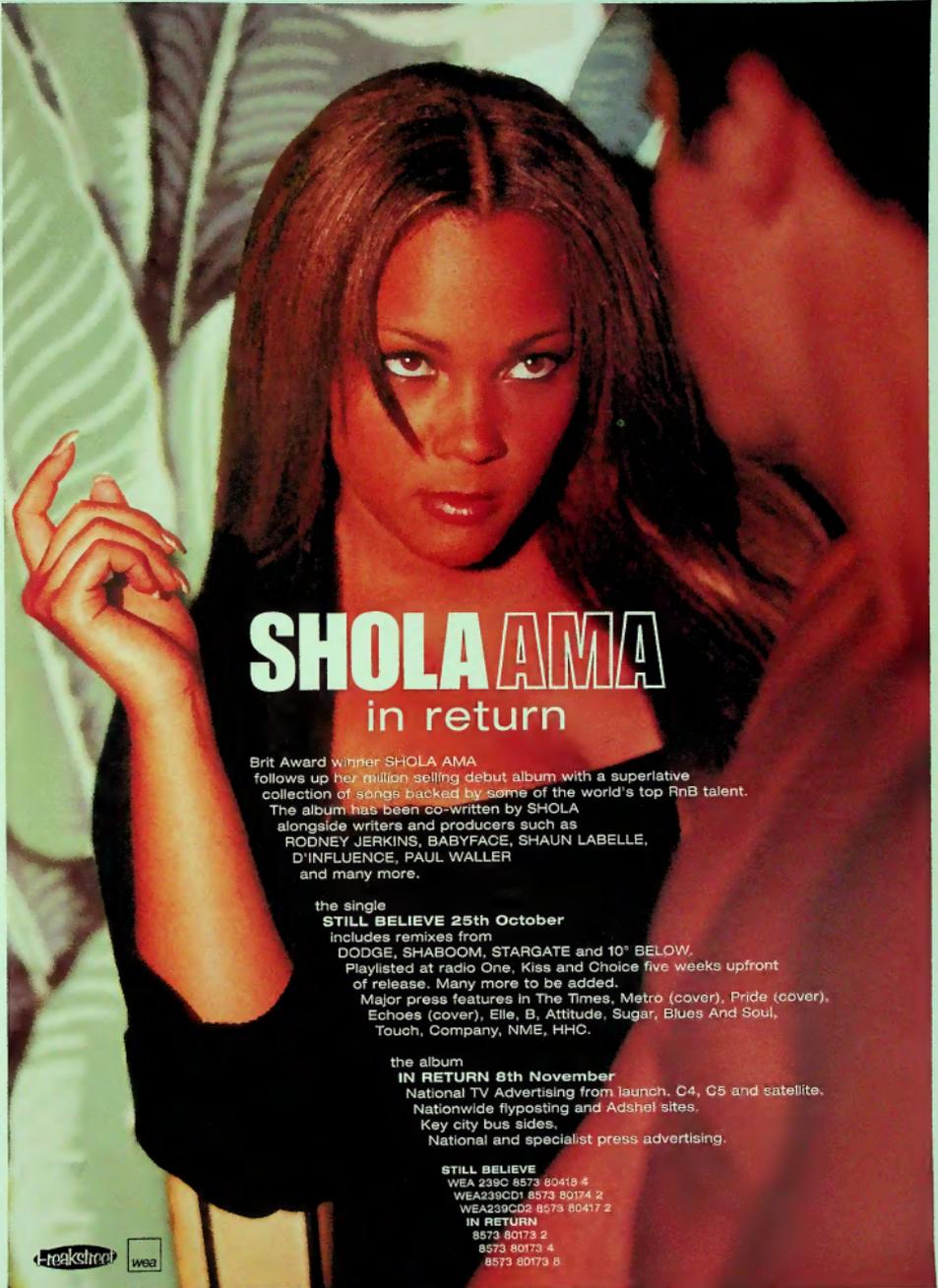
ADAM SANDLER: Sins And Judy's Kid - Warner Bros (November 22). Features 11 comedy sketches and six new songs from the star of hit movies *The Wedding Singer* and *Big Daddy*.

WILLIAM ORBIT: Barber's Adagio For Strings (single) - WEA (November 22). An ambient reworking of the classical piece taken from his forthcoming album *Pieces In A Modern Style*.

LUC' MIM: Lil' Kim - Atlantic (December 6). Recent tabloid exposure for hip-hop's raunchiest star should increase sales prospects for this album, which is released through her own Queen Bee label.



Kid Rock



SHOLA AMA

in return

Brit Award winner SHOLA AMA follows up her million selling debut album with a superlative collection of songs backed by some of the world's top RnB talent. The album has been co-written by SHOLA alongside writers and producers such as RODNEY JERKINS, BABYFACE, SHAUN LABELLE, D'INFLUENCE, PAUL WALLER and many more.

the single

STILL BELIEVE 25th October

includes remixes from

DODGE, SHABOOM, STARGATE and 10° BELOW.

Playlisted at radio One, Kiss and Choice five weeks upfront of release. Many more to be added.

Major press features in The Times, Metro (cover), Pride (cover), Echoes (cover), Elle, B, Attitude, Sugar, Blues And Soul, Touch, Company, NME, HHC.

the album

IN RETURN 8th November

National TV Advertising from launch. C4, C5 and satellite.

Nationwide flyposting and Adshel sites.

Key city bus sides.

National and specialist press advertising.

STILL BELIEVE

WEA 239C 8573 80418 4

WEA239CD1 8573 80174 2

WEA239CD2 8573 80417 2

IN RETURN

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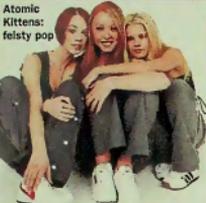
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peacock

wea

tell me just what you want in return...

Atomic
Kittens:
feltsy pop



DAVID BOWIE: HOURS - Virgin (October 4). Bowie's 23rd solo album, which was controversially made available to US consumers via the internet two weeks before its High Street release. Described as classic songwriting harking back to Hunky Dory era, it is preceded by the single Thursday's Child last month. The release is supported by TV appearances and a heavyweight outdoor campaign.

MELANIE C: NORTHERN STAR - Virgin (October 18). Debut solo album co-written by Sporey Spice with collaborations from names such as Marianne Wiggins (Madonna), Rick Rubin (Beastie Boys), William Orbit (Madonna) and Rick Nowels (Madonna, Coline Dion). It is preceded by the single Gain' Down, which yesterday (Sunday) lost set to secure a top three position. Her worldwide showcase tour culminates in a show at the London Astoria on November 1.

911: GREATEST HITS & A LITTLE BIT MORE - Virgin (October 25). Best of featuring their 10 Top 10 hits including the number one single A Little Bit More, More Than A Woman and five favourite Bodyshakin'. It will also feature two new tracks, including the forthcoming single Wonderland.

BRYAN FERRY: AS TIME GOES BY - Virgin (October 25). This collection of Thirties classics is supported by significant TV and radio advertising from release through to Christmas and will be followed by the release

of title track as a single on November 1. A UK and European tour is confirmed for December as well as an appearance at the Net Aid charity concert this weekend.

GENESIS: TURN IT ON AGAIN - Virgin (October 25). This, their first Genesis greatest hits package is a single album containing 20 songs and includes a new recording of Carpet Crawlers, which was recently released as a free internet download. A heavyweight TV, radio and outdoor campaign will support the release through to Christmas.

RAY ONE: I'M DOING FINE - Melanico (October 25). A Jo White single of the week, this is the second single from the Bristol act who are finalising their album, Ordinary Man. Their first low-key EP was released in July and they have now been confirmed as support on the Gomez tour starting on October 11, in Bristol.

ADIEHUS: A JOURNEY - THE BEST OF ADIEHUS - Virgin (November 1). This best of draws together tracks from the three Adiehus albums, which have combined sales of more than 2m worldwide. Featuring for the first time on one album is music from two popular TV acts for Delta Airlines and Cheltenham & Gloucester. It is supported by a significant TV and Classic FM campaign.

BELINDA CARLISLE: A PLACE ON EARTH - THE GREATEST HITS - Virgin (November 1). Best of from former Go-Go member including 18 Top 20 hits and three new songs. Preceded by new single All God's Children on October 25, the album will be supported by an extensive TV and radio ad campaign. Carlisle is also set to appear on the Christmas Arena Tour with Culture Club, Heaven 17 and Bananarama.

HADNES: WONDERFUL - Virgin (November 1). First new studio album in 14 years from the band's original seven members.

David Bowie: big campaign

The album's debut single Lovestruck was a Top 10 hit and remained in the Top 20 singles chart for four weeks after release. Its release will be supported by an appearance on Sky Sports at the Rugby World Cup warm-up match and a national UK tour in December. A Madness boxed set including all six albums re-mastered and enhanced CD video is also released on November 1.

EMBRACE: HODDICKINS - Hut (November 1). This was Clipped by Radio One five weeks ahead of release and is a Simon Mayo record of the week. The first single to be lifted from the forthcoming second album, which is expected to be released early next year, sees the band in a more eclectic mood. A second single is to be released in the next year.

DOMEL: WE HAVEN'T TURNED AROUND - Hut (November 8). Second single from the band's second album Liquid Skin, which debuted at number two following its release on September 23. Their Mercury-winning debut Bring It On has gone platinum.

CULTURE CLUB: DON'T MIND IF I DO - Virgin (November 15). The follow up album to last year's Greatest Moments,

which featured the top five single I Just Wanna Be Loved and subsequently sold 700,000 units internationally. It includes the single Your Kisses Are Charity and will be preceded by a second single on November 8.

TIN TIN OUT: 11 TO RY - Vc Recordings (November 15). An edgy pop record, this follows the airplay and chart success of last year's singles Here's Where The Story Ends and Sometimes. Co-written by Wendy Page (Billie, Martine McCutcheon). It features a collaboration with Spice Girl Emma Bunton, which is set to be released on November 1.

HOBOTALK: PICTURES OF ROMANCE - Hut (November 15). Interesting debut EP from Scottish tenemist with Glen Campbell and Roy Orbison musical references. A conventional single will be released next year.

BIRTH TBC - Hut (November 15). Another new signing from the Hut stable, replacing a retro but mainstream and commercial sound. This single will be followed by a second single next year and then a debut album.

MARTINE MCCUTCHEON: TALKING IN YOUR SLEEP/LOVE ME - Innocent (November 22). This double A side single is taken from the debut album You, Me And Us, which debuted at number two following its release on September 6. Soundtrack to the Children In Need '99, the track will be performed live on the appeal show. The former East Enders will embark on her first tour in November.

ATOMIC KITTENS: RIGHT NOW - Innocent (November 23). Debut single from bubbly all-girl group recently signed to Innocent. Mainstream TV appearances will support the release.

Embrace: following the number one album



Virgin aims to regain its crown

Following four years as the albums champion, 1999 was always going to be tough. Tracey Snell reports on how Virgin is fighting back

1999 has been a year of mixed fortunes for Virgin Records, with the company losing its crown in the albums market after a record reign, but achieving notable singles success and acts as diverse as Martine McCutcheon and 911.

It was always going to be tough for the company to sustain its record four-year stint as albums leader and so it proved to be, with Virgin conceding its albums title to Columbia in the first quarter of the year. This was followed by a 6.2% albums showing in the second quarter - the company's lowest since *MW* started running record company market share figures in their present form. There was better news on singles in the period, however, as Virgin finished fourth for the half year.

"It has been a tougher year all round but when these things happen you know you are planning what you hope will be the next big releases that will help you take that crown back," says Virgin UK president Paul Conroy. He adds that after setting such an impressive record on albums the company knew it would have to take a breather at some point.

"It has been a fantastic year for Polydor and Sony, but it has been tough for UK acts," says Conroy, noting that both Sony and Universal have enjoyed notable albums successes this year with international acts.

Of his company's achievements this year, Conroy says he is particularly pleased with the work that the company's innocent offshoot has done on McCutcheon, whose debut number one single Perfect Moment was the second quarter's second biggest single, clocking more than 100,000 sales.

And he is equally delighted with Hut's



Melanie C: debut solo album

development of Gomez, whose second album was just pipped to the number one spot last month. "The Chemical Brothers continue to go from strength-to-strength," adds Conroy of the Mercury nominated act.

"When they didn't win the Mercury I was upset for them as they thought they were in with a good chance," he says.

By the end of August Virgin had chalked up three number one singles with McCutcheon, 911 and Lemmy Krawitz - one more than at the same time last year. During the same period it

SINGLES CHART SCORES

	No 1s	Top 10s	Top 20s	Top 40s	Total
Virgin	6	7	3	13	29

Figures cover 1999 releases' highest chart positions in the 35 weeks to w/e 28/8/99. Virgin's market share for the half year was 7.1%, making it the fourth biggest singles company and the seventh biggest corporate group. Source: *MW* and Virgin

ALBUMS CHART SCORES

	No 1s	Top 10s	Top 20s	Top 40s	Total
Virgin	1	4	1	3	3

Figures cover 1999 releases' highest chart positions in the 35 weeks to w/e 28/8/99 (completion chart figures in brackets). Virgin's market share for the half year was 6.7%, making it the third biggest albums company and the fifth biggest corporate group. Source: *MW* and Virgin

had scored one number one artist album with The Chemical Brothers' *Surrender* in June - one less than last year.

In terms of corporate developments, the company has had a fairly quiet year. In March the company announced the stock dismissal of general manager Mark Hutton after 17 years at Virgin. He has been replaced by Mark Anderson, in a refined role following changes to the company's reporting structure.

Promotions has also been restructured, with Steve Morton being hired to the newly

created post of director of media, a role which sees him combining the roles of head of international and regional TV and radio promotions with head of press.

He partly replaces director of promotions Tony Barker, although Conroy insists that the restructuring had already been under consideration prior to Barker's decision to leave after 15 years to launch his own company.

While acknowledging the difficulties Virgin has faced this year so far, Conroy says he is confident it has put together a strong autumn schedule. It includes the debut solo album from Melanie C (see reviews, p29), new studio albums from David Bowie and Madonna, covers albums from Bryan Ferry as well as greatest hits packages from Genesis and 911.

Also being lined up are a singles collaboration between Spice Girl Emma Bunton and Tin Tin Out, but first singles from new innocent pop signing Atomic Kittens and Hut's Hobotalk and Birth. Both the latter's strong songwriting roots already suggest that they may produce two of next year's most interesting debuts.

Looking into the start of 2000, Embrace are expected to release the follow up to their number one debut album, while Spice Girls and former Verve frontman Richard Ashcroft are also both currently in the studio working on new material, with releases expected in the early part of next year.

"We are looking strong for the fourth quarter and for early next year," says Conroy. That is the sort of confident talk you would expect from a company intent on recapturing its market-leading position.



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JAY-Z

"HARD KNOCK LIFE VOL.2" - BEST INTERNATIONAL ACT, BEST INTERNATIONAL HIPHOP ACT
"CAN I GET A..." - CHAMPAGNE MERCIER BEST INTERNATIONAL SINGLE

METHOD MAN

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TD JAKES

"SACRED LOVE SONGS" - BEST GOSPEL ACT

KIRK FRANKLIN

"THE NU NATION PROJECT" - BEST GOSPEL ACT

GROUNDBREAKING MUSIC FROM THE TOP SELLING ALBUMS



The Fifties and Sixties may have seen the first wave of immigrants arrive in the UK from the Caribbean but it was a long time before they were allowed to unpack the content of their culture. As far as the UK music industry was concerned, music of black origin was for people of black origin.

"It wasn't recognised quickly enough that Motown was selling the bulk of its records in this country to white people. That was a big mistake," says Oliver Smallman, chairman of First Avenue, the management, production, record and publishing company that has brought the likes of Dina Carroll, Eternal and more recently Kele Le Roc to prominence.

Fast forward to October 1999 and the week of the fourth annual MOBO Awards and all the signs are that black music is in the middle of an epochal breakthrough in the UK. Over the years, groundbreaking domestic acts such as Soul II Soul, Loose Ends and Massive Attack have laid the foundation for a vibrant musical hybrid incorporating soundsystem vibes, hip hop beats and soulful vocals which is capable of translating the "UK black" experience into a mainstream product.

Meanwhile, the explosion of rap and R&B in the US has also played a key role in changing the perception of black music in this country as artists such as Puffy Daddy, Destiny's Child, Wu-Tang Clan, Missy Elliott and Lauryn Hill have all made serious chart inroads in the UK.

Where only a few years ago UK major labels were unlikely even to release such albums domestically, now almost every one has street teams, marketing and promotion staff and even A&R executives devoted to a music that spans underground rap through to commercial pop R&B. Indeed First Avenue, which is largely identified with the latter, is on the verge of its 100th hit.

"Things have changed. We're going through what I call a middle management regeneration on our side of industry with

BREAKING DOWN THE BARRIERS: UK BLACK MUSIC

Black music in the UK now has its strongest chance to break through into the mainstream. Report by Fusion



Underlining the diversity of the UK scene (l-r): Gabrielle, Massive Attack (top), Shanks & Bigfoot, Beverly Knight and Lighthouse Family

more people empowered at almost every record company," says Kwame Kwaten, the D-Influence frontman who also founded the Urban Music Seminar event and is currently developing a number of acts of his own. By way of example he cites executives such as Lincoln Elias at S2, Mickey D, Matt Ross at Columbia and Kevin Clarke and Lloyd Brown at Parlophone.

Driving this process have been broader changes in the operating environment. "R&B music is now played in more clubs around the country, as opposed to it just being a

London-based thing," says Colin Barlow, head of Polydor's Wildcard imprint. "A couple of years back we'd suffer with an act such as Nu Coburns who would have great sales in London, Birmingham and places like that but we couldn't get the record played elsewhere. Now you can go to Scotland and find an R&B club in most big towns. It means that instead of having an artist who is massive just in the south of England, it's spreading out everywhere."

Barlow also highlights how the garage scene — arguably the most distinctive

development in UK black music in recent times — is offering record labels the opportunity of widening the audience for a given release without making individual artists feel too uncomfortable or opening them up to the charge of selling out. "A garage version of a track doesn't necessarily compromise its integrity," he says. "People such as the Dream Team are brilliant. They utilise R&B without bastardising it." Indeed this common ground between R&B and two-step garage is enabling urban artists to take advantage of the broader



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BLACK MUSIC

dance culture which has developed in the UK during the past 12 years. Dancefloor and sales smashers such as Shanks & Big Foot's Sweet Like Chocolate and Doolally's Straight From The Heart offer proof that the scenes are converging, while producers such as MJ Cole and ShyFX can claim to be products of the mid-'90s environment – their free-wheeling, breakbeat-oriented style is the glue which straddles the gap between dance music, R&B and hip hop.

This has had such a knock-on effect that dance magazines such as *Ministry* and *Muzik* are now showing far more interest in the R&B scene and the culture that surrounds it – the subject of the current story in the latest issue of *Ministry* – while the *Mobes* themselves are also playing an increasingly important role in raising the broader profile of black music.

Now in its fourth year, and still growing in size and stature, the event not only serves as a focal point for the promotion of music of black origin but also provides a platform for nominees such as Lynden David Hall and Beverley Knight to re-promote and promote their albums to a bigger audience.

"Last year we our breakthrough year – we had our first national TV broadcast and admitted the public to the show. This year we have got an extra hour of TV, a bigger marketing campaign and more international exposure with broadcasters like BET and Entertainment Tonight in the US on board," says Mobo chief Kanya King.

Ultimately media is key to the scene as a whole, and it is here that some of the biggest changes are occurring. The arrival of digital TV has stimulated MTV into launching MTV Base, a station entirely dedicated to

urban music and dance. Meanwhile, Trevor Nelson's Radio One show spreads the R&B gospel to a nationwide listenership in excess of 1m, and his Lick parties draw crowds of more than 4,000 people a time.

"Broadcasters such as Trevor Nelson (on Radio One), Matt White (Kiss FM) and Jigs (Choice FM) have been put into positions where they are not merely respected but are also allowed to play music with a more cutting edge," says D-Influence's Kwaten.

"Now fans know they can listen to a station such as Radio One and hear everything they would expect to hear in a club. Things that five, seven years ago wouldn't have got a look in, now get playlisted. The demand is there, and once you have demand all you have to do is supply it." The bulk of that music is still being supplied from US sources, with US acts such as Whitney Houston, TLC, Jay-Z and all the Fugees spin-offs, not to mention newcomers like Macy Gray, still regarded as heavyweights. UK companies have fine-tuned how they present them, with a company such as Columbia successfully building up artists like Destiny's Child and Lauryn Hill from the street into big stars.

But any suggestion that the proliferation of US talent has turned the UK into passive consumers should be dismissed. The sales impact of artists like WEA's Shola Ama, Northwestside's Another Level and Parlophone's Beverly Knight, combined with the rise of newer artists as diverse as Jamelle Bouvier, Nene, Hill Street Soul, One Roots Manuva, TY & Shorter Billz and 5Th Dynasty suggest that the homegrown scene is also in the ascendant.

'Broadcasters such as Trevor Nelson, Matt White and Jigs have been put into positions where they are not merely respected but are also allowed to play music with a more cutting edge' – Kwame Kwaten, D-Influence

KEY RELEASES FOR THE LAST QUARTER

- MCS DEF Black On Both Sides (Rawkus) October 11** The hero of the independent hip hop scene delivers a diverse set replete with intelligent rhymes, conscious vibes and Brooklyn bohemism.
- GABRIELLE Rise (Polygram) October 18** The album's diverse styles underline Gabrielle's emergence as a gifted songwriter and one of the UK's most talented vocalists.
- DR DRE Chronic 2001/LP (A&M/Aftermath/Polydor) October 18** Flanked by proteages ShyFX and Eminem, hip hop's super producer prepares to catch in a new era.
- METHOD MAN & REDMAN BLACKOUT (Def Jam) October 18** The rap heavyweights reunite to continue where How High left off. Guests include Ja Rule, LL Cool J and Ghostface Killah.
- DIVINE FALSY Tales (Red Ant/Mushroom) October 18** Along with bebopmate Aaron Sky, this is a promising result of Mushroom's deal with the US label.
- A TRUE CALLED QUEST An Anthology (Jive) October 25** All the hits from one of hip hop's most influential groups.
- CHICO DEBARANE The Game/LP (Motown/Red) October 25** Motown's soul provider is back to prove that neo classic soul is more than a trendy catchphrase.
- DONNELLY JONES I Wanna Be (LaFace/Arista) October 28** The single UK Know What's Up featuring Lisa "Left Eye" Lopez has been one of the club tunes of recent months. Now Jones unleashes his new album.
- VARIOUS If It's Not 100% UK Hip-hop... (SBS) October 28** Compilation hailed from Belgium but consisting of solid UK rap from the likes of Roots Manuva, Lewis Parker and Blackcavz.
- MARIAN CAREY Rainbow (Columbia) November 1** The emancipated queen of the ballads and bubblegum pop spreads her post Butterfly wings and flies further into R&B land.
- THE ARTIST Rave Un2 The Joy Fantastic (RPG/Arista) November 1** A return to form – and a return of the Prince moniker in the producer credits.
- LES NUBIANS Les Princesses Nubiennes (Virgin) November 1** A Soul Train Award for Best New Artist and sales of 300,000 albums in the US – 340,000 more than in their native France – France's answer to Sade and Enya back are now targeting UK soul fans.
- TRACY SPENCER Trade Spenser (Capitol) November 4** Led by the introductory single It's All About You, Spencer is now emerging as an R&B challenger.
- BABYFACE The Stranger (Epic) November 8** The US king of R&B ballads is looking to entice more fans with an album that features a duet with Madonna.
- WILL SMITH Willenham (Columbia) November 15** Hollywood's hottest hero returns to the studio to

- write up a new partner before the millennium.
- RUN DMC Crown Royal (Profile/Arista) November 15** The Kings of Rock are back with a new album – and a new label following Arista's purchase of D'ANGELO Woodoo (EMI) November 22 After a long hiatus the number one soul brother's return lives up to expectations.
- NAS Nasstradamom (Columbia) November 22** Riding high on the back-to-back success of I Am... and It Was Written, this latest story book from Queens is likely to pick up more precious metal.
- Q-TIP Amplified (Arista) November 22** The abstract MC unleashes his highly anticipated solo excursion. The club-oriented single 'Virant' third proves life after A Tribe Called Quest can be sweet.
- GHOSTFACE KILLAH The Supreme Clientele/LP (Loud/Epic) November 22** If Infamy sets off Ghostface Killah's short spell in prison, shouldn't defier fans from snatching up one of the most eagerly-awaited albums from the Wu-tang stable.
- NOTORIOUS B.I.G. Born Again/LP (Arista/Rad Boy) November 26** This posthumously-released set contains unreleased material by the late rapper. It is an essential purchase for his millions of fans.
- METHOD MAN TBA (Def Jam) December 6** The Wu-tang Clan's most charismatic MC scored big in the UK with the Mary J Blige-guesting All I Need. He returns this December to increase the pre-millennium tension.
- LIL' KIM Lil' Kim (Atlantic) December 6** Eve may be challenging for her crown as queen of New York, but the Junior Mafia's big mama is sure to bounce back tougher than ever on this album, released through her Queen Bee imprint.
- JAY-Z Vol 3: There Can Only Be One (Roc-A-Fella/Def Jam) December 6** Having won countless awards, delivered two platinum albums and scored a UK number one with Hardcore Life, the King Of New York is back to try to turn the law again.
- REDMAN TBA (Def Jam) December 13** Hot on the heels of his platinum US set Doc's The Name 2000, New Jersey's hip hop kunkateer is looking to capitalize on his growing fame.
- DMX TBA (Ruff Ryders/Def Jam) December 20** DMX is hardcore hip hop. With two US platinum albums under his belt, and a fledgling Ruff Ryders clique waiting in the wings, this could be the album of the year for hip hop heads.
- TRUE SOLACE A New Beginning (Intimate) January** Gospel music hasn't really enjoyed a renaissance in the UK but this London-based quartet boasts the potential to change that. Licensed to the UK from Atlantic Records, their message will reach a broader market via urban remakes.



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CHANNEL 4**

- 4.55** RICKI LAKE (T) US TALK SHOW SERIES. TODAY RICKI MIXES FEMALE IMPERSONATORS WITH FEMALE MODELS.
- 5.30** FAMILY PET RESCUE (T) ANIMAL WELFARE MAGAZINE
- 6.00** FRIENDS (T) US COMEDY SERIES
- 6.30** HOLLYOAKS (T) NICKI AND SAM DISCOVER WHAT THEY HAVE IN COMMON.
- 7.00** CHANNEL 4 NEWS (T)
- 8.00** THE MONSTER FILES (T) SEA SERPENTS?
- 10.00** COPPERS ON THE BEAT WITH THE POLICE
- 10.30** MOBO AWARDS FEATURING TO, THE FABULOUS LAURYN HILL (4 NOMINATIONS), THE SEXIEST R&B ACT DESTINY'S CHILD (2 NOMINATIONS), AND THE MASTER OF DRUM AND BASS GROOVERIDER (1 NOMINATION), BEST ALBUM JAMIROQUAI PERFORMANCES BY DES'REE AND CO-HOSTED BY WYCLEF
- 12.00** THE SOPRANOS (T) AMERICAN DRAMA SERIES
- 1.00** NAKED ELVIS POP QUIZ

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TEN ACTS TO WATCH

Roots Manuva



The Bristol-raised MC's debut set **Brand New Second Hand** (Big Dada Records) successfully blended reality vibes, hip hop beats and dubwise production. The resultant press coverage, a **Mobo** nomination and a contribution to **Leftfield's** current album have helped boost the soundsystem soldier's profile to the point where he is the **UK MC** most likely to break into the mainstream.

Eternal

In the six years since they released **Stay**, Eternal have proved to be the most successful black girl group the **UK** has ever produced, with **7m** album sales worldwide under their belts. Following the departure of **Kelle Bryan** to pursue a



Krust

As part of **Reprazent's** 1996 Mercury Award-winning project, **Krust** played a key role in bringing drum & bass to maturity. But his career began nearly **10 years** earlier! when he was a member of **Fresh 4**, who enjoyed chart success with their version of **Wishing On A Star**. Now out on his own, the Bristolian beatsmith's coded **Language** album (on **Talkin Loud!**) will raise the stakes with its brooding mix'n'blend of soul jazz vibes and dark beats.



MJ Cole

This erstwhile sound engineer's style is a seamless blend of vibrant breakbeats, jungle vibes, hip hop ruggedness and soul garage grooves. The eclectic hybrid has already earned the **25-year-old** west Londoner a slew of remix duties,



most recently for **TLC**. Commissioned directly from the **US**, his version of **Unpretty** provided a dancefloor-friendly spin while still retaining the urban feel. Now signed to **Talkin Loud**, his debut album is out in **January**.

► "We've been involved with a lot of the **UK** acts. Definitely with people like **Another Level**. It's gone extremely well, singles wise. Their **Freak**. My single went on to sell in excess of **600,000** units in this country," enthuses **Tim Blacksmith** of the **Blacksmith** production team, who were signed as artists to **London** in the early **Nineties** and have since established a healthy business ground and managed other upcoming artists from the **UK** and continental **Europe**.

There is little doubt that the raw talent is there, and artists like **Shola Ama** and **Another Level** now have the record company support – and budgets – such that they can record songs by writers of the calibre of **Rodney Jerkins** and his partner **Harvey Mason Jr.** But **UK** artists are also increasingly seeking to create their own sound – and a sound that will export overseas on its own terms.

Already playing an established part in this process are domestic producers such as **Dodge**, **Ignorants**, **IG Culture**, **Full Crew**, **Blacksmith** and **Danfluence**, who were all among those who recently attended the first meeting of the **Producers Alliance**, which has been launched as a forum for some of the key players involved behind the scenes to network and flex their collective muscle.

"If **UK** black music is going to sell around the world, and be taken seriously, it's important that we create a unique **British** sound. When it does work it pays big dividends," says **Barlow**, citing hitmakers as diverse as **Soul II Soul**, **Sade**, **Portishead**, **Gabriele**, **Des'ree**, **Simply Red**, **Jamiroqua** and the **Lighthouse Family**, whose unique and immediately identifiable sound has brought them wider exposure.

"When those kinds of artists get it right, 'If **UK** black music is going to sell around the world, and be taken seriously, it's important that we create a unique **British** sound. When it does work, it pays big dividends' – **Colin Barlow, Wildcard**

nobody can touch them," he says. "Look at **Missy Elliott** collaborator 'Timbaland', who certainly took all the best bits of drum & bass and built something special on them. We know what we're doing, but we just don't have enough people to bring it together and make it work. I think that it's up to us as an industry to back these people."

This is certainly the approach that **EMI** is taking with artists such as **Beverley Knight**, **Lynden David Hall** and now **Jamelia**, the 18-year-old newcomer whose debut album will appear early next year.

But can a long, drawn-out process – Knight has just gone silver after a long slog and continued support from her label. And if they are to capitalise on the diverse talent in the **UK**, labels must continue to invest in homegrown genres rising out of the **UK** underground, not to mention tapping into other **European** production teams such as **Sweden's** **Stargate** who are offering a quality alternative to pricey **US** producers.

"In the past couple of years a lot more companies have been investing in black **British** music but some of the majors have spent a lot of money on certain signings – perhaps a disproportionate amount – and then wondered where the immediate return is. It's important to build artists like this slowly rather than throwing everything into the first album and expecting instant hit singles," says **Peter Robinson**, managing director of **Dome Records**, the label that first released **Beverly Knight** and is currently launching **Hi Street Soul**.

All the ingredients are there for the homegrown sound to finally emerge into the mainstream. Who knows, maybe in the next millennium the **UK** will be able to export its hybrid sounds beyond the likes of the **Fugees**, **May Gray** and **Timbaland** get their hands on the formula. ■

Shola Ama



Ama was the **UK** **R&B** success story of **1998**, thanks to her smash cover of **You Might Need Somebody**, which drove worldwide sales of her debut **Much Love** album past the **1m** mark. Follow-up **In Return**, released on **October 23**, includes contributions from top producers and songwriters such as **Rodney Jerkins**, **Babyface** and **All-Shareed Muhammad**.

Lynden David Hall

Lynden's nu classic soul took its time to win over a **UK** audience, but perseverance ensured that his **Medicine For My Pain** album (on **Cooteempo**) finally won him wider recognition. He has since broken into the **Top 20** chart with **Sexy Cinderella** and his



debut album is approaching gold. He is now arousing **US** interest and is currently working on a new album, **The Other Side**, for spring next year. The excellent **Forgive Me** – including **D-I**, **Ignorants** and **Artful Dodger** mixes – is just blowing up in the clubs.

Hi! Si Soul

Signed to **Dome**, the indie label that first discovered **Beverly Knight**, **Hi! Si Soul** – aka producer **Victor Redwood-Sawyer** and vocalist **Hilary Mwelwa** – represent **UK** street soul at its best. Raw production and quality vocals suggest show that the major labels do not have a total monopoly on **UK** **R&B**. After a strong performance in **MTV's** **Urban** chart, all the signs are good for their debut album, **Soul Organic**, released this week.



Jamelia

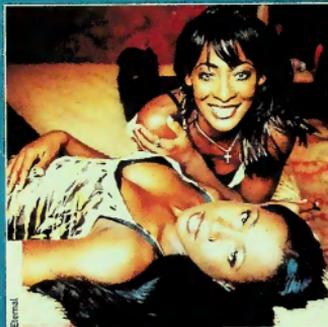
Parlophone's latest **R&B** signing has already made a mark with her debut single. Regarded as a key development act for the label, she has now enlisted the likes of ragga star **Beanie Man** to appear on her self-written debut album, which is due out



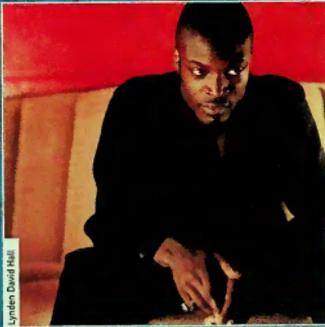
next year. Producers include **UK** names **Prima**, **C-Swing** and **Unlste**, alongside rising **US** star **Rory Bennett** (**K-Ci & JoJo**) on two tracks.

Music Of British Origin

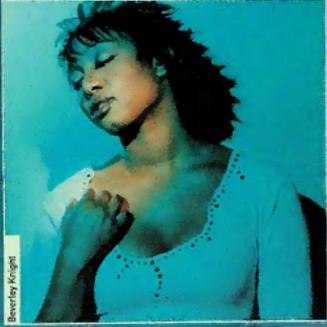
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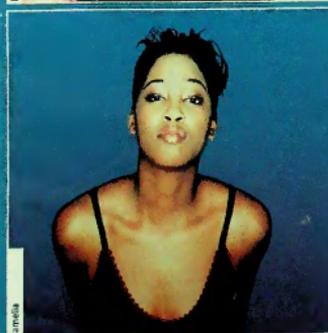
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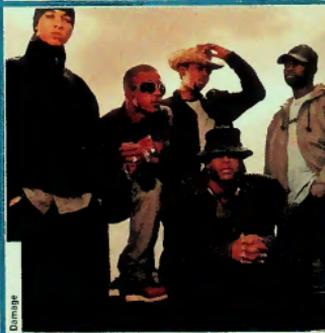
Lynden David Hall



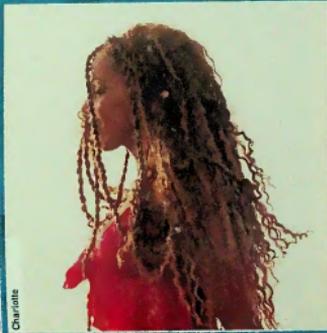
Beverly Knight



Janet Lane



Damage



Christelle

More pop stars seek classical challenge

by Adam Woods

The release of Paul McCartney's Working Classical collection of orchestral and chamber music through EMI Classics on October 18 cements what is undoubtedly the most concerted assault on the classical market by a major pop star.

The former Beatle's two previous classical releases, The Liverpool Oratorio in 1991 and Standing Stone in 1997, both achieved significant sales success, the latter selling more than 300,000 worldwide.

McCartney's latest work, which includes Beatles, Wings and solo songs originally written for his wife Linda and arranged here for string quartet or orchestra, comes at a time when more pop songwriters than ever before are attempting to launch parallel careers as bona fide classical composers.

Last month Blur's Damon Albarn and Michael Nyman unveiled their co-written soundtrack for Antonia Bird's fantasy horror movie Ravenous through EMI Soundtracks, which falls far closer in style to Nyman's past output than Albarn's mainstream work. Likewise Joe Jackson's Symphony No. 1, released today on Sony Classical, marks the latest step in the former new wave star's ongoing musical development.

However, these are not the first pop personalities to have looked to the disciplines and rigours of classical forms in order to find a fresh challenge and a new market. In 1959, for example, Deep Purple released Concerto for Group and Orchestra, recorded with the Royal Philharmonic Orchestra and written by the keyboard player Jon Lord.

Admittedly, most of the pop world's past flirtations with classical genres have been on a performance basis rather than a compositional one. In 1997, Michael Bolton scored one of the pop-classical genre's



Crossing over: Blur's Damon Albarn with Michael Nyman (left) and Paul McCartney



biggest hits with his Arias album, which sold more than 60,000 copies on Sony Classical.

Cliff Richard will be hoping to pull off a similar feat with EMI Classics' November release of Vita Mia, which pairs him with opera singer Vincenzo La Scala on a mixture of pop and classical works. Meanwhile, Elton John has long been rumoured to be writing an opera, and the classically-trained Billy Joel is said to have renounced rock 'n' roll to concentrate on becoming a serious composer.

From a record company perspective, the prospect of a globally-renowned pop or rock artist who is keen to display his versatility across genres is obviously a highly appealing one, provided, of course, that the singer or composer has the necessary skills to cross over successfully.

"The product has to stand up on its own," says EMI Classics press and promotions manager Simon Millward. "It is not enough just to take a huge-selling figure and make some bland, quasi-classical album, assuming it will sell in great volumes."

Nonetheless, certain artists make particularly likely candidates for elevation to

the ranks of "proper" composers.

"We would be queuing up to get someone like Elvis Costello to write a song cycle for one of our singers, because he would do such a lovely job," says Universal Classics & Jazz division director Bill Holland. "And people who would ordinarily never think of buying a classical composition will investigate a particular release if there is a hero of theirs involved."

Sony Classical has been particularly active in this area over the years, with artists from Bolton and Jackson through to Bobby McFerrin and jazz legend Chick Corea taking up the classical challenge in some capacity. Sony Classical director of classics and jazz UK Chris Black acknowledges the commercial power of pop artists in the classical market, but is realistic about the knock-on effects for core classical repertoire.

"I don't think that because somebody bought the Michael Bolton album they are going to go out and buy Wagner," he says. "A Bolton classical album is still popular music; it is just popular classical music."

Ironically enough, one of the main factors which unites many popular composers who

take the classical route is their determination to approach its disciplines in as orthodox a way as possible.

Standing Stone, Paul McCartney's best-selling classical recording to date, is a brooding "symphonic poem", far removed from the deft, melodic tunes of Eleanor Rigby or Penny Lane, which are widely regarded as the first marriage of pop music and classical instrumentation.

"People expect me to call for lasers and white jackets for something like Standing Stone, but I prefer many of the traditional aspects of classical music-making," said McCartney in 1997. "I don't necessarily want to amplify the symphony orchestra before trying it straight, as it were."

But in spite of their undoubted sales successes, few popular artists, McCartney included, have launched themselves upon the classical scene to any great critical acclaim. "The classical press have their opinions," says Black. "We don't covet specialist coverage when it comes to these releases. Some of the recordings are not what they would consider to be proper classical music, and it is very hard to convince them otherwise."

Gramophone editor James Joly acknowledges the disdain shown by parts of the classical establishment towards popular songwriters who attempt to cross over, but argues that objections are often on musical, rather than purely prejudicial grounds.

"The problem is whether or not you can say a piece written by a pop artist for a symphony orchestra is actually classical music," says Joly. "He is using classical tools, but the language is not specifically classical. We certainly cover appropriate releases by pop artists, and personally I am quite sympathetic on the whole. It is the talent that outs at the end of the day."

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ALBUM of the week

IN DARKNESS LET ME DWELL: Songs by John Dowland, Potter, Stubbs, Surman, Homburger, Guy (ECM New Series 1697).



Tenor John Potter (pictured) spans the centuries in the company of early music specialists, saxophonist John Surman and the eclectic bassist and composer Barry Guy. The results preserve the lachrymose qualities of Dowland's early 17th-century lute songs, underpinned by free improvisations and unexpected instrumental textures. ECM New Series and label guru Manfred Eicher receive editorial coverage in November's *Gramophone*, which also includes a fold-out insert advertising recent New Series and ECM releases to mark the label's 30th birthday.

REVIEWS

for records released up to 18 October, 1999



BETHOVEN: *Fidelio*. Winberg, Nielsen, Titus, Moll, etc. Nicolaus Esterházy Sinfonia/Halász (Naxos 8660070-71). The year's strongest opera bargain boasts a first-rate cast and vivid recording. Advertised in November's *Gramophone*.

MASSNET: Werther. Roberto Alagna, Angela Gheorghiu, Thomas Hampson, etc. London Symphony Orchestra/Antonio Pappano (EMI CDS 5 66820 2). Although a strong version of Werther appeared on the RCA Red Seal label earlier this month, EMI's account will appeal to fans of Alagna and Gheorghiu. Backed by a full-page ad in November's *Gramophone*.

RIMSKY-KORSAKOV: *The Tsar's Bride*. Hvosrostovskiy, Borodina, etc. Kirov Chorus and Orchestra/Gergiev (Phillips Classics 462 618 2). The Kirov Opera present a vibrant account of Rimsky-Korsakov's romantic and colourful opera. Gergiev and the Kirov enjoy a high British profile, not

least thanks to their acclaimed Royal Albert Hall performance of Wagner's *Parsifal* at the end of September.

CHARPENTIER: *Médée*. Various soloists: Les Arts Florissants/Christie (HMX 290133 41). William Christie's Paris-based early music ensemble celebrates its 20th anniversary season this year, marked by the reissue at budget price of three opera sets from HM's back catalogue. This critically-acclaimed Charpentier opera set should attract collectors with an eye for a bargain.

THE LEGENDS OF ST NICOLAS: Hymns, motets, conductus and medieval responsories. Anonymous 4 (HMU 907222). Press interest in the Anonymous 4 all-female early music vocal ensemble is strong, thanks to phenomenal album sales and several recent UK appearances. This attractive programme of medieval chant and polyphony is backed by ads in *Gramophone*, *BBC Music Magazine*, *Classic FM Magazine* and *Classic CD*, a poster campaign and on-air interviews with their conductor on *Classic FM* and *Radio Three*.

CLASSICAL news

NAXOS CALLS IN CANT TO TARGET CHILDREN
Budget classical label Naxos has enlisted children's television presenter Brian Cant to add a friendly voice to its latest album for young people.

The former Play School and Play Away stalwart narrates a new recording of the suite from Prokofiev's ballet *Cinderella*, which also includes music from Tchaikovsky's *Swan Lake*. The disc is released on October 4, backed by an in-store poster campaign and advertising in *Classic FM Magazine*, *BBC Music Magazine*, *Classic CD*, the *Daily Telegraph* and *Times*.

Naxos' UK distributor Select first explored the market for children's classics in 1997 with Prokofiev's *Peter And The Wolf*, narrated by Dame Edna Everage, which was followed last October by Saint-Saëns' *Carnival of the Animals* with Johnny Morris. Select's marketing director Barry Holden notes that the Saint-Saëns disc has held a place in the specialist classical Top 30 for almost a year, registering 40,000 sales.

"We are certainly not averse to reaching out to the widest audience possible," says Holden. "These releases have grown out of our educational remit, offering ways in which people can get on board with the classics without cheapening the ethos of the music itself."

BBC ADDS TO DESERT ISLAND SERIES

BBC Music is to launch the third in its series of Desert Island Discs compilations, entitled *Classics in Paradise* and aimed at the Christmas market.

The impact of the popular Radio Four programme on classical sales has proved considerable over the years, generating a

healthy appetite for such favourite castaway choices as Mozart's *Clarinet Quintet* and Barber's *Adagio* for strings.

Desert Island Discs Last November, BBC Music launched a compilation of the show's Top 20 requests, *Castaways' Choice*, repeating the successful formula in March this year with *Opera For Castaways*. The double-disc sets have sold more than 60,000 units.

"Because the show's presenter Sue Lawley has given her full support to all three releases, we've been able to offer a high profile and press angles for these recordings," says Alan Taylor, marketing manager for BBC Music.

He adds that *Classics in Paradise* will follow the marketing formula established for its predecessors, led by *Classic FM* advertising, ad features in the *Radio Times* and prominent displays and promotions in WH Smith, MCV, Virgin and Our Price stores. "I think we can reach the 100,000 mark for all three discs by Christmas," says Taylor.

Meanwhile, BBC Music is preparing to release a third batch of Benjamin Britten recordings in its BBC Legends series of radio archive recordings.

The Legends range is a collaboration between the corporation's commercial division and management company IMG Artists, and has sold more than 30,000 units in the UK and 150,000 worldwide since its launch last November.

"We hit our 150,000 target at the beginning of September, two months ahead of forecast," says John Patrick, executive music consultant for IMG Artists.

The five new discs showcase Britten as a pianist and conductor and are released on October 18.

Andrew Stewart can be contacted by e-mail at: AndrewStewart1@compuserve.com



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9 OCTOBER 1999

CHART COMMENTARY

by ALAN JONES



In 14 years as a chart fixture, the Pet Shop Boys have progressed from West End Girls to New York City Boy, the former title being their chart topping debut and the latter their latest hit, which enters the singles chart this week at number 14. It is their 32nd hit, the highest tally of any duo in chart history. The second single from their new album *Nightlife*, which is released next week, it beats by one place the number 15

success of the first, *I Don't Know What You Want But I Can't Give It Any More*. A collaboration with David Morales, New York City Boy has also been a major club chart success, with mixes by Superchumbo, Almighty, Thunderpuss 2000, Lange and Morales. As befits a track called New York City Boy, it was indeed recorded in the Big Apple, though all the other tracks on *Nightlife* were recorded in London.

Billie 65's Blue (Da Ba Dee) becomes only the second single this year to spend three weeks at number one, retaining this position in a completely unchanged top three with some ease. Blue sold nearly 142,000 copies last week, declining less than 14% in the week. After just 20 days in the shops, the single has sold more than 530,000 copies and adds another chapter to its European success story (it is currently also number one in nine other countries). For it to sell so many copies in its third week at the top of the chart is particularly noteworthy, as singles sales are in the doldrums, with just 1,223,200 sold last week, according to CMI estimates. It thus accounted for more than one in every nine singles sold.

All three new entries to the Top 10 this week are by female solo artists, with Melanie C's *Go! Down*, Gabrielle's *Sunshine* and Macy Gray's *I Try* debuting at four, nine and 10 respectively. Though she

MARKET REPORT



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



has stepped outside the Spice Girls before, reaching number three with Bryan Adams on *When You're Gone*, Melanie C's single is her

first solo hit and sold nearly 50,000 copies last week, not bad considering its lack of airplay (see Airplay Focus). Gabrielle's hit is

also a triumph, coming after a silence of more than two years following her success with *Walk On By*. It's her 10th hit, and the sixth to reach the Top 10. Completing a triumvirate of good performances, up and coming American Macy Gray's number 10 debut with *I Try* far exceeds the number 51 peak of her only previous single, *Do Something*, and helps her debut album *On How Life is* reach its highest chart position to date, as it climbs 17-11 this week.

After 17 weeks in the Top 20, *ATB's Don't Stop* finally enters the Top 10 at 61. It has still to be officially released here but increasing airplay has caused sales of the import to climb to new highs. It has already sold more than 15,000 copies. Meanwhile, *9PM (Till I Come)* slips to number 75, barring R. Kelly's if *I Could Turn Back The Hands Of Time* from making its debut on import. The Kelly single would have made the Top 75 if it had sold just 49 more copies.

INDEPENDENT SINGLES

This	Last	Title	Artist	Label	(Weeks)
1	1	SUN IS SHINING	Bob Marley vs Funkstar De Luxe	Club Tunes	06/98 (10)
2	2	YOU DRIVE ME CRAZY	Brienny Spears	Jive	07/98 (2)
3	3	BURNING DOWN THE HOUSE	Tom Jones & The Cardigans	Get	CD/01 (5)
4	NEW	RUN FOR YOUR LIFE	Northern Line	Global Talent	GTR 06/03 (1)
5	NEW	MERCURY AND SOLACE	BT	Headspace	HE/SD (1)
6	NEW	ANGEL	The Cousins	V2	VR 09/94 (2)
7	4	SING IT BACK	Mikolaj	Echo	EC/SD (2)
8	13	DON'T STOP	ATB	Club Tunes	CU 06/06 (9)
9	NEW	CRAVE	Marc Dorsey	Jive	05/02 (2)
10	NEW	BLOW UP A-DO-DO/DOWN IN SOHO	James Clarke/Syd Dale	Blow Up	VB 06/95 (2)
11	NEW	RICH IN PARADISE	FPI Project	99 North	CD/01 (1)
12	NEW	THE ELEKTROFUNK	Space Penguins	Playboy	06/91 (5)
13	7	I WOULDN'T BELIEVE YOUR RADIO	Gorky's Zygotic Myncy	V2	VVR 5/00 (2)
14	5	SPANISH DANCE TROUPE	Tasman Doo + BT	Marine Parade	MAPA 5 (SR)
15	NEW	REVELATION	Electric Boutique	Data	DATA 5 (AD)
16	NEW	HIP HOP PHENOMENON	Tasman Doo + BT	Marine Parade	MAPA 5 (SR)
17	11	RENDEZ-VOU	Basement Jaxx	XL Recordings	XLS 11/00 (1)
18	9	SOMETIMES	Brienny Spears	Jive	05/02 (2)
19	6	SUNSHINE & HAPPINESS	Darryl Penny/Mario's Dadwork	Azuli	AZ/NUY 10 (1)
20	8	EVERYTHING WILL FLOW	Suede	Nude	NUD 06/02 (2)

Label	Title	Artist	Label	Title	Artist
1	BLUE (DA BA DEE) EYE 45	Blue	21	GENIE IN A BOTTLE	Cristina Aguilera
2	S CLUB PARTY 5 (A 7)	S Club 7	22	AIN'T THAT A LOT OF LOVE	Eurythmics
3	MANI I FEEL LIKE A WOMAN!	Shania Twain	23	SUMMER SON	Sheryl Crow
4	GOIN' DOWN	Melanie C	24	MI GUECO ATINHO	Robi
5	MAMBO NO 1A LITTLE BIT OF U	J. Lo	25	2 TIMES 2	Janet Jack
6	YOU DRIVE ME CRAZY	Brienny Spears	26	I'VE GOT YOU (BEHIND ME)	Madonna
7	SUN IS SHINING	Bob Marley vs Funkstar De Luxe	27	THE AWAKENING	Tina Turner
8	WE'RE GOING TO IZBA	Angiezar	28	LVN LA VIDA LOCA	Ricky Martin
9	SUNSHINE	Caroline	29	NEW YORK CITY BOY	Pet Shop Boys
10	I TRY	Macy Gray	30	DINKING IN LA	Boyz n the Bay
11	BURNING DOWN THE HOUSE	Tom Jones and The Cardigans	31	MICKY LEO	Comet
12	MUCHO MAMBO	Sway	32	WAR DOES IT ALWAYS RAIN ON ME?	Shaggy
13	UNPRETTY LIE	Alma	33	I SAVED THE WORLD TODAY	Sybil
14	THE LAUNCH	J.Juan	34	IF YOU HAD MY LOVE	Jennifer Lopez
15	GET GO DOWN	Paul Johnson	35	BRAND NEW DAY	ABBA
16	BETTER OFF ALONE	El Jaxxon	36	MY LOVE IS YOUR LOVE	Whitney Houston
17	SING IT BACK	Mikolaj	37	MOVING	Everly Brothers
18	WHEN YOU SAY NOTHING AT ALL	Heart	38	BLUE SOLES	Leslie
19	BAILAMOS	Enigma	39	SHE'S SO HIGH	Tal Bachman
20	FRIENDS FOREVER	Thunderpuss	40	BEAUTIFUL STRANGER	Melanie C

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9 OCTOBER 1999

CHART COMMENTARY

by ALAN JONES



Helped no doubt by his current hit single *Burning Down the House* (a collaboration with the Carigans) and his recent *An Audience With...* TV show, Tom Jones becomes the third Welsh act to have a number one album in 1999. This week, and also the third act from the Gut stable of artists to have a number one album, following Right Said Fred, who topped the chart with their 1992 debut *Up on the Tug* label and Jane McDonald, who topped last year with her self-titled Focus Music International release. Jones' success means that despite improving its sales to a best-ever 79,000 last week, *Shania Twain's Come On Over* once again has to settle for runners-up spot. The compensation for her label Mercury is that by close of business today, *Come On Over* will have sold its millionth copy.

If the albums chart this week has a rather odd look to it, that's partly because of the latest sales launched by HMV and Virgin.

COMPILATIONS

As is usual when the workers are paid their monthly wages, sales of albums took an upswing last week, with artist albums improving 27.9% and compilations up 8%. Sales of *Top Of The Pops '99 - Volume Two*, by contrast, dipped week-on-week by nearly 11% - but it still jumped to number one on its third week in the chart. This was primarily because the former number one, *Klez Brava 99*, took an even bigger dip, fatigued both by the fact it is in its fourth week and also by the changing weather, which emphasised that the holiday season is on the way out. *Top Of The Pops '99 - Volume Two* sold just under 31,000 copies last week to bring its total to more than 100,000. It had been expected to play support role to *Trance Nation 2*, which seemed likely to become the sixth Ministry

MARKET REPORT



Figures show the 10 companies by % of total sales, and corporate group share by % of total sales of the Top 20 artist albums



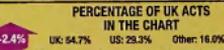
HMV's sale had the most effect. Whitney Houston's *My Love Is Your Love* was boosted to £5 on its first day (Thursday).

ALBUM FACTFILE

Completing a remarkable comeback, Tom Jones tops the album chart this week with his collaborations effort *Reload*, which sold more than 80,000 copies last week. Among the guests on the album are fellow Welsh performers the Stereophonics, Corys from Catatonia and James from Manic Street Preachers, all of whom have had their own number one albums in the last year. At 59, Jones is the oldest

artist ever to top the album chart with an LP of new material - Frank Sinatra was 61 when he topped with *Portrait In 1957*, a compilation of older material. *Reload* is Jones' third number one album, 31 years after the first (*Delilah*) and 24 years after the second (*20 Greatest Hits*), and contrasts sharply with the number 55 peak of his last new album, 1994's *The Lead And How To Swing It*.

TOP CORPORATE GROUPS



propelling the album from 27 to eight on this week's chart. Most other offers were for longer periods, and Catatonia's

international *Velvet* (£4.99) jumps 40-12, while the Charlatans' *Melting Pot* (£4.99) jumps 98-31 and Jimi Hendrix's Experience Hendrix (£6.99) surges 197-41. Oddest of all is the return of *De La Soul's* *Three Feet High And Rising* at HMV for just £2.99, at which price it registered upwards of 12,000 sales last week. Several other albums which either climb or return to this week's chart are subject to HMV offers, and many will do even better next week with a full seven days at offer price.

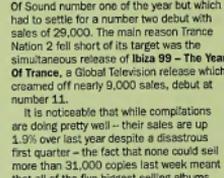
In America, *Nine Inch Nails'* new album *The Fragile* debuts at number one this week, while in the UK it debuts at number 10. Meanwhile, Sting's first studio album since *Mercury Falling* in 1995, *Brand New Day*, debuts this week at number five. It's his sixth album outside the Police, and the fifth to reach the top five, the solitary exception being 1988's *Bring On The Night*.

COMPILATIONS

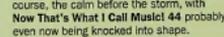
Of Sound number one of the year but which had to settle for a number two debut with sales of 29,000. The main reason *Trance Nation 2* fell short of its target was the simultaneous release of *Ibiza '99 - The Year Of Trance*, a Global Television release which crammed off nearly 90,000 sales, debut at number 11.

It is noticeable that while compilations are doing pretty well - their sales are up 4.9% over last year despite a disastrous first quarter - the fact that none could sell more than 31,000 copies last week meant that all of the five biggest selling albums last week were artist efforts, for the first time in more than six months. It is, of course, the calm before the storm, with *Now That's What I Call Music!* 44 probably even now being knocked into shape.

MARKET REPORT



Figures show the 10 companies by % of total sales of the Top 20, and corporate group share by % of total sales of the Top 20



Artist albums: 75.7%
Compilations: 24.3%

MARKET REPORT



Figures show the 10 companies by % of total sales of the Top 20, and corporate group share by % of total sales of the Top 20



Artist albums: 75.7%
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INDEPENDENT ALBUMS

This List	Title	Artist	Label (distributor)
1	RELOAD	Tom Jones	Gut GUTCD 009 (V)
2	PERFORMANCE AND COCKTAILS	Stereophonics	V2 VVR 100408 (3MV/PI)
3	SFT HIGH AND RISING	De La Soul	Tommy Boy TBCD 1019 (PI)
4	MELTING POT	The Charlatans	Beggars Banquet BBDC01 (8V)
5	BABY ONE MORE TIME	Fabrizio Sten	Shakti BRASSIC 11CD (3MV/PI)
6	YOU'VE COME A LONG WAY, BABY	The Divine Comedy	Setanta SETCD 100 (V)
7	A SECRET HISTORY	Ry Cooper	World Circuit WCD 050 (PI)
8	BUENA VISTA SOCIAL CLUB	Stereophonics	V2 VVR 100408 (3MV/PI)
9	WORD GETS AROUND	Bjork	One Little Indian TPLP 31CDX (V)
10	DEBUT	Boy Country	Track TRK 1000CDSP (P)
11	DRIVING TO DAMASCUS	Blithew-Spears	Madhouse M 214CD (3MV/PI)
12	GARBAGE	Orsis	Creation CRECD 241 (3MV/PI)
13	THE MASTERPLAN	Cosmo's Tactics	Balls Union BELLCD 14 (P)
14	BBC SESSIONS	Comedian's Comedian	XL Recordings XLCD 125 (V)
15	BBC SESSIONS	R. Kelly	Jive JVE 057832 (V)
16	REMEDY	Kerenzy	Duophonic DUF D05723 (V)
17	COBRA AND PHASES SHOW PLAY VOLTAGE IN	Stereobab	Musa CDSTUMM 172 (V)
18	PLAY	Moby	Pepper PEP 053532 (V)
19	VERTIGO	Group Armada	Creation CRECD 076 (3MV/PI)
20	SCREAMADEUCA	Primal Scream	Creation CRECD 076 (3MV/PI)

THE YEAR SO FAR... TOP 20 ALBUMS

This List	Title	Artist	Label (distributor)
1	BY REQUEST	BOYZONE	POLYDOR
2	GOLD - GREATEST HITS	ASBA	POLYDOR
3	TALK ON CORNERS	THE CORBS	143/AVANTATLANTIC
4	COME ON OVER	SHANIA TWAIN	MERCURY
5	PERFORMANCE AND COCKTAILS	STEREOPHONICS	CHRYSALIS
6	I'VE BEEN EXPECTING YOU	ROBBIE WILLIAMS	SOFT
7	YOU'VE COME A LONG WAY, BABY	FABRIZIO STEN	EMLIVE
8	STEP ONE	LARRY NIELD	COLLIERIE
9	THE MISDEED OF	LAUREN HILL	143/AVANTATLANTIC
10	FORGIVEN, NOT FORGOTTEN	THE CORBS	INDEPENDENT
11	THE MAN WHO	TRAVIS	LAFARGE/NUSTA
12	MY LOVE IS YOUR LOVE	WHITNEY HOUSTON	SOFT
13	THE HUSH	TEXAS	EPIC
14	LADIES & GENTLEMEN - THE BEST OF	GEORGE MICHAEL	EPIC
15	YOU'VE COME A LONG WAY, BABY	BRITNEY SPEARS	JIVE
16	RAY OF LIGHT	MADONNA	MAVERICK/WARNER BROS.
17	THIS IS MY TRUTH TELL ME YOURS	MANIC STREET PREACHERS	EPIC
18	GRAN TURISMO	THE CARDBOARDS	STOCKHOLM/POLYDOR
19	SYNCHRONIZED	JAMIROQUAI	SOFT
20	LIFE THROUGH A LENS	ROBBIE WILLIAMS	CHRYSALIS

THE OFFICIAL CHARTS

singles

music week
AS USED BY
BBC RADIO 1
97-99 FM



AS USED BY
BBC RADIO 1
97-99 FM



1 BLUE (DA BA DEE)

2	S CLUB PARTY S Club 7	Eternal
3	MANI I FEEL LIKE A WOMAN! Shania Twain	Polydor
4	GOIN' DOWN Melanie C	Mercury
5	MAMBO NO 5 (A LITTLE BIT OF...) Lou Bega	Virgin
6	(YOU DRIVE ME) CRAZY Britney Spears	RCA
7	SUN IS SHINING Bob Marley vs Funkstar De Luxe	Jive
8	WE'RE GOING TO IBIZAI Vengaboys	Club Tools
9	SUNSHINE Gabrielle	Positive
10	I TRY Macy Gray	Go.Beats/Polydor
11	THE AWAKENING York	Epic
12	THE LAUNCH DJ Jean	Manifesto
13	BURNING DOWN THE HOUSE Tom Jones & The Cardigans	AM-PM
14	NEW YORK CITY BOY Pet Shop Boys	Gut
15	GET GET DOWN Paul Johnson	Parlophone
16	MICKEY Lolly	Defected
17	(MUCHO MAMBO) SWAY Shaft	Polydor
18	RUN FOR YOUR LIFE Northern Line	Wonderboy
19	LIBERATION (TEMPERATION—EV LIKE AN EAGLE) Mat Durg	Global Talent
		presented by
		Man Up
		Positive



11	THE AWAKENING York	Manifesto
12	THE LAUNCH DJ Jean	AM-PM
13	BURNING DOWN THE HOUSE Tom Jones & The Cardigans	Gut
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music week
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BBC RADIO 1
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AS USED BY
BBC RADIO 1
97-99 FM



1 RELOAD

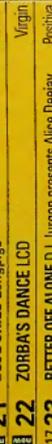
2	COME ON OVER Shania Twain	Mercury
3	THE MAN WHO TRAVELS	Independiente
4	RHYTHM AND STEALTH Leftfield	Higher Ground/Hard Hands
5	BRAND NEW DAY Sting	A&M/Mercury
6	SUPERGRASS Supergrass	Parlophone
7	PERFORMANCE AND COCKTAILS Stereophonics	V2
25	MY LOVE IS YOUR LOVE Whitney Houston	Arista
5	LIQUID SKIN Gomez	Hick/Virgin
10	THE FRAGILE Nine Inch Nails	Island/Universal-Island
11	ON HOW LIFE IS Macy Gray	Epic
40	INTERNATIONAL VELVET Catatonia	Blanco Y Negro
7	YOU, ME & US Martina McCutcheon	Innocent
8	SOGNO Andrea Bocelli	Sugar/Polydor
11	BY REQUEST Boyzone	Polydor
16	TEMPERAMENTAL Everything But The Girl	Virgin
17	3FT HIGH AND RISING De La Soul	Tommy Boy
6	ONE FROM THE MODERN Ocean Colour Scene	Island/Universal-Island
12	THE PARTY <i>ALBUM!</i> Vengaboys	Positive



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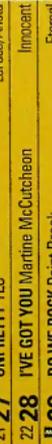
13 21 BLUE SKIES Longpigs Mother



13 22 ZORBA'S DANCE LCD Virgin



17 23 BETTER OFF ALONE DJ Jurgen presents Alice Deejay Positiva



13 24 FOR ALL THAT YOU WANT Gary Barlow RCA



13 25 HEAVEN WILL COME The Space Brothers Manifesto



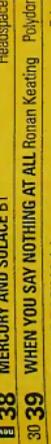
15 26 FRIENDS FOREVER Thunderbugs 1st Avenue/Epic



21 27 UNPRETTY TLC LaFace/Arista



22 28 I'VE GOT YOU MARTINE McCutcheon Innocent



13 29 DO WE ROCK Point Break Eternal



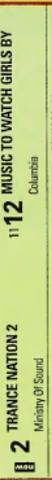
23 30 MI CHICO LATINO Geri Halliwell EMI



19 31 TOCA ME Fragma Positiva



19 21 BABY ONE MORE TIME Britney Spears Jive



10 22 GREATEST HITS Daniel O'Donnell Ritz



13 23 THE HUSH Texas Mercury



27 24 SURRENDER The Chemical Brothers Virgin



20 25 GOLD - GREATEST HITS Abba Polydor



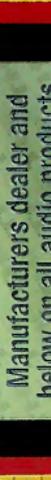
13 26 THE ULTIMATE HITS COLLECTION Tom Jones Universal TV



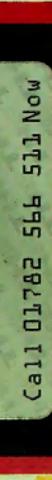
21 27 MY FIRST ALBUM Lolly Polydor



15 28 NEXUS... Another Level Northwestside/Arista



16 29 A LOVE LIKE OURS Barbara Streisand Columbia



74 30 MOON SAFARI Air Virgin



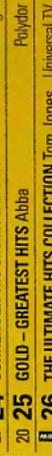
13 31 MELTING POT The Charlatans Beigars Barquet



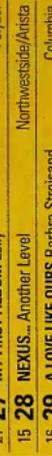
18 33 YELLOW SUBMARINE SONGTRACK The Beatles Parlophone



32 34 CALIFORNICATION Red Hot Chili Peppers Warner Bros



26 35 A SECRET HISTORY The Divine Comedy Selenia



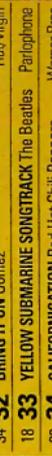
29 36 THE VERY BEST OF - CAPTAIN/REPRISE YEARS Dean Martin EMI



62 37 BLUE LINES Massive Attack Wild Bunch



23 38 QUIET REVOLUTION Chris De Burgh A&M/Mercury



73 39 FORGIVEN, NOT FORGOTTEN The Corrs Atlantic



13 40 REASONS TO BE CHEERFUL - VERY BEST OF Ian Dury & The Blockheads EMI



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compilations

- 1 **TOP OF THE POPS 99 VOL 2** 11 **IBIZA 98 - THE YEAR OF TRANCE - VOLUME 2**
Universal TV Global TV
- 2 **TRANCE NATION 2** 11 **MUSIC TO WATCH GIRLS BY**
Ministry Of Sound Columbia
- 3 **KISS IBIZA 99** 9 **IBIZA ANNUAL 99**
Universal TV Ministry Of Sound
- 4 **IBIZA UNCOVERED - THE RETURN** 10 **14 TRANCE MIX '99**
Virgin/EMI Virgin/EMI
- 5 **BIG HITS 99** 12 **15 SASHA - IBIZA**
warner resp./Global TV/Sony TV Global Underground
- 6 **THE SOUND OF MAGIC LOVE** 16 **CLUB HITS 99**
Universal TV Island TV
- 7 **FAT POP HITS** 14 **17 THE BEST IBIZA ANTHEMS... EVER!**
Global Television Virgin/EMI
- 8 **THIS YEAR IN IBIZA** 15 **18 SOUTH PARK: BIGGER, LONGER & UNCUT**
warner esp. Virgin/EMI
- 9 **ROCK THE WORLD** 13 **19 IBIZA EUPHORIA**
Global TV Ruff TV
- 10 **NOW THAT'S WHAT I CALL MUSIC: 10** 16 **20 NOTHING HILL (OST)**
EMI/Virgin/Universal TV Island/Universal Island

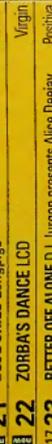
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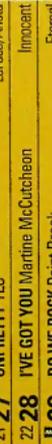
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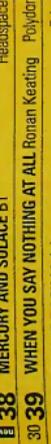
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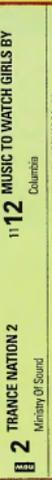
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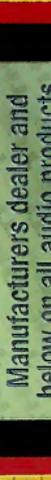
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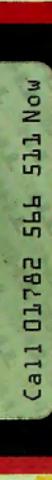
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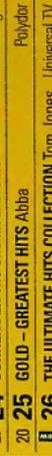
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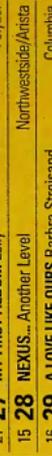
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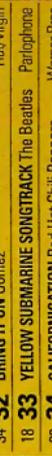
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CLASSICAL SPECIALIST

This	Last	Title	Artist	Label (distributor)
1	5	LIBERA ME	Italy Decca 00812 (UK)	
2	1	VOICE OF AN ANGEL	Chapelle Church Sony Classical SK 62057 (TEN)	
3	2	VIAGGIO ITALIANO	Andrea Bocelli Philips 462192 (UK)	
4	4	ORF: THE BEST OF	Various RCA Victor 756653752 (BMG)	
5	3	WATON-YOUNG CONCERTO/CELLO CONCERTO	Kang/Eng Northern PQ/Annie Naxos 855425 (S)	
6	8	CHINA GIRL - THE CLASSICAL ALBUM 2	Vanessa-Mae EMI Classics CD 556482 (E)	
7	7	ARIA - A SOPRANO INSPIRED	Andrea Bocelli Philips 462022 (UK)	
8	12	A SOPRANO INSPIRED	Lesley Garrett Naxos 856078 (S)	
9	9	PURE PASSION	Jose Carreras Eloise 376627252 (TEN)	
10	9	SIBELIUS: FINLANDIA	Naxos 855478 (S)	
11	11	ELGAR: BRUCH/VAUGHAN CONCERTOS	Incholas/SO/Ronald Naxos Historical H11892 (S)	
12	10	DEEP DEAD BLUE	Annie Gimel 462022 (UK)	
13	13	SAIN'T SAENS: CARNIVAL OF ANIMALS	Naxos AudioBooks 855462 (S)	
14	20	FAURE: REQUIEM	Delfort Camerata/Summerly Naxos 856078 (S)	
15	16	WESTMINSTER MASS	Rosanna Panufik Teldec 386420492 (TEN)	
16	18	BRUCKNER: SYMPHONY NO 9	ESNO/Trotter Naxos 856428 (S)	
17	17	ELGAR: CELLO CONCERTO/SEA PICTURES	Baker/Du Pre/LSO/D'Arbanoli EMI Classics CD 559212 (E)	
18	17	BENNETT: WONDERFUL TOWN	Birmingham CMG/Rattle EMI Classics CD 567332 (E)	
19	14	MNEMOSYNE	Jan Czajkowski/Wilford Ensemble ECM New Berlin 465222 (PI)	
20	15	THE ART OF	Vladimir Ashkenazy Decca 464622 (UK)	

© CN

JAZZ & BLUES

This	Last	Title	Artist	Label (distributor)
1	1	THE VERY BEST OF	Billy Holiday Verve 547042 (UK)	
2	1	KING OF BLUE	Miles Davis Columbia CK 64835 (TEN)	
3	2	COME BY ME	Henry Connick Jr Columbia 491702 (TEN)	
4	4	THE ONLY JAZZ ALBUM YOU'LL EVER NEED	Various RCA Victor 7420126822 (BMG)	
5	7	THE VERY BEST OF LATIN JAZZ - 2	Global Television R4201 (BMG)	
6	3	PARKINSON'S GROOVE	Various Verve 556822 (UK)	
7	6	SALSA FEVER!	Global Television R420 133 (BMG)	
8	8	THE BEST OF LATIN JAZZ	Global Television R420 93 (BMG)	
9	5	CLASSICS IN THE KEY OF G	Ariana 016215082 (BMG)	
10	9	BLUE FOR YOU - THE VERY BEST OF	Nina Simone Global Television R420 44 (BMG)	

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R&B SINGLES

This	Last	Title	Artist	Label Cat. No. (distributor)
1	1	1TRY	Macy Gray Gabele Epic 668322 (TEN)	
2	1	SUNSHINE	Gabriele Go Beat/Polydor 50680 23 (UK)	
3	1	UNPRETTY	TLC LaFace/Arista 7421285523 (BMG)	
4	2	ALL MY GIRL	Missy/Motown/Arista Eloise 274302 (TEN)	
5	2	NOBODY'S SUPPOSED TO BE HERE	Debrah Carr Arista 74217021 (BMG)	
6	3	TELL ME IT'S REAL	K-Ci & JoJo MCA/Universal/Intanl MCST0 40211 (UK)	
7	2	IF I COULD TURN BACK THE HANDS OF TIME	R-Kelly Jive 022182 (Import)	
8	4	CRAVE	Marc Dorsey Jive 050522 (PI)	
9	4	WILD WILD WEST	Will Smith feat. Dru Hill Columbia 667585 (TEN)	
10	6	SUMMERTIME	Another Level feat. Tru Northwest/Arista 7421194822 (BMG)	
11	6	GUILTY CONSCIENCE	Enimem feat. Dr Dre Interscope 497232 (UK)	
12	7	SWEET LADY	Tyrese RCA 7421700842 (BMG)	
13	9	IF YOU HAD MY LOVE	Jennifer Lopez Puff Daddy/Arista 7421194822 (BMG)	
14	11	PE 2000	Jordan Knight Interscope IND 80889 (Import)	
15	12	BILLS, BILLS, BILLS	Destiny's Child Columbia 667602 (TEN)	
16	11	JAMROSE	Naughey by Nature feat. Zhané Arista 7421193982 (BMG)	
17	17	THE FORCE	Ary Grand Central UK 120035 (UK)	
18	17	SWEET LIKE CHOCOLATE	Shanika & Bigshot Pepco 330550 (PI)	
19	24	MY LOVE IS YOUR LOVE	Whitney Houston Arista 742170272 (BMG)	
20	15	BEST FRIEND	Mark Morrison & Connor Reeves WEA/WEA 22101 (TEN)	
22	8	DO YOU WANNA GO OUR WAY???	Public Enemy Pias Records P1ASX0300X (UK)	
23	19	WHERE MY GIRLS AT?	TQ2 Motown/Universal/Intanl TMCG2 1500 (UK)	
24	20	BETTER DAYS	702 Epic 667535 (TEN)	
25	18	NO PIGGONS	Sporty Thizz Columbia 667602 (TEN)	
26	16	SATURDAY NITE	The Brand New Heavies Int BMG 12 (TEN)	
27	21	EVERYTHING IS EVERYTHING	Lauryn Hill Columbia 667545 (TEN)	
28	22	ALL THAT I CAN SAY	Mary J Blige MCA/Universal/Intanl MCST0 40215 (UK)	
29	25	MY LOVE IS YOUR LOVE	Whitney Houston Arista (Import)	
30	5	HATE ME NOW	Nas feat. Puff Daddy Columbia 667565 (TEN)	

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CLASSICAL CROSSOVER

This	Last	Title	Artist	Label (distributor)
1	1	THE VERY BEST OF CLASSICAL EXPERIENCE	Various Virgin/EMI VTDCD 252 (IE)	
2	6	LISLEY GARRETT	Lisley Garrett BBC/RMG Center 756551332 (BMG)	
3	2	STAR WARS - THE PHANTOM MENACE (OST)	John Williams Sony Classical SK 61843 (TEN)	
4	3	THE NATION'S FAVOURITE CLASSICAL MUSIC	Various BBC Music WMEF 0072 (PI)	
5	5	TITANIC (OST)	James Horner Sony Classical SK 6202 (TEN)	
6	4	AMATEUR - ESSENTIAL HAZARD COLLECTION	Various Philips 464212 (UK)	
7	7	CLASSICAL ALBUM YOU'VE NEVER HEARD	Various Covifer Classics 1566551322 (TEN)	
8	10	NO RELAXING CLASSICAL	Various Pulse PR082507 (PI)	
9	11	KIRI TE KANAWA - BEST OF	Kiri Te Kanawa Teldec 208420382 (TEN)	
10	10	100 HENVENY CLASSICS	Various Pulse PR082507 (PI)	
11	15	MOST RELAXING CLASSICAL ALBUM... EVER!	Various Virgin/EMI VTDCD 208 (IE)	
12	12	MOST RELAXING CLASSICAL ALBUM... EVER!	Various Virgin/EMI VTDCD 158 (IE)	
13	13	BRANDHEART (OST)	LSD/Homer Decca 464622 (UK)	
14	14	A SOPRANO IN LOVE	Lisley Garrett Silva Screen SILTVCD 4 (K0)	
15	18	LOVE SONGS	Luciano Pavarotti Decca 464622 (UK)	
16	12	NOCTURNE 2	Various Virgin Classics VM0561597 (IE)	
17	17	GLASS: DRACULA (OST)	Kronos Quartet Nonesuch 755975662 (UK)	
18	18	BACK TO TITANIC	James Horner Sony Classical SK 6000 (TEN)	
19	19	THE BEYONDNESS OF THINGS	English Chamber Orchestra/Gary London 460002 (TEN)	
20	20	FOR GUATEMALA AND KOSOVO	Pavarotti & Friends Decca 464622 (UK)	

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ROCK

This	Last	Title	Artist	Label (distributor)
1	1	EXPERIENCE HENDRIX - THE BEST OF	Jimi Hendrix Telstar TV TTVC0 230 (TEN)	
2	3	BLOOD SUGAR SEX MAGIK	Red Hot Chili Peppers Warner Bros 759936812 (PI)	
3	3	GARBAGE	Garbage Mushroom D 31460 (JMV/PI)	
4	4	PURE CULT	The Cult Bigginz Bangnet/BECA 48022 (UK)	
5	2	AMERICAN	U2 Columbia 491622 (TEN)	
6	10	DOOKIE	Green Day Reprise 59825792 (TEN)	
7	7	DIFFERENT BEAT	Gary Moore/Paul Rowen/Castle Communications RAMCD 142 (PI)	
8	1	WORLD COMING DOWN	Raymond R8 Roadrunner RR 86622 (UK)	
9	7	THE MATRIX (OST)	Various Maverick/Warner Bros 598247412 (BMG)	
10	7	APPETITE FOR DESTRUCTION	Guns N' Roses Capitol GEF0 2418 (BMG)	

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DANCE SINGLES

This	Last	Title	Artist	Label Cat. No. (distributor)
1	1	THE AWAKENING	York Manifesto FESX 60 (UK)	
2	2	LIBERATION (TEMPTATION - FLY LIKE AN EAGLE)	Mart Dorey aka Mash Up Incentive Cent IT 23M/TEN)	
3	3	HEAVEN WILL COME	The Space Brothers Manifesto FESX 81 (UK)	
4	4	MERCURY AND SOLAR	BT Headcase HEDST 0018 (UK)	
5	5	UNIVERSAL NATION 98	Push Infemno TRFN9 203M/TEN)	
6	6	DESTINATION SUNSHINE	Electric Blue Xtremazone XTZ01 23M/TEN)	
7	7	REVELATION	Electric Boutique Data DATA 5 (A20)	
8	5	THE LAUNCH	DJ Mista AMFPM 12AMPMP 125 (UK)	
9	10	HOLD ME	Fragma AMFPM 12AMPMP 125 (UK)	
10	11	BAD ACHRODORAY	Konflikt/Various Supports Renaegade Hardware RH 22 (S2C)	
11	8	AFRIKA SHOX	Laffelle/SambaJax Higher Ground/Hard Hands HAN01 037 (TEN)	
12	8	1989	Benny Finny Positive 12TV 120 (IE)	
13	10	SING IT BACK	Mokko Echo ECSY82 (UK)	
14	15	HIP HOP PHENOMENON	Tsunami One - BT Marine Parade MAPA 5 (S2C)	
15	16	RED SUN RISING	Lost Witness Sound Of Ministry MOS 152 (3M/TEN)	
16	17	I FEEL GOOD THINGS FOR YOU	Daddy's Favourite Go Beat G08X 22 (UK)	
17	17	SUNDISSENTIAL EP	Lisa Lashes/Paul Kershaw Tilly Tey TTY 13272 (A40)	
18	18	THE FORCE	Aim Grand Central GC 12 (UK)	
19	20	BETTER OFF ALONE	DJ Jurgan pts Alca Dejay Positive 12TV 113 (UK)	

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DANCE ALBUMS

This	Last	Title	Artist	Label Cat. No. (distributor)
1	1	RHYTHM AND STEALTH	Lethfield Higher Ground/Hard Hands HAN01 17A/NMG14 (UK)	
2	2	WHERE I WANNA BE	Andre Jones LaFace 7308282612 (TEN)	
3	3	BLACK OUT	Meredith Man & Redman Def Jam 546630 (UK)	
4	4	TWICE AS NICE IN AYIA PAPA - DJ SPONNY	Various Reast - JV	
5	5	CORRA AND PHASES GROUP VOLTAGE IN	Starelab Duophonic UHF DUHF 03 (A4)	
6	6	TRANCE NATION 2	Various Ministry Of Sound - T/INAC2 (3M/TEN)	
7	7	INFINITY + INFINITY	Big Bad Good Looking GLRM04LPP (VI)	
8	8	TEMPERAMENTAL	Everything But The Girl Virgin V 2552 724 (UK)	
9	9	THE CONTINO SESSIONS	Death In Vegas Alpha Harmonic AHC (3M/TEN)	
10	10	BLAZING THE CROPP - RAE & CHRISTIAN	Various Muzmag LML MML1 038 (PI)	

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TV LIST

This	Last	Title	Label Cat No.
1	11	MICHAEL FLATLEY: Feet Of Flames	VL 058423
2	1	STEP: The Video	VL 059175
3	3	ARIA: Forever Gold	VL 059176
4	2	BIZONCE: By Request Their Greatest Hits	PolyGram Video C5503
5	5	TOM JONES: Ultimate Collection	VL 051248
6	6	FRANK SINATRA: My Way	Palm Label 1457021322
7	4	ORIGINAL CAST RECORDING: Cats	Video Collection V4227
8	7	THE CORPUS: Live At The Royal Albert Hall	PolyGram Video 479643
9	8	VARIOUS ARTISTS: Days - Kinoshita	Warner Music Video 75860213
10	9	CIRCLE OF FEAR: Demoness	IMP Video M4282
			Music For Nations 15617

MUSIC VIDEO

This	Last	Title	Artist	Label (distributor)
1	12	METALLICA: Conning Stars	Various PolyGram Video 950343	
2	10	FOSTER AND ALLEN: Irish Tunes	Various Telstar Video 761019	
3	14	GEORGE MICHAEL: Ladies & Gentlemen - Best Of	Various SMV Epic 201632	
4	16	MARIAH CAREY: Another World	Various SMV Columbia 501842	
5	7	VARIOUS ARTISTS: Diving Another Year	Various Roadrunner RR9384	
6	13	STREPTOPHONICS: Live At Carri	Various Visual 131034	
7	16	ROBBIE WILLIAMS: Live In Your Living Room	Various Optima 45183	
8	15	ROY ORBISON: Definitive Collection	Various Wornerworld WNR202	
9	17	LISLEY GARRETT: Lesley Garrett	Various BMG Video 742152283	
10	17	VARIOUS ARTISTS: Hey Mr Producer	Various Video Collection V4100 (UK)	

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ALL THE CHARTS EXPOSURE

AIRPLAY FACTSHEET

CHART COMMENTARY

by ALAN JONES

A possibly befits a novelty record, when radio tried of Lou Bega's Mambo No.5 it tumbled in a big way, with the result that the track tumbles 1.9 on the airplay chart this week, the biggest drop from the summit registered by any record in the chart's history. Airplay for Mambo No.5 reached an all time high of 2,529 plays and 92.6m listeners just three weeks ago, but slumped to less than half that audience - 45.2m - and 1,071 plays last week.

Its replacement at number one is another novelty hit, Eiffel 65's Blue (Da Ba Dee), which becomes only the fourth hit this year to top both sales and airplay charts at the same time. Airplay for the Eiffel 65 hit has also peaked, however, and it will undoubtedly have to fight a tough rearguard action to retain pole position next week, with Shania Twain's I Feel Like A Woman -

● Eternal singles invariably reach the Top 21 of the airplay list before their commercial release, but their latest R&B styled single What'cha Gonna Do is proving slower. After reaching number 47 last week it slips to number 50.
● Radio also appears ambivalent toward S Club 7's Club Party which climbs 26-23 this week, despite holding at

two on sales.
● And, even after four straight number one sales hits in a row, B*Witched have yet to win radio support for Jesse Hold On, which is only number 79 this week.
● Likewise, Mel C's Goin' Down makes a creditable number four debut on sales but is ranked just 56th on airplay, while its flip Ga Ga is number 67.

up 6.2 this week - likely to pose the most immediate threat, though the 45:28:16:6 progression of Christina Aguilera's single Genie In A Bottle suggests that she will be thereabouts next week too.

Aguilera will certainly advance to the top of the chart the following week, with her single looking a good bet to debut on the sales chart at number one this Sunday, something which would obviously bring it considerable extra exposure. For her part, Twain continues atop the Radio Two chart for the third straight week, though she's now joined by Eurythmics' I Saved The World Tonight on 21 plays. Man! I Feel Like A Woman! improved its penetration at Radio One last week to a best-of-yet seven plays, enough only to earn it 50th place on the station's most-played list, while bringing in a further 7m audience.

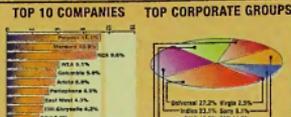
Travis are having the biggest airplay hit of their career with Why Does It Always Rain On Me, which peaked at number eight four weeks ago, and was down to number 19 last week. The track is resurgent, however, and climbs all the way back to number 10 this week, primarily because Radio One boosted its support from 12 to 21 plays last week, pushing it up from 24-11 on the station's most-played list.

The second highest new entry to the Top 50 last week was 35, Sheffield lass Ann Lee's 2 Times Takes A Day, which is surging to 18 with an increase in exposure of more than 50%. A simple Euro hit originating from Italy, it has still to make the grade at Radio One and owes much of its success to date to Capital, where it is played 52 times last week, more than any other record, and Atlantic 252, where 38 plays put it second

only to Gabriella's Sunshine (42 plays). Last week saw the countdown to the millennium dip below 100 days, and brought about a resurgence in support for Robbie Williams' own Millennium, which increased airplay significantly, resulting in a 65-51 jump on the airplay chart. It's clearly going to be thereabouts for several more weeks and will undoubtedly soar up the chart again as we progress through December, with other tracks like Prince's 1999 and Delerium Harry's I Want That Man! key lyrics: 'here comes the 21st Century, it's gonna be much better for a girl like me' also sure to score.

Finally, it's surprising that Paul Johnson's Get Down - the biggest airplay hit yet for the Defected label - slips 7-9 this week, given the fact it was aired 35 times on Radio One, enough for it to jump to the top of the station's most-played list.

AT A GLANCE WEEKLY MARKET SHARES



Figures show the 10 companies by % of total audience of the 10, with percentage of share in % of the 10, with percentage of share in % of the 10.

#	Title Artist	Label
1	SUN IS SHINING Bob Marley Vs Funkstar De Luze	Club Tunes
2	MAMBO NO. 5 Lou Bega	RCA
3	UNPRETTY TIC	LaFace/Arista
4	YOU DRIVE ME CRAZY Brinley Spears	Jive
5	WHY DOES IT ALWAYS RAIN ON ME? Travis	Independent
6	BLUE (DA BA DEE) Eiffel 65	Eternal
7	SING IT BACK Moby	Echo
8	BURNING DOWN THE HOUSE Tom Jones & The Cardigans	Gut
9	S CLUB PARTY S Club 7	Polydor
10	MUCHO MAMBO Shania Twain	Wendyboy

Most played videos on MTV UK/Media Research Ltd. w/e 1/30/99 Source: MTV UK

#	Title Artist	Label
1	BLUE (DA BA DEE) Eiffel 65	Eternal
2	RUN FOR YOUR LIFE Northern Line	Global Talent
3	YOU DRIVE ME CRAZY Brinley Spears	Jive
4	FLYING WITHOUT WINGS Westlife	RCA
5	LARGER THAN LIFE Backstreet Boys	RCA
6	GIMME ALL YOUR LOVIN' Marcy et al. ZZ Top	Riverhouse
7	TURN BACK THE HANDS OF TIME R Kelly	Jive
8	GENIE IN A BOTTLE Christina Aguilera	RCA
9	2 TIMES TAKES A DAY	London
10	I DRIVE MYSELF CRAZY N Sync	Northwestside/Arista

Most played videos on the Box, w/e 26/9/99 Source: The Box

#	Title Artist	Label
1	HEARTBREAKER Mariah Carey feat. Jay-Z	Columbia
2	GIVE IT TO YOU Jaron Knight	Interscope/Polydor
3	ZORBA'S DANCE LCD	Virgin
4	AFTER THE LOVE HAS GONE Steps	EMI/Jive
5	DON'T STOP ATB	Sound ID Publishing
6	EVERYTHING MY HEART DESIRES Adam Rickitt	Polydor
7	KEEP ON MOVIN' Five	RCA
8	JESSE HOLD ON B*Witched	Glow Warm/Epic
9	EVERYBODY AT	Columbia
10	WHEN MY BABY SINGS	Accelade/Parlophone

Highest charting videos on the Box w/e advance of single release w/e 26/9/99 Source: The Box

TOP OF THE POPS

#	Title Artist
1	S Club Party S Club 7, New York City Boy Pat Shop Boys; I Try Macy Gray; Get Down Melissa C.
2	Caribbean Lovers Gallagher & Stone
3	Cosmic, I Saved The World Today Eurythmics; Sunshine Gabriella; Blue (Da Ba Dee) Eiffel 65

Draft lineup 8/10/99

CD:UK

Video: Jesse Hold On
B*Witched; Get Down
Melissa C.
Feature: Five documentary
Final lineup 2/10/99

THE PEPSI CHART

#	Title Artist
1	Performance: Run For Your Life Northern Line; I Try Macy Gray; Get Down Melissa C.; After The Love Has Gone Steps
2	Walking Far Tonight Jennifer Lopez; Larger Than Life Backstreet Boys; Blue (Da Ba Dee) Eiffel 65

Draft lineup date 7/10/99

RADIO ONE PLAYLISTS

A-LIST	B-LIST
Genie In A Bottle Christina Aguilera; On The Run Big Time Charlie; Drinking In LA Brian Van 3000; Goin' Down/Ga Ga Melissa C.; Out Of Control The Chemical Brothers; Buddy X 89 Dream Team; Neneh Cherry; Blue (Da Ba Dee) Eiffel 65; Camille Lunn Gallagher & Stone; Cosmic; I Try Macy Gray; Just Like Fred Astaire Jones; Get Down Pat Johnson; Give It To You Jaron Knight; Stay With It Macy Gray; Sun Is Shining Bob Marley Vs Funkstar De Luze; Why Does My Heart Feel So Bad? Moby; Sing It Back Moby; In And Out Of My Life Onycha; S Club Party S Club 7; Casting The Sorcerer; Unpretty TIC	Turn It Around Aloe; Larger Than Life Eurythmics; Boys Jump & Short Gement; Jaxx; Burning Down The House The Cardigans & Tom Jones; Heartbreaker Mariah Carey feat. Jay-Z; Forever The Characters; Bug-A-Boo Desiray's Child; What'cha Gonna Do Eurythmics; Learn To Fly Fly To Fighters; Sunshine Gabriella; Never Let You Down Goo; What One Wicked Jay Z

It's playlist for week beginning 4/10/99
* Denotes additions

RADIO TWO PLAYLISTS

A-LIST	B-LIST
Brand New Day Sting; I Saved The World Today Eurythmics; If I Could Turn Back The Hands Of Time R Kelly; Sunshine Charlie; Different Roads Different Dreams Twenty 800 Miles; Jordan Knight; Stay With It Macy Gray; Sun Is Shining Bob Marley Vs Funkstar De Luze; What'cha Gonna Do Eurythmics; Learn To Fly Fly To Fighters; Sunshine Gabriella; Never Let You Down Goo; What One Wicked Jay Z	Flying Without Wings Westlife; Never Let You Down Goo; Twenty 800 Miles; Status Quo; When The Heartache Is Over Tina Turner; No Mermaid Joan Baez; Thursday's Child David Bowie; Sambro Sautera feat. R. Lomas; The Last Good Day Of The Year Cosmic; I Try Macy Gray; You've Got Love Me Eurythmics; Sunshine Gabriella; Sun Is Shining Bob Marley Vs Funkstar De Luze; What'cha Gonna Do Eurythmics; Learn To Fly Fly To Fighters; Sunshine Gabriella; Never Let You Down Goo; What One Wicked Jay Z

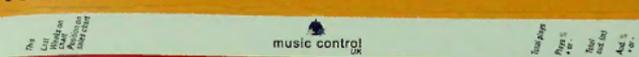
* Denotes additions

MTV UK PLAYLISTS

A-LIST	B-LIST
Unpretty TIC; Sing It Back Moby; Mambo No. 5 Lou Bega; Sun Is Shining Bob Marley Vs Funkstar De Luze; Larger Than Life Backstreet Boys; Blue (Da Ba Dee) Eiffel 65; Genie In A Bottle Christina Aguilera; Get Get Down Pat Johnson; 'Macho Mamba Shani'; Don't Stop ATB	Unpretty TIC; Sing It Back Moby; Mambo No. 5 Lou Bega; Sun Is Shining Bob Marley Vs Funkstar De Luze; Larger Than Life Backstreet Boys; Blue (Da Ba Dee) Eiffel 65; Genie In A Bottle Christina Aguilera; Get Get Down Pat Johnson; 'Macho Mamba Shani'; Don't Stop ATB

Burning Down The House Tom Jones & The Cardigans; Walking Far Tonight/If You Had My Love Jennifer Lopez; You Drive Me Crazy Brinley Spears; What'cha Gonna Do Eurythmics; Just Like Fred Astaire Jones; Thursday's Child David Bowie; Never Let You Down Goo; Sunshine Gabriella; 2 Times Ann Lee; She's So High To Bachman; Giving The Seniors; Give It To You Jaron Knight; 'Heads High' N Sync; After The Love Has Gone Steps; 'I Ain't In The Out Get; Emma Bunton; Man! I Feel Like A Woman Shania Twain

9 OCTOBER 1999



The UK Airplay Chart		music control		Airplay	
Pos.	Weeks on Chart	Title	Artist	Pos. Last Week	Pos. Last Week
1	2	BLUE (DA BA DEE)	Eiffel 65	2	71.69 n/c
2	5	MAN! I FEEL LIKE A WOMAN!	Shania Twain	1	
3	11	UNPRETTY	Mercury	1921	+24
4	7	SUN IS SHINING	Bob Marley Vs Funkstar De Luxe	1	
5	12	SING IT BACK	Moloko	ECHO	-12
6	5	GENIE IN A BOTTLE	Christina Aguilera	RCA	1535
7	15	BURNING DOWN THE HOUSE	Tom Jones And The Cardigans	1	
8	7	GET DOWN	Paul Johnson	1	
9	1	MAMBO NO. 5 (A LITTLE BIT OF...)	Lo Bogo	1	
10	10	WHY DOES IT ALWAYS RAIN ON ME?	Travis	1	
11	10	BETTER OFF ALONE	DJ Jurgens Pts Alice Deejay	1	
12	10	DRINKING IN L.A.	Bran Van 3000	1	
13	4	(YOU DRIVE ME) CRAZY	Britney Spears	1	
14	7	I SAVED THE WORLD TODAY	Eurythmics	1	
15	17	(MUCHO MAMBO) SWAY	Shaft	1	
16	7	SUNSHINE	Gabriele	1	
17	7	MOVING	Supergass	1	
HIGHEST TOP 50 CLIMBER					
18	2	2 TIMES	Ann Lee	1	
19	3	AIN'T THAT A LOT OF LOVE	Simply Red	1	
20	15	WHEN YOU SAY NOTHING AT ALL	Ronan Keating	1	
21	17	IF YOU HAD MY LOVE	Jennifer Lopez	1	
22	15	BRAND NEW DAY	Sing	1	
23	2	S CLUB PARTY	S Club 7	1	
24	10	MY LOVE IS YOUR LOVE	Whitney Houston	1	
25	13	SUMMER SON	Texas	1	
26	7	THE LAUNCH	DJ Jean	1	
27	10	BEAUTIFUL STRANGER	Madonna	1	
28	10	FRIENDS FOREVER	Thunderpups	1	
29	10	BALAMOS	Enrique Iglesias	1	
30	4	JUST LIKE FRED ASTAIRE	James	1	
31	2	I TRY	Macy Gray	1	
32	11	LIVIN' LA VIDA LOCA	Ricky Martin	1	
33	10	I'VE GOT YOU	Martine McCutcheon	1	
34	11	MÍ CHICO LATINO	Geri Halliwell	1	
35	11	I WOULDN'T BELIEVE YOUR RADIO	Stereophonics	1	
36	2	NEVER LET YOU DOWN	Honeyz	1	
37	10	FOR ALL THAT YOU WANT	Gary Barlow	1	
38	2	SHE'S SO HIGH	Ti Bachman	1	
BIGGEST INCREASE IN PLAYS					
39	1	GIVE IT TO YOU	Jordan Knight	1	
40	1	NOT OVER YOU YET	Diana Ross	1	
41	2	KISS ME	Sixpence None The Richer	1	
42	7	AFRIKA SHOX	Leffield	1	
43	2	OUT OF CONTROL	The Chemical Brothers	1	
44	2	THAT DON'T IMPRESS ME MUCH	Shania Twain	1	
45	3	BUDDY X	Dream Team Vs Neneh Cherry	1	
46	7	SHE THERE SHE GOES	Sixpence None The Richer	1	
47	10	IN OUR LIFETIME	Texas	1	
BIGGEST INCREASE IN AUDIENCE					
48	1	CLOSING TIME	Sensonic	1	
49	1	STAY WITH ME TILL DAWN	Lucid	1	
50	2	WHAT'CHA GONNA DO	Eternal	1	

RADIO ONE

Pos.	Weeks on Chart	Title	Artist	Pos. Last Week	Pos. Last Week
1	2	BLUE (DA BA DEE)	Eiffel 65	2	71.69 n/c
2	5	MAN! I FEEL LIKE A WOMAN!	Shania Twain	1	
3	11	UNPRETTY	Mercury	1921	+24
4	7	SUN IS SHINING	Bob Marley Vs Funkstar De Luxe	1	
5	12	SING IT BACK	Moloko	ECHO	-12
6	5	GENIE IN A BOTTLE	Christina Aguilera	RCA	1535
7	15	BURNING DOWN THE HOUSE	Tom Jones And The Cardigans	1	
8	7	GET DOWN	Paul Johnson	1	
9	1	MAMBO NO. 5 (A LITTLE BIT OF...)	Lo Bogo	1	
10	10	WHY DOES IT ALWAYS RAIN ON ME?	Travis	1	
11	10	BETTER OFF ALONE	DJ Jurgens Pts Alice Deejay	1	
12	10	DRINKING IN L.A.	Bran Van 3000	1	
13	4	(YOU DRIVE ME) CRAZY	Britney Spears	1	
14	7	I SAVED THE WORLD TODAY	Eurythmics	1	
15	17	(MUCHO MAMBO) SWAY	Shaft	1	
16	7	SUNSHINE	Gabriele	1	
17	7	MOVING	Supergass	1	
HIGHEST TOP 50 CLIMBER					
18	2	2 TIMES	Ann Lee	1	
19	3	AIN'T THAT A LOT OF LOVE	Simply Red	1	
20	15	WHEN YOU SAY NOTHING AT ALL	Ronan Keating	1	
21	17	IF YOU HAD MY LOVE	Jennifer Lopez	1	
22	15	BRAND NEW DAY	Sing	1	
23	2	S CLUB PARTY	S Club 7	1	
24	10	MY LOVE IS YOUR LOVE	Whitney Houston	1	
25	13	SUMMER SON	Texas	1	
26	7	THE LAUNCH	DJ Jean	1	
27	10	BEAUTIFUL STRANGER	Madonna	1	
28	10	FRIENDS FOREVER	Thunderpups	1	
29	10	BALAMOS	Enrique Iglesias	1	
30	4	JUST LIKE FRED ASTAIRE	James	1	
31	2	I TRY	Macy Gray	1	
32	11	LIVIN' LA VIDA LOCA	Ricky Martin	1	
33	10	I'VE GOT YOU	Martine McCutcheon	1	
34	11	MÍ CHICO LATINO	Geri Halliwell	1	
35	11	I WOULDN'T BELIEVE YOUR RADIO	Stereophonics	1	
36	2	NEVER LET YOU DOWN	Honeyz	1	
37	10	FOR ALL THAT YOU WANT	Gary Barlow	1	
38	2	SHE'S SO HIGH	Ti Bachman	1	
BIGGEST INCREASE IN PLAYS					
39	1	GIVE IT TO YOU	Jordan Knight	1	
40	1	NOT OVER YOU YET	Diana Ross	1	
41	2	KISS ME	Sixpence None The Richer	1	
42	7	AFRIKA SHOX	Leffield	1	
43	2	OUT OF CONTROL	The Chemical Brothers	1	
44	2	THAT DON'T IMPRESS ME MUCH	Shania Twain	1	
45	3	BUDDY X	Dream Team Vs Neneh Cherry	1	
46	7	SHE THERE SHE GOES	Sixpence None The Richer	1	
47	10	IN OUR LIFETIME	Texas	1	

ILR

Pos.	Weeks on Chart	Title	Artist	Pos. Last Week	Pos. Last Week
1	4	MAN! I FEEL LIKE A WOMAN!	Shania Twain (Mercury)	1	4291 157 1390
2	2	BLUE (DA BA DEE)	Eiffel 65 (Eternal)	1	2917 1535 1694
3	1	UNPRETTY	TLC (LaFace/Arista)	1	2232 1737 1637
4	1	BURNING DOWN THE HOUSE	Tom Jones And The Cardigans (ECHO)	1	2160 1737 1616
5	15	(YOU DRIVE ME) CRAZY	Britney Spears (Jive)	1	2027 1183 1515
6	1	MAMBO NO. 5 (A LITTLE BIT OF...)	Lo Bogo (RCA)	1	2040 1490 1495
7	1	SUMMER SON	Texas (Mercury)	1	2000 1505 1321
8	1	GENIE IN A BOTTLE	Christina Aguilera (RCA)	1	2037 1201 1315
9	1	SING IT BACK	Moloko (ECHO)	1	3024 1359 1286
10	1	AIN'T THAT A LOT OF LOVE	Simply Red (East West)	1	2652 995 1257
11	1	MÍ CHICO LATINO	Geri Halliwell (EMI)	1	1969 1432 1266
12	1	BALAMOS	Enrique Iglesias (Interscope/Polydor)	1	2103 1523 1225
13	1	FRIENDS FOREVER	Thunderpups (1st Avenue/EMI)	1	2019 1360 1215
14	1	SUN IS SHINING	Bob Marley Vs Funkstar De Luxe (ECHO)	1	3419 1195 1153
15	1	MUCHO MAMBO	Shaft (Worship)	1	3259 1220 1188
16	1	WHEN YOU SAY NOTHING AT ALL	Ronan Keating (Polygram)	1	3181 1454 1077
17	1	I'VE GOT YOU	Martine McCutcheon (Innocent)	1	2019 1175 1066
18	1	LIVIN' LA VIDA LOCA	Ricky Martin (Mercury)	1	2185 1407 1010
19	1	I SAVED THE WORLD TODAY	Eurythmics (RCA)	1	2216 669 941
20	1	IF YOU HAD MY LOVE	Jennifer Lopez (Jive)	1	2329 899 924
21	1	WHY DOES IT ALWAYS RAIN ON ME?	Travis (Jive)	1	2727 942 902
22	1	2 TIMES	Ann Lee (Systematic/London)	1	2178 954 929
23	1	BETTER OFF ALONE	DJ Jurgens Pts Alice Deejay (Polygram)	1	2507 701 904
24	1	MY LOVE IS YOUR LOVE	Whitney Houston (A&M)	1	2472 700 756
25	1	BEAUTIFUL STRANGER	Madonna (Maverick/Warner Bros)	1	2210 956 766
26	1	NOT OVER YOU YET	Diana Ross (EMI)	1	1786 633 732
27	1	NEVER LET YOU DOWN	Honeyz (1st Avenue/Mercury)	1	2352 650 620
28	1	THEY SHE SINGS	Sixpence None The Richer (Eternal)	1	904 745 655
29	1	GET DOWN	Paul Johnson (Defected)	1	1534 650 628
30	1	SHE'S SO HIGH	Ti Bachman (Columbia)	1	1532 628 625

© Music Control UK. Detailed chart data available from Music Control UK. See page 50 for more information. Figures verified by audience figures based on latest available figures. **Audience Increase:** 50% or more. **Chart:** BBC Radio 1, BBC Radio 2, BBC Radio 3, BBC Radio 4, BBC Radio 5, BBC Radio 6, BBC Radio 7, BBC Radio 8, BBC Radio 9, BBC Radio 10, BBC Radio 11, BBC Radio 12, BBC Radio 13, BBC Radio 14, BBC Radio 15, BBC Radio 16, BBC Radio 17, BBC Radio 18, BBC Radio 19, BBC Radio 20, BBC Radio 21, BBC Radio 22, BBC Radio 23, BBC Radio 24, BBC Radio 25, BBC Radio 26, BBC Radio 27, BBC Radio 28, BBC Radio 29, BBC Radio 30, BBC Radio 31, BBC Radio 32, BBC Radio 33, BBC Radio 34, BBC Radio 35, BBC Radio 36, BBC Radio 37, BBC Radio 38, BBC Radio 39, BBC Radio 40, BBC Radio 41, BBC Radio 42, BBC Radio 43, BBC Radio 44, BBC Radio 45, BBC Radio 46, BBC Radio 47, BBC Radio 48, BBC Radio 49, BBC Radio 50. **Chart:** BBC Radio 1, BBC Radio 2, BBC Radio 3, BBC Radio 4, BBC Radio 5, BBC Radio 6, BBC Radio 7, BBC Radio 8, BBC Radio 9, BBC Radio 10, BBC Radio 11, BBC Radio 12, BBC Radio 13, BBC Radio 14, BBC Radio 15, BBC Radio 16, BBC Radio 17, BBC Radio 18, BBC Radio 19, BBC Radio 20, BBC Radio 21, BBC Radio 22, BBC Radio 23, BBC Radio 24, BBC Radio 25, BBC Radio 26, BBC Radio 27, BBC Radio 28, BBC Radio 29, BBC Radio 30, BBC Radio 31, BBC Radio 32, BBC Radio 33, BBC Radio 34, BBC Radio 35, BBC Radio 36, BBC Radio 37, BBC Radio 38, BBC Radio 39, BBC Radio 40, BBC Radio 41, BBC Radio 42, BBC Radio 43, BBC Radio 44, BBC Radio 45, BBC Radio 46, BBC Radio 47, BBC Radio 48, BBC Radio 49, BBC Radio 50. **Chart:** BBC Radio 1, BBC Radio 2, BBC Radio 3, BBC Radio 4, BBC Radio 5, BBC Radio 6, BBC Radio 7, BBC Radio 8, BBC Radio 9, BBC Radio 10, BBC Radio 11, BBC Radio 12, BBC Radio 13, BBC Radio 14, BBC Radio 15, BBC Radio 16, BBC Radio 17, BBC Radio 18, BBC Radio 19, BBC Radio 20, BBC Radio 21, BBC Radio 22, BBC Radio 23, BBC Radio 24, BBC Radio 25, BBC Radio 26, BBC Radio 27, BBC Radio 28, BBC Radio 29, BBC Radio 30, BBC Radio 31, BBC Radio 32, BBC Radio 33, BBC Radio 34, BBC Radio 35, BBC Radio 36, BBC Radio 37, BBC Radio 38, BBC Radio 39, BBC Radio 40, BBC Radio 41, BBC Radio 42, BBC Radio 43, BBC Radio 44, BBC Radio 45, BBC Radio 46, BBC Radio 47, BBC Radio 48, BBC Radio 49, BBC Radio 50.

© Music Control UK. Detailed chart data available from Music Control UK. See page 50 for more information. Figures verified by audience figures based on latest available figures. **Audience Increase:** 50% or more. **Chart:** BBC Radio 1, BBC Radio 2, BBC Radio 3, BBC Radio 4, BBC Radio 5, BBC Radio 6, BBC Radio 7, BBC Radio 8, BBC Radio 9, BBC Radio 10, BBC Radio 11, BBC Radio 12, BBC Radio 13, BBC Radio 14, BBC Radio 15, BBC Radio 16, BBC Radio 17, BBC Radio 18, BBC Radio 19, BBC Radio 20, BBC Radio 21, BBC Radio 22, BBC Radio 23, BBC Radio 24, BBC Radio 25, BBC Radio 26, BBC Radio 27, BBC Radio 28, BBC Radio 29, BBC Radio 30, BBC Radio 31, BBC Radio 32, BBC Radio 33, BBC Radio 34, BBC Radio 35, BBC Radio 36, BBC Radio 37, BBC Radio 38, BBC Radio 39, BBC Radio 40, BBC Radio 41, BBC Radio 42, BBC Radio 43, BBC Radio 44, BBC Radio 45, BBC Radio 46, BBC Radio 47, BBC Radio 48, BBC Radio 49, BBC Radio 50.

TOP 10 GROWERS

Pos.	Title	Artist	Weeks on Chart	Pos. Last Week
1	2 TIMES	Ann Lee (Systematic/London)	1051	474
2	MAN! I FEEL LIKE A WOMAN!	Shania Twain (Mercury)	1922	438
3	SUNSHINE	Gabriele (Go Beat/Polydor)	806	352
4	GENIE IN A BOTTLE	Christina Aguilera (RCA)	1045	339
5	(YOU DRIVE ME) CRAZY	Britney Spears (Jive)	1535	335
6	WAITING FOR TONIGHT	Jennifer Lopez (Columbia)	342	325
7	RYING WITHOUT WEARS	Wendie Renner (ECHO)	378	315
8	AIN'T THAT A LOT OF LOVE	Simply Red (East West)	1294	275
9	I SAVED THE WORLD TODAY	Eurythmics (RCA)	596	272
10	SHAKE YOU BOMB	Ricky Martin (Columbia)	250	250

© Music Control UK. Chart shows weeks leading greatest increase in plays. **MUSIC WEEK 9 OCTOBER 1999**

TOP 10 MOST ADDED

Pos.	Title	Artist	Weeks on Chart	Pos. Last Week
1	WAITING FOR TONIGHT	Jennifer Lopez (Columbia)	342	25
2	AFTER THE LOVE HAS GONE	Sade (Epic)	15	21
3	SHAKE YOU BOMB	Ricky Martin (Columbia)	250	19
4	RYING WITHOUT WEARS	Wendie Renner (ECHO)	378	17
5	EVERYTHING MY HEART DESIRES	Adam Rickitt (Polydor)	14	14
6	I NEED TO KNOW MYSELF	Anthony (Columbia)	10	10
7	GIVE IT TO YOU	Jordan Knight (Interscope/Polydor)	10	10
8	LARGER THAN LIFE	Backstreet Boys (Jive)	10	10
9	I TRY	Macy Gray (Epic)	10	10
10	WHAT'CHA GONNA DO	Eternal (1st Avenue/EMI)	4	4

© Music Control UK. Chart shows weeks leading greatest number of copies added. **MUSIC WEEK 9 OCTOBER 1999**

TOP 10 PRE-RELEASE

Pos.	Title	Artist	Weeks on Chart	Pos. Last Week
1	GENIE IN A BOTTLE	Christina Aguilera (RCA)	1046	10
2	I SAVED THE WORLD TODAY	Eurythmics (RCA)	597	10
3	AIN'T THAT A LOT OF LOVE	Simply Red (East West)	1299	10
4	JUST LIKE FRED ASTAIRE	James (Mercury)	26.09	10
5	NEVER LET YOU DOWN	Honeyz (Epic)	22.88	10
6	SHE'S SO HIGH	Ti Bachman (Columbia)	21.81	10
7	GIVE IT TO YOU	Jordan Knight (Interscope/Polydor)	20.88	10
8	NOT OVER YOU YET	Diana Ross (EMI)	20.77	10
9	OUT OF CONTROL	The Chemical Brothers (Virgin)	15.71	10
10	BUDDY X	Dream Team Vs Neneh Cherry (Jive)	15.55	10

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RETAIL FOCUS: CASA DISCO

by Karen Faux

These days the name of Steven Bullock's Barnsley based store may be a bit misleading since sales are led by metal and indie, but he feels that adapting to change is what has enabled him to survive more than 28 years in business. "Heavy metal sales have taken the lead over everything else recently and this is now a priority in terms of stock and display," he says. "We have been doing fantastic business with acts such as Coal Chamber, Nine Inch Nails, Type O Negative and Machinehead."

Although metal sales represent its fastest-growing area, Casa Disco still sells a lot of dance and is currently the only store in Barnsley stocking vinyl. Its range of 12-inchers are trance-based in keeping with local taste and the store is always keen to stock new vinyl album releases. "We will stock albums on vinyl as long as they are new and we can anticipate plenty of takers," says Bullock.

Dance business appears to have come full



Casa Disco: metal is a priority

circle. Bullock reports that after building up this area in the Eighties, a local specialist set up and snatched a big proportion of the town's dance customers. However, two years

CASA DISCO'S DANCING

Sequence dancing (ballroom dancing) is big in Barnsley, and Casa Disco claims to be one of the very few suppliers of the music in Yorkshire. "Some people can't understand why we stock these records as they look so old-fashioned but we sell bucketloads of them," says Steven Bullock. "People come from miles around to buy them and spend a lot of money." Popular artists include Dennis Hayward, David Latt and Bernard Brock on labels such as Savoy and Maestro. The store gets its stock from wholesaler Northern Record Supplies, which stocks all the sequence dancing labels.

ago the competition closed down and Casa Disco has been gratified to see a lot more dance customers come through its doors. Indie, heavy metal and mainstream releases

are mixed in among the A-Z racks in keeping with Casa Disco's aim to provide an integrated product mix. Chart walls, vinyl and special promotions all feature within the Lift-Track system that Bullock is now keen to update. "We have had the rack for quite a while and it's beginning to look a bit obsolescent. We would like to replace it but this represents a major outlay for an indie like ourselves."

Like many indies, Bullock laments the decline in visits from reps and feels that often new product often suffers because it is not presented on a face-to-face basis. "Often now it is just a case of being asked on the phone how many we want," he says.

As the peak sales season kicks in Bullock feels that his customers will be spoilt for choice and ultimately spend less than they would if product had been evenly spaced throughout the year. "Customers are having to choose between three big albums in a week and as most can only afford one it means that we are missing out on sales of the other two," he says.

IN-STORE NEXT WEEK (from 11/10/99)



Windows - Barbra Streisand, Universal campaign with three CDs for £21; **In-store** - Oceania, The Moffatts, Watten, Anne, Type O Negative, Macy Gray, Basement Jaxx, The Chemical Brothers, Death In Vegas; **Press ads** - Millennium Jazz Editions, Iggy Pop, Gary Moore, Linda Brava, The Moffatts, Mariah Carey, Joe Cocker, Paul McCartney, Helloween, Type O Negative, Anne D'Arcy, Basement Jaxx, The Chemical Brothers, John Paul Jones, Fairport Convention



Singles - Steps, 911, Wyclef Jean feat. Bono, Honeyz, ATB, Barbra Streisand, Buffalo Tom, The Chemical Brothers, Big Time Charlie; **Albums** - Gary Barlow, Pet Shop Boys, Ayiajapa, James, Deacon Blue, Walk On, Oceania, Dave Pearce, Best Pepsi Chart Album In The World...Ever



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



Albums of the month: War 10th Anniversary collection; **Shakey Bear:** Luke Slater, The Atoof; **Cabbagoboy:** Gorley's Zygotic Mynk, Quannum, Snuff, Aim, Depth Charge



Single - 911; **Windows** - Honeyz, The Moffatts, Bernard Butler, Liam Gallagher & Steve Cradock/Bufallo Tom, The Chemical Brothers, Wyclef

Joan feat. Bono, Steps, Shirley Bassey; **In-store** - October Sale, The Beatles, Supergass, Pet Shop Boys; **Press ads** - Ben and Jason, Liam Gallagher, Will, Mariah Carey, Honeyz



Albums - James, Walk On; **Windows** - Gary Barlow, Pet Shop Boys, Barbra Streisand; **Listening posts** - James, Reba McEntire, Macy Gray, Talvin Singh



Albums - James; **Windows** - James, Pet Shop Boys; **In-store** - Deacon Blue, Macy Gray, Genesis, four videos for £15; **Listening posts** - Ladysmith Black Mambazo, Live, Sheryl Lynne, Martin Taylor, Joe Cocker, BB King, Longpigs



Singles - Will Smith, Jordan Knight, Honeyz, Liam Gallagher & Steve Cradock/Bufallo Tom, Wyclef Jean feat. Bono, ATB; **Albums** - David Essex, James, Dean Martin, Martin Taylor, Best Pepsi Chart Album In The World...Ever, Fire And Silk, Massive Dance Hits 99; **Video** - Cold Feet, Madeleine, Perfect Murder, Shakespear In Love



Singles - Moby, Liam Gallagher & Steve Cradock/Bufallo Tom, Ann Lee, Christina Aguilera, Melanie C, Pet Shop Boys; **Albums** - Pet Shop Boys, S Club 7, Trance Nation 2, Letfitted, Gomez, Martine McCutcheon, The Divine Comedy; **In-store** - CDs for £7 each, Pet Shop Boys, buy two videos and get a third free, Shakespeare In Love, The Chemical Brothers



Album - Cocteau Twins; **Selecta Listening posts** - Colourousid, DJ Discipline, Beulah, Bruce Dickinson, Lukan; **Mojo recommended retailers** - Playpen, Asie Payton, Railway Children, Joe Henry, Danny and Jo



Singles - Savage Garden, Diana Ross, Basement Jaxx, Dixie Chicks; **Windows** - Brian Ferry, Melanie C, Genesis, Camden Mix; **In-store** - buy two and get third free, classical sale; **Press ads** - Brian Ferry, Madness, Genesis, Supergass; **Outdoor posters** - Gomez



Singles - Kid Rock, Liquid Child, Bernard Butler, Liam Gallagher & Steve Cradock/Bufallo Tom, The Chemical Brothers, Hefner, The Hellcats; **Albums** - Longpigs, Merz, Bedrock, Eurythmics, Gary Barlow, Holly Johnson; **In-store** - Pet Shop Boys, James; **Press ads** - Chris Cornell, 911, ATB, Honeyz, The Moffatts, Bronks 7, Dot Allison, Foo Fighters, Steps, The Clash, Wyclef Jean feat. Bono



Albums - James, Walk On; **Windows** - Gary Barlow, Pet Shop Boys, Barbra Streisand; **Listening posts** - James, Reba McEntire, Talvin Singh, Macy Gray



Singles - Steps, Buffalo Tom; **Album** - James; **In-store** - Tarzan, Dance Anthems 2



ON THE SHELF

LOYD HAGGAR,
manager,
HMV Oxford

"This is one of the biggest stores in the chain and I moved over to manage it in March. We have been incredibly busy recently because we have been gearing up for our October sale, which is the most important of the year. Last year we introduced what we call the 'rummage format', where people were encouraged to dig around for things they wanted. This was so successful that we are extending the idea with a bigger and better offer and a completely different in-store look. For the launch, we provided a party theme with streamers and balloons, an Elvis impersonator and face painting.

For the first day we offered Whitney Houston's My Love Is Your Love at £5 and the sale also includes a wide range of current best-sellers from Travis and Gomez to The Beatles and Pet Shop Boys.

Oxford is very much geared to students and an older market. We are one of the

strongest stores in the chain for classical sales and currently Philip Glass's Dracula is one of our biggest sellers.

Tom Jones's Reload has been huge, which was to be expected in the light of his TV coverage. New albums from Sting and Nine Inch Nails have also been going well and our fans have been keeping sales of Method Man's Blackout album buoyant. We are still selling a lot of Travis, Gomez and Shanita Twain.

All HMV stores are currently undergoing refits in order to give more space and greater prominence to DVD for Christmas. Our DVD space has just been made six times bigger. The look racks look very stylish and colourful and perfectly complements the format. Video space has been reduced to make way for this.

I'll be working late to get everything ready for the launch of the sale. After that, the Christmas preparations kick in so there will be no let-up in the pace.



ON THE ROAD

SIMON CARSWELL,
Sony sales rep for
the West Midlands

"September has seen a great start to our autumn campaign, already providing us with two number ones with Travis and Letfitted. Travis are sustaining very good sales and it is good to see sales of Letfitted's Rhythm & Steath live up to expectations.

Our biggest singles priority this week is Macy Gray's I Try. This is the second single taken from her On How Life Is album, which is currently flying out.

We are now entering our most important time of the year with strong releases on both singles and albums taking us up to Christmas and beyond. This week I am promoting the Barbra Streisand & Vince Gill single, If You Ever Leave Me, taken from her recent album.

I am also pre-selling the Wyclef Jean feat. Bono single, New Day, as well as the third single from Doberman, taken from their forthcoming album A Magic Treehouse. Both are getting a good reaction.

Next week sees the release of the new B'Witched single, Jesse Hold On, backed by a massive TV campaign. We reckon it will do really well. It is the first single from their second album, Awake & Breath, released on October 18. November 1 also sees the release of another single from Ricky Martin's best-selling album.

There is certainly a lot to talk to retailers about. For the autumn we have got debut albums from A1, Merz and Thunderbirds. There are also albums lined up from Savage Garden, Will Smith, Michael Carey, Charlotte Church and Celine Dion.

I have been working as a sales rep for Sony in the West Midlands area for 14 years and have a very strong rapport with both my indie and multiple accounts.

During the next few weeks I shall be very busy with both pre-sales and arranging PoS in-store, which is an increasingly important part of the job.

SINGLE of the week

WESTLIFE: Flying Without Wings (RCA 74321/709162). Every so often there is an A&R buzz about a song somewhere on a tape, way before it even reaches the artist. In 1994/95 there was a buzz about a song called Wannabe which went on to be a worldwide smash hit for a five-

piece girl band called Spice Girls. Then last year there was a similar buzz around a track called Flying Without Wings, written by Steve Mac and Wayne Carter. That is not to detract from the way it has been put together by Westlife, producer Mac and A&R guru Simon Cowell, who drafted in R Kelly's gospel choir at the 11th hour. Should hang around in the Top 40, establishing the band as a pop force to be reckoned with.



ALBUM of the week

MELANIE C: Northern Star (Virgin CD2893). The first solo album to be released by any of the Spice Girls, Northern Star has been described as

"Mel C does rock" — but in fact it contains a neat mix of rock, R&B, pop and dance tracks. This is due in part to the breadth of writers, including Stanward & Rowe,

Rick Nowels, Rick Nowels and Pat McCarty. Producer William Orbit also lends a hand to musicians from the Sex Pistols' Steve Jones to Beck's band. The lead single 'Goin' Down' — including the far superior Ga track — was due to chart Top Three on Sunday. The title track ballad will be the Christmas single in November. But the stand out track is **Never Be The Same** Again featuring TLC's Lisa "Left Eye" Lopez.



SINGLE reviews

MARIAH CAREY: Heartbreaker (Columbia 663801-2). The first single from Carey's forthcoming Rainbow album finds her again in R&B territory with credibility endorsed by Jay-Z. Sounding similar to her 1995 hit Fantasy, this should hit home at UK radio (it is Clashed at Radio One). It is currently topping the *Billboard* Hot 100 in the US.

DINA CARROLL: Say You Love Me (1st Avenue/Manifesto 502 458-2). Carroll moves further into funky club territory with this uptight single. The hook is a little weak but the track has hit written all over it. **ONEPATEDEVA:** In And Out Of My Life (Defected DEFECT8). Mixing the strings from Fabray's *Manifesto* 502 458-2, Carroll moves further into funky club territory with this uptight single. The hook is a little weak but the track has hit written all over it. **ONEPATEDEVA:** In And Out Of My Life (Defected DEFECT8). Mixing the strings from Fabray's *Manifesto* 502 458-2, Carroll moves further into funky club territory with this uptight single. The hook is a little weak but the track has hit written all over it.

PLANET PERFECTO: Bullet in the Gun (Perfecto/Mushroom PERF03). This string-laden ballad is an unlikely choice for the fourth single from the Top 20 album *Top Organic* Chill. However, it should follow its predecessors into the Top 40.

SCODIO: When My Baby (Accolade/Parlophone CDACD002). Two girls, two boys à la Bucks Fizz, guided by Stock & Aitken should be a sure-fire hit in anyone's book. It has attracted the attention of the Box, S&M, TV, Live & Kicking and the teen press — but sounding like a weaker Steps disc. It is unlikely to stray beyond radio.

MILY LIFE STORY: Empire Line (It TRD0 003). This follow-up to the hugely underrated It's A Girl Thing sees MLI5 once again in Squeeze territory with an occasionally catchy story about a doomed teenage model. A UK tour to support the forthcoming *Joined Up Talking* album continues through October.

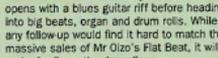
TINA TURNER: When The Heartache Is Over (Parlophone CDR6629). Written by



Graham Stack and John Reid (Nightcrawlers) and produced by Metro (Cher), Turner's first single in three years showcases her instantly distinctive vocals. She is to debut the single at this Wednesday's *Radio Awards*.

GIGOLO: Al Paradiso (Code Blue BU0077). After high-profile remixes recently for Additive and Apollo 440, Gigolo unleashes their own single on Warner's Code Blue. Using a sample from Midnight Cowboy, it includes a mix by hot remixer Matt Darby.

SHABOOM: Totally (WEA 283CD1). Yet another uplifting house anthem is a cut above the rest courtesy of a soulful vocal delivery and authentic disco strings. Already a dancefloor favourite, it could cross over.



Fuzzed Up (Curveball curvelled): Currently soundtracking the latest Flat Eric Levi's advert — in which he plays air guitar — this funky breakfast tune

opens with a blues guitar riff before heading into big beats, organ and drum rolls. While any follow-up would find it hard to match the massive sales of Mr Oizo's Flat Beat, it will make for a fun dancefloor.

SNEAKER PIMPS: Ten To Twenty (Clean Up CUP054CD5P). The Pimps continue in their brave new direction, having replaced vocalist Kelli Dayton with existing guitarist and songwriter Chris Corner just as US stardom beckoned. Ten To Twenty is the second single in the new format, following Top 40 hit Low Five, and it is a gothic, chilly ballad which takes them away from the coffee-table cool of *Six Underground*.

MOGWAI: *Chemical Underground* (WEA 036CD). The Glaswegian quartet offer another package of slow-burning instrumentals on this EP containing four new songs. Although similar in style to their current album *Come On Die Young*, the tracks are more emotional and engaging, and in the case of brass-led Burn Girl From Queen, beautifully fragile.

ALBUM reviews

ATB: *Movin' Melodies (Sound Of Ministry ATBD0P1)*. With the platinum-selling *GRV (Till I Come)* currently the second best-selling single of the year, Andre Tanneberger has plenty of momentum for the UK release of his debut album. Including both that smash and the follow-up *Don't Stop*, it powers its way through a further 11 tracks of ambient trance which could well capture the crossover

dance album reached by the likes of Sash! The package includes an interactive CD featuring videos and internet links.

DOT ALLISON: *Afterglow (Heavenly HWLPA2CD)*. Ex-One Dove frontwoman Allison's debut solo offering fuses chilled pop with an eclectic mixture of styles smothered in her effortlessly cool vocals. Richard Fearless, Hal David and Kevin Shields add to the narcotically charged atmosphere. Although at times it loses direction, it still contains enough gems to win over new listeners.

AWAKE AND BREATHE (Epic 496079 2/4/8). The album moves through most of pop's wide terrain. Det production by Ray Hedges is joined by flare flourishes on Leaves and The Sty One, which — along with the *Ladysmith Black Mambazo* collaboration, I Shall Be There — are standouts.

CHRISTINA AGUILERA: *Christina Aguilera (RCA 07863 67690 2)*. Genre in a Bottle, the first single from this debut album, notched up 1.3m sales. The album should spawn another clutch of hit singles, especially since producers include Guy Roche (Brandy) and Carl Sturken and Evan Rogers (Boyzone).

MICHAEL HUTCHENCE: *Michael Hutchence (V2 VVR1007882)*. Hutchence's posthumous solo album features a duet between himself and U2's Bono. The closing track Side Away is a powerful ballad written by Hutchence just days before his death. Produced by Andy Gill and Danny Saber, the album is a strong mix of uptempo rock-outs and emotionally tinged ballads that will please RNS fans.

LEONE LE Petit Nabab (Creation CRECD250). Part of France's burgeoning new electronic movement, Le Tone are up there with the likes of fellow countrymen Cassius, Etienne de Crezy and Alex Gopher, but with an added twist of gay humour. **ROCK ART AND THE MISCALORS:** *Rock Art And The X-Ray Style (Mercury 5466542)*. Strummer's first album in a

decade fuses rock, reggae and acoustic campfire songs, adding traces of techno and an inexplicable — though surprisingly palatable — Mexican influence. The bile of The Clash has been replaced with a new warmth, and the resulting record is far better than might have been expected.

ERIC CLAPTON: *Clapton Chronicles: The Best Of (Reprise 9362745642)*. A best of culled from the past two decades, this collection finds Clapton more in a mellow Armani mood than the blues fervor of the Sixties. Nonetheless, the record represents a time of considerable commercial success and, with new songs as well as the peerless unplugged version of Layla, this will find a large market at Christmas.



3000 Dynamite! (Soul Jazz SJRC043). The Soul record shop maintains the quality on the third installment of its series covering ska, rocksteady, funk and dub. Including explosive tracks from Augustus Pablo, Lee Perry and Jackie Mittoo, it is backed by the *lads* long-running club night.

DEPTA CHARGE: *Lust (DC Recordings DC30CD)*. J Saul Kane finally releases the follow-up to the 1994's influential *Non-Deadly Venoms* album, featuring breakfast mayhem replete with film samples and booby invention. Other dance acts have caught up with his once ground-breaking style, but his music still thrills. A follow-up, *Lust 2*, is released on November 15.

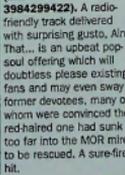
ADAM RICKITT: *Good Times (Polydor 5431442)*. Rickitt's timeless promotion since the Top Five hit *Breathe Again* in June is admirable, but it should perhaps have been followed by several other singles before the release of this excursion through Europop and dance, which features collaborations with the likes of Elliott Kennedy, Ray Hedges and Brian Rawling. The second single, the uptempo *Everything My Heart Desires*, is released today.

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, Michael Byrne, Hamish Chapp, Sarah Davis, Tom FitzGerald, Duncan Holland, Stephen Jones, Sophie Moss, Nick Teas, Simon Ward and Adam Woods.

SIMPLY RED: *Isn't That A Lot Of Love (East West 3984299422)*. A radio-friendly track delivered with surprising gusto, Ain't That... is an upbeat pop offering which will doubtless please existing fans and may even sway former devotees, many of whom were convinced the red-haired one had sunk too far into the MOR mire to be rescued. A sure-fire hit.



GABRIELLE: *Rise (Go Beat 547782)*. After an absence from the limelight of three years, the South London star is back with a probable third platinum album, Rise. Kicking off with the catchy first single

Bunchies, the album follows on the same melodic, soulful path. One track, Rise, intelligently samples Bob Dylan's *Knockin' On Heaven's Door* but the real standouts include *When A Woman and Gonna Get Better*. A potential album of the week, and a must-listen.



NEW RELEASE COUNTDOWN

Key album releases scheduled for the next six weeks

- 13 October 1999**
Dot Allison *Heavenly* (Virgin)
B'Witched *Away & Breathe* (Epic)
Melanie C *North Star* (Virgin)
The Christians US & US (Arista)
Eric Clapton *Greatest Hits* (WEA)
**Earle Gagne (Lo-Best)
Michael Hutchence (Michael Hutchence)
Adam Rickitt *Good Times* (Polygram)**

- 26 October 1999**
Simply Red *Love And The Russian* (Interscope)
Bush *The Science Of Things* (Interscope)
Bread *Butter Fingers & Lovers* (Creation)
Garybentes *Peace* (RCA)
Bryan Ferry *As Time Goes By* (Virgin)
Genesis *Tum As An Ogan*: The Hits (Virgin)
John Gorka (Epic)
Overman *The Magic Tree House* (Independence)
Stops *Spectacular* (Jive)

- 1 November 1999**
The Ariste *Live And The Joy Fantastic* (NPG/Arista)
Mariah Carey *Rainbow* (Columbia)
Bolinda *Caribbean Greatest Hits: A Place On Earth* (Virgin)
Foot *Fire*: There is Nothing Left to Lose (RCA)
Madness *Wonderful* (Virgin)
Simply Red *Love And The Russian* (Interscope)
Winter (East West)
Tina Turner *24/7* (Parlophone)
Westlife *Westlife* (RCA)

- 8 November 1999**
Shola Am *In Return* (WEA)
Clara Carroll *Diana Carroll* (Mercury)
Eternal Eternity (EMI)
Queen *Live 3* (Parlophone)
Diana Ross *Every Day Is A New Day* (EMI)
Savage Garden *Affirmation* (Columbia)

- 15 November 1999**
Bryan Adams (A&M/Mercury)
Beck *Midnite Vultures* (Geffen)
Michael Bolton *Timeless: The Classics* (Vol. 2) (Columbia)
Ennio Ennio *Alfa The Way A Decade Of Songs* (Epic)
Crowded House *Appendix* (Parlophone)
Culture Club *Don't Mind If I Do* (Virgin)
Five Infringe (RCA)
Lightning Seeds *The* (Epic)
Will Smith *Willennium* (Columbia)
Tina Turner *24/7* (Parlophone)
Recordings

- 22 November 1999**
Acid *Base of Sings* of The Nineties (Polygram)
Tom Braxton (LaFace/Arista)
Garth Brooks *Christmas Album* (Capitol)
Leslie *Leslie's* (Polygram)
Joe J (J&J)
Wyclef *W11 Storytellers* (Columbia)

1	WANK	THE WANK COMPASS	CD	WEA	124
2	WANK	FRANCE 101	CD	WEA	124
3	WANK	FRANCE 101	CD	WEA	124
4	WANK	FRANCE 101	CD	WEA	124
5	WANK	FRANCE 101	CD	WEA	124
6	WANK	FRANCE 101	CD	WEA	124
7	WANK	FRANCE 101	CD	WEA	124
8	WANK	FRANCE 101	CD	WEA	124
9	WANK	FRANCE 101	CD	WEA	124
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SINGLES RELEASES THIS WEEK: 164 YEAR TO DATE: 5,754

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DAVID R LABELS TACKLE DIGITAL DOWNLOAD ISSUES TO REACH 21st CENTURY CONSUMER

Record companies are now exploring the marketing opportunities offered by digital downloading, writes Gerard Grech

It is ironic indeed that when David Bowie launched *Hours* — the album widely touted as his return to traditional songwriting values — he chose to offer it to US consumers by digital download a full two weeks before it was made available through retail. Clearly, while the song remains essentially the same as it was during Bowie's Seventies heyday, the means of distribution have been radically transformed.

And while the former Thin White Duke is only the second high-profile artist to have attempted to offer an entire album in downloadable form — the first being Public Enemy in July — there are clear signs that record companies are increasingly adapting their business and marketing models to embrace the possibilities of digital download.

Last month Atlantic Records promoted the download of Tori Amos's new single, *Bliss*, while BMG made Puff Daddy's *Satisfy You* single available in the same way. Both tracks were sold in secure formats to US residents for \$1.79, one month before their retail release.

'We want to get the player into as many homes as possible,' — Jon Billings, Windows Media deployment manager for Europe

Such initiatives represent an important milestone in the development of digital distribution, even if its likely rate of growth remains the subject of a great deal of speculation. According to estimates by analysts MITI, digital distribution of music will account for 6% (\$3.6bn) of all recorded music sold worldwide in 2004. MITI goes on to predict that digital downloading will be responsible for a 9% (\$327m) share of this market. Other predictions are even more bullish. Forrester Research predicts that the global market for digitally downloaded music will grow to \$1.1bn by 2003.

Certainly, before the volume of digital downloads can grow to anything like this size, a number of issues need to be addressed. Chief among these is the need



David Bowie's *Hours* album was offered to US consumers by digital download two weeks before its retail release

for increased bandwidth to ensure fast delivery times (see breakout, p38).

Compatibility must also be assured between competing compression formats for use with portable devices, while software technology will have to develop before

distributors can offer a seamless service to retailers and consumers.

Nevertheless, current technological limitations have not prevented the commercialisation — and abuse — of the insecure MP3 format, the most popular

download vehicle. At least 17m MP3 files are downloaded each day, according to technology magazine *Wired*. Meanwhile, the IFPI claims some 500,000 infringing files are available on the internet today. "It is a worrying time, especially since CD

Jargon buster

ADSL (Asymmetric Digital Subscriber Line) — A line capable of receiving and sending internet information at speeds of up to 24Mbps (Megabits per second), using existing telephone lines. That is up to 35 times faster than using a 56.6Kb/s (kilobits per second) modem or 70 times faster than using a 28.8Kb/s modem.

bps (Bits per second) — A measure of speed of data transmission; the number of bits of information that can be transmitted per second.

Broadband Internet — Widely-used term meaning faster access to the Internet over various media including ADSL, UMS, wireless and cable. With broadband, perfect CD audio quality transmission in real time is possible.

Decoding — The re-assembling, decompressing and reading of compressed data either downloaded from the Internet or from a data carrier such as a CD/Jaz/Zip. This data can then be translated and burned on to a blank CD using a disc burner.

Desktop player — a plug-in application that allows users to decode and play specific compression file formats downloaded from the Internet, such as MP3, Liquid Audio and Windows Media Audio.

Digital audio portable player — A battery-powered player that reads audio (downloaded from the user's desktop player) stored on RAM chips/memory sticks, rather than on spinning discs. Hence there are no moving parts.

Downloading — Transferring audio or video content completely on to a desktop's hard drive before playing or viewing it. In the case of MP3, typical download times are 6-8 minutes/1Mb for a 28.8Kb/s modem, 3-4 minutes/1Mb for a 56.6Kb/s modem.

Liquid Audio — A compression software package which allows the supply and/or sale of high-quality audio to the web user according to the operator's licensing terms and conditions, using encryption and watermarking.

MP3 (MPEG 3) — A technical inter-standard compression programme, agreed in 1992. The programme compresses audio CD music (and video) to one-tenth of its size, losing only negligible audio quality fidelity using a 56.6Kb/s modem (usually used for storing or transmitting). MP3 is tuned to give the highest efficiency at 128Kb/s. The size of a song in the MP3 format is typically around 3Mb.

Reading & Encoding (ripping) — The reading of digital data

from a CD or Jaz/Zip disk and compressing the information in a new format using compression algorithms (such as MP3) for storing or transmission.

SDMI (Secure Digital Music Initiative) — A forum of music and technology companies which aims to develop an infrastructure that will enable secure delivery of music content via a variety of delivery mechanisms for use in a variety of end-user equipment. **Streaming** — A technology that enables real time access to audio and video content; users can see and hear a file while it is being transferred from server to desktop. Most real audio files transmit between 14.4 and 20Kb/s — well within the speed of dial-up modems.

UMTS (Universal Mobile Telecommunication System) — a mobile communications system that can offer the end user high-quality multimedia services and personalised communications services regardless of location, network or terminal.

WMA (Windows Media Audio) — A compression software programme with built-in features enabling e-commerce and protection of encoded content for the owner's copyright. The Windows file format is about half the size of MP3.

► BPS?

► UMTS?

► MP3?

► ADSL?

LP



1948

CD



1982

DigiBox®
container



1999

Your Music Your Business



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DIGITAL
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.com.

MEDIASCIENCE



MP3 is the most popular music download vehicle...supporters include cductive, crunch and emusic.com (left to right)

Writers have suddenly fallen in price and MP3 files can easily be ripped straight on to CDs," says Derek Varnis, technical adviser at the BPI's anti-piracy unit.

Last December, the industry launched the Secure Digital Music Initiative (SDMI) — a forum of music and technology companies — with the aim of developing a blueprint for the secure download of music over the Internet. Its final deadline is March 2000.

The popularity of the MP3 format has also spurred the manufacture of a number of MP3 players (see breakout below) and the development of players that will support other secure formats. This is especially important, as major record companies need to be convinced of the security and flexibility of downloadable formats — and indeed their commercial potential — before they lend their cooperation in the form of regular official releases.

Although there are a number of digital

music delivery platforms available, only a handful of technology companies are working closely with the music industry to offer compression packages incorporating digital rights management systems (DRM) for security, encryption to protect copyright and e-commerce facilities to ensure artists receive the appropriate payment. Leading software packages include AT&T's a2b music, Lucent's Epic (Enhanced Perpetual Audio Compression) and those offered by InterTrust (DRM only).

Microsoft's Windows Media Audio (WMA) and Liquid Audio. Of these, the latter two are Liquid Audio. Providing particularly popular. WMA complies with Windows Media Player, which is installed in Internet Explorer 5, and features rights management

capabilities as well as the obligatory high-quality sound. Many believe Microsoft's size and influence give it the best chance of establishing the industry standard.

"Microsoft's position is not to be underestimated considering the company provides the desktop for 90% of the world," says Jay Samit, senior vice president of new media at EMI Recorded Music in the US.

There is an obvious agenda behind Microsoft's alliance with the music industry. "We want to get the player into as many homes as possible," says Jon Billings, Windows Media deployment manager for Europe. "For a record label or artist or retailer to operate our rights management system, which enables protected

downloads, they will need to own or have access to an NT server."

It is a long-term strategy, like all of Microsoft's plans, but it could have the desired effect of leaving record companies with little choice but to use Microsoft's hardware somewhere along the chain. One way the company is increasing the deployment of its Windows Player is by offering downloadable music by established artists, which it secures from record labels in return for promotional exposure for the act.

"In the UK, we are in discussion with three major labels and are speaking to a number of independents and a list management companies," says Billings. In the US, Sony Music has already used the format to promote and sell Mariah Carey's last single.

In contrast, Liquid Audio's strategy is to establish itself purely as a distributor of digital music by helping to promote artists

'Liquid Audio software' makes the sale of downloads very easy for the e-tailers; it includes rights management and sounds great' — Dick Huey, Beggars Banquet

wired for a&R

The current climate for promoting and selling unsigned music over the Internet is hotting up in the UK, with Vitaminic (www.vitaminic.co.uk) and Peoplesound (www.people.sound.com) among the most recent sites to have arrived on the scene.

Both aim to offer online music communities and each stresses the importance of strong relationships with bands, artists and DJs. In addition, Vitaminic will be featuring music from independent labels.

The idea is to introduce young, web-enabled adults to new music by offering them an interactive and informative site about the latest signed and unsigned sounds," says Nico Loloanico, business development manager for Vitaminic.

"I am convinced there is an untapped market of wired music fans who want to experience music in a format which is not compact disc."

Vitaminic, which was one of the sponsors of this year's In The City in Liverpool last month, offers mainly free MP3 downloads as well as a handful for sale at 99p, with the artists taking 50% of the proceeds where applicable.

Vitaminic is currently talking to distributors with a view to putting further acts up on its site. Former XFM head of music Fraser Lewis is lending his experience to the editorial and A&R content, and a general manager is expected to be appointed within the next few weeks.

Meanwhile, Peoplesound, backed by a multi-million pound budget, offers unsigned bands the

opportunity to put samples of their music up for free download in the MP3 format. Consumers can then order the CD for postal delivery. However, the company plans to take a 50% commission from each CD sold, plus a £2 flat fee to cover manufacturing costs.

Peoplesound has just struck a deal with Community Music, a London-based charity which helps musicians with disadvantaged backgrounds present their music on an online platform.

The Oxfordshire-based Mudhut web site (www.mudhut.co.uk) has been live for the past nine months and has carefully styled itself as a cyber record company. The label was set up by musicians and offers a 50/50 deal on all downloaded tracks. It sells for 99p, using MP3 and Windows Media Audio. Mudhut arranges gigs, studio time and marketing for its bands in return for ownership of the digital rights for a five-year term.

"So much money has been invested in MP3 and other formats that we have passed the point of no return," says Mudhut managing director Titus Ogilvy. "Mudhut is one consequence of that."

So far, Mudhut has signed 30 acts including singer Sam Brown, and it plans to sign a further 50 before the end of this year.

Operating a rather more cautious policy is unsigned.com, whose roster contains 30 to 40 acts, selected by an A&R panel which includes First Avenue head of A&R Stewart Feeney.

The rise of MP3 players

Since June 1999, when the SDMI approved the specifications for portable digital audio players, hardware manufacturers have rushed to launch their latest versions of the MP3 portable. The flood of equipment to the market is expected to reach a peak in time for Christmas.

Diamond Multimedia launched the controversial Rio Port PMP300 this time last year and has now sold in excess of 350,000 units worldwide, including 40,000 in the UK. It is now preparing to launch the Rio 500, retailing at £229, including VAT. With 64MB of memory, expandable to 96MB with the insertion of a "memory stick", the Rio can store up to two hours of MP3 music downloaded from the Internet.

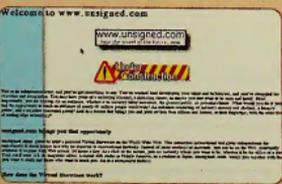
With an eye on the emerging mainstream market, Diamond is working on a player that will support the Windows Media Audio and Liquid Audio formats. To support its hardware sales, Diamond has clinched deals with MTV to sell and deliver MP3 downloads on its Rio website, starting with the Unplugged series this winter. The company has also struck a deal with Universal Music to sell digital download singles from its best-selling artists, starting from next year.

Meanwhile Philips, Toshiba and Sanyo have also unveiled their own models. Philippines-based Samsung has launched its Yepp E series starting with the E-32, which can download up to 60 minutes of music data from the user's PC in just one minute and will retail at £149. The B and D series, offering a different finish and an FM tuner respectively, are scheduled to surface just before Christmas.

"Established brands such as Philips and Toshiba will give the market credibility and increase momentum giving the consumer more quality and choice of how to listen to digital music," says Diamond Multimedia spokesperson Nell McLaughlin. This Christmas, Creative Labs Europe launches the new Nomad player, which includes an FM radio. Promotion manager Bron Watmore points out that the MP3 player market is still young. "There seems to be a lot of hype in the music industry about MP3," says Watmore. "It's realistic — the average consumer still doesn't understand MP3. But when they do, we want to be at the forefront."

Meanwhile, IBM is developing the high-capacity MicroDrive, which will be able to store up to 340MB of digital audio storage, or more than five hours of music.

In addition to the growing number of other MP3-supporting electronic devices have already been launched. In August, Empeg brought out Empeg Car, a removable car stereo hard drive capable of storing 35 hours of music. Last month the first compact disc player that also plays MP3 files was launched in the US, as was the MP3 Anywhere, a wireless kit that transmits MP3 decoded songs from a CD to a stereo up to 100 feet away, bypassing the limited PC speakers.



Where do you find the best new British music on the web?

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MP3&WMT

mudhut.co.uk caters for all your musical desires, whatever your taste, wherever you are!
from Ambient to Trip Hop, Jazz to Indie/Pop, Just dial up, download and listen!

mudhut.co.uk offers you free membership which every month includes the chance to win an MP3 Player.
Members enjoy discounts on everything from gigs to clothing.
A regular mailing list featuring all new releases and on-line chats with mudhut bands.

mudhut.co.uk is the complete music experience. Not only can you listen to a sample of all the songs on site,
you can also chat to other music enthusiasts, search for the best bands, read about the artists on their
homepages and download your favourite songs for a fraction of high street prices.

mudhut.co.uk license an extensive back catalogue which is growing daily, this includes among others,
Technikal Jew, Breakfast Culture, L&D, Deep South, Hood Choons and British.

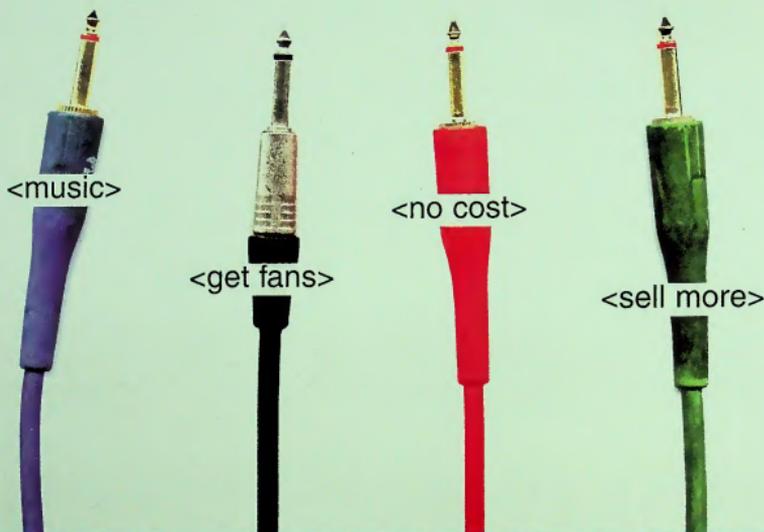
The artist communicates directly to it's audience allowing unique access to mudhut's catalogue of Great British talent.



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The site where your band and label get free exposure and sell music online through digital delivery. There is no cost and no obligation.

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Upload your music, sell it and make 50% of all the revenues. Want to know more?

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the music evolution



Puff Daddy: BMG made Satisfly You available to US consumers a month before street release

online. "The label or artist sets the wholesale price for each track, which might be a dollar," says Liquid Audio vice president of corporate marketing Andrea Cook-Fleming. "Liquid Audio gets a distribution fee of perhaps 20 cents. The retailer who sells the song can mark up the price by 79 cents and sell the song for \$1.99."

Beggars Banquet UK is optimistic that it will be in a position to offer pay-per-downloads of old and new catalogue by Christmas using Liquid Audio software.

"It makes the sale of downloads very easy for the e-tailers; it includes rights management and it sounds great," says Dick Huey, Beggars' international new media director. In addition to the music, users can click for album artwork, lyrics and credits to be displayed on the Liquid player.

Liquid Audio's US Liquid Music Network is an affiliate web programme which runs 200 major content and retail sites including

Amazon, CDnow and Yahoo.Digital and enables record labels to cross-promote their artists' music using paid-for or free downloads. "These major sites are educating the public on a wide scale," says Cook-Fleming. "Major record companies such as Atlantic, Polydor and Virgin are taking full advantage of these developments."

Although e-tailers such as Amazon and CDnow decline to disclose uptake figures, both claim free promotional downloads provide significant support to CD album sales.

In the UK, record companies are discussing similar strategies. Virginradio.com and emerging UK online retailer Yalypay, which recently merged with Boxman, have both been approached by the same two major record companies with a view to forming partnerships to promote established artists using downloads. Both parties declined to name the companies

Installed e-Points in most of its stores.

Muze has now set up in the UK, and its UK and European databases will be completed within weeks, although the company's e-tail and High Street partners are yet to be announced. Each album entry features a body of content including track listings, short biographies, Liquid Audio clips and links to other parts of the database.

"We help drive sales for the retailer by providing a wealth of information for potential purchasers," says Neal Goddard, business development director of Muze UK. "The content is updated monthly and will include between 2,000 and 2,500 updates." The cost of annual fee plus a flat rate for each item sold.

Muze UK has struck its first deals with e-commerce operator Mode and Lincolnshire-based divisions Direct, a music retail website due to launch next month. Telstar's Startle distribution

division will sell the e-point kiosks to retailers and fulfil the resulting orders. "The e-point kiosks will offer retailers a one-stop order service for their customers," says Tony Pearce, business development director at Startle. "We will fulfil all orders within 24 hours."

In the meantime, Muze UK has confirmed that it is in discussions with the Association of Independent Music to license its UK customer database for the trade body's forthcoming e-commerce site, indie.com, which is scheduled to be in operation by the end of the year. For its own part, Muze UK plans to roll out sales of DVDs and games early in the new year.

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Muze to UK ears

UK internet users in the market for music are increasingly turning away from the shops that line the High Street and towards the megastores that populate the information superhighway. Internet research company Jupiter Communications estimates that music purchased online by UK consumers this year will be worth £10m, rising to £73.6m by 2002.

With the likes of Amazon, CDnow and EMI Univerall's Getmusic.com reported to be launching CD sales operations in the UK during the coming months, competition will be fierce. According to an NOP survey carried out on behalf of KPMG, the average online music buyer currently spends £80 a year, compared to the £50 spent by the average High Street music shopper. However, only 25% of UK web users (2.6m people) have actually purchased online. The consumers surveyed said the main factors other than security, which would encourage them to buy more music online were easy ordering, more product information and, interestingly, greater availability of pictures and visuals.

New York-based Muze is one company tackling these issues head-on. In the US, Muze has built up-to-date and comprehensive databases of every music release, video and book that is commercially available there, licensing them to e-tailers and to record stores who house the databases. In-store kiosks called Muze e-Points. In the US, Muze's database powers 65 websites including heavyweight names like Amazon and CDnow, while Tower Records US has

Muze kiosk



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► in question, but in each case activity is due to commence before Christmas.

"There is a real sense of willingness among the majors to experiment with digital download," says Christopher Coddington, managing and marketing director of expanding internet retailer Yalpay. "That wasn't the case six months ago." Coddington believes this change is the result of a combination of pressure from artists and the development of new secure technology.

The majors are indeed adapting, although in different ways. Over the past few months, EMI has unveiled a number of deals and partnerships. According to Fergal Gara, new media manager at EMI UK, the company has been actively building its digital distribution business models and is currently pursuing three strategies. It has acquired a 1% stake in Liquid Audio, in return for which Liquid Audio will enclose EMI's entire repertoire — although it should be added that the major has said that it will be releasing content in multiple formats. Secondly, EMI has acquired a 40% stake in Musicmaker.com, a website that allows users to cherry-pick tracks to build their own compilation CDs. Finally, through its deal with Digital on Demand, EMI will be making most of its repertoire available to the burgeoning in-store CD-burning market in the US. Gara adds that EMI will move more about its UK strategy in the coming weeks.

"Meanwhile BMG and Universal's Getmusic.com online retail joint venture is due to be launched in Europe in November of next year, p11.

And over at Warner Music International former exec general manager Martin Craig was last month appointed to the post of vice president of new media for Europe and the rest of the world outside North America. Craig is reluctant to talk about Warner's future plans at this early stage, although inside sources report that the company has hired a number of consultants to help it formulate a coherent digital distribution strategy.

"Digital distribution is going to be a huge part of our business," says Craig. "We are dedicating resources to analysing the various business models digital distribution can offer a record company like us in the UK and Europe."

A key part of Warner's strategy is likely to involve Odnova, following its acquisition by Columbia House, the Sony and Warner record club joint venture in North America. This is one of a number of deals struck by



Public Enemy were the first to attempt to offer an entire album in downloadable form on the net

Sony out of New York, and that company's European strategy has yet to be unveiled.

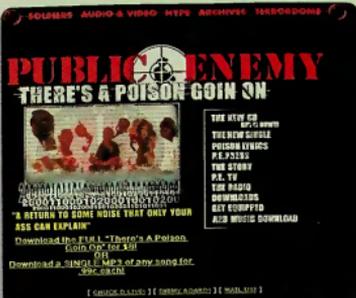
"We need more people on the web and a better European structure of web retail and promotion partners to make it worth our while to promote an artist and sell their music using digital downloads," says Nico Koppke, vice president Sony Music Europe Technology and Media.

The independent sector is being more adventurous. Dorado Records is planning to put roughly 10% of its repertoire, or one track from each of its albums, in MP3 format through eductive.com within the next two months.

"At present, I am a big fan of MP3 because it is the predominant international and distribution tool for digital distribution at the moment — it is what the people want," says Ollie Buckwell, managing director of Dorado Records. "Next year it could be other formats that prevail."

In addition to his label job, Buckwell has just been appointed to head eductive's European office and form partnerships with independent European labels to distribute their music using MP3 through the eductive website. New York-based eductive offers customised CDs as well as MP3 digital downloads of labels' tracks.

'There is a sense of willingness among majors to experiment with digital download. That wasn't the case six months ago' — Christopher Coddington, Yalpay



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Hutchence's forthcoming solo album, V2 is making the track Let the People Talk available for free UK download on October 18, the day of the album's street release. "The download will create awareness for the album, help drive sales at the shops and allow us to build a database of Hutchence fans at relatively little cost," says Clara Gaynor, V2 international marketing manager — new media.

The V2 track will be made available in both MP3 format and WMA, and Gaynor denies that the label is endorsing MP3 piracy. "MP3 is huge on the web, and you have to respect that," she says. "However, we are also making the track available in secure WMA as the quality is better on low connection speeds (28.8kps) and the download is faster, since WMA files are half the size of MP3 files."

At the end of October, V2 plans to sell a digital download of Biessed Union of Souls' new single, Hey Leonardo, for \$1.99 to a worldwide audience using WMA and Liquid Audio.

As new technologies come increasingly into play, record companies and retailers face the challenge of making their recordings visible and accessible to the wired consumer, while keeping a close eye on the way in which emerging generations want to experience music. The issue is no longer about security. Instead, it hinges on the identification of the best business models to promote and sell music to the consumer in the 21st-century.

broadband internet — the high speed revolution

The launch of broadband internet will be the next evolutionary step in extending the Internet's success.

At present, web users access the Internet via modems, which carry between 4.4 and 56.6 kilo bits of data per second. But by the end of the year, two new technologies will be offering users Internet access at speeds between 10 and 30 times faster than at present. Cable Internet will access the Internet via current cable TV lines and special modems, while BT's asymmetric digital subscriber line (ADSL) will allow consumers to subscribe to the service through their ISP. This new technology will enable consumers to download songs in seconds rather than minutes.

With such high speeds of information transfer attainable, internet access will soon be available through television sets with the aid of a set-top box, bypassing personal computers altogether. In this way, subscribers will have access to websites and interactive services via numerous platforms, providing everything from high-quality video to near-CD quality music in the space of seconds.

The most powerful online investors have been quick to spot the opportunities. Microsoft already has more than a foot in the door, having invested in telecommunication networks AT&T and Telewest, while AOL has sunk \$1.5bn into Hughes Telecoms.

"These companies recognise that their market growth is dependent upon accelerating the deployment of digital broadband internet," says Mark Suster, senior manager at Anderson Consulting's Telecoms Strategy in London. "However, without sufficient content providers and technical infrastructure,



BT Friday: part of BT's ADSL trial

such a communication network would not take off."

In the UK, a number of interactive services are being trialled over high-speed networks. Last July saw the launch of BT's ADSL video-on-demand trial, allowing the telecommunications company to monitor consumer response to interactive services. As well as being able to access news and sports, the 300 trial subscribers, located in an around west London, can view Ginger Media's Friday night FT1 series as well as full-screen TV-quality videos with near CD-quality sound from Virgin.

As well as BT's ADSL and cable, other broadband internet-compatible technologies due to emerge in the UK over the next five to 10 years include Universal Mobile Telecommunications System (UMTS) — connecting through a third generation mobile phone (3G) — which is specially designed to enable remote internet browsing.

The Ginger Media Group, owner of UK's Virgin Radio, is also engaged in a joint internet development with mobile telephone company Ericsson. Ginger Media already offers internet users live radio broadcast access through its website, virginradio.com, which it claims is Europe's most listened-to internet radio station, with 350,000 listeners a month. But in trials in and around Guildford, Virgin Radio programmes have also been made available for access via 3G phones. Through UMTS, 3G mobile users can surf a scaled-down version of the net, watch TV and purchase music for download.

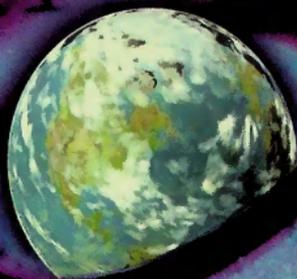
Licences for UMTS commercial services in the UK are currently being assigned and the first commercial content will be available in 2001. The potential of such a network is virtually limitless for radio stations based in the UK. "This allows us to attract listeners far beyond the UK," says John Osby, a director at Ginger New Media. "Eventually more people will listen to our output via a mobile phone than via a broadcast radio receiver."

Richard Cartor, UMTS marketing director at Ericsson, predicts interesting business possibilities for content providers such as Ginger Media. "Radio-over-UMTS will be one of the many entertainment and information services people will access over 3G mobiles," he says.

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