



**NEWS:** The qualifying rules for the **BRITs** are to be reviewed after two of 1999's top stars have missed out



**NEWS:** The consumer music press has been rocked by three key **EDITORS** opting to leave their posts



**NEWS:** **BOYZONE's** individual members look to strike separate deals as they plan their next career steps

**THIRD QUARTER PUBLISHING SHARES - P11**

FOR EVERYONE IN THE BUSINESS OF MUSIC 20 NOVEMBER 1999 £3.60

# musicweek

## Beggars takes Euro dealer price stand...

by Robert Ashton

Beggars Banquet has grasped the issue of European pricing by the neck, becoming the first UK record group to set a pan-continental CD dealer price in a bid to battle the influx of parallel imports.

The independent, which includes the labels Beggars Banquet and XL Recordings, is establishing a new benchmark of Euro-based dealer prices from January 1, 2000, which will effectively shave nearly £1 off the dealer price of full-price CD albums and more than 50p off mid-price at current exchange rates.

It moves some as some of the major labels, prompted by the single currency and the internet, finalise their own pan-European pricing structures. One of the largest companies in Europe is understood to be launching a single European price for international releases in March, while another is understood to be considering creating a three-tier structure for its 750 biggest titles.

Beggars Banquet, chairman Martin Mills says his move has been forced on the group because UK album prices are out of step with the rest of Europe, prompting many

### WHY RETAILERS SHOP ABROAD

Act/label	Current UK dealer price	Current Euro dealer price	Current UK retail price	Current Euro retail price
Basement Jaxx: Remyd (Beggars) £8.99	£6.95-£7.50	£12.99-£13.99		
Steps: Steptacular (Jive) £8.99	£6.95-£7.95	£12.99-£13.99		
R Williams: I've Been... (Chrysalis) £9.15	£6.95-£7.95	£12.99-£14.49		
Leftfield: Rhythmic... (Higher Ground) £9.14	£6.99-£7.95	£12.99-£14.49		
Eurythmics: Peace (RCA) £9.10	£5.99-£7.75	£12.99-£14.49		
Boyzone: By Request (Polydor) £9.15	£5.95-£7.25	£12.99-£13.99		

UK dealer prices bought and relationship between buyer and seller. Source: *CMW*

retailers to source product from abroad where dealer album prices can be up to 25% cheaper than the average UK dealer price of £9.15. "It's madness if you're a retailer paying £8.90 in the UK, but can get the same album for £7.20 in Holland," he says. "It's irresistible market pressure and in my view we have to level prices."

With a new Beggars dealer price of £7.49 for a full-price CD and £4.97 for mid-price, Mills says the move will help offset the downward pressure on prices from the internet and supermarkets. He also believes it will appeal to retailers who have been previously tempted to shop abroad, only to discover that they are left with faulty product which they cannot

exchange because they have not bought it locally. Adding that Beggars hopes retailers will pass on the price cut to customers, he says record buyers will also benefit.

Beggars' move has been universally welcomed by both multiple and independent dealers, who suggest that the new £7.49 dealer price will translate into a retail price of £12.99 rather than the £13.99 or £14.49 typically charged on the current dealer price with no deals.

HMV head of rock and pop Ian Dawson says: "The retail price will move accordingly so it will benefit everyone, with retailers selling more, cheaper prices for customers and retailers buying direct."

● 4AD restructures, p4



Jive's Britney Spears took home four Gags from the spectacular 1999 European MTV Music Awards at Dublin's The Point last Thursday night. The US teenager thanked Zomba chairman and CEO Clive Calder and Swedish songwriter Max Martin who co-penned her record-breaking hit Baby One More Time. Her live medley performance was one of the highlights of the show, which is due to be broadcast to more than 300m homes worldwide with an estimated audience of 1bn. See story, p3, Dooley, p35.

## Capital launches live shows at Home

London's Capital FM is launching a fortnightly live programme from West End "superclub" Home featuring at least six acts per show.

Capital@Home will be broadcast for the first time at 1pm this Sunday (November 21) in a two-hour slot geared towards pop acts and hosted by Margherita Taylor. The programme will be staged in front of 600 people with tickets only available through

competitions on the station.

Doderot, brand Soft & Gentle has been lined up as sponsor of the programme, which alongside live acts will also include Pepsi chart hits and guest presenters, although no artists have been announced so far. Group head of programming, Clive Dickens says the show will be aimed at a young audience.

● Capital Radio results, p4

## ...as Boots slashes prices on top CDs

Record companies and rival retailers fear the final Christmas of the millennium could be lighted by a CD price war as Boots this week launches an aggressive discount campaign.

In a move widely attacked within the music industry, the multiple will today (Monday) begin to offer single CD chart albums at £9.99 and cassettes at £7.99 in a promotion that will run until December 28.

Wagner sales director Jeff Beard has condemned the £9.99 offer as "ridiculous" and is convinced of its consequences. "It's going to start a price war without a doubt," he says. Along with other senior executives within the industry he only learnt of the campaign by chance at the end of last week rather than being informed by the retailer.

The campaign puts Boots, once one of the UK's leading music retailers but now commanding a



Celine Dion: set to be discounted market share of less than 3%, firmly back in the industry spotlight. However, the company was shy in coming forward with details of the offer and by last Friday was only willing to say it was one part of a series of promotions running every week across the chain between now and the end of Christmas.

Virgin Entertainment chief operating officer Simon Wright says everyone in the industry should be very concerned about the development because it could be damaging for both retailers and suppliers. "I don't understand why everybody discounts at Christmas. There's volume to get at and everyone's on the High Street so some discounting takes place, but there's also more demand," he says, adding that other retailers' responses will depend on how Christmas business develops.

Our Price commercial director Neil Boote believes Boots should be "excommunicated" from the industry. He says his company will be prepared to refund the difference to any customer unhappy with its pricing, although he adds, "We would explain this product is being sold very much at a loss and it's completely irresponsible of the retailer to be doing it."

**Music you internet**

peoplesound.com is the brand new way to get heard by millions of fans, make contacts in the industry and earn money from your music on the internet!

Whether it's techno, pop, jazz, classical or experimental, there are 200 million people out there waiting to hear your music.

Call 0171 765 4002 (24 hours) quoting ref 515 for an information pack, or visit [www.peoplesound.com/artists](http://www.peoplesound.com/artists)

**peoplesound.com**

LP



1948

CD



1982

DigiBox®  
container



1999

# Your Music Your Business

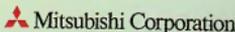


**INTERTRUST®**  
The MetaTrust Utility™

Leading Digital Rights Management  
[www.intertrust.com/partners](http://www.intertrust.com/partners)  
+44 171 738 0423



UNIVERSAL  
MUSIC GROUP



# Britney takes four MTV gongs as Stockholm tipped for 2000

by Stephen Jones

The MTV Europe Music Awards are set to travel to Stockholm next year following the highly successful 1999 show in Dublin last Thursday.

Though the move has still to be officially announced, senior insiders suggest that Sweden is the ideal host country for the next show. In previous years the event has been held in Germany, France, the Netherlands, Italy and the UK.

An estimated TV audience of 1.2m tuned in to watch last week's event on MTV, which was then broadcast across the UK in an edited version on ITV. The £3m spectacular show was recorded in front of an audience of 4,000.

Britney Spears stole the show, winning four awards for best pop,

best female, best breakthrough and best song.

But it was a night of celebrating all things Irish. Boyzone, whose frontman Ronan Keating was presenting, received the biggest cheers for winning best UK/Ireland act and best album. Member Shane Lynch used the opportunity to blast press speculation that the band were splitting, saying, "We're Dublins. We're insiders. We'll be here for a long time."

Among those they thanked were PolyGram managing director Lucian Grainge and U2, whose frontman Bono was presented with the MTV Free Your Mind Award by Mick Jagger for his work with the Jubilee 2000 campaign.

United Nations secretary general Kofi Annan sent a video tape



Fabrizio Pizzoni: best dance act

message saying, "You have taught us to never forget the poor." Bono quipped, "I can get some satisfaction," and paid tribute to Universal Island managing director Marc Marot for involving him in the campaign.

Spears' medley performance, which featured a tap version of her record-breaking hit Baby One More Time, was one of the highlights of the show alongside performances by Iggy Pop, Marilyn Manson and Whitney Houston.

Other key winners among 17 awards included Fatboy Slim (best dance act), The Offspring (best rock act), Eminem (best hip-hop act), Houston (best R&B act), Backstreet Boys (best group), Will Smith (best male) and Blur's Coffee & Tea (best video). The artist awards were fairly evenly divided among record companies, with Jive, Sony (including Skint) and Universal winning four each, BMG (including Psycho) three and EMI and Virgin one apiece.

See Dooley, p35

## news file

### WOMEN OF THE YEAR EVENT NEARS

A shortlist of eight has been drawn up for the special achievement prize for this year's Women of the Year Awards, which take place at the Intercontinental Hotel in London's Park Lane on November 24. They are Lorraine Barry (Virgin), Lorna Clarke (Radio One), Ashley Forbes (Virgin), Lorraine Harris (Virgin), Gaylene Martine (Cositol), Michelle Palmer-Barfield (CD Plant), Sheila Roche (Principle Management) and Barbara Zarnovska (Universal Music Publishing).

### MPS3.COM SET TO RETAIL CDs

MPS3.com has moved into physical music retailing by striking a deal with manufacturer Cinram International to make customised CDs. Canadian-based Cinram — which has operations in the UK and seven other countries — will exclusively produce and ship compilations selected by MPS3.com customers from its website.

### POLICE SEIZE PIRATE CDs

CDs with a street value of £25,000-£30,000, copying equipment and £4,000 cash were seized from a house in Bedford in a raid carried out by the MPS anti-piracy unit, trading standards officers and West Meria Police. The seizure included pirate copies of albums by acts including The Beatles and Queen.

### MUSIC 365 PILES FLOTATION

365 Corporation, which provides content for websites specialising in everything from music to football, plans to raise around £50m from a flotation next month. The offer is expected to value the company at around £260m.

### SAW COPYRIGHT CASE CONTINUES

Evidence in the High Court battle between the former producer team Stock Aitken and Waterman is expected to end this week. The long-running fight — Mike Stock and Matt Aitken launched a writ against Pete Waterman three years ago — involves a dispute over copyright in recordings by acts including Kylie Minogue and Jason Donovan.

Indie retailer and MW contributor Paul Quirk has taken a last stand against the big discount buying power of non-traditional music retailers with a cheeky promotion featuring products normally found on supermarket shelves. Quirk has crammed his Ormskirk, Forbury and Crosby stores with shopping trolleys full of groceries which he will give away free with selected — and appropriate — album releases during his Supermarket Swipe campaign. Throughout the promotion customers who purchase a Pet Shop Boys release will also walk away with a free pack of Bonlo Dog Biscuits, while The Jam tribute album entitles buyers to jars of jam. Simply Red albums come with a pack of ginger nuts and anyone buying Queen albums will be offered the coffee substitute Camp. "It's a fun swipe at the big brother supermarkets who take the cream of the music releases and use their massive buying power to discount them down to silly prices," says Quirk. "It's to reinforce the idea that if people want music they should come to a music shop."



## MW looks into future with millennium issue

Music Week is to publish a unique supplement to mark the arrival of the next millennium analysing the shape different sectors of the industry are likely to take during the next decade.

Visions Of The 21st Century will appear on December 13 as a stand-alone issue focusing on every sector of the business ranging from record companies and publishers to retailers, managers, manufacturers, distributors, lawyers and internet companies. Its writers will poll executives across the industry about how their businesses are set to change.

The project will also present opportunities for companies to sponsor any of the sections. Anyone who is interested in participating should contact the MW sales team for details.

## EMI transfers Byrne to senior catalogue post

EMI and Virgin commercial marketing co-managing directors Steve Pritchard and Peter Duckworth have poached EMI New Zealand chief Kerry Byrne to become director of EMI catalogue marketing.

The move is the pair's first appointment since extending their responsibilities to include EMI commercial marketing following the recent elevation of Ian Hanson to VP global infrastructure projects. Byrne replaces Paul Holland, who is leaving to join Granada in a TV merchandising role.

Byrne's new job — he joins in January — in charge of the 25-strong department means he is responsible for licensing, soundtracks, premiums and releases such as the recent Nat King Cole title. He will report directly to Pritchard and Duckworth.

"He has been a very successful managing director in a company with a great track record and came highly recommended," says Pritchard. "The division is a decent size, as big as many record labels."

## Edel signs up Child for new publishing venture

Edel Music Publishing chief David Hockman has been reunited with former PolyGram executive David Simoné, songwriter Desmond Child and his manager Winston Simone to form a new publishing joint venture. Deston Songs will be run out of four offices in the US and will be the exclusive US publisher for all of Edel's publishing acquisitions. Backed by a reported investment of \$40m, its launch is the latest step in Hockman's strategy for building a strong publishing arm for Edel, one of the fastest expanding independents in the world. He is now understood to be examining the possible purchase of Rondor Music.

Alongside the Deston deal, Child has been signed as an exclusive songwriter to the company from December 1. Child, whose hits include co-penned Ricky Martin's worldwide number one Livin' la Vida Loca, is currently with Universal Music Publishing following its acquisition of PolyGram Music Publishing. Hockman, who was previously Simoné's boss when the latter was



Hockman: Deston partnership

president of PolyGram Music in the US, says setting up Deston is significant because it brings "exclusive expertise and great talent" in one deal. "What this deal shows is Edel is going to invest in the best quality songwriting talent in the world whether it's in America, Europe or other parts of the world," he says.

Hockman believes the presence in the company of Child, whose songwriting successes include hits for Aerosmith, Bon Jovi and Cher, will make an "enormous difference" in attracting other talent to Deston.

## popwire.com

Hits made by real people.

www.popwire.com  
 20000000, London, UK 0208  
 info@popwire.com

## IT'S THE DEALER PRICE, STUPID

For all the endless talk about the Internet, one issue continues to dominate business in the run up to Christmas. And that is the price that retailers are having to pay to stock sufficient quantities of the top records at competitive prices.

To paraphrase the current US president, it's the dealer price, stupid.

Talking to one retailer a couple of weeks ago, he simply could not believe that certain of his suppliers seemed unconcerned about the fact that he was sourcing key albums from Europe in order to be able to compete with some of his mass market retail rivals on price. "They just don't seem to care," he observed, shaking his head. They certainly care, but no one is having to brave enough to do anything about it – until now.

Beggars Banquet has been the first to come out into open and declare a single pan-European price structure based on the Euro. And other companies are close to making similar decisions.

Once they have committed themselves to taking action, the key question is where to set your prices. As it prepares to release a new Prodigy album next year, Beggars has been brave to set them at rates lower than their current UK dealer prices.

For majors who sell more international releases all over Europe the sums are different. Not surprisingly one of them at least is planning to announce a set of prices that are higher than its current dealer rates in territories like Sweden.

The sooner there is broader parity between the net, not least so that when a retailer like Boots launches a disastrous campaign such as its new £9.99 chart album initiative there is less scope for rivals to import from abroad in a bid to compete. No one wants to have to compete with such lunacy, but some are fearful that this is exactly what will happen in the coming weeks. Beggars' move may not come into force until January, but is has not come a moment too soon.

Alax Scott



## Capital backs internet with £5.5m investment

## CAPITAL ON THE UP

	1998	1999	change
Turnover	£99.6m	£122.2m	+18.9%
Pre-tax profit	£35.6m	£37.1m	+3.6%

\*Turnover from continuing operations  
Figures for the year to September 30, 1999. Source: Capital Radio Group

Capital Radio is underlining its commitment to the Internet by earmarking £5.5m for online investment during the next 12 months, with more to come in the following two years.

As part of its online strategy, the group – which last Thursday announced overall pre-tax profits up 3.6% to £37.1m for the year to September 30 – is aiming to develop what it calls the UK's premier music site with in-depth coverage of a broad cross-section of music.

Group finance director Peter Harris says the site, which could be personalised by visitors to their own tastes, will include information about gigs, reviews and news about artists. It will be based around the group's Capital FM,

financial year, the group invested £1.3m in Capital Interactive, which contributed revenues of £671,000.

The group does not expect to start making a profit from another developing area, digital radio, for at least five years. Its first national digital station, a soft adult contemporary format under the working title Capital UK, will launch early next year.

Harris adds that Capital remains "absolutely committed" to its Wildstar label venture with Telstar with the aim now to turn its singles success into album sales. "The key to a successful label will be album to album. We're in this for the long term. We're not in quick and then out again. We want to build career artists," he says.

## Brits to review rules as US's top stars miss out

by Paul Williams

The Brits Committee is to undertake an urgent review of its nomination rules for 2001's event after the present voting arrangements excluded Robbie Williams and Shania Twain from key categories at next year's show.

Under the current regulations, which will stay in place for next March's ceremony, Williams does not qualify to compete in the best British male solo category while Twain does not make the best international female solo section, even though they have been two of the biggest solo stars of the year.

Brits executive producer Lisa Anderson – who met with the rest of the committee last Wednesday – says it is too late to change the rules this time because the "anomaly" only came to the committee's attention in August when Twain's *Come On Over* was heading to number one after a year-long chart run. However, the album was released before the qualifying period for Brits entries for next year's event.



Twain: does not qualify for Brits

Meanwhile, Williams is ineligible to compete in all but the best British single and video categories because his last album – although released within the time limit – was nominated last year.

Anderson confirms the rules will be re-examined for the following year, although she adds, "You cannot just change the rules for your one person because if you do that you end up on a slippery slope. We would have a revolution."

Anderson says the problem on this occasion is that a number of

projects released in 1998, such as Twain, have done extremely well this year. "What we want is a genuine reflection of the year. We don't want to be restrictive, but one we've decided the rules we can't just change them," she says.

Anderson, who points out that the eligibility period for releases was extended from 12 to 15 months two years ago, adds that Twain or Williams could still perform at next March's MasterCard-sponsored event at London's Earl's Court.

The committee has also looked at changing the qualification rules for the best British female solo artist category, which is typically the least competitive of the contests and which this year has just seven names among the draft nominations circulating during the past fortnight. Anderson says the committee has considered allowing women fronting bands, such as Texas's Shariene Spiteri, to be allowed in but adds the difficulty is any rule change would have to apply to both the male and female categories.

## Chamberlain in as Tommy Boy boss

Former Go.Beat general manager Richard Chamberlain has been installed as Tommy Boy's UK managing director with the immediate task of raising the public profile of the company.

Chamberlain, who took up the role at the start of this month, believes a "huge branding exercise" needs to be carried at the company which – despite success over the years through the likes of Coolio and De La Soul – he says is not widely known.

"One of the main things I realised before I came in was, though people in the industry know Tommy Boy, it is not known by the general public at large," he says.

The new managing director, whose predecessor Jim Parham has been made head of European operations, is also faced with the challenge of turning some of Tommy Boy's most successful overseas albums into UK hits. Everlast's Whitey Ford Sings The Blues was a double-platinum album in the US and sold around 200,000 units in Germany but only reached number 65 in the UK.

## 4AD HQ returns to London

Beggars Banquet's 4AD label is relocating back to London following the departure of label chief Robin Hurley.

The ground-breaking label, home to Kristin Hersh, Gus Gus and Mojave 3 and responsible for breaking innovative early Eighties groups such as the Cocteau Twins and Bauhaus, has largely been run from California since founder Ivo Watts-Russell moved to Los Angeles in the mid-Nineties.

However, the decreasing day-to-day involvement of Watts-Russell to concentrate on photographic books and new Hurley's departure has given Beggars Banquet Group chairman Martin Mills the opportunity to relocate its HQ in London and install new label head, former Beggars head of press Chris Sharp. The label, founded in 1979, will also become fully integrated into the Beggars group by tapping into the resources and functions used by other Beggars labels, such as marketing and promotions. 4AD will, however, continue to have a presence by moving its opera-



Gus Gus: 4AD signing

ties into Beggars Banquet's existing New York outpost.

"It didn't make sense to have it run out of LA. 4AD has a profile, reputation and image which I hope will be enhanced. I hope 4AD in future will be more so and better. The spirit of 4AD will live on," says Mills.

Joining Sharp in the new set up will be Ed Horrox, who moves from Mantra's A&R department to become the new A&R chief at 4AD. Other changes include Calixte Maloney moving from press at 4AD to take over Sharp's role and Craig McNeil taking on responsibility for international and domestic PR.

## TILLY

## DON'T KNOCK THE POP

Just get really fed up with our national newspapers going on about throw-away records dominating our charts and it not being like the "good old days". Of course it's not – we have more radio stations, more TV slots for music, more specialist magazines promoting all kinds of music, plus lots more kids into buying records, not just fans of particular acts.

Let's be positive – the reason we've had 32 different number one this year is because they've all been great records. From Geri to Eiffel 65, they have all captured the interest of the record buying public. Yes, week-one marketing is crucial, but the public are buying singles they like and in lots of cases they don't really care who the artist is and won't buy their next single unless it's a bloody good tune.

So, what's wrong with that? Most kids aged between 11 and 15 are still influenced by tunes heard through their mates' houses, on kids' TV or featured in kids' mags. It's the same for the club crowd of 18- to 25-year-olds, though their source is a good night out dancing to top tunes plus the influence of the *Tong/Tulip* shows. So stop knocking and be proud that in the UK and Europe we are not elitist about our music.

Recent press articles have tried to suggest it was the end of the singles market, citing erroneous reports EMI was to introduce contract clauses raising the threshold for payments to artists on singles. Rubbish! Single sales are booming and a lot of the previous number ones are hanging around in the Top 10, giving them larger sales.

One exception to the current trend of the tune being more important than who it is by has to be Macy Gray. With one unbelievable single I Try she has managed very quickly to achieve a platinum-selling album. On How Live is sounds like it could have come from a Sixties/Seventies Stax/Atlantic period – a compliment, not a criticism. Well then to the Epic/Sony team in recognising this immense talent and giving her the support she deserves. Soul music is alive and well, and with R Kelly's If I Could Turn Back Turn Back The Hands Of Time in the top five, there are still great records for us older soul children to buy as well.

Tilly Rutherford's column is a personal view

# Five key editors leave in music magazines shake-up

by Steve Hemsley

The consumer music press has been rocked by the resignations of the editors of three of the UK's leading titles within days of each other. *Top Of The Pops Magazine's* Ian McLeish, *Select's* John Harris and *Muzik's* Ben Turner will all leave their titles before the end of January. Harris says he will embark on a freelance writing career at the end of the year with a senior writer role at *Select* and other Emap titles *Q*, *Mojo* and *Empire*. The other two have not officially confirmed their plans, although they are expected to move into the internet area.

Ben Turner, who cofounded *Muzik* five years ago and will leave the magazine on December 15, becomes editorial director of a new unnamed internet company, which is being put together by a team of high-profile former music industry executives.

IPC Music & Sport publisher Koch International embarks on its biggest UK marketing campaign to date on November 22 with the release of *Gotta Catch Em All*, the music to the hit children's TV series *Pokemon* broadcast on GMTV, SMTV and Sky One. The team, which has already sold more than 3m units in the US since its release there in August, features the theme song *Poképar* and 12 other songs from the series which originates from Japan. Koch International owns the European rights to the TV series and managing director Rashmi Patani says there is a six-figure marketing spend to back the launch, including TV advertising. "Pokemon is a brand that we can exploit. It has been huge in Japan and the US and the series went on terrestrial TV in the UK at half-term in October and will be heavily marketed in the run up to Christmas. A *Poképar* video will be released in December and another CD is planned for next year," he says.

Bruce Sandell says, "We have known for some time that Ben was leaving and we are talking to a number of possible replacements and should have someone in place by the time he leaves."

Under Turner, *Muzik* increased its circulation for the fourth consecutive ABC survey period in the first half of this year to 43,501. Turner has also overseen the launch of the *Islander* magazine in Ibiza, overseen an album series and been involved in the fourth *Muzik* Awards.

McLeish, 28, joined *TOTP Magazine* as deputy editor in November 1997 from *TV Hits* and was promoted to editor in February 1998. The magazine has the highest circulation of any music title, but has suffered along with other pop publications this year. Its latest ABC for the period January to June was 385,441, a like-for-like drop of 11.7%. This was well down on its peak of more than



**McLeish: moving on**  
500,000 in the second half of 1997, although its main rival *Smash Hits* experienced an even bigger year-on-year drop of 39.8% to 230,764. The BBC began recruiting for a replacement for McLeish last week with an advertisement in *The*

*Guardian's* media section. The job description emphasised that the new editor will work closely with their counterpart in Germany when the German version of the magazine launches in the new year, in a partnership between BBC Worldwide and Dino Publishing.

*Select's* Harris joined publisher Emap four years ago as features editor of *Q* before becoming *Select's* editor nine months later. In the first half of this year the magazine reported a like-for-like fall in circulation of 21.9% to 56,234.

"I like to think I have restored the magazine's respect among the music industry because when I joined it was difficult to get the big acts on board. But we managed it with Oasis and have also championed new talent such as Catatonia and Travis giving them more coverage in the early days than other music press," he says.



## Industry set to take starring role as Pop 2000 gears up for NEC event

Music industry workshops will be part of the debut music, fashion and lifestyle event Pop 2000 to be held at the NEC in Birmingham in November next year.

The show, aimed at eight- to 18-year-olds, is being organised jointly by the NEC, Music Innovations, Mammoth Events and television production company Gen, which co-produces the Brit Awards and The Pepsi Chart Show.

The organisers say they are talking to record companies and trade bodies including the BPI to persuade A&R executives, managers and representatives involved in music industry training to attend the event.

Gen managing director Peter Chatterlain says negotiations are still at an early stage. "We are hoping that one day at least will include walk-in workshops and seminars where visitors can find out more about life in the music industry. Record companies may also want to take exhibition stands at the



**Pop 2000: new event**  
show to maximise pop fans' interest in their acts in the approach to Christmas," he says.

Running from November 27-19, Pop 2000 will include performances from established and unsigned pop acts with 5 club 7 already confirmed to appear. The organisers have signed a deal with Channel 5 to televise the event and programmes are being produced by MPPV and initial for licensing to music broadcasters overseas. Music execs says the event will be a showcase for British pop music. "Pop 2000 will give the genre the exposure it deserves," he says.

Other feature areas planned include Pop Net, Pop Tech, Pop Sport, Pop Love and Pop Dance.

## Relaunched lottery plays down music

The BBC relaunched the National Lottery show on Saturday with less emphasis on music.

Red Alert with The National Lottery will replace *National Lottery Stars* for a six-week run and return again between February and April. The show is being hosted by Lulu with games involving the studio audience, although music remains an important element. Sir Paul McCartney was the first guest performing. Texas' Shaheen Spieler will appear this Saturday (20), while the last programme in November will feature Jamiroquai and a duet between Glen John and Mary J Blige.

The show is being produced by Chris Evans' Ginger Television and is the company's first peak-time programme for BBC1.

## Shopping centre ad push for BBMac

Telstar has become the first record company to use a new advertising medium based in shopping centres.

CentreVision is a network of big screen media involving 20 of the UK's largest shopping venues, including Lakeside in Essex, Meadowhall (Sheffield) and Trafford (Manchester). It is claimed it reaches more than 20m consumers a month.

Telstar is promoting the BBMac single *Still On Your Side* released on December 6 and has booked two-minute commercials which feature the video and display the act's website address.

The screens are strategically located near food halls or other areas where consumers congregate, and advertisers can buy air-time for the period of day that their targeted demographic is most likely to be in the shopping centre. Most of the Telstar ads running until Christmas will be shown on weekdays between 4pm and 6pm and Saturdays to reach the highest number of 15- to 24-year-olds.

Telstar marketing director Adam Hollywood says, "This medium has been used in the US before but is



**BBMac: ad push**

completely new to the UK and is a cost-effective way of reaching a mass audience for compilations or singles buyers. I believe this idea will replace the traditional shopping centre PAs."

CentreVision has been developed as ambient media company The Media Vehicle, which has also been behind the growth in supermarket trolley advertising and floor poster advertising. "This is a gift to labels who want to influence purchasing decisions and hit the consumer as close as possible to the point of purchase," says chief executive Jessica Hatfield.

**CDs TO BE ORDERED VIA MOBILES**  
Virgin Megastores Direct has teamed up with Virgin Mobile to allow mobile fans to order CDs via their mobile phones. Users can listen to up to a minute of songs from 10 new albums each week introduced by Radio One presenter Steve Lamacq and can press a button at any time to order the title from Virgin Megastores Direct.

**DATES SET FOR RECORD OF THE YEAR**

The 20 semi-final nominations for this year's Britannia Music-sponsored Record Of The Year event are to be unveiled by Jonathan King and show host Denise Van Outen at the Woodoo Lounge in London's Leicester Square on Tuesday, November 30. A preview of the 20 tracks will feature on a half-hour programme to be broadcast on ITV around 5pm on Saturday, December 4 with the final itself to be broadcast on same channel the following Saturday at an as yet unconfirmed time.

**DIGITAL RADIO DEBUTS WITH MEL C**

Melanie C's new single *Northern Star*, released by Virgin next Monday (Nov 22), will host a weekly chart of signed dance acts on new internet site peepoles.com. The website says it will pay the DJ £625,000 over two years to select the dance tracks from the site, select the best material, provide extra news, views and gossip online and endorse peepoles.com.

**JUDGE JULES TAKES TO THE NET**

Radio One DJ Judge Jules is to host a weekly chart of signed dance acts on new internet site peepoles.com. The website says it will pay the DJ £625,000 over two years to select the dance tracks from the site, select the best material, provide extra news, views and gossip online and endorse peepoles.com.

**CD PERFORMS WELL IN SALES**

CDs were one of the star sales performers last month in the leisure goods category, according to new figures from the British Retail Consortium. The BRC sales monitor for October shows sales of all products were up 17.7% on October 1998 with electrical and electronic sales volumes growing.

**STEPPING UP THE PLATINUMS**

Steps' first album *Step* reached five-times platinum status last week as BPI triple-platinum awards went to both Catatonia's *International Velvet* and the Man Who by Travis. Equally *Cursed and Blessed* by Catatonia and *The Club* by S Club were platinum albums.

**HOW TV SHOWS' RATINGS COMPARE**

Programme	This week	% change on 1998
Top Of The Pops II	5,118	-4.2%
Top Of The Pops I	5,044	+2.1%
TFI Friday*	2,318	-14.2%
SMTV	1,765	57.6%
CD	1,655	37.5%
Live & Kicking	1,538	-23.1%
The O'zone (Tues)	1,281	+1.1%
Planet Pop	970	-15.9%
The Pepsi Chart	742	-25.2%
Videochat	295	N/A

\* combined weekly figures  
Source: Mediaagency TNS/Barr w/s October 20

**dotmusic**  
the insider's guide to music  
[www.dotmusic.com](http://www.dotmusic.com)

## chartfile

● The heartache at being number two is over for Parlorphone's Tina Turner, who ends Eurythmics' reign with I Saved The World Today by climbing to the top of *fono's* survey of the biggest UK-sourced hits on European radio. When the Heartache Is Over's success comes as its parent album Twenty Four Seven makes respectable arrivals on a number of sales charts, including six in Finland and Norway, and 11 in Sweden.

● Turner's *fono* chart-topping success crowns what is an excellent week for UK-sourced EMU and Epic titles, with an unbeatable six tracks in the Top 20, among them Robbie Williams' She's The One at 8 and Gene Halliwell's Lift Me Up entering at 17. Universal and four representatives, BMG and Warner three each, and Virgin and the Indies two apiece, but for the first time this year Sony fails to score.

● Canada's love affair with the Spice Girls continues with Melanie B's solo album Northern Star last week entering at 16 and the Spice Girls' 11-month-old single Goodbye returning to the Top 10 at number nine. Sony's album was released in Canada ahead of the US, where it was given a welcome boost last Wednesday by the singer performing the UK song on David Letterman.

● Germany was last week crowned Genesis on again with the band's first hits retrospective debuting at one on the albums chart. The third album number one there by a UK act (as opposed to UK-signed) act this year following Jamiroquai and Sting. The Virgin release was heading a near century by veteran Brits in the Top 10. Others present were Eric Clapton (4-3), Eurythmics (2-4), Joe Cocker (3-7), Sting (5-6), Pet Shop Boys (9-13) and Tom Jones (9-9), making it easy the most UK-flavoured German chart of the year.

● RCA UK has had an excellent week in the Netherlands, landing the album chart's highest new entry appropriately at five with Five's *Loveable* and one of the country's biggest climbs with Westlife's self-titled debut leading 24-9. On the singles chart, Five's Keep On Movin' is no change at five and landed the highest-ranked track by a UK-signed act.

● With the album's second single Summer Sun currently in the French Top 10, the huge overseas success of Texas's *The Bush* has been officially recognised by Mercury records with the band being given an award to mark more than 2m global sales of the album. The stationery at number 94 and Bush's 75. British content of the chart remains at 2%. Robbie's *The Ego Is a Lined* album gets a fillip from the track's debut and moves 149-136, its highest chart placing for four months but still short of its number 63 peak.

● The Pet Shop Boys (pictured) are among the acts contributing to William's album and their own album also debuts this week, though in a rather more modest way than they would have hoped. With first week sales stationery at number 84, which compares favourably with the number 39 debut and peak of their last album, 1996's *Bilingual*. Having said that, 19,000 is a very healthy sale for a record so low down the chart, and that is due to a combination of many factors hitting the street simultaneously and the upswing in sales attributable to Christmas - buying - 20% more albums were sold in America last week than the week before.

Arista UK is studying the *Billboard* 200 with renewed interest at present due to the progress of Anglo Styro's classy Black Diamond album, which last week reached a new peak of 94 after a five-week chart run, including topping the Heatseekers chart. Though hailing from the US, the R&B performer was signed to Arista UK after singer-songwriter Gary De Vaux, whose credits include co-writing the Vanessa Paradis UK Top 10 hit *Be My Baby* with Lenny Kravitz, played some tracks he had recorded with Stone to Pete Edge in Arista's A&R department in New York. They were then presented to Arista UK then managing director Martin Heath and A&R man Mervyn Lynn who signed Stone, though she released no solo material until the album came out in the States this year. The singer, who was a member of Sugarhill Records' ground-breaking female rap group The Sequence and has also worked with D'Angelo, is expected to play a UK showcase in early December followed by an album release in early February and then first UK single *Like Sky*.



# Disco and Spice Girls head line the million-sellers list

by Paul Williams  
Disco and Spice Girls have confirmed their status as the biggest UK acts to emerge in the Nineties by dominating the top end of a newly-published survey of worldwide album sales.

The two groups fill the top three positions in *Roc Accounts* 1999's countdown of the biggest-selling albums worldwide by UK artists who scored their first chart success in the Nineties.

'Spice Girls' first album *Spice tops* the survey - compiled by author Cliff Dane using record company information, sales awards and other data - with an estimated 20m global sales followed by their second album *Spiceworld* with 13m and Oasis's (What's The Story) Morning Glory in third place with 12m sales.

Oasis's two other studio albums *Definitely Maybe* (4m) and *Be Here Now* (6m) also figure among the UK's most successful Nineties exports in a list further emphasising the vital importance of breaking the US to achieve huge sales. Alongside Oasis and the Spice Girls, who have both had multi-million selling albums in the States, the list is dominated by albums such as Jamiroquai's *Travelling Without Moving* (7m), The Prodigy's *The Fat Of The Land* (7m) and Bush's *Sixteen Stone* (6m), all of which were big US hits.

However, significant international breakthroughs by new UK talent have been few and far between this decade, a point emphasised by the report's charts of albums by all UK artists and by acts of all nationalities.

## UK TOP 20 AIRPLAY HITS IN EUROPE

UK	EUROPE	Artist/Album (Label)
1	1	Tina Turner/Heartache Is Over (The Island)
2	1	I Saved The World Today Eurythmics (RCA)
3	3	When You Say Nothing At All Ronan Keating (Polygram)
4	4	Summer Sun Texas (Mercury)
5	5	New York City Girl Pet Shop Boys (Parlophone)
6	6	It's That A Lot Of Love Simply Red (East West)
7	6	Butting Down The House Tom Jones & The Cardigans (Cap)
8	11	She's The One Robbie Williams (Chrysalis)
9	10	The Best Of The Bryan Adams (A&M/Mercury)
10	8	Sing It Back Melanie C (Mercury)
11	9	Dave's Unlucky Char (Epic)
12	15	Keep On Movin' Five (RCA)
13	12	What's The Story (What's The Story) Morning Glory (Cap)
14	13	OSB Believe Sheila Amis (RCA)
15	14	If I Let You Go Westlife (Cap)
16	16	Thursday's Child Beanie Sigel (Virgin)
17	17	Lift Me Up Gene Halliwell (Cap)
18	19	March Machine Simply Red (Mercury)
19	18	Different Roads Joe Cocker (Parlophone)
20	17	Northern Star Melanie B (Cap)

Chart based on sales of 100 countries. *fono* is based on sales of 100 countries. *fono* is based on sales of 100 countries. *fono* is based on sales of 100 countries.

## GAVIN US URBAN TOP 20

UK	US	Artist/Album (Label)
1	1	I Know What's To Do Doreen Jones (Epic/Atlantic)
2	7	Back At One Bruce Springsteen (Mercury)
3	4	Get The Hell On (Get Gene Kelly (Virgin)
4	3	Baja-Akron Destiny's Child (Columbia)
5	5	Gotta Man Five (InterScope)
6	6	Where'd You Go The Notorious B.I.G. (A&M)
7	2	We Can't Be Friends (Jennifer Lopez & J. Lo)
8	8	Back That Azz Up Deborah Cox (Universal)
9	11	Sensay You're Different feat. R. Kelly (Bad Boy/Atlantic)
10	14	20/7 Kwan (Mercury)
11	14	Tonight Mustel Jones (Island)
12	9	Spencer My Life With You Eric Burdon (Warner Bros)
13	12	Sing It Back Melanie C (Mercury)
14	15	Mirinda Mac Nelson (Columbia)
15	-	Deep Inside Mary J Blige (A&M)
16	15	You Love Me Mimi Continental (Epic)
17	-	Like Me Like You (The Notorious B.I.G.) (A&M)
18	-	You Don't Know Me Brandy (Atlantic)
19	-	The Greatest Romance Never Sold AIRMAP (Arista)
20	-	Give What You Want Circle K (Mercury)

Chart based on sales of 20 million US copies. *fono* is based on sales of 20 million US copies. *fono* is based on sales of 20 million US copies.

## TOP UK AND UK-SIGNED SALES CHART PERFORMERS ABROAD

COUNTRY	Artist/Album (Label)	Chart
AUSTRALIA	10/11/99	10/11/99
AUSTRALIA	1/2/99	1/2/99
AUSTRALIA	1/2/99	1/2/99
CANADA	1/2/99	1/2/99
CANADA	1/2/99	1/2/99
FRANCE	1/2/99	1/2/99
FRANCE	1/2/99	1/2/99
GERMANY	1/2/99	1/2/99
GERMANY	1/2/99	1/2/99
ITALY	1/2/99	1/2/99
ITALY	1/2/99	1/2/99
NETHERLANDS	1/2/99	1/2/99
NETHERLANDS	1/2/99	1/2/99
SPAIN	1/2/99	1/2/99
SPAIN	1/2/99	1/2/99
US	1/2/99	1/2/99
US	1/2/99	1/2/99

Chart based on sales of 100 countries. *fono* is based on sales of 100 countries. *fono* is based on sales of 100 countries.

## AMERICAN CHARTWALK

by ALAN JONES

After three weeks at number one on the Bubbling Under chart, Robbie Williams' Angels finally graduates to the Hot 100 this week, making its debut at number 85. With Phil Collins' long-running Terzan hit, You'll Be In My Heart exiting the chart, Fatboy Slim's The Rockafeller Skank 22, which has held the top spot since 94, and Bush's The Chemicals Between Us dipping 72-75, British content of the chart remains at 2%. Robbie's *The Ego Is a Lined* album gets a fillip from the track's debut and moves 149-136, its highest chart placing for four months but still short of its number 63 peak.

The Pet Shop Boys (pictured) are among the acts contributing to William's album and their own album also debuts this week, though in a rather more modest way than they would have hoped. With first week sales stationery at number 84, which compares favourably with the number 39 debut and peak of their last album, 1996's *Bilingual*. Having said that, 19,000 is a very healthy sale for a record so low down the chart, and that is due to a combination of many factors hitting the street simultaneously and the upswing in sales attributable to Christmas - buying - 20% more albums were sold in America last week than the week before.

Santana's Supernatural-topped the *Billboard* 200 chart for the first time in its 21-week chart career but still tumbles 1-5 on the albums chart as debut *grab* each of the top four slots. Tony's acts lead the way with *Rage Against The Machine's* The Battle Of Los Angeles taking pole position with their third album selling more than 430,000 copies last week - a 73% increase on the introductory tally which earned their 1995 second album, *Eve*. Empire's number one debut, *Rage* against the Machine's massive sale means *Madh* Gary's Rainbow has to settle for a number two debut, even though its 223,000 sale is a higher first-week tally than any of her eight previous albums.

Rapper Lil' Wayne's *The Music Is Hot* and Jim Johnston's World Wrestling Federation: WWF - The Music Volume 4 take third and fourth places with sales of 215,000 and 204,000 respectively.

Among Brits on the albums rundown, Bush dip 11-24, Eric Clapton 29-39, Eurythmics 47-75, Genesis 65-91, The Beatles 108-134, Sir Paul McCartney not mentioned elsewhere is Charlotte Church (112-94), Fatboy Slim (116-112) and Phil Collins (158-153). Melanie C's Northern Star falls from the chart. Finally, the RIAA - the US equivalent of the BPI - has announced the biggest-selling album acts of the century, and The Beatles lead the way with more than 100m albums sold compared with runner-up Garth Brooks' tally of 88m.

# NUMBER 1

## EMI DISTRIBUTION'S PEAK SEASON INITIATIVES



ORDERS PLACED BEFORE 6PM  
DELIVERED NEXT DAY



WEEKDAY PRE-NOON DELIVERY  
FOC FROM 29TH NOVEMBER AND  
THROUGHOUT DECEMBER



SATURDAY AM DELIVERY FOC  
DURING NOVEMBER AND DECEMBER



PRIORITY LOCAL RATE FAX ORDERING  
FACILITIES FROM 1ST NOVEMBER

FOR 4 SUCCESSIVE YEARS

Virgin

**Parceline**  
TECHNOLOGY  
DELIVERING  
service excellence

EMI



## AWARDS

MTV EUROPE THANKS OUR  
 HOST RONAN KEATING AND ALL  
 THE ARTISTS, THEIR LABELS  
 AND THEIR MANAGERS FOR  
 PARTICIPATING IN THE 1999  
 MTV EUROPE MUSIC AWARDS.  
 AND CONGRATULATIONS TO  
 BONO, THE RECIPIENT OF THIS  
 YEAR'S FREE YOUR MIND AWARD.



MUSIC TELEVISION®

# Europe music AWARDS



ALICIA SILVERSTONE  
 ARMAND VAN HELDEN  
 BRETT ANDERSON  
 BRITNEY SPEARS  
 THE CARDIGANS  
 CARMEN ELECTRA  
 CHRISTINA AGUILERA  
 THE CORRS  
 DA BRAT

DAMON ALBARN  
 DENISE RICHARDS  
 DES'REE  
 THE EDGE  
 ETERNAL  
 SIVE  
 GERI HALLIWELL  
 IGGY POP  
 JAMIROQUAI

JOVANOTTI  
 JUKKA BROS.  
 KRIS & KRIS  
 LARS  
 LIGABUE  
 MARIAH CAREY  
 MARILYN MANSON  
 MARY J. BLIGE  
 MICK JAGGER

MISSY ELLIOT  
 THE OFFSPRING  
 PIERCE BROSNAN  
 PUFF DADDY  
 SASHA  
 STEPS  
 TQ  
 UNDERWORLD  
 WHITNEY HOUSTON



**PARTIES**

**AND  
FOR THE  
EVENING  
AFTER.**



TO CELEBRATE THE 1999 MTV EUROPE MUSIC AWARDS IN DUBLIN,  
MTV UK HOSTED FOUR OF THE BEST PARTIES EVER HELD IN ONE TOWN ON A SINGLE NIGHT.



**brand:new**

THE CHARLATANS  
SNOW PATROL  
TOUCHÉ



PETE TONG  
CARL COX  
ADEVA

**SELECT**



WESTLIFE  
PHATS AND SMALL



TREVOR NELSON  
DODGE  
HONEYZ

## newsfile

**ENI-CHRYSALIS RESTRUCTURES A&R**  
 ENI-Chrysalis A&R director Sassa Metcalfe is looking to recruit a deputy as she restructures her department. A&R managers Ian Walker (Rico, Radiator) and Anna Carpenter (Terrorvision, Pocket Sin) were last week made redundant as part of the changes, which will involve creating a more hierarchical structure with a deputy head of A&R, A&R managers Anthony Cavanagh and Harriet Carr and a scout rather than four A&R managers. "It's not personal, it's just trying to up the ante," says Metcalfe. "Now there will be different skill levels. I just wanted to introduce someone with a little more senior experience as my number two."

**WEBB BROTHERS RECORDING WITH STREET**  
 WEAsigning The Webb Brothers are recording with Stephen Street at Jacobs Studio in Surrey before mixing in Normin Island to release his debut solo single in the New Year. "I just want a clean sweep. It's going to be sad going from Polydor but I just think it's a good idea to start fresh," he says.

**LENNOX MAKES RETURN TO MUSIC INDUSTRY**  
 Former Polydor A&R senior manager Rick Lennox (The O, Satellite Beach) — a one time promoter who is best known for signing Skunk Anansie at One Little Indian — last week re-entered the music industry after a 17-month break to handle producers.

Lennox is now creative manager at Saffa Jaffery's SJP handling a roster which includes John Leckie (Stone Roses, Radiohead) and Chris Kinsey (Rolling Stones, Ash). Lennox says, "I'd gone back to my old job of despatch riding for a break and the wister was coming when Saffa called me. It's not a bad job to start back in, is it?"

**MAVERICK SNAPS UP JODECI SINGER**

Guy Deaney, co-partner in Madison, VA US label Maverick, last week signed Jodeci vocalist Mr Dabbin. The debut solo release from the R&B vocalist is expected to be his Met.A.Mor.Phic album in the first quarter of next year, preceded by a single. Why Can't We — a duet with producer Stevie J (Puff Daddy, Mariah Carey). Dabbin has also been working with Tim & Bob (Destiny's Child, Monica).

**PRODIGY'S LEADRY SIGNS TO COPASATEK**

Prodigy member Leary Thornhill has signed an albums deal with Copasatek. Thornhill, who was the first member of the XL Recordings act to release his own solo material with the issue of The Longman EP in 1997, is currently starting work on his first album for release in the middle of next year, to be preceded by an EP in the spring. Copasatek head of A&R Jon Sexton says that as well as developing Thornhill's career, the deal will help the label increase its international push.

# Members of Boyzone embark on phase two

by Stephen Jones  
 Boyzone members Mike Graham and Stephen Gately are negotiating moving to other labels within the Universal Music group to launch their solo careers as speculation about the group's future mounts.

Mike Graham — who in a separate move is also launching his own artist management company — confirms he wants to move to Universal Island to release his debut solo single in the New Year. "I just want a clean sweep. It's going to be sad going from Polydor but I just think it's a good idea to start fresh," he says.

Graham has also given the clearest indication yet as to the future of Boyzone. "We're going to do this tour and then embark on solo careers," he adds. "From time to time we'll do tours together again. It could be next summer, it could be the summer after, it could be in five years. We're not finishing, but it's the end of Boyzone as people have known it for the past six years."

Gately, whose cover of Bright Eyes for the TV series is still pending release, is understood to be negotiating to move to Polydor Associated Labels under general manager Greg Castelli.

Keating meanwhile, who has already had a number one solo hit with When You Say Nothing At All in August, has signed a new deal to remain on Polydor. All are expected to continue to be A&R'd by Colin Barlow, who has overseen Boyzone at Polydor.

Polydor — to which Boyzone are still contracted to deliver two more albums — declines to comment, but a source says, "It makes sense them moving because there are going to be so many releases from all of them



Graham: launching solo career

around the same time competing against each other. It wouldn't be right for all of them to be released by the same team at the label."

Graham is also half-way through his mostly self-penned album, working with Steve Mac and artist-turned-producer Howard New. "I believe there's an audience for it. A lot of people are going to be surprised by the style as it doesn't compare to anyone else but reflects my influences, from the Beatles and Fleetwood Mac to Eric Clapton and David Bowie," he says.

Graham is managing his solo career himself through Dublin-based Stone Management, the company he set up with Shane Murray and Kevin Adams. Together they also want to manage "talented musicians" who either want to play the Irish pub/circus circuit or break internationally.

Ronan's managing boy bands, says Graham, adding that his first signing is the "Britney Spears meets Sheryl Crow"-sounding Cara.

# Twenty-First Artists picks up management contract for B\*Witched

Twenty-First Artists. Elton John's renamed management firm, has taken over the management of B\*Witched from Kim Glover. Derek MacKillop, the former Rocket Records president who has been managing John since the departure of Colin Ball this summer, confirms he has been handling the record-breaking Irish Glee Worn/Epig group for a month. He oversaw the company's name change in September as it sought to branch out into managing other acts.

Creative director MacKillop says, "I'm really excited about it. There's been an exit from Kim which is completely amicable. Kim has done a fantastic job and now we're really going into the international phase." B\*Witched have sold 3M records worldwide to date.

Glover and Epig decline to comment. Meanwhile, 19 Management's Simon Fuller and Mike McCormack have ended their involvement in Another Level after a disagreement with Northwestside/BMG over a contractual matter. The move comes just months after their day-to-day manager Jo Charrington took them into the 19 fold from John Reid Management, the company that used to manage Elton John.

Charrington, who declines to comment, is thought to be considering options but keen to stay with the band despite the confirmation last week that member Wayne Williams is quitting the pop R&B group.

In a third management change, Marti Polow, who was briefly managed by Ruff After Dark, has signed a new deal with the band managed by former Squeeze songwriter Chris Difford with whom he has been co-writing.

His former band are now "considering their options" after parting with Mercury Records and manager Elliott Davis.



The Millennium is set to end in a battle of a Beatle versus The Rolling Stones, after Yoko Ono last Tuesday gave permission for John Lennon's Imagine to be re-released as a potential Christmas chart-topper on December 13. It pitches the single directly against the Various Artists cover of The Rolling Stones' It's Only Rock'n'Roll released on Universal Music TV in aid of the Children's Promise charity, and featuring a host of star names such as Jagger and Richards, Stereophonics, Jamiroquai and The Corrs. Parlophone says Imagine, which originally reached number six in November 1975 — but hit number one in 1980 a fortnight after his death on December 8 — is being released in response to demand from the public. Last month Imagine was voted the nation's favourite lyric in a B&BQ poll, while it also came second to Queen's Bohemian Rhapsody in a week in Channel 4 Music Of The Millennium best song of all-time poll. The single's B&BQs will be Happy Xmas (War Is Over) and Give Peace A Chance and will be enhanced with the video for Imagine. Bookmakers William Hill were giving it odds of 6/1 as MW went to press.

## "IN THEIR OWN WORDS..."



Hito Music songwriter Karl Gordon Chambers (pictured) is a busy man. Currently doing well in the States with material on the Angie Stone and Deborah Cox albums, his next UK single will be Martine McCutcheon's The First Time. He spoke to MW last week while on one of his regular visits to London.

"I come over every three months to work with UK songwriters. I started two years ago when [Windswept Pacific creative director] Pete McCamley phoned me and said he'd placed my song Rush with Kleshy. I didn't know him and couldn't believe that someone I'd never met was working my songs in another territory. I was really impressed.

"I'm working with Karl Gordon [aka K-Gee]

on some material we'll submit to All Saints and other acts and just see what we turn out. About 90% of what I do is collaborations. I'm strong with lyrics and melody, and Karl is very rhythmic.

"When I write with Andy Hill — we just wrote Brighter Days for Ronan Keating's debut album — it's for that reason because of his rock background. I've mostly written for women so to have Ronan, one of the few singers with a real signature, do it is great.

"Next, I'm going back to Brooklyn to go in the studio with Hootie & The Blowfish and then to Atlanta to write with Darys Simmons. I'm trying to veer more to pop than R&B. Where is pop going? Good question. There's not going to be a huge difference next year. Teen music is hard to stay for five years."

"I'll be returning here in the spring. The thing that keeps me coming back is the spirit of people here — the executives, writers, musicians, producers... People really want to work and then hang out. It speaks of the British spirit. It's a lot more cut-throat in the States."

**Arc**  
 THE WELL EQUIPPED RECORDING STUDIO

PUBLISHING: FIRST QUARTER 1999 PERFORMANCE

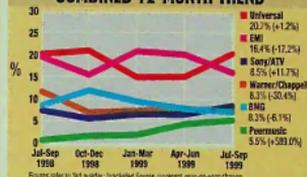


Source: Compiled by EMI from Midland Brown data. Based on chart panel sales from the A sides of the top 100 singles and top 50 albums from July to September 1999.

TOP 10 SINGLES FOR Q1 1999

Title/Artist	Publisher
1 LIVIN' LA VIDA LOCA Ricky Martin	Universal 50%/Warner Chappell 50%
2 MAMBO NO. 5 Lou Bega	Peermusic 100%
3 BETTER OFF ALONE DJ Jurgens	Universal 50%/Alice Deejay 50%
4 BLUE (DA BA DEE) Eiffel 65	Universal 100%
5 WHEN YOU SAY... Ronan Keating	Universal 50%/IMG 25%/EMI 25%
6 9PM (TIL I COME) ATB	Sony ATV 50%/MoS Music 50%
7 WILD WILD WEST Will Smith	EMI 50%/Warner Chappell 17.5%/Zomba 15%/Notting Hill 17.5%
8 MI CHICO LATINO Geri Halliwell	EMI 33.33%/BMG 66.66%
9 WE'RE GOING TO IBIZA! Shaggy	Munmyoung 100%
10 MUCHO MAMBO (SHAFT) Sway	Peermusic 100%

COMBINED 12-MONTH TRENDS



TOP 10 SONGWRITERS FOR Q1 1999

Writer/Artist	Publisher
1 TWAIN/LANGE Shania Twain	Universal/Zomba
2 CHILDR/ROSA Ricky Martin	Universal/Warner Chappell
3 BEGA/ZIPPY/PRADO Lou Bega	Peermusic
4 KALBER/MOLINE/DJ Jurgens pt5 Alice Deejay	IMG/Universal
5 LABUT/RANDONE/GABUTTI Eiffel 65	Universal
6 OVERST/FLEET/SCHLITZ Ronan Keating	Universal/EMI/BMG
7 HALLIWELL/HATKINS/WILSON Geri Halliwell	EMI/BMG
8 HEALY Travis	Sony ATV
9 TANNBERGER/RIBEIRA/SONAADS/FERRERONS ATB	Sony ATV/Ministry of Sound Music
10 SMITH/FUSAR/WONDER/DEWE	Will Smith/Notting Hill/EMI/Warner Chappell/Zomba

I probably did not impress Peter Reichardt and his team at EMI Music much, but Shania Twain's phenomenal run in quarter three helped lift Universal Music to its best market share performance since its merger with PolyGram/Island Music.

Having been held at bay during 1999's opening two periods by a resurgent EMI, Paul Connolly's company raced to its strongest performance of the year in the following quarter to snatch not only the overall crown but the individual singles and albums titles too.

Powered by Twain's own half-share of her Come On Over release - the biggest artist album of the year - and at least 50% claims in chart-topping singles by the likes of Ricky Martin, Eiffel 65, Ronan Keating and the Vengaboyz, Universal captured an impressive 20.7% overall. However, while unbreakable, it was still 0.6 percentage points lower than when PolyGram/Island set stride to history in the closing period of 1998. Its lead this time of 4.3% was also the lowest for a year.

Despite Universal's overall share remaining fairly consistent with that of previous quarters, it was in the singles market where the company's presence really grew. While it had topped the albums table during this year's opening two quarters, on singles Universal had only previously got to near as 9.2 percentage points to EMI. Indeed, in quarter one it not only trailed EMI on singles, but was washed into third place as Zomba enjoyed its best run to date thanks to hits by the likes of Britney Spears and Boyzone.

Come quarter three, however, and - aided by a series of deals on singles such as Eiffel 65's Blue (Da Ba Dee) and DJ Jurgens presents Alice Deejay's Better Off Alone - Universal was heading the singles countdown as well, with its 5.3 percentage points lead over second-placed EMI even outstripping its 2.9 percentage points victory over the same company in the albums chart.

With a half-share in Martin's Livin' La Vida Loca - the quarter's top-selling single - Universal also claimed an interest in the third, fourth and fifth biggest hits performed by Alice Deejay, Eiffel 65 and Ronan Keating. Alongside her artful twin, Twain added to Universal's singles tally with her co-writes on That Don't Run Me Much (19th of the quarter) and I Feel Like A Woman (33rd). On the same format EMI, which welcomed the Spice Girls both former and present into the fold following its Windows Pacific deal struck the previous quarter, began immediately to reap the benefits of its investment with a third share in Geri Halliwell's chart-topping Mi Chico Latino (eighth of the quarter). Meanwhile, Motown's evergreen Jobete

# Shania helps Universal to reclaim crown

The latest market shares race has set the scene for a battle royal at the end of the century. By Paul Williams

## LATIN FEVER PROPELS PEERMUSIC TO INDIE VICTORY



Mambo fever gripped the nation like never before this summer, but its effects are unlikely to have been felt anywhere more than at Peermusic.

Dancing its way to the top of the indie rankings with 14.6%, the publisher claimed 100% rights to the genre's two big smashes - Mambo No. 5 by Lou Bega (pictured) (second biggest single of the quarter) and (MUCHO MAMBO) Sway by Shaft (10th). The huge difference of the two tracks made to Peermusic's performance is illustrated by the individual singles and albums tallies, where its fortunes differed immensely. On singles, it comfortably took top honours with a 20.2% indie share and 9.1 percentage points lead over nearest challenger Zomba, but on albums it languished in seventh place with just 3.0%.

## FIRST QUARTER COMBINED INDEPENDENT SHARES



Source: Compiled by Music Week from CIN data.

Zomba's overall third quarter score was just under half that in the first three-month period but it was still strong enough to take the independent albums title with 17.0%. That was more than its two closest challengers Chrysalis (9.1%) and an Abbreviated Boca (7.3%) managed combined.

On the overall indie statistics, the same three companies made up the top three in the third quarter as in the six-monthly figures. However, the companies ranked fourth and fifth were nowhere to be seen in the top 10 for the first half of 1999. IMG in fourth place with 6.8% was boosted by 50% of DJ Jurgens presents Alice Deejay's Better Off Alone, while fifth placed Munmyoung's 4.1% indie share is down to full rights to the Vengaboyz' Ibiza reinterpretation of the Typically Tropical hit Barbados. PW

catalogue - administered and half-owned by EMI - gave it 50% of Will Smith's Wild Wild West (seventh) thanks to the use of Steve Wonder's I Wish. Its album successes included old reliables such as Texas (eighth), Jamiroquai (14th) and Supergas (24th) as well as 30.5% of rising star Macy Gray's On How Life Is, which finished as the period's 32nd biggest artist album.

While EMI - whose aggressive acquisition activity continued in the following quarter with its purchase of 53% of Hit & Run - declined to its lowest market share of the year, Sony/ATV leapt to its highest since 1997's third quarter when it was boosted by the likes of Oasis's Be Here Now. Its 8.5% share this time was enough to lift it from sixth to third place overall, even though it was only strong enough individually on singles and albums to manage fourth spot in each sector. Under the leadership of recently promoted managing director Charlie Finder, Sony/ATV saw its album fortunes boosted by Travis, whose The Man Who Fights as the period's third biggest artist album (and who were coincidentally signed by Pinder).

Warner/Chappell has also secured a new managing director in the past few months in the shape of Richard Manners, who is slowly but surely moving the company's market share in the right direction. Though down on its 11.9% share in the equivalent period last year, the publisher's third quarter 8.3% showing was its third rise in succession, leaving it in joint fourth ranking overall. It ranked even higher on albums, winning third place thanks to the likes of Gomez and Semisonic, though it slipped from third to sixth place in the singles market.

BMG, meanwhile, was unlikely to slide from third to joint fourth ranking overall, having lifted its market share quarter-on-quarter by 0.2 percentage points to 8.3%. Paul Curran's company fared better on singles, where it claimed the other two-thirds of Halliwell's Mi Chico Latino as well as enjoying success through hits by the likes of Ronan Keating, Steps and Westlife.

Just outside the major's usual top five stragglehold, Peermusic rose to a new high of 5.5% to take sixth position following a run which included 4.0% of the real force - Mambo No. 5. Its share represented a near sixfold increase on the same period the year before when it did not figure anywhere among the top 10 companies.

But while there were a few less familiar names registering this time, the real force remains on EMI and Universal at the top of the rankings. With lucrative deals currently being signed or pursued, both are so close at present that the century's final market share crown could go to either of them.

# ENRIQUE

ENRIQUE GLESIAS

# QUE

#### INTERNATIONAL SUPERSTAR

13 million albums sold in three years  
11 consecutive Number 1 hits  
132 Platinum Records  
251 Gold Records

#### DEBUT ENGLISH LANGUAGE ALBUM

TV and radio advertising on launch  
National press campaign

#### NEW SINGLE RHYTHM DIVINE OUT 6 DECEMBER

Video added to The Box 6 weeks before release  
Mixes by David Morales, Fernando G and Jewels & Stone  
Enrique will be in the UK for promotion in  
November and December

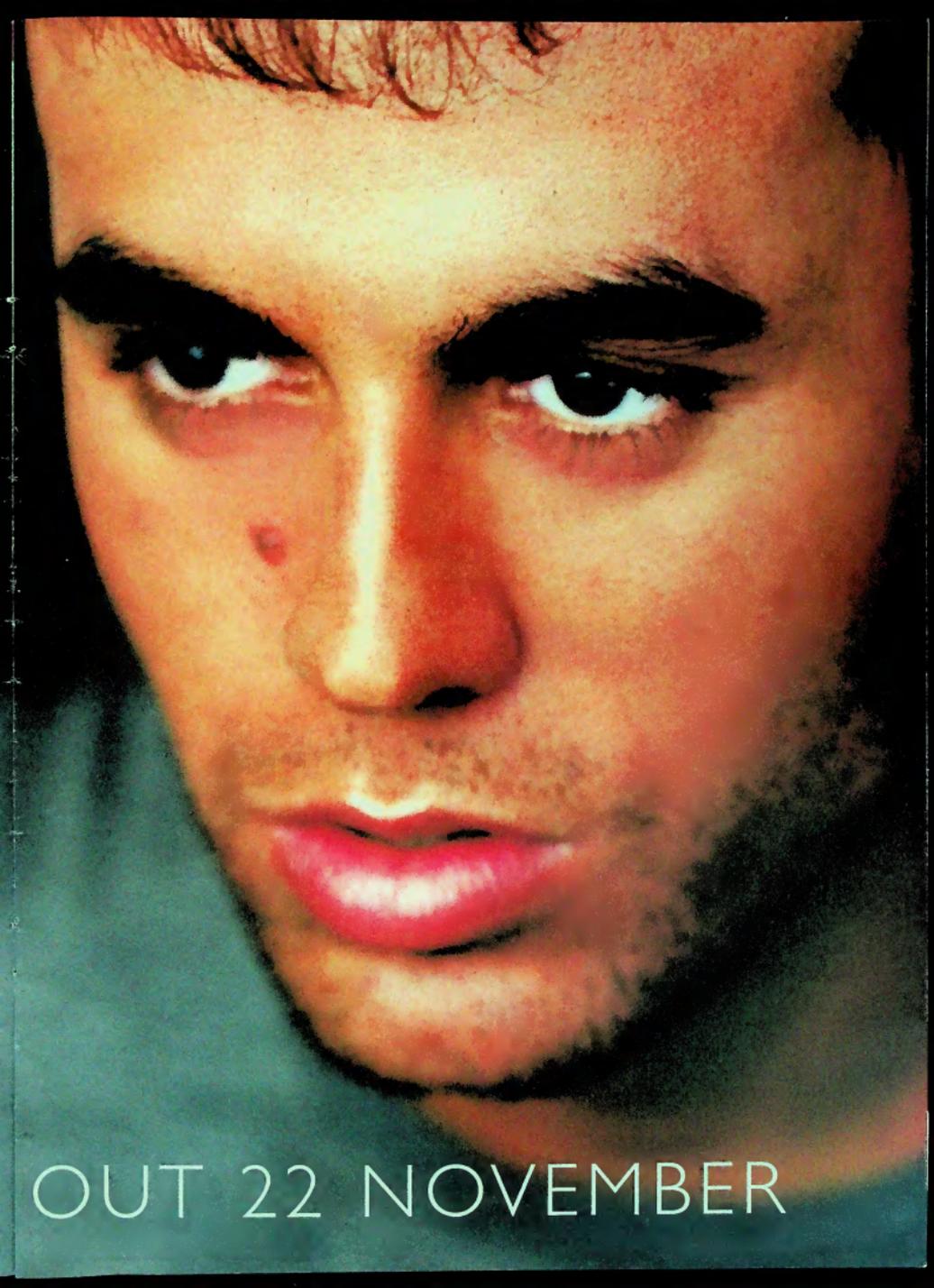
#### FEATURING TOP 5 DEBUT SINGLE BAILAMOS

8 weeks on the Top 40  
9 weeks on the Top 50 airplay chart

Marketed and distributed by Polydor / Interscope  
CD, Cassette 4905662/4



# ALBUM



OUT 22 NOVEMBER



20 NOVEMBER 1999

### CHART COMMENTARY

by ALAN JONES



Just 14 months after topping the chart as a solo artist for the first time with *Millennium*, Robbie Williams returns to the summit with his latest, which pairs his cover of the *World Party* (not *Waterboys*, as suggested last week) track *She's The One*, from his album *I've Been Expecting You*, with the brand new Williams/Guy Chambers composition *It's Only Us*. The record sold more than 122,000 copies last week and gives

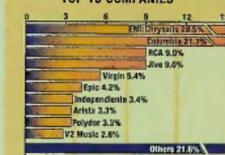
Williams his eighth number one in total, the first six of which were as a member of *Take That*. Williams replaces Geri Halliwell at number one, meaning that for the second week in a row the chart is topped by a defector from one of the decade's two top pop bands, for whom life as a solo artist was expected to be tough. Williams has now equalled former *Take That* colleague Gary Barlow's haul of number one solo hits.

The Millennium man trounces the Millennium man in the race for another honours this week, or to put it another way Williams walks all over Smith. Robbie Williams' *She's The One*/*It's Only Us* sold more than 122,000 copies to secure its number one debut, while Will Smith's *Will2K* enters at number two with a more modest sale of just less than 70,000. Credit where it's due, however, as Smith has scored five consecutive top three hits and his *Will2K* is his second number two in a row from *Millennium* which is released today. Smith overcame a challenge from laborerates *A.I.*, whose *Everytime/Ready Or Not* debuts at number three to become – incredibly – their third and biggest hit single in a chart career that spans a mere four months, instantly topping the number six peak of their debut *Be The First To Believe* and the number five posting of the follow-up *The Summertime Of Our Lives*.

Another band enjoying its highest chart

### MARKET REPORT

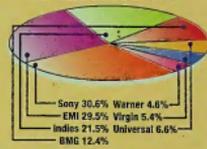
#### TOP 10 COMPANIES



### SALES UPDATE



### TOP CORPORATE GROUPS



### PERCENTAGE OF UK ACTS IN THE CHART

UK: 42.7% US: 18.7% Other: 38.7%

position for the fifth single in a row is Travis. The last four of those singles have been taken from their current album *The Man Who*.

with the last. Why Does It Always Rain On Me?, becoming their first top 10 hit. Tom does even better this week, debuting at

number eight, and giving the group a psychological advantage over the *Stratophanes*, who enter at number 11 with *Hurry Up And Wait*, the fifth single from their album *Performance And Cocktails*. The latter album is the biggest selling 1999 release by a British act, with 740,000 buyers in the last nine months. The *Travis* album occupies second place, with more than 640,000 buyers since it was released six months ago.

Last week I accidentally mixed up credits for the Absolute (Paul Wilson and Andy Watkins) with those for Richard Stannard and Rowie. As a result, I mentioned Stannard with helping to write and produce 11 number one singles in 39 months. In fact, Stannard has been involved in seven number ones as both writer and producer, while Matt Rowe ~~has worked on six~~. The Absolute have written five number five number ones in the same period. All the writers/producers are signed to Native Management, to whom we extend our apologies.

### INDEPENDENT SINGLES

This Last	Title	Artist	Label
1	IF I COULD TURN BACK THE HANDS OF TIME	R Kelly	Jive 0521182 (PI)
2	HURRY UP AND WAIT	Stratophanes	V2 VRS050328 (IMV/PI)
3	ANOTHER WAY/AVENUE	Paul Van Dyk	Devised DVNT5803 (IMV/PI)
4	SWASTIKA EYES	Primal Scream	Greenline CRESC0235 (IMV/PI)
5	HEADS HIGH	Mr Vegas	Creation GREG0 785 (SRD)
6	CAN'T GET ENOUGH	Saville	Nude NU047003 (UMI/PI)
7	BULLET IN THE GUN	Planet Perfecto	Perfecto PERF 3026 (UMI/PI)
8	PAPERFACES	Felder	Echo E55C95 (PI)
9	LARGER THAN LIFE	Backstreet Boys	Jive 0550262 (PI)
10	BUDDY X 99	Dream Team Vs Neneh Cherry	4 Liberty LIBT0333 (PI)
11	JUMP N' SHOUT	Basement Jaxx	XL Recordings XLS 1180D (V)
12	(YOU DRIVE ME) CRAZY	Brinzev Spazis	Jive 0550282 (PI)
13	YOU'LL BE IN MY HEART	Phil Collins	Walt Disney 0100735 DNY (PI)
14	AFTER THE HATS HAS GONE	Stig	Ebu/Jive 0519462 (PI)
15	CIN SOAKED BOY	The Divine Comedy	Sentient SETCO04 071 (V)
16	SUN IS SHINING	Bob Marley vs Funkstar Du Luxe	Club Tonic 0062805 (LU/PI)
17	HEAVEN SCENT	Bedrock	Bedrock BEDR005 001 (V)
18	WHY DOES MY HEART FEEL SO BAD	Moby	Mute COMUTE 230 (V)
19	GOING UNDERGROUND: CARMINATION	Sufjan Stevens/Liam Gallagher & Steve Carter	Ignition IGNIS06 16 (IMV/PI)
20	RAISE THE ALARM	Sharp Boys feat. Kenny C	Azuli AZNY02 108 (V)

All charts © CMI



This Last	Title	Artist	Label
1	THE ARTIST	Cheryl Cole	Chrysalis
2	SHE'S THE ONE/SHE'S ONLY US	Robbie Williams	Chrysalis
3	EVERYTIME/READY OR NOT	A.I.	Chrysalis
4	LIFT ME UP (GENTLEMAN)	Tom Jones	Chrysalis
5	IF I COULD TURN BACK THE HANDS OF TIME	R Kelly	Chrysalis
6	KEEP ON MOVIN'	Five	Chrysalis
7	IT'RY ANY DAY	Epic	Chrysalis
8	TURN TROUSERS	Travis	Independent acts
9	WHAT I AM	Tina Turner	Independent acts
10	WAITING FOR TOMORROW	James Blunt	Columbia
11	GENIE IN A BOTTLE	Destiny Fyter	Rca
12	MANI I FEEL LIKE A WOMAN!	Sharna Tacke	Mercury
13	2 TIMES A LEA	Stevie Nicks	Sire
14	FLYING WITHOUT WINGS	Thelma Houston	Rca
15	AIN'T THAT A LOT OF LOVE	Simply Red	Epic
16	BOOM BOOM BOOM	Michael Jackson	A&M
17	UNPRETTY	Stacy Fitt	East West
18	(YOU DRIVE ME) CRAZY	Brinzev Spazis	Jive
19	I KNEW I LOVED YOU	Spice Girls	Columbia
20	WHEN WE ARE TOGETHER	Stacy Fitt	Mercury

To hear the chart hot-off-the-press on Monday morning, call 091 505290. Calls cost 50p/min



## MIDEM

### return flights from £115

Apart from the best value flights

we have a range of accommodation available – hotels, apartments and villas.

As the leading specialists to Connes we organise events and hospitality such as dinners, receptions, private parties or meetings, so that you stand out from the crowd and get your message across.

To make a reservation or request our brochures call or email us now on 01892 522125

**premierpace**  
 Royal Government – Event Management

Premierpace (Europe) Ltd  
 1 Little Mount Sun, Royal Tunbridge Wells, Kent TN11 5YS  
 Telephone: 01892 522125 Fax: 01892 535316 Email: premierpace@compuserve.com



20 NOVEMBER 1999

## CHART COMMENTARY

by ALAN JONES



Previously unknown in the UK despite a recording career spanning more than a decade, Vonda Shepard got her big break as the coffee bar singer in Channel 4's popular Ally McBeal show and she's making the most of it, registering her third hit album in just 13 months this week with the release of *Heart & Soul - New Songs From Ally McBeal*. The album repeats the formula which made Shepard's first Ally McBeal

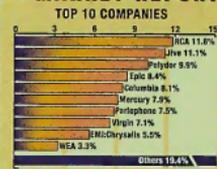
## ALBUM FACTFILE

album a number three hit last year, blending Shepard originals with familiar oldies, among them This Old Heart of Mine, Someday We'll Be Together and A World Without Love. The McBeal association is extremely important as the comparative failure of the unconnected By 7.30 album illustrates. Released in June, it reached only number 39 before making a rapid exit from the chart.

**S**ales of Steps' *Stepcuta* album dipped again last week but with 67,000 buyers it admirably managed to continue its run at the top of the album chart, and has now sold more than 260,000 copies in three weeks.

With four new entries to the Top 10, and seven to the Top 20, sales were up again for the third week in a row, with Five's *Invincible* making the biggest splash among new entries, ahead of expected blockbusters from Queen (*Greatest Hits III*) and Cher (*The Greatest Hits*). Whether or not Five's album did better than their self-titled debut is a matter for debate. Five entered the chart at number one in July 1998 but sold just under 30,000 copies. *Invincible* enters at four this week but with sales of more than 44,000 - although sales in late November are nearly 50% above July levels. As a percentage of all albums sold on the weeks of their debut, Five accounted for 1.72% while *Invincible* took 1.79%, making it marginally bigger.

## MARKET REPORT

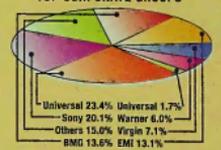


Figures show the 10 companies with the highest sales, and combine major shares by % of total sales, of the Top 20 artists.



Meat Loaf and Mike Oldfield, to name but two, have found it fruitful to name new albums after old ones in an effort to revive

## TOP CORPORATE GROUPS



flagging fortunes, with spectacular results from namechecking Bar Out Of Hell and Tubular Bells on sequels - but the formula

doesn't seem to have worked too well for Chris Rea, whose new album *The Road To Hell - Part 2* debuts this week at number 54, 10 years to the week after his original *Road To Hell* album topped the chart. Other artists who apparently appear to be in trouble include EMI signings Diana Ross and Eternal. Ross' recent number nine single *Not Over You* Yet should have ensured a good reception for her album *Every Day Is A New Day*, which has to settle for a lowly number 71 debut, 29 places below the peak of her 1996 album *Voice Of Love*. Eternal missed the Top 10 for the first time ever with their current *The What's On* disc but even that couldn't have prepared them for the fact that their self-titled album makes its chart debut at number 87, with fewer than 3,000 takes. Their last album of new material, *Before The Rain*, reached number three in 1997 while their Greatest Hits album, released the same year, peaked at number two.

## COMPILATIONS

**H**uge *Hits 99* takes advantage of the delayed release of *Now That's What I Call Music!* 44 to enjoy another week atop the compilation chart, with sales of more than 65,000 copies last week securing its third week at the summit and taking its overall sales past the 240,000 mark. Its victory wasn't as easy as expected, however, as *AbbaMania*, the all-star collection of covers of Abba hits which occupied an hour of prime time on ITV last weekend, sold nearly 53,000 copies to debut at number two. The album contains disappointing un-adventurous covers of a dozen of the Swedish legends' finest, executed in arrangements which are all too similar to but uniformly inferior to the originals, performed by current favourites including Steps, Westlife, Martine

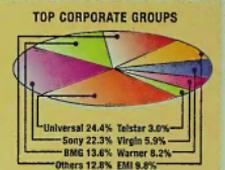
McOutecheon, B\*Witched and The Corrs. Its number two placing represents the second highest position gained by a tribute album in the 11 year history of the compilation chart, being inferior only to the number one placing achieved by the Elton John and Bernie Taupin tribute *Two Rooms In 1991*. That album included artists like Eric Clapton, Kate Bush, Sting, The Who and Tina Turner.

It is easily outperforming another tribute album *Fire & Skillet - The Songs Of The Jam*, which debuted last week at number 12, and now dips to number 28. *AbbaMania* has also reminded many people of the superior original Abba recordings, and proppa *Abba Gold 2010* and *More Abba Gold 102-69* on the artist chart.

## MARKET REPORT



Figures show the 10 companies with the highest sales, and combine major shares by % of total sales, of the Top 20.



**COMPILATIONS' SHARE OF TOTAL SALES**

Artist albums: 72.7%

Compilations: 27.3%

## INDEPENDENT ALBUMS

This Week	Last Week	Title	Artist	Label (distributor)
1	1	STEPTACULAR	Steps	Epic/Live 051942 (P)
2	2	PERFORMANCE AND COCKTAILS	Stereophonics	V2 VPR 10042C (3M/P)
3	2	RELOAD	Tom Jones	Cap/CUTD 008 (P)
4	NEW	WAW - THE MUSIC - VOLUME 4	James A. Johnston	Koch International 323672 (K)
5	5	BABY ONE MORE TIME	Britney Spears	Jive 652172 (P)
6	7	MILLENNIUM	Backstreet Boys	Jive 652822 (P)
7	6	R	R Kelly	Jive 651732 (P)
8	8	MUNA VISTA SOCIAL CLUB	Ry Cooper	World Circuit WCD 050 (P)
9	9	BUENA	Noby	Musa CDSTUMM 172 (V)
10	15	WORD GETS AROUND	Stereophonics	V2 VPR 10042C (3M/P)
11	12	YOU'VE COME A LONG WAY, BABY	Felony Slim	Skit Music BRASS 1102 (3M/P)
12	10	A SURECUT HISTORY	The Divine Comedy	Selena SETCOL 100 (V)
13	19	VERTIGO	Groove Armada	Pepper 663032 (P)
14	13	REMEDY	Besseame Jaxx	XL Recordings XLCD 125 (V)
15	NEW	STEP ONE	Steps	Epic/Live 051912 (P)
16	NEW	SITUATION	Yazoo	Musa CDYAZ25 (V)
17	NEW	COLOURS EP	Unity Dubs	Unity Tax UNITD100 (3M)
18	11	FROM THE CRADLE TO ENSLAVE EP	Cradle Of Film	Musica For Nations CONFIRM 254 (P)
19	12	GREATEST HITS	2Pac	Cap/CUTD 008 (P)
20	14	MELTING POT	The Charlatans	Beggars Banquet BBDC20 198 (V)

## THE YEAR SO FAR... TOP 20 ALBUMS

This Week	Last Week	Title	Artist	Label (distributor)
1	2	COME ON OVER	SHANIA TWAIN	MERCURY
2	1	BY REQUEST	ROZDRIENE	PELVOR
3	3	GOLD - GREATEST HITS	ABBA	PELVOR
4	4	TALK ON CORNERS	THE CORRS	HSJ/KAWA/TANTIC
5	5	PERFORMANCE AND COCKTAILS	STEREOPHONICS	V2
6	6	I'VE BEEN EXPECTING YOU	ROBBIE WILLIAMS	CHRYSALIS
7	8	THE MAN WHO	TRAVIS	INDEPENDENT
8	7	YOU'VE COME A LONG WAY, BABY	FATBOY SLIM	SKIT
9	9	STEP ONE	STEPS	EML/BLUE
10	10	THE MISSEDICATION OF	LARRYN LIL	COLUMBIA
11	11	FORGIVEN, NOT FORGOTTEN	THE CORRS	HSJ/KAWA/TANTIC
12	13	THE HUSH	TEXAS	MERCURY
13	12	MY LOVE IS YOUR LOVE	WHITNEY HOUSTON	LAFAC/ANISTA
14	15	BABY ONE MORE TIME	BRITNEY SPEARS	CHRYSALIS
15	14	LADIES & GENTLEMEN - THE BEST OF	GEORGE MICHAEL	EPIC
16	16	RAY OF LIGHT	MADONNA	MAVERICK/WARNER BROS
17	17	THIS IS MY TRUTH TELL ME YOURS	MANIC STREET PREACHERS	EPIC
18	18	THE PARTY ALBUM	VENGABOYS	POSTHUM
19	19	GRAN TURKIZMO	CARDIBAKS	STOCKMOL/POD/TOUR
20	NEW	LIFE TIME A LENS	ROBBIE WILLIAMS	CHRYSALIS

© CAP Last figures represent the chart position from the last published 'top 20' for albums chart

20

november  
1999

## THE OFFICIAL CHARTS

20  
november  
1999

singles

music week

AS USED BY  
BBC RADIO 1  
97-99FM

## 1 SHE'S THE ONE/IT'S ONLY US

1	ROBBIE WILLIAMS	Chrysalis
2	WILL 2K Will Smith	Columbia
3	EVERYTIME/READY OR NOT A1	Byrne Blood/Columbia
4	LIFT ME UP Geri Halliwell	EMI
5	IF I COULD TURN BACK THE HANDS OF TIME R. Kelly	Jive
6	KEEP ON MOVIN' Five	RCA
7	I TRY Macy Gray	Epic
8	TURN Travis	Independiente
9	WHAT I AM Tim Tim Out feat. Emma Bunton	VC Recordings
10	WAITING FOR TONIGHT Jennifer Lopez	Columbia



11	HURRY UP AND WAIT Stereophonics	V2
12	SHAKE YOUR BON-BON Ricky Martin	Columbia
13	ANOTHER WAY/AVENUE Paul Van Dyk	DeLant
14	BOMB DIGGY Another Level	Northwestside/Arista
15	FLYING WITHOUT WINGS Westlife	RCA
16	GENIE IN A BOTTLE Christina Aguilera	RCA
17	2 TIMES Ann Lee	Systematic
18	BLUE (DA BA DEE) Efrill 65	Eternal
19	I KNEW I LOVED YOU Savage Garden	Columbia

albums



## 1 STEPTACULAR

1	EBU&LIVE	Steps
2	COME ON OVER Shania Twain	Mercury
3	WESTLIFE Westlife	RCA
4	INVINCIBLE Five	RCA
5	GREATEST HITS III Queen	Parlophone
6	ON HOW LIFE IS Macy Gray	Epic
7	THE GREATEST HITS Cher	WEA/Universal TV
8	THE MAN WHO TRAVIS	Independiente
9	HEART & SOUL - KEY SONGS FROM ALY MCBEAL	Mercury
10	GOLD - GREATEST HITS Abba	Polydor



11	TURN IT ON AGAIN - THE HITS Genesis	Virgin
12	AFFIRMATION Savage Garden	Columbia
13	S CLUB S Club 7	Polydor
14	GOLDEN GREATS Ian Brown	Polydor
15	TWENTY FOUR SEVEN Tina Turner	Parlophone
16	LOVE AND THE RUSSIAN WINTER Simply Red	East West
17	SCHIZOPHONIC Geri Halliwell	EMI
18	IN CONCERT - ROYAL ALBERT HALL/CHRISTMAS Michael Ball	Universal TV
19	BAGY/DNE - MORE TIME Erniey Spears	Jive

**THE LIGHTNING SEEDS LIFE'S TOO SHORT OUT NOW**

THE NEW SINGLE. 2XCD/MC CD1: FEATURING EXCLUSIVE TRACK 'EVERYDAY' AND 'EVERYTHING' PLUS A1FC REMIX. CD2: FEATURING EXCLUSIVE TRACK 'EVERYDAY' AND 'EVERYTHING'. LIGHTNING SEEDS ON TOUR IN DECEMBER

[www.lightningseeds.com](http://www.lightningseeds.com)

10 **19** I KNEW I LOVED YOU Savage Garden

Columbia

13 **21** HEARTBREAKER Mariah Carey

Columbia

14 **22** SWASTIKA EYES Primal Scream

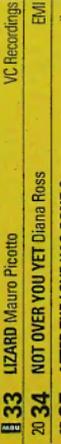
Creation

15 **23** CAN'T GET ENOUGH Suede

Nude

16 **24** BEST FRIEND Puff Daddy feat. Mario Winans

Puff Daddy/Arista

19 **25** MAN! I FEEL LIKE A WOMAN! Shania Twain

Mercury

17 **26** LARGER THAN LIFE Backstreet Boys

Jive

27 **27** SEXX LAWS Beck

Geffen

14 **28** TURN IT AROUND Aena

Wonderboy

21 **29** DON'T STOP ATB

Sound Of Ministry

15 **30** BULLET IN THE GUN Planet Perfecto

Perfecto

32 **31** S CLUB PARTY S Club 7

Polydor

29 **32** (YOU DRIVE ME) CRAZY Britney Spears

Jive

33 **33** LIZARD Mauro Piacito

VC Recordings

20 **34** NOT OVER YOU YET Dianna Russ

EMI

27 **35** AFTER THE LOVE HAS GONE Steps

Jive

23 **36** WHEN THE HEARTACHE IS OVER Tina

Parlophone

26 **37** YOU'LL BE IN MY HEART Phil Collins

Epic/Walt Disney

22 **38** JUMP N' SHOUT Basement Jaxx

XL Recordings

24 **39** BUG A BOO Destiny's Child

Columbia

25 **40** BUDDY X 99 Dream Team Vs Neneh Cherry

Liberty



# compilations

1 **HUGE HITS 99**

wameresp/Globet TV/Sony TV

11 **THE BEST LOVESONGS...EVER!**

Virgin/EMI

2 **ABBAMANIA**

Polydor/Universal TV

9 **THE GREATEST HITS OF 1989**

Telstar TV

3 **THE ANNUAL - MILLENNIUM EDITION**

Ministry Of Sound

5 **BOX DANCE HITS - VOLUME 2**

Universal TV

4 **NOW DANCE 2000**

Virgin/EMI

11 **RELAX...**

Classic FM

5 **WOMAN 2**

Universal TV/Sony TV/Globet

15 **PETE TONG - ESSENTIAL MILLENNIUM**

EMI

6 **GATECRASHER DISCO-TECH**

INC/Debut

9 **LAND OF MY FATHERS**

Universal TV

7 **BUFFY THE VAMPIRE SLAYER - THE ALBUM**

Columbia

17 **THE NO.1 DANCE PARTY ALBUM**

Universal TV

8 **THE BEST OF BOND...JAMES BOND**

Capitol

18 **BEST CLASSICAL ALBUM OF THE MILLENNIUM...EBI!**

Virgin/EMI

9 **ALL TIME GREATEST MOVIE SONGS - VOLUME 2**

Sony TV/Universal TV

19 **FUNK SOUL BROTHER**

Globet TV

10 **MORE MUSIC TO WATCH GIRLS BY**

Columbia

20 **THE BIGGEST CLUB ALBUM OF THE YEAR**

Globet TV

**SALT N' PEPA**  
SALT N' PEPA VERSUS GITY UP

NO LONGER A BOTTLE

FEATURING SAMPLE FROM 'THE WALL'  
COMMERCIAL RELEASE 29/11

18 **19** BABY ONE MORE TIME Britney Spears

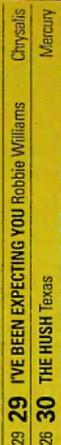
Columbia

8 **20** RAINBOW Mariah Carey

Columbia

22 **21** PERFORMANCE AND COCKTAILS Stereophonics

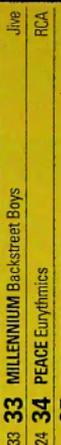
V2

12 **22** RELOAD Tom Jones

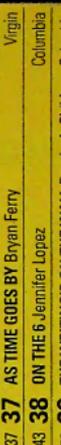
Gut

13 **23** AWAKE AND BREATHE B\*Witched

Glow Worm/Epic

16 **24** FEELING STRANGELY FINE Semisonic

MCA/UMI-Island

16 **25** SACRED ARIAS Andrea Bocelli

Philips

16 **26** THE ULTIMATE COLLECTION Nat 'King' Cole

EMI

25 **27** YOU, ME & US Marianne McCutcheon

Innocent

14 **28** CLAPTON CHRONICLES - THE BEST OF Eric Clapton

Duck

29 **29** I'VE BEEN EXPECTING YOU Robbie Williams

Chrysalis

26 **30** THE HUSH Texas

Mercury

28 **31** BY REQUEST Boyz n the Band

Polydor

15 **32** A PLACE ON EARTH - GREATEST HITS Bellinda Carlisle

Virgin

33 **33** MILLENNIUM Backstreet Boys

Jive

24 **34** PEACE Eurythmics

RCA

27 **35** THE PARTY ALBUM! Vengaboys

Positiva

10 **36** THERE IS NOTHING LEFT TO LOSE Foo Fighters

RCA

37 **37** AS TIME GOES BY Bryan Ferry

Virgin

43 **38** ON THE 6 Jennifer Lopez

Columbia

32 **39** THE WRITING'S ON THE WALL Destiny's Child

Columbia

31 **40** RR Kelly

Jive



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

SPECIALIST

20 NOVEMBER 1999

CLASSICAL ARTIST

This Week	Last Week	Title	Artist	Label (Cat No./Distributor)
1	NEW	SACRED ARIAS	Andrea Bocelli	Philips 462802 (U)
2	1	VOICE OF AN ANGEL	Charlotte Church	Sony Classical SK 62657 (TEN)
3	2	CLASSIC KENNEDY	Kennedy/English Chamber Or	EMI Classics CDC056802 (E)
4	4	GREATEST HITS 1969 - 1999	John Williams	Sony Classical DS251333 (TEN)
5	5	FROM THE HEART	Lucy Garratt	Silver Triverture SK049262 (CD)
6	6	THE JOURNEY - BEST OF	Adriano	Venture CDV956 (E)
7	5	THE VIVALDI ALBUM	Cecilia Bartoli	Decca 0406520 (U)
8	NEW	THE COLLECTION	Lynsey Garrett	RCA Victor 7566651352 (BMG)
9	6	PAUL MCCARTNEY'S WORKING CLASSICAL	Lena Mar Quintero/LSD/SosQuirin	EMI Classics CDC 056897 (E)
10	7	BEST OF	Madeline Gleaves	Venture CDV94 (E)
11	8	LIBERA	Andrea Bocelli	Decca 42922 (U)
12	10	VIAGGIO ITALIANO	Luciano Pavarotti	Deutsche Grammophon 462352 (U)
13	11	LIBERA ME	Izzy	Decca 469912 (U)
14	9	FOUR SEASONS	Anna-Sophie Mutter	Decca 466402 (U)
15	10	LOVE SONGS	Luciano Pavarotti	Decca 466402 (U)
16	8	VESSIMO	Pharmacia De'cura	Emis 386427312 (TEN)
17	NEW	MUSIC FROM THE NOVELS	Dylen/Stephane	Chandos CHAN9380 (CHD)
18	13	LITTLE GABRIEL	Lucy Garratt	BBC/CMG Cantor 7566651336 (BMG)
19	15	CARMINE MEO	Emma Shapplin	EMI S20022 (U)
20	14	HOWELS/REQUIEM	Robinson/Farrington	Naxos 8554658 (U)

JAZZ & BLUES

This Week	Last Week	Title	Artist	Label (Cat No./Distributor)
1	1	KIND OF BLUE	Miles Davis	Columbia CK 64835 (TEN)
2	5	THE MELODY AT NIGHT, WITH YOU	Keith Jarrett	ECM 547942 (P)
3	2	BLUE FOR YOU - THE VERY BEST OF	Nina Simone	Global Television RADCO 84 (BMG)
4	3	THE ONLY JAZZ ALBUM YOU'LL EVER NEED	Varecia	RCA Victor 742146265 (RCA)
5	6	PARKINSON'S CHOICE	Verve	Werns 566962 (U)
6	2	COME BY ME	Harry Connick Jr	Columbia 491722 (TEN)
7	8	KISS AND TELL	Marin Taylor	Columbia 485422 (U)
8	NEW	ESSENTIAL JAZZ	Ella Fitzgerald	Verve/Universal TV S28992 (U)
9	7	THE SOUL OF SMOOTH JAZZ, VOLUME 2	Dylen/Stephane	Jazz FM JAZZFM22 (BMG/BMG)
10	NEW	CLASSICS IN THE KEY OF G	Kenny G	Arista 0762219062 (BMG)

R&B SINGLES

This Week	Last Week	Title	Artist	Label Cat. No./Distributor
1	1	WILL 2K	Will Smith	Columbia 684482 (TEN)
2	2	I TRY	Maury Gray	Epic 688132 (U)
3	1	IF I COULD TURN BACK THE HANDS OF TIME	Ri Kelly	Jive 023822 (P)
4	NEW	BOMB DIBBY	Another Level	Northwestside/Arista 743217212 (BMG)
5	5	BEST FRIEND	Puff Daddy, Mase, Winans	Puff Daddy/Arista 743217212 (BMG)
6	3	HEARTBREAKER	Mariah Carey	Columbia 668312 (TEN)
7	4	BUG A BOO	Destiny's Child	Columbia 6681882 (TEN)
8	6	GIVE IT TO YOU	Jordan Knight	Intercept 437177 (U)
9	7	SUNSHINE	Gabriele	Go Beat 020820 (U)
10	5	I NEED TO KNOW	Marc Anthony	Columbia (TEN)
11	8	STILL BELIEVE	Shelaena	WEA/WEA 239231 (TEN)
12	9	NEVER LET YOU DOWN	Honest	1st Avenue/Mercury HNC20 4 (U)
13	10	WHAT'CHA GONNA DO	Enigma	EMI 02EM 352 (E)
14	NEW	DREAMING OF LOVING YOU	DeVida's Daughters	ZZT 2711311 (SM/VP)
15	11	UNFRETTEY	D'Blac	LaFace/Arista 74318592 (RCA)
16	NEW	HONEY	Music With Attitude 100181 (U)	Music With Attitude 100181 (U)
17	13	ALL N MY GRILL	Missy Elliott feat. MC Solaar	Elektra 637422 (TEN)
18	12	IT'S ALL ABOUT YOU (NOT ABOUT ME)	Traciya Spencer	Parlophone Rhythm Series CD8 815 (E)
19	16	GUILTY CONSCIENCE	Erinm feat. Dr Dre	Intercept 437122 (U)
20	18	WILD WILD WEST	Will Smith feat. Dr Dre	Columbia 627965 (TEN)
21	21	TELL ME IT'S REAL	K-Ci & Jolo	MCA/UM-Ireland MCT201 0211 (U)
22	17	NOBODY'S SUPPOSED TO BE HERE	Deborah Cox	Arista 743217212 (BMG)
23	20	SWEET LIE (CHEAT)	Shane & Bigfoot	Project 053305 (P)
24	19	THE ONE	Akon Sky	Red Ant Recordz (SM/VP)
25	NEW	CAN I GET...	Jay-Z feat. Aali & Ja Rule	Def Jam 598842 (U)
26	19	MY LOVE IS YOUR LOVE	Whitney Houston	Arista (Imp)ort
27	14	OH NO	Normany	Pammy PEN204 (P)
28	24	PE 2000	Puff Daddy feat. Hurricane G	Puff Daddy/Arista 74318592 (RCA)
29	23	FLU BE MISSING YOU	Puff Daddy & Faith Evans	Puff Daddy/Arista (Imp)ort
30	NEW	THE BOTTLE	IG Scott Heron	Joe Joe JBCC 11 (RCA/BMG)

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

CLASSICAL SOUNDTRACKS & COMPILATIONS

This Week	Last Week	Title	Artist	Label (Distributor)
1	1	RELAX...	Various	Classic FM CD10020 (BMG)
2	2	BEST CLASSICAL ALBUM OF THE MILLENNIUM...EVEN!	Various	Virgin/EMI VTDCCD 261 (E)
3	NEW	THE ONLY OPERA ALBUM YOU'LL EVER NEED	RCA Victor	Virgin/EMI VTDCCD 261 (E)
4	4	DESSERT ISLAND DISCS CLASSIC IN PARADISE	Various	BBC Music WNE04082 (P)
5	5	THE ONLY CLASSIC MUSIC FOR WELLSVILLE	Various	Deutsche Grammophon 465406 (U)
6	6	THE CLASSIC MILLENNIUM COLLECTION	Various	HMV HMVCD 212 (E)
7	3	STAR WARS - THE PHANTOM MENACE (OST)	John Williams	Sony Classical SK 61815 (TEN)
8	7	TITANIC (OST)	James Horner	Sony Classical SK 62315 (TEN)
9	4	THE VERY BEST OF CLASSICAL EXPERIENCE	Various	Virgin/EMI VTD0252 (E)
10	NEW	SONGS OF PRAISE - THE CLASSICS ALBUM	Various	BBC Music WNE04082 (P)
11	8	BRASS BAND (OST)	Various	RCA Victor 0926687572 (BMG)
12	9	CHRISTMAS FOR CHILDREN	Gimnapops Collyer Band	Decca 496262 (E)
13	10	THE ONLY CLASSICAL ALBUM YOU'LL EVER NEED	Various	Conifer Classics 7505951332 (BMG)
14	12	BRAVEHEART (OST)	LSD/Hemphill	Decca 466292 (E)
15	13	ULTIMATE OPERA COLLECTION	Various	EMI Classics CD05830009 (E)
16	10	NOT RELAXING CLASSICAL ALBUM...EVEN IT!	Various	Virgin/EMI VTDCCD 207 (E)
17	11	SHOW ME YOUR BEST MOST REQUESTED WORKING	Various	Rio RZ200096 (RCA/BMG)
18	NEW	100 CLASSICAL MASTERPIECES	Various	Empire EMPR0206 (BMG)
19	14	100 POPULAR CLASSICS	Various	Cerle Music MBS0231 (BMG)
20	NEW	AMADEUS - ESSENTIAL MOZART COLLECTION	Various	Philips 464122 (U)

ROCK

This Week	Last Week	Title	Artist	Label (Distributor)
1	1	THE BATTLE OF LOS ANGELES	Rage Against The Machine	Epic 671952 (TEN)
2	4	AMERICANA	The Offspring	Columbia 491652 (TEN)
3	10	NEVERMIND	Nirvana	Geffen DGCD 04265 (U)
4	2	THE SCIENCE OF THINGS	Travis	Parlophone 094262 (U)
5	5	BLOOD SUGAR SEX MAGIK	Red Hot Chili Peppers	Warner Bros 729282 (TEN)
6	3	FROM THE CRADLE TO ENSLAVE EP	Cradle Of Filth	Music For Nations CNDFM 254 (P)
7	8	BAT OUT OF HELL	Meat Loaf	Epic CDX 12419 (TEN)
8	NEW	SUPNUT	Slighter	Readrunner RR 80555 (U)
9	6	THE MATRIX (OST)	Various	Maverick/Warner Bros 532474192 (TEN)
10	NEW	EXPERIENCE HENDRIX - THE BEST OF	Jim Hendrix	Telstar TV TYCD 250 (BMG)

DANCE SINGLES

This Week	Last Week	Title	Artist	Label Cat. No./Distributor
1	1	ANOTHER WAY/AVENUE	Paul Van Dyk	Deviant DVTN33 (V)
2	2	LAZZO	Mauro Picotto	Va Recordings VCR175 (U)
3	3	26 BASS/SNAPSHOT	Roni Size	Full Cycle FCY20 (U)
4	5	BUDDY X 99	Drum Team With Naneh Cherry	4 Liberty LB121233 (U)
5	2	BULLET IN THE GUN	Planet Perfecto	Perfecto PEN 31 (SM/VP)
6	4	DO NOT CALL ME BABY	Medcison Avenue	Va Recordings VCR176 (U)
7	NEW	LA MOUCHE	Cassius	Virgin D1571 18 (U)
8	6	RESCUE ME	Kendrick feat. Chance	AM-PM 12AM/PM 128 (U)
9	3	TURN IT AROUND	Alena	Wonderboy WB05X 18 (U)
10	8	EVOLUTION	Rim Traynor	Rare RAMM53 (U)
11	NEW	HONEY	D'Blac	Music With Attitude MWAT101 (U)
12	7	HEAVEN SCENT	Bedrock	BedRock BECR1 018 (U)
13	NEW	COMING HOME	Blue Amazon	Subversive SUBS18 (SM/VP)
14	NEW	RAISE THE ALARM	Sharp Boys feat. Kenny C	Atul A2N7111 (U)
15	NEW	THE LAST DAY	Insinct	Audio Culture AC04 (R)
16	11	AND OUT OF MY LIFE	Oneohadwain	Defected DEFCT 8 (SM/VP)
17	12	THE ANNUAL - A MILL ENIMION EDITION	Robba Rivers	Manifesta FES3 60 (U)
18	16	FIRST OF THE GROOVE	M-Vegas	Dup Fay DF 012 (U)
19	13	HEADS HIGH	Mr Vegas	EssentialRecords ERED 785 (RCA/BMG)
20	NEW	DIVING FACES	Liquid Child	Groundswell Records E8 (TEN)

DANCE ALBUMS

This Week	Last Week	Title	Artist	Label Cat. No./Distributor
1	1	RAINBOW	Mariah Carey	Columbia 4950551/495056 (TEN)
2	NEW	GATECRASHER DISCO-TECH	Various	INCREDIBLE INC 11 (P) INC 11 (TEN)
3	NEW	GET IT ON...TONITE	Motell Jordan	Def Soul 5407142 (U)
4	4	COLOURS EP	UnityDubs	UnityDubs UNTD1006 (A)
5	8	THE WRITING'S ON THE WALL	Destiny's Child	Columbia 494341/494342 (TEN)
6	4	PURE SILK - A NEW DIMENSION	Various	Pure Silk -7P/URS52 1 (SM/VP)
7	2	THE ANNUAL - A MILL ENIMION EDITION	Various	Ministry Of Sound -JANAM9 99 (SM/VP)
8	3	THE GAME	Chico DeBarge	Ministry Of Sound -JANAM9 99 (SM/VP)
9	NEW	JE HEARTBEAT	Jagged Edge	Columbia 485182 (TEN)
10	10	WHERE I WANNA BE	Donell Jones	LaFace 7200282051 (BMG)

This Week	Last Week	Title	Label Cat. No./Distributor
1	NEW	ORIGINAL CAST RECORDING: Joseph & The Amazing Technicolor	Universal Video 5014813 (U)
2	1	MICHAEL BALL: Live At The Royal Albert Hall	Universal Video 158623 (U)
3	NEW	CLIFF RICHARD: Live In The Park	Video Collection V2148 (U)
4	2	DANIEL O'DONNELL: Peaceful Waters	Rio RZ37713 (U)
5	NEW	CHER: Live In Concert	Water Video Inc 857307773 (U)
6	5	5 STEPS: The Video	Elektra 5016176 (U)
7	NEW	ORIGINAL CAST RECORDING: Burn The Floor	PolyGram Video 43590 (U)
8	NEW	ORIGINAL CAST RECORDING: Cars	PolyGram Video 43590 (U)
9	NEW	ORIGINAL CAST RECORDING: Les Miserables In Concert	Video Collection V3528 (U)
10	NEW	SEANNA THAIN: Live	Video Collection V35843 (U)

MUSIC VIDEO

This Week	Last Week	Title	Label Cat. No./Distributor
1	NEW	VARIOUS ARTISTS: Andrew Lloyd Webber-Celebration	PolyGram Video 523303 (U)
2	3	MADONNA: The Video Collection	Warner Music Video 75595763 (U)
3	7	STEREOPIONICS: Performance And Cocktails - Live	Vault 1120089 (U)
4	NEW	CHARLOTTE CHURCH: unswellville Of An Angel - In Concert	SMV Classical 130822 (U)
5	18	VARIOUS ARTISTS: Ray M-Pedersen	Video Collection V164 (U)
6	12	ABBA: Forever Gold	PolyGram Video 43563 (U)
7	11	BOYZONE: By Request Their Greatest Hits	VNL 51944 (U)
8	10	RICKY MARTIN: The Video Collection	SMV Classics 502552 (U)
9	15	VARIOUS ARTISTS: Steps - A World	INC Video V10232 (U)
10	13	THE CLASH: Westway To The World	SMV Columbia 23052 (U)



## AIRPLAY FACTSHEET

# CHART COMMENTARY

by ALAN JONES

**M**acy Gray's *I Try* continues to make spectacular advances on the airwaves, increasing its monitored detections to a hefty 2,375 last week, with an audience of more than 84m. No record with that level of exposure has ever been deprived of the number one slot before — but Gray's is, because **Robbie Williams**. She's The One establishes the highest audience attained during the six years Music Control has been monitoring airplay, with a massive 97.9m hearing the record last week, enough for Williams to easily shatter the old record of 92.6m set last two months ago by **Low Bega's** *Mambo No.5 (A Little Bit Of...)*. Remarkably, Williams scores his record tally despite registering almost 300 fewer plays of She's The One last week than the 2,529 spins which earned Bega his crown. His single is getting massive exposure from both

● **Will Smith's** *Will 2k* was easily beaten by **Robbie Williams** at retail but surprisingly sends **Williams** thunder on the **Radio One** most-played list, gaining 30 plays from the station last week, enough to put it jointly top of the stack alongside **Geril Halliwell's** *Lift Me Up*. ● **To two weeks ago**, **Oneohadfinite's** *In And Out Of*

*My Life was Radio One's* most-played disc with 35 spins. Last week it was down to just eight plays and 44th position, a startlingly rapid descent to which we'll see the record slump 20-44 on the overall airplay chart. ● **Just 39 plays** from **Atlantic 252** are enough to kickstart the **Garbage Band** theme *The World Is Not Enough's* airplay chart career, debuting at 47.

**Radio One** (27 plays, 19.9m audience) and **Radio 2** (22 plays 17.8m) ranking fourth and first on the stations' most-played lists respectively. To make Williams' achievement even more incredible, he's fighting for airplay not just against other current hitmakers but also against himself, with the other side of *She's The One*, *It's Only Us* itself registering 350 plays and an audience of more than 9m last week to take third place on the airplay chart, while Williams perennials like **Millennium**, **Angels** and **Let Me Entertain You** continue to attract significant support.

While Williams' airplay is buoyant, another act with a double assault smashes in the top three of the sales chart in having great trouble getting commensurate airtime. They are **A1**, whose third consecutive smash hit, *Playing Everytime* and *Ready Or Not*, makes a powerful debut at number three on the

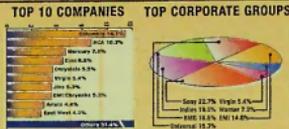
sales chart even though neither side is getting much airplay. **Ready Or Not** is noticeably absent from the Top 200 of the airplay chart while 283 plays and an audience of less than 9m restrict *Everytime* to 87th place on the list. Also struggling for support is **Ricky Martin**. *Martin's* last single *Livin' On The Edge* is one of the star players on both sales and airplay, spending three weeks at number one in both. It was Top 10 on airplay before being commercially released. But his latest, *Shake Your Bon-Bon*, struggled to number 67 on the airplay chart before being released last week, and has now slipped to number 69, while making a surprisingly low sales chart debut at number 12.

Divide and rule seems to be the option taken by the **Spice Girls**, with three past and present members of the group currently in

the Top 20 of the airplay chart, and all with steadily climbing support. **Geril Halliwell's** sales chart topper *Lift Me Up* leads the way, surging 7-3 this week, while **Tin Tin Out** feat. **Emma Bunton's** *What I Am* jumps 12-6 and **Melanie C's** Northern Star twinkles brightly again, vaulting 30-17.

The two biggest selling album acts of the year have the two highest debuting singles on the airplay Top 50 this week — and they're both Irish. Leading the way are **The Corrs**, whose *Radio Single*, lifted from their upcoming MTV Unplugged album, jumps 52-31 while **Boyzone's** *Every Day I Love You* makes a similar 53-33 jump. **Boyzone's** biggest support in terms of audience comes from *Radio Two*, where the single attracted 14.5 million last week, enough to win it ninth place on the station's most-played list with an audience of nearly 11m.

## AT A GLANCE WEEKLY MARKET SHARES



Figures show top 10 companies by full-time average in the UK, and top 10 corporate groups by full-time average in the UK 99

## MTV THE BOX

- | Rank | Title                   | Artist             |
|------|-------------------------|--------------------|
| 1    | ITRY                    | Macy Gray          |
| 2    | WAITING FOR TONIGHT     | Jennifer Lopez     |
| 3    | IN A BOTTLE             | Christina Aguilera |
| 4    | LARGER THAN LIFE        | Backstreet Boys    |
| 5    | UNPRETTY LIT            |                    |
| 6    | FLYING WITHOUT WINGS    | Westlife           |
| 7    | KEEP ON MOVIN'          | Five               |
| 8    | SHE'S THE ONE           | Robbie Williams    |
| 9    | HEARTBREAKER            | Mariah Carey       |
| 10   | I LEARNED FROM THE BEST | Whitney Houston    |

Most played videos on MTV UK/Media Research Ltd. w/e 12/11/99  
Source: MTV UK

## THE BOX

- | Rank | Title                         | Artist          |
|------|-------------------------------|-----------------|
| 1    | KEEP ON MOVIN'                | Five            |
| 2    | FLYING WITHOUT WINGS          | Westlife        |
| 3    | WILL 2K                       | Will Smith      |
| 4    | BUJE DA BA DEE                | Erfel 66        |
| 5    | TURN UP FOR THE HANDS OF TIME | R Kelly         |
| 6    | EVERYTIME A1                  |                 |
| 7    | HEADS HIGH                    | Mr Vegas        |
| 8    | SHE'S THE ONE                 | Robbie Williams |
| 9    | CLUB YOUR P's Club 7          |                 |
| 10   | GITTY UP                      | Salt N Pepa     |

Most played videos on The Box, w/e 7/11/99  
Source: The Box

## BOX BREAKERS

- | Rank | Title                | Artist          | Label       |
|------|----------------------|-----------------|-------------|
| 1    | BOYS DON'T CRY       | Lolly           | RCA         |
| 2    | YOU'LL BE MINE       | Steps           | RCA         |
| 3    | NORTHERN STAR        | Melanie C       | Columbia    |
| 4    | WILL 2K              | Will Smith      | Eternal/WEA |
| 5    | SHAKE YOUR BON-BON   | Ricky Martin    | Atlantic    |
| 6    | EVERY DAY I LOVE YOU | Boyzone         | Mercury     |
| 7    | SUPER TROUPER        | A*Teens         | Polygram    |
| 8    | RHYTHM DIVINE        | Iklesia         | EMI         |
| 9    | READY OR NOT A1      |                 | Polygram    |
| 10   | IT'S ONLY US         | Robbie Williams | RCA         |

Highest debuting videos on the Box in a genre of single release w/e 7/11/99  
Source: The Box

## TOP OF THE POPS

- | Rank | Title              | Artist          |
|------|--------------------|-----------------|
| 1    | ME UP              | Geril Halliwell |
| 2    | SHAKE YOUR BON-BON | Ricky Martin    |
| 3    | EVERYTIME A1       |                 |
| 4    | HANDS OF TIME      | R Kelly         |
| 5    | AND WAIT           | Steeponics      |
| 6    | SHE'S THE ONE      | Robbie Williams |

Draft lineup 13/11/99

## CD:UK

- | Rank | Title                | Artist       |
|------|----------------------|--------------|
| 1    | EVERY DAY I LOVE YOU | Boyzone      |
| 2    | WHEN WE ARE TOGETHER | Tom Jones    |
| 3    | SHAKE YOUR BON-BON   | Ricky Martin |
| 4    | EVERYTIME A1         |              |
| 5    | SHAKE YOUR BON-BON   | Ricky Martin |
| 6    | EVERYTIME A1         |              |
| 7    | SHAKE YOUR BON-BON   | Ricky Martin |
| 8    | EVERYTIME A1         |              |
| 9    | SHAKE YOUR BON-BON   | Ricky Martin |
| 10   | EVERYTIME A1         |              |

Draft lineup 13/11/99

## THE PEPSI CHART

- | Rank | Title              | Artist       |
|------|--------------------|--------------|
| 1    | EVERYTIME A1       |              |
| 2    | SHAKE YOUR BON-BON | Ricky Martin |
| 3    | EVERYTIME A1       |              |
| 4    | SHAKE YOUR BON-BON | Ricky Martin |
| 5    | EVERYTIME A1       |              |
| 6    | SHAKE YOUR BON-BON | Ricky Martin |
| 7    | EVERYTIME A1       |              |
| 8    | SHAKE YOUR BON-BON | Ricky Martin |
| 9    | EVERYTIME A1       |              |
| 10   | SHAKE YOUR BON-BON | Ricky Martin |

Draft lineup 13/11/99

## RADIO ONE PLAYLISTS

- | Rank | Title             | Artist                |
|------|-------------------|-----------------------|
| 1    | GERIL IN A BOTTLE | Christina Aguilera    |
| 2    | REDFI THE CORN    | Red Hot Chili Peppers |
| 3    | WHY GIAMMA        | 101                   |
| 4    | I TRY             | Macy Gray             |
| 5    | I SEE YOU BABY    | George Armas          |
| 6    | ME UP             | Geril Halliwell       |
| 7    | SHE'S THE ONE     | Robbie Williams       |
| 8    | SHINE             | Stacy Lattis          |
| 9    | EVERYTIME A1      |                       |
| 10   | EVERYTIME A1      |                       |

R1 playlists for week beginning 15/11/99  
\* Denotes additions

## RADIO TWO PLAYLISTS

- | Rank | Title        | Artist |
|------|--------------|--------|
| 1    | EVERYTIME A1 |        |
| 2    | EVERYTIME A1 |        |
| 3    | EVERYTIME A1 |        |
| 4    | EVERYTIME A1 |        |
| 5    | EVERYTIME A1 |        |
| 6    | EVERYTIME A1 |        |
| 7    | EVERYTIME A1 |        |
| 8    | EVERYTIME A1 |        |
| 9    | EVERYTIME A1 |        |
| 10   | EVERYTIME A1 |        |

R2 playlists for week beginning 15/11/99  
\* Denotes additions

## MTV UK PLAYLISTS

- | Rank | Title              | Artist          |
|------|--------------------|-----------------|
| 1    | ME UP              | Geril Halliwell |
| 2    | SHAKE YOUR BON-BON | Ricky Martin    |
| 3    | EVERYTIME A1       |                 |
| 4    | SHAKE YOUR BON-BON | Ricky Martin    |
| 5    | EVERYTIME A1       |                 |
| 6    | SHAKE YOUR BON-BON | Ricky Martin    |
| 7    | EVERYTIME A1       |                 |
| 8    | SHAKE YOUR BON-BON | Ricky Martin    |
| 9    | EVERYTIME A1       |                 |
| 10   | SHAKE YOUR BON-BON | Ricky Martin    |

R1 playlists for week beginning 15/11/99  
\* Denotes additions

## B1 LIST

- | Rank | Title              | Artist       |
|------|--------------------|--------------|
| 1    | SHAKE YOUR BON-BON | Ricky Martin |
| 2    | EVERYTIME A1       |              |
| 3    | SHAKE YOUR BON-BON | Ricky Martin |
| 4    | EVERYTIME A1       |              |
| 5    | SHAKE YOUR BON-BON | Ricky Martin |
| 6    | EVERYTIME A1       |              |
| 7    | SHAKE YOUR BON-BON | Ricky Martin |
| 8    | EVERYTIME A1       |              |
| 9    | SHAKE YOUR BON-BON | Ricky Martin |
| 10   | EVERYTIME A1       |              |

R2 playlists for week beginning 15/11/99  
\* Denotes additions

## B2 LIST

- | Rank | Title              | Artist       |
|------|--------------------|--------------|
| 1    | SHAKE YOUR BON-BON | Ricky Martin |
| 2    | EVERYTIME A1       |              |
| 3    | SHAKE YOUR BON-BON | Ricky Martin |
| 4    | EVERYTIME A1       |              |
| 5    | SHAKE YOUR BON-BON | Ricky Martin |
| 6    | EVERYTIME A1       |              |
| 7    | SHAKE YOUR BON-BON | Ricky Martin |
| 8    | EVERYTIME A1       |              |
| 9    | SHAKE YOUR BON-BON | Ricky Martin |
| 10   | EVERYTIME A1       |              |

R2 playlists for week beginning 15/11/99  
\* Denotes additions

20 NOVEMBER 1999



The Top 50 Airplay Chart		music control		Radio 1	
Pos	Artist	Weeks on Chart	Peak	Pos	Weeks on Chart
1	<b>SHE'S THE ONE</b>	1	1	1	1
2	<b>I TRY</b>	2	2	2	2
3	<b>LIFT ME UP</b>	3	3	3	3
4	<b>WAITING FOR TONIGHT</b>	4	4	4	4
5	<b>GENIE IN A BOTTLE</b>	5	5	5	5
6	<b>WHAT I AM</b>	6	6	6	6
7	<b>WHEN WE ARE TOGETHER</b>	7	7	7	7
8	<b>MAN! I FEEL LIKE A WOMAN!</b>	8	8	8	8
9	<b>KEEP ON MOVIN'</b>	9	9	9	9
10	<b>2 TIMES</b>	10	10	10	10
11	<b>AIN'T THAT A LOT OF LOVE</b>	11	11	11	11
12	<b>WILL 2K</b>	12	12	12	12
13	<b>IF I COULD TURN BACK THE HANDS OF TIME</b>	13	13	13	13
14	<b>UNPRETTY</b>	14	14	14	14

HIGHEST TOP 50 CLIMBER		Radio 1	
Pos	Artist	Weeks on Chart	Peak
15	<b>KING OF MY CASTLE</b>	15	15
16	<b>I KNEW I LOVED YOU</b>	16	16
17	<b>NORTHERN STAR</b>	17	17
18	<b>WHEN THE HEARTACHE IS OVER</b>	18	18
19	<b>LIFE'S TOO SHORT</b>	19	19
20	<b>FLYING WITHOUT WINGS</b>	20	20
21	<b>I SAVED THE WORLD TODAY</b>	21	21
22	<b>BOMB DIGGY</b>	22	22
23	<b>SING IT BACK</b>	23	23
24	<b>YOU DRIVE ME CRAZY</b>	24	24
25	<b>DON'T STOP</b>	25	25
26	<b>HEARTBREAKER</b>	26	26
27	<b>TURN</b>	27	27
28	<b>BUDDY X 99</b>	28	28
29	<b>BUG A BOO</b>	29	29
30	<b>NEVER LET YOU DOWN</b>	30	30

Radio 1		Radio 1	
Pos	Artist	Weeks on Chart	Peak
31	<b>RADIO</b>	31	31
32	<b>BEAUTIFUL STRANGER</b>	32	32
33	<b>EVERY DAY I LOVE YOU</b>	33	33
34	<b>STAY MY SUNSHINE</b>	34	34
35	<b>BETTER OFF ALONE</b>	35	35
36	<b>SUNSHINE</b>	36	36
37	<b>WHO</b>	37	37
38	<b>MUCHO MAMBO SWAY</b>	38	38
39	<b>SUN IS SHINING</b>	39	39
40	<b>LARGER THAN LIFE</b>	40	40
41	<b>YOU'LL BE IN MY HEART</b>	41	41
42	<b>HURRY UP AND WAIT</b>	42	42
43	<b>I LEARNED FROM THE BEST</b>	43	43
44	<b>IN AND OUT OF MY LIFE</b>	44	44
45	<b>WHY DOES IT ALWAYS RAIN ON ME?</b>	45	45
46	<b>NOT OVER YOU YET</b>	46	46
47	<b>THE WORLD IS NOT ENOUGH</b>	47	47
48	<b>IF YOU HAD MY LOVE</b>	48	48
49	<b>MY LOVE IS YOUR LOVE</b>	49	49

BIGGEST INCREASE IN PLAYS		BIGGEST INCREASE IN AUDIENCE	
Pos	Artist	Pos	Artist
50	<b>THE BEST OF ME</b>	50	<b>THE BEST OF ME</b>

© Music Control UK. Chart shows tracks based on broadcast on radio stations. Audiences increase 30% or more

TOP 10 GROWERS		TOP 10 MOST ADDED	
Pos	Artist	Pos	Artist
1	<b>LIFT ME UP</b> Gen Halilovic (EMI)	1	<b>RIGHT NOW</b> Atomic Kitten (Innocent)
2	<b>WAITING FOR TONIGHT</b> Jennifer Lopez (Columbia)	2	<b>RADIO</b> The Corrs (143/Lava/Atlantic)
3	<b>SHE'S THE ONE</b> Robbie Williams (Chrysalis)	3	<b>THE WORLD IS NOT ENOUGH</b> Garbage (Radioactive/MCA)
4	<b>RADIO</b> The Corrs (143/Lava/Atlantic)	4	<b>LIFE'S TOO SHORT</b> Lightning Seeds (Epic)
5	<b>KING OF MY CASTLE</b> Wanda Jackson (AM-PM)	5	<b>NORTHERN STAR</b> Melanie C (Virgin)
6	<b>WHAT I AM</b> Tin Tin Out feat. Emma Bunton (V2/Recordings)	6	<b>TURN</b> Travis (Independiente)
7	<b>NORTHERN STAR</b> Melanie C (Virgin)	7	<b>RESWIND</b> Archa Dooligan (Real Gone)
8	<b>WILL 2K</b> Will Smith feat. KC-I (Columbia)	8	<b>WE'RE GOING TO MISS YOU</b> James (Mercury)
9	<b>LIFE'S TOO SHORT</b> Lightning Seeds (Epic)	9	<b>CONGOSSENTI</b> VS INTELLENTSIA Cuban Boys (EMI)
10	<b>BOMB DIGGY</b> Another Level (Northwestside/Arista)	10	<b>SAVY YOU LOVE ME</b> Dina Carroll (First Avenue/Mercury)

© Music Control UK. Chart shows tracks based on broadcast on radio stations. Audiences increase 30% or more

RADIO ONE

Pos	Artist	Weeks on Chart	Peak
1	<b>SHE'S THE ONE</b>	1	1
2	<b>I TRY</b>	2	2
3	<b>LIFT ME UP</b>	3	3
4	<b>WAITING FOR TONIGHT</b>	4	4
5	<b>GENIE IN A BOTTLE</b>	5	5
6	<b>WHAT I AM</b>	6	6
7	<b>WHEN WE ARE TOGETHER</b>	7	7
8	<b>MAN! I FEEL LIKE A WOMAN!</b>	8	8
9	<b>KEEP ON MOVIN'</b>	9	9
10	<b>2 TIMES</b>	10	10
11	<b>AIN'T THAT A LOT OF LOVE</b>	11	11
12	<b>WILL 2K</b>	12	12
13	<b>IF I COULD TURN BACK THE HANDS OF TIME</b>	13	13
14	<b>UNPRETTY</b>	14	14

ILR

Pos	Artist	Weeks on Chart	Peak
1	<b>I TRY</b>	1	1
2	<b>SHE'S THE ONE</b>	2	2
3	<b>WHAT I AM</b>	3	3
4	<b>WAITING FOR TONIGHT</b>	4	4
5	<b>MAN! I FEEL LIKE A WOMAN!</b>	5	5
6	<b>LIFT ME UP</b>	6	6
7	<b>GENIE IN A BOTTLE</b>	7	7
8	<b>KEEP ON MOVIN'</b>	8	8
9	<b>UNPRETTY</b>	9	9
10	<b>FLYING WITHOUT WINGS</b>	10	10
11	<b>WHEN WE ARE TOGETHER</b>	11	11
12	<b>AIN'T THAT A LOT OF LOVE</b>	12	12
13	<b>2 TIMES</b>	13	13
14	<b>YOU DRIVE ME CRAZY</b>	14	14
15	<b>WHEN THE HEARTACHE IS OVER</b>	15	15
16	<b>I SAVED THE WORLD TODAY</b>	16	16
17	<b>IF I COULD TURN BACK THE HANDS OF TIME</b>	17	17
18	<b>NEVER LET YOU DOWN</b>	18	18
19	<b>LARGER THAN LIFE</b>	19	19
20	<b>I KNEW I LOVED YOU</b>	20	20
21	<b>LIFE'S TOO SHORT</b>	21	21
22	<b>WILL 2K</b>	22	22
23	<b>NORTHERN STAR</b>	23	23
24	<b>SING IT BACK</b>	24	24
25	<b>SUNSHINE</b>	25	25
26	<b>BOMB DIGGY</b>	26	26
27	<b>WHEN YOU SAY NOTHING AT ALL</b>	27	27
28	<b>NOT OVER YOU YET</b>	28	28
29	<b>KING OF MY CASTLE</b>	29	29
30	<b>IF YOU HAD MY LOVE</b>	30	30
31	<b>HEARTBREAKER</b>	31	31

© Music Control UK. Chart shows tracks based on broadcast on radio stations. Audiences increase 30% or more

TOP 10 RE-RELEASE

Pos	Artist	Weeks on Chart	Peak
1	<b>WHEN WE ARE TOGETHER</b>	1	1
2	<b>KING OF MY CASTLE</b>	2	2
3	<b>NORTHERN STAR</b>	3	3
4	<b>LIFE'S TOO SHORT</b>	4	4
5	<b>RADIO</b>	5	5
6	<b>EVERY DAY I LOVE YOU</b>	6	6
7	<b>STAY MY SUNSHINE</b>	7	7
8	<b>WHY</b>	8	8
9	<b>I LEARNED FROM THE BEST</b>	9	9
10	<b>THE WORLD IS NOT ENOUGH</b>	10	10

© Music Control UK. Chart shows tracks based on broadcast on radio stations. Audiences increase 30% or more



house of Five Fathoms. EBTG's Ben Watt shows that his production talents extend to drum & bass with this hypnotic track featuring an insistent bassline and plaintive vocals from Tracey Thorn. Credible remixes come from J Majik, Grooverider and Fabio. **INNERZONE ORCHESTRA: People Make The World Go Round (Talkin' Loud T165CD)**. Carl Craig's Innerzone Orchestra project has scores of critical acclaim. This cover of a Stylistics song shows what all the fuss is about. Already scoring airplay on specialist shows, it could be the breakthrough single for the techno pioneer.

**MARIO PIU: Communication (Somebody Answer The Phone) (Incentive CENT20SP)**. Pre-empting Solid Gold Chartbusters 1 Wanna 1-21 With You as the first mobile phone-sampling record, this thumping Italian house track seems to be pressing all the right buttons. Having topped both the *Mix* Cool Cuts chart and the Club Chart, it is now B-listed at Radio One.

**INTEGRATED SOCIETY: We Lift Our Voices (Maffia M08003)**. Originally released in 1995, this gospel-influenced vocal house track gets the remix treatment. Already getting peak-time club play thanks to Lisa Marie Experience mixes, this has the all the hallmarks of a breakthrough track.

**REBORN2 AIM: Sail (Grand Central GC124CDS)**. Cambrian-based producer Aim unleashes this laidback hip-hop groove featuring Tracie Thorn-style vocals from Canadian singer Kate Rogers. Remixed by Rae & Christian, it is taken from Aim's enthralling album *Cold Water Music*.

**SHARA NELSON & KASHA U (Botchit & Scarper B052024)**. Breakbeat trio Kasha join forces with soul diva Shara Nelson for this mix of dark basslines and classy vocals. Following releases from Billm and Freq Nasty, it could be the label's biggest success yet. **ACE OF BASE: C'est La Vie (Always 21)**

**Mega/Polydor 5615982**. Lifted from the Swedish overgroup's greatest hits album *Singles Of The 90s*, this ode to staying young has a bouncy Euro-pop chorus. Despite some lame songwriting, it looks set to continue their long run of Top 40 hits.

**THE CORRS: Radio (143/Lava/Atlantic AT09CD)**. Written by The Corrs and taken from their unglugged album. Radio is a quirky, radio-friendly track with a catchy chorus. It is currently B-listed at Radio One and C-listed at Radio Two, while an appearance at the MTV Europe Music Awards will have helped boost promotion.

**VARIOUS: Still/The Joint: Sugar Hill Remixed (Castle NEEK1009)**. Lifted from Castle's Sugarhill remix album, this single offers contrasting takes on classic rap tracks. Jon Carter's pounding electro-funk remix of West Street Mob's Breakdance Electric Boogie is attracting strong dancefloor attention, while Roots Manuva's laidback rework of Grandmaster Flash's The Message only highlights the difficulty of improving on the original.

**BEN CHRISTOPHERS: Give Me Everything (V2 VVRS010831)**. This stripped-down version of the track from the acclaimed *My Beautiful Demon* album reminds of Christophers' gentle yet powerful intonation. Uncompromising, but live appearances continue to gather interest.

**GOLDEN GIRLS: Kinetic '99 (Distinctive DISNCD59)**. This techno classic sees another outing thanks to new mixes. Jensen & Carter offer a melodic trance version, but it is the slamming Cormie remix which has been attracting heavy plays from DJs such as Radio One's Judge Jules and Pete Tong.

**MARY J BLIGE: Deep Inside (MCA MCST040224)**. Mary J's vocals are as impassioned as ever on the latest track to be taken from her *Mary* album. Featuring a ruff from Elton John's Bennie And The Jets, rising Norwegian production team Stargate add a bouncy remix that should ensure wider radio play.

ALBUM reviews

**VARIOUS: Man On The Moon OST (Warner 9362474832)**. Included on this soundtrack to the Andy Kaufman biopic (starring Jim Carey) are six new REM recordings, five of which are instrumental. The highlight is the new song 'The Great Beyond' - an intense, beautifully balanced track down well on their recent UK tour. Half a new REM album is better than none at all.

**VARIOUS: Essential Soundtracks: The Classical Collection (Telstar TV/Channel 4 TVDC30B2)**. Telstar follows its successful *Essential Soundtracks* compilation with this album drawing together classical tracks from movies shown on the Film Four satellite channel. Including themes from such films as *The Piano*, *Bladerunner* and *E.T.*, its mix of Mozart and Morricone should find a wide market.

**GUNS N' ROSES: Live Era '87-'93 (Geffen/Polydor 4905142/4)**. This double CD package brings together live recordings of Axl Rose & Co at the height of their powers, featuring the classic line-up of Axl, Slash, Duff McKagan and Izzy Stradlin. Including such classics as *Sweet Child O' Mine*, *You Could Be Mine* and *November Rain*, it is a must for Gn'R fans.

**VARIOUS: Cream Anthems 2000 (Virgin VTDCX272)**. The Liverpool superclub sets the stage for its three-city Millennium celebrations with this double CD featuring the biggest dance tunes of the year. Including hits from Moloko, Basement Jaxx and Binary Finery, it includes few surprises but is likely to be a strong seller.

**VARIOUS: Brazilian Beats (Mr Bongo MBRCD15)**. This record shop selects some of Brazil's finest musical

moments for this outstanding compilation. Jazz-dance anthems from Airto, bossa nova from Tompaz Jr and Milton Banana, and a host of other classics create a mix that will bring memories of Sunday afternoons at Dingwalls flooding back.

**VARIOUS: Bar Culture (Virgin VTDC2284)**. Straddling the gap between chillout compilations and club mix albums, this two-CD set features an eclectic mix of big beat, rare groove and rap. Current hits from Groove Armada and The Sugawegs sit little uneasily next to funk classics from Lyn Collins and Bobby Byrd, and old-school favourites from Mantronix and Stetsasonic, but the quality is high throughout.

**FUN LOVIN' CRIMINALS: Mimosa (Chrysalis 5234592)**. The Criminals' new album is a selection of B-sides, covers and two new tracks which all have a "tounge" feel to them. Covers include the Climax Blues Band's 'Couldn't Get It Right' and a cheeky version of Louis Armstrong's 'We Have All The Time In The World'. Overall the album has a mellow flavour which should please their strong fanbase while winning new recruits to the Criminal cause.

Delayed releases

Releases previously reviewed in *MUSIC WEEK* now set for release on November 29 include: **THE MAVERICKS: Things I Cannot Change (Universal) (LYNNE)** **VARIOUS (6 issue) ● SHELBY LIVINGE: Your Lies (Mercury) (November 6)**

Hear new releases

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

This week's reviewers: Simon Abbott, Dugald Baird, James Brown, Michael Byrne, Tom FitzGerald, Stephen Jones, Sophie Moss, Nick Tesco, Simon Ward and Martin Worster.

MBI WORLD REPORT Series 2000

Unique market analysis tool

Unique international market data and analysis

Essential reference tool for music executives

A range of accessible new formats

If you're in music, you can't afford to be without it

New formats for 2000

With world music markets moving so quickly, the MBI World Report Series 2000 has increased the frequency of its information to meet this demand.

The new report series includes the following elements:

- The MBI World Report 2000 - full year 1998 data on 57 markets (released Autumn 1999)
- Interim update on top 30 markets (released Spring 2000)
- [www.mbiworldreport.com](http://www.mbiworldreport.com) - searchable on-line service (updated as it is produced)
- PLUS
- Regional reports - individual reports dedicated to Europe, Asia, Americas and Rest of World

Contents at a glance:

- Music consumption ● Legitimate sales data by format and for on-line sales ● Repertoire analysis
- Publishing volumes and revenues ● Retailing ● Piracy ● Technology and Internet developments ● Forecasts to 2005

For more information on how to order, please contact Anna or Shane, MBI London, 4th Floor, 8 Montagu Close, London SE1 6UR, UK  
 tel: +44 (0)20 7940 8585 or 8605 or fax: +44 (0)20 7407 7087  
 Christopher Morgan, MBI New York, 460 Park Avenue South, 9th Floor, New York NY 10018-7315, USA  
 tel: +212 378 0482 or fax: +212 378 2160

Miller Freeman  
 A United News & Media Publication

**MOZART AND MACCA MAKE MILLENNIUM TOP 50**

Mozart and Sir Paul McCartney have been voted among the Top 50 classical composers of the last millennium in a poll conducted by Classic FM in association with Channel 4 and HMV.

Around 66,000 people responded to the Music of the Millennium survey, billed by Classic FM as "a definitive snapshot of the UK's music tastes at the end of the 20th century". Mozart was elected the nation's favourite classical composer with 23% of votes cast, narrowly beating Beethoven's 20% showing. JS Bach, Tchaikovsky, Vivaldi, Elgar, Holst, Wagner, Chopin and Handel also registered Top 10 status among composers, edging ahead of other classical greats such as Rachmaninov, Puccini, Stravinsky and Mahler. John Williams scored the highest place for a living composer, capturing the number 13 slot, while other favoured names, Michael Nyman and James Horner among them, reflected the listening tastes of Classic's audience. Contemporary classical music is generally represented in the poll's relevant categories by film composers or those, like Götsche, Pielt and Taverner, with mass audience appeal.

The poll also delivered a list of 300 favourite classical works, inevitably topped by Vivaldi's *The Four Seasons* with 7% of the vote. Sir Paul McCartney's classical efforts were recognised with places for his *Standing Stone*, Liverpool Oratorio and *A Leaf in the Top 300* and 48th slot among the nation's favourite classical composers. Classical artists fared well in other categories, with Luciano Pavarotti resting between Prince and Robert Plant as the

27th Best Male Artist, and Maria Callas holding the number 32 position in the Best Female Artist chart.

Channel 4 was expected to televise the full Music of the Millennium survey results in a prime-time programme on Saturday (November 13) following a special concert on Classic FM the previous night. The Top 300 classical works are also set to be aired on Classic FM between 7am and 7pm from December 29 to December 31. Classical labels welcome the wide exposure given to classical music by the poll. "Initiatives like this can only help attract new consumers for our music," says Chris Black, managing director of Sony Classical UK.

**SUGAR AND PHILIPS PREPARE BOCELLI SINGLE**

Philips and Sugar Music are set to release a single from Andrea Bocelli's new album on December 6, featuring the Bach-Gounod Ave Maria coupled with Silent Night.

Mark Wilkinson, head of Philips Classics UK, is optimistic that Bocelli's blend of heart-felt expression and mass audience appeal will lift the single into the *Olivins* pop chart's top five.

The release has attracted odds of 33-1 from bookmakers William Hill on taking number one honours, likely to shorten once the Italian tenor (pictured) appears on the bill at the annual televised Royal Variety Performance on December 4.

"The release will have extensive PR back-up, as well as press ads in the *Daily Express* and *The Mirror*," says Wilkinson. "Ave Maria registered highly in the recent Classic FM and Channel 4 millennium poll. There's no better time for a single of this nature to succeed."

Andrew Stewart can be contacted by email at: [AndrewStewart1@compuserve.com](mailto:AndrewStewart1@compuserve.com)



**ALBUM of the week**



**BRITEN: Paul Bunyan, Various soloists, Orchestra of the Royal Opera House Covent Garden/Hickox** (Chandos CHAN 978112). Following



the huge success of their stage production of this early Britten entertainment, Richard Hickox (pictured) has taken the Royal Opera House orchestra into the studio to record it for the enterprising Chandos label. The conductor's previous *Gramophone* and Grammy award-winning Britten releases have been greeted with critical and commercial acclaim. This two-CD album will be supported by ads in *BBC Music Magazine*.

**REVIEWS**

**For records released up to November 29, 1999**

**SILENT NIGHT — A CHRISTMAS IN ROME: Paddy Maloney, The Chieftains, Vatican Choir and Orchestra, Marco Fisina, etc.** (Wicklow 09026 63250 2). Paddy Maloney's choice of artists to perform this programme of seasonal songs is particularly wide ranging. Initial marketing for the release will focus on direct mail-out to distributor BMG Conifer's database of Chieftains and Celtic music fans, and will be followed by national press and retail co-op ads.

**MAHLER: Symphony No. 7, London Symphony Orchestra/Tilson Thomas** (RCA Red Seal 09026 63510 2). The LSO's principal guest conductor knows how to get the best out of this orchestra, and they deliver a profound reading of Mahler's Seventh Symphony. The two-CD release will be backed by ads in December's *Gramophone*.

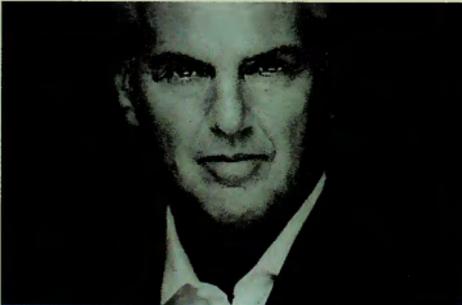
**MOZART: Piano Concertos Nos 23 and 24, Goode, Orpheus Chamber Orchestra** (Nonesuch 7559 79489 2). American pianist Richard Goode continues his cycle of

the mature Mozart piano concertos with elegant and insightful performances of two of the most popular works. Previous Mozart releases by Goode and the Orpheus CO have been nominated for Grammy Awards.

**CLASSIC LOVE AT THE MOVIES: Love artists** (Decca 466563 2). This two-CD, 33-track set includes standards such as the slow movement from Rachmaninov's

Second Piano Concerto (*Brief Encounter*), Mozart's Clarinet Concerto (*Out of Africa*) and *As Time Goes By* (Casablanca). The album's marketing campaign involves two phases of TV advertising in late November and early December, radio ads on Capital Gold and Heart, and press ads in *You Magazine*, *What's On TV* and *TV Times*.

**IL SALOTTO: The Power of Love: Scenes and Cantatas** by Rossini, Mercadante, Tadolini, Pacini, Paisi, Carafa, Mayr. Various artists (Opera Rara ORR028). This disc, the second in a five-part series of recordings devoted to obscure 19th-century salon music, features wonderful singing by Nelly Miricioiu, Bruce Ford and William Matteucci and Garry Magee.



**TRIBUTE TO ELLINGTON**  
Daniel Barenboim and guests



Featuring Dianne Reeves and Don Byron

Daniel Barenboim's tribute to jazz legend Duke Ellington, one of the most influential figures in American music history.

Includes new arrangements of Ellington's best known pieces

9794 2632 2



**THE JOHN ADAMS EARBOX**

A Unique 10-CD box set retrospective

Includes never before released material; new recordings available for the first time of Hammer and Lollapalooza, and the world premiere recording of Sinfonietta's Earbox

7559 7943 2



Printed and distributed by Warner Classics UK, 14 Kingsditch Court, London W8 5DP. A Division of Warner Music, A Time Warner Company.



# A LIVE INDUSTRY LOOKS TO NEW AREAS AS BIG STADIUM ACTS PICK UP

Recent reports that the live industry is on the brink of death were greatly exaggerated say the key players in the market. Adam Woods reports

The re-emergence of Harvey Goldsmith last month at the helm of concert promoters company Artiste Management Productions attracted significantly less publicity than the veteran promoter's decision to hand Allied Entertainment Group over to receivers in September.

The news of Goldsmith's temporary fall from grace was greeted in the national media as evidence of the precarious nature of promoters' fortunes in the late Nineties. Despite the fact that the organiser of Live Aid was widely known to have fallen prey to a string of very specific commercial disasters, the issues that came under the spotlight suggested a more general air of foreboding. They included the soaring financial demands of bands and their booking agents, the consolidation of promoters and venues into all-powerful units and the suffering of the impoverished promoter whose margins had been squeezed to a fraction of their former size.

"There was a lot of rubbish written at that time," says Midland Concert Promotions (MCP) president Tim Parsons, whose acts include Bryan Adams, Texas and Stereophonics. "It is ironic that while Harvey Goldsmith's liquidator is saying what a difficult business the live industry is, the rest of us are doing very nicely, thank you."

According to the National Music Council's music industry audit, published in August and entitled *A Sound Performance*, concerts staged by members of the Concert Promoters Association grossed more than £225m in 1997, and promoters' own estimates suggest the figure can only have risen in the past two years.

Nonetheless, competition for acts is strong, and many of the leading concert promoters are fighting the war on a price basis, voluntarily cutting margins in order to secure the best contracts.

"We do have a pretty crowded market in this little island of ours, but I don't think any of us are complaining," says Barry Clayman, acting chairman of the CPA and managing director of Barry Clayman Corporation (BCC). "It is a dangerous business — you are gambling tremendous amounts of money for small margins, but we all seem to make a living out of it."

Harvey Goldsmith's difficulties apart, the main development on the concert promotion side of the industry this year have been the acquisitions by American promoter and venue operator SFX of Apollo Leisure and BCC in August and MCP in September, giving the US giant a significant stake in the theatre and pop worlds.

This particular piece of consolidation has led to suggestions that the chain which makes up the live music business — which traditionally consists of band, manager, booking agent, promoter, venue — could soon lose at least one of its links. "I frequently hear that our role as booking agents is about to disappear," says Agency Group managing director Neil Warnock, whose roster includes Catatonia, Foo

Fighters and Space. "If you listen to some people, SFX can just phone up a band's lawyer, make an offer and bypass the management and the booking agent. The reality is that, very often, the easiest part of our job is negotiating the financial side. Agents are part of the team that builds artists' careers, and not just in this country but overseas as well. We advise on venues and ticket prices; we have to be accountants and tax collectors for the Government; we have to look at how the show should be presented; and we have to work very closely with the labels."

One fact few can dispute is the shortage of stadium acts as the industry enters the new millennium, and most people are unable to see any signs of change on the horizon.

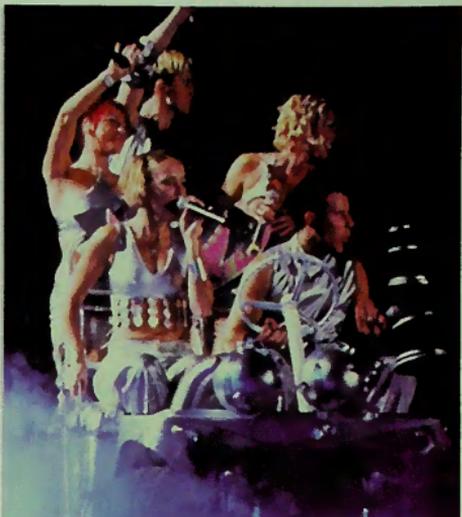
"One of the problems is that there are very few new, significant acts that are exciting the market," says Parsons. "When Blur and Oasis came through and went head-to-head with their singles, everybody covered it, and the whole market benefited as a result. Since then, no bands have really crossed over into the wider market in quite the same way."

But while the country's stadiums are not churning to the sounds of live rock music to the extent they did during the Eighties and early Nineties, the healthy pop and family entertainment markets are offering

considerable compensation. For instance, the Steps tour which begins this month will consist of 33 dates, making it the biggest arena tour ever staged in this country. "I don't think pop has ever been healthier," says Paul Fitzgerald, director of Concordia International Artists and Steps' booking agent. "Kids love going to big pop shows because it is their only chance to get close to their favourite bands. But the bands are also opening up more markets for themselves, so it's not just kids who are going. Housewives love Boyzone, and Steps are huge in the gay market."

Fitzgerald attributes the strength of commercial, colourful pop shows partly to the bands' increased willingness to tour, and partly to what he diagnoses as a short attention span among consumers. "The concerts that are doing the best business are pop and artists like Barry Manilow and Neil Diamond. One of the biggest shows last year was Barney The Dinosaur, so we shouldn't assume that music is the only thing people are interested in, when we are sharing a market with cinemas and Playstations. That consumer pool is being spread all over the place. It is a signpost of boom, because the people who have had a load of hi records, people will come and see them again and again."

The London Arena recently staged Disney On Ice, and assistant general manager Nicky Dunn reports attendances of more than 100,000 in 10 days. She says family shows and themed tours, such as the Culture Club, Bethina Carlisle and Bananarama Eighties package, are proving extremely popular. "Promoters and venues



Steps: their 33-date tour is the biggest arena tour ever staged in this country

are constantly looking for other kinds of business, because the concert market does fluctuate, and there are more general interest shows around now, such as *Riverdance*, *Rugrats* and *Barney The Dinosaur*."

Eyebrows were raised during the summer at the sums of money headline acts were reputedly commanding at the large festivals, with figures of more than £1m mooted in some quarters. However, promoters and agents alike are disdainful of the notion that acts can drive a harder bargain than ever before, even if none dispute that a successful touring act claims the largest slice of the pie on any given night.

"I don't think the amount of money agents and artists and managers are asking has risen much in real terms, says Clayman. "They do drive a hard bargain, but I don't think anything has changed there. It's all down to supply and demand."

Warnock defines the situation in equally simple terms. "If you are trying to get 30,000 or 60,000 or 100,000 people into a venue and one artist has the ability to provide a profitable bottom line for a promoter, then it is the agent's job to get the best fee for his artist."

"We have to bear in mind that, in many cases, by headlining a festival an act can effectively deny itself the opportunity of

headlining its own tour elsewhere in the year, so they need to be compensated for that."

Fitzgerald, whose acts include Boyzone, Westlife and the Prodigy, believes that if bands in his field are not pushing for a larger proportion of live receipts, they should start doing so soon.

"People are looking to make profits out of touring now, whereas before it used to be more of a marketing tool. Faced with the rising cost of video production and the advent of internet downloading, an artist's earnings from record sales are going to start falling. Even now, a lot of pop bands do not write their own songs, and in the absence of publishing royalties there is an increased emphasis on touring as a means of making money."

Clearly, the traditional push and pull of the live market continues as it has throughout the rest of the decade, with well-reported failures such as the eclipse festivals in Cornwall — which contributed to Goldsmith's difficulties — generally more than offset by carefully planned successes. The only factor in doubt is the ability of the music scene consistently to provide profit-making acts. Agents, promoters and venues join the rest of the industry in waiting for British music to throw up a wave of talent which is worth standing in line for. ■

CPA

CONCERT PROMOTERS ASSOCIATION

Established for 10 years with over 30 members

Representing the promoters' interest

CPA

6 St. Mark's Road, Henley-on-Thames, Oxon RG9 1JJ  
Telephone: 01491 575060 Fax: 01491 414082  
Secretary: Carole Smith





# POP EXPLOSION FORCES PUBLISHERS TO RE-THINK APPROACH TO SHEET MUSIC

The key sheet music players have had to develop new initiatives and explore other retail opportunities to attract today's buyers, says Fusion

There's no doubt about it. The inexorable rise of downloading, all-dancing pop groups such as B\*Witched, Steps and Backstreet Boys has dented sales of the guitar books which have traditionally been regarded as sheet music publishers' staple stock in trade. Not only do today's leading boy/girl acts rarely play their own instruments, but many of their musical arrangements simply do not lend themselves to transcription.

"When Britpop was all the rage, we did extremely good business with books of songs by acts such as Oasis and Paul Weller," says Chris Butler, general manager of Music Sales, which has long-standing agreements to handle print for leading publishers such as Sony/ATV Music, BMG Music, Universal Music, EMI Music, Pink Floyd Music and also works with the management for both Eric Clapton and Mark Knopfer.

"But this past year, it has been pop groups who have captured the public's imagination and so we've had to rethink some of our product lines."

Consequently Music Sales' autumn catalogue boasts matching folios for

**'This year it has been pop groups who have captured the public's imagination, so we've had to rethink some of our product lines' — Chris Butler, Music Sales**

Boyzone and the Backstreet Boys alongside by Travis and U2.

The other key player in the UK sheet music market is IMP, which boasts close relationships with Warner/Chappell, Carlin, Rondor and others. According to head of production Mark Mumford, IMP has risen to the teenage pop challenge by devising a range of lyric-based products. It already routinely licenses the words of top pop titles to teen mags like *Smash Hits* where they are presented alongside posters and other promotional paraphernalia.



"This month we'll be releasing specific lyric books — with guitar chord boxes — by such acts as Queen, Supergrass and, we hope, Texas. This is a new development which means a significant change in the way we market our catalogue," says Mumford.

As a result of such initiatives, publishers have consolidated a UK sheet music market which is currently estimated by MPA to be worth about £42m. Although

there has been an 18.4% decline in exports, domestic sales in the first six months of this year rose by 1.3% compared to the same period in 1998.

The leading companies in this sector are also keen to develop multimedia products to attract a new generation weaned on the internet, CDs and game consoles.

"We have a very successful series called 'Play Guitar With...'. It's a combined CD and book package and the range features artists such as The Beatles, Oasis, The Corrs and Eric Clapton," explains Music Sales' Butler. "What we do is produce the notation for a guitar solo and the opportunity to play it against a backing track featuring all the other instruments in the band."

Some might suggest that such products have more in common with mainstream obsessions such as *Stars in Their Eyes* rather than the art of true musicianship. But sheet music publishers have learned that they cannot afford to be supercilious when there are sales at stake. At the same time, it is clearly within their long-term interests to encourage any desire to play instruments

wherever it may arise.

"We need to make sure that we can provide the resources both education-wise and from an entertainment point of view to enable young people to continue to learn instruments and to use more of our books," maintains IMP's Mumford.

To this end, sheet music publishers have also played a key role in discussions with the Government's Qualification & Curriculum Authority (QCA), which develops the National Curriculum, in a bid to ensure that the music curriculum remains as lively and as relevant to today's kids as possible.

"The point that the music industry wanted to make to the QCA was to ensure that the curriculum was as practical as possible," says Stephen Richards, director of printed music division at classical music specialists Boosey & Hawkes Richards, who is also chairman of the Education Committee for the Music Industries Association.

"It shouldn't be 'chalk and talk', it should be as much performance as possible."

Richards was also able to advise the QCA on the latest developments in music technology.

"You'll see a lot more books these days with CDs, CD-Rom or Midi files," says Richards. "This is a segment of the market we've been keen on."

Boosey & Hawkes has already made moves in this direction with its Millennium Award-winning Buyaband line, which will be on show in the Greenwich dome next year.

The PC-delivered programme offers trainee classical musicians the opportunity to play along with full orchestras or smaller groups on repertoire by composers such as Duke Ellington, Pachelbel and compositions like America from Westside Story and the Latin American song La Bamba.

Breakthroughs in computer technology have also brought benefits to sheet music company backroom boys. Canterbury-based software development house Neutron has recently launched a Photoscore software programme which will allow publishers for the first time to make high speed and fully accurate archive copies of sheet music titles.

Such an application could provide sheet music publishers with the key to making titles comprehensively available over the internet. This follows a number of experiments during the past six years



whereby sheet music has been electronically available through stand-alone consoles or by fax.

At present IMP does not have a direct sales operation, and relies on its sister company, the leading musical instrument retailer Rose Morris, to provide it with an online mail-order facility. Music Sales, the other hand, is actively involved in promoting and selling its product online. Although at present

online only accounts for 5% of sales, its importance will undoubtedly increase.

"The main concern is clearly whether direct sales will affect the shop in the High Street," says Butler. "If the dealer is strong, we prefer to think that the direct sales are sales which wouldn't happen otherwise."

At the same time, publishers are keen to broaden their retail base away from music instrument specialists and have been keen to court the bigger record chains.

"We sell a lot of music to the Virgin and the HMVs of this world in a way which we did not several years ago," says Butler of Music Sales.

"These are shops that have decided to diversify their inventory to carry CDs, books, videos, sheet music and fan-based merchandise. We believe some of this is genuinely new business which otherwise wouldn't happen for us."

Music Sales expects to work hand-in-hand with the retailers to make offers as viable as possible. "We've just published a complete compilation of U2's songs called *U2 Complete*," enthuses Butler. "We've created a special collector's edition and we've sold all of those copies to Virgin and they're all in a slip case. One of those slip cases includes a winning ticket."

"That ticket will win the owner a boxed set of U2's audio singles, so we do promotions with major publishers."

That book will be heavily featured in all music stores, but particularly Virgin, in the run-up to Christmas.

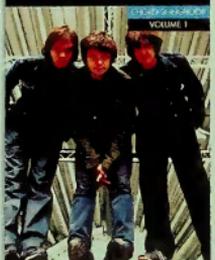
IMP is tentatively looking into stocking vocal-only books in chains of newsagents, but recognises that these new markets require new methods of promotion.

"We would have to produce a more differentiated range when you're dealing with book shops and newsagents. We would have to develop something with immediate appeal," says IMP's Mumford.

"Shelf space in High Street retail is fast moving. A lot of the product we sell and produce would not necessarily be fast moving in those outlets. Whatever we do has to have instant appeal: it's got to be very commercial. It's got to be 'in'."

Clearly, sheet music publishers have learned that they must package the lyrics and music of today's pop stars in a way which meets the demands of an increasingly image-conscious consumer.

## Supergrass



with the Millennium Award-winning Buyaband line, which will be on show in the Greenwich dome next year.

The PC-delivered programme offers trainee classical musicians the opportunity to play along with full orchestras or smaller groups on repertoire by composers such as Duke Ellington, Pachelbel and compositions like America from Westside Story and the Latin American song La Bamba.

Breakthroughs in computer technology have also brought benefits to sheet music company backroom boys. Canterbury-based software development house Neutron has recently launched a Photoscore software programme which will allow publishers for the first time to make high speed and fully accurate archive copies of sheet music titles.

Such an application could provide sheet music publishers with the key to making titles comprehensively available over the internet. This follows a number of experiments during the past six years

**'It's a whole different selling game when you're dealing with book shops and newsagents. Whatever we do has to have instant appeal' — Mark Mumford, IMP**

**"The best way to get sheet music into your computer."**

### NeutronPhotoScore

- Scans and reads printed sheet music
- Results can be used in music editing software
- Uses the latest technology available
- Reads a wide range of musical markings
- Is fast and accurate
- Available for both Windows and Macintosh

**CONTACT US NOW FOR A FREE DEMO DISK**

(Please state whether for Windows/Mac/Net)

ELSE Distribution Limited

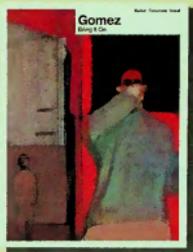
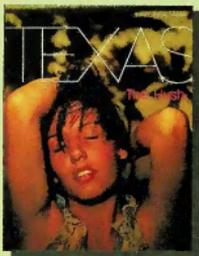
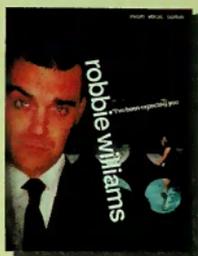
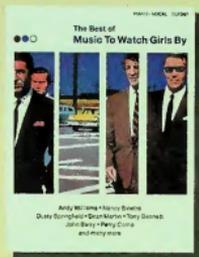
**Advanced Optical Score Recognition Software**

**NEUTRON**  
SOFTWARE

ELSE Distribution Ltd., Lombard House,  
Upper Bridge Street, Canterbury Kent CT1 2NP, UK  
Tel: +44 (0)1222 454533 • Fax: +44 (0)1222 454532  
email: info@neutron.com

ELSE Distribution Limited

# BEHIND EVERY GREAT CD... THERE'S A GREAT MUSIC BOOK



THE WORLD'S TOP PUBLISHERS TRUST US TO PRODUCE MUSIC FOLIOS FOR THEIR LEADING ARTISTS, THEY KNOW THAT PRINTED MUSIC IS A FORMAT THEY CANNOT AFFORD TO IGNORE.

**IT'S NOT JUST MUSICIANS WHO BUY OUR MUSIC BOOKS.**



International  
MUSIC  
Publications

Contact us now to explore the full potential of printed music publishing and what it can do for your business.

International Music Publications Ltd.  
Griffin House 161 Hammersmith Road London W6 8BS  
Telephone: 020 8222 9222 E-mail: [imp\\_sales@warnerchappell.com](mailto:imp_sales@warnerchappell.com)

**LEADING THE WAY IN PRINTED MUSIC PUBLISHING AND DISTRIBUTION AROUND THE WORLD!**

# Ocean

music making waves

Ocean Music Trust is creating a world class music venue and is seeking to appoint the following dynamic individuals to match.

## PROMOTER/EVENTS MANAGER

Would you like to develop the most dynamic and innovative music programme in Europe?

Ocean will host everything from Rock to Reggae to Bhanga & Blues as well as Jazz, Hip Hop, Soul, Dance, Latin, Pop and everything in between. You will help Ocean to establish an international reputation for musical and cultural diversity, innovation and quality across three dedicated performance spaces (1900, 300, 70 capacities). The successful candidate will bring a commercial approach to Ocean and develop an exciting programme while establishing a diverse core audience. Along with all usual booking responsibilities the role will also include event management especially for in house promotions. Salary c.£25,000 per annum, depending on experience.

## ADMINISTRATOR

Being an experienced administrator you will be responsible for overseeing Ocean's legal and statutory obligations, liaising with Companies House and Insurers to protect all aspects of the business and that of the Trust. Reporting directly to the General Manager you will be involved in personnel issues and will be expected to oversee general office management and liaise with other department heads on issues of petty cash and direct purchase, once Ocean is operational. Experience of working in a lively venue would be an advantage. Salary will be c. £23,000 per annum.

Please forward CV's in the strictest confidence for the attention of Neil Mackay, indicating which post is being applied for, to:  
c/o Ocean Music Trust, Ocean, 270 More Street, Hackney, London, E8 1HE. No later than 20th November 1999. No telephone calls please.

## BEGGARS BANQUET

The Beggars Banquet group of record labels - Beggars Banquet, XL Recordings, 4AD, MoWax, Mantra and Wiiiija - is expanding and seeks applicants for the following roles:

### PRESS OFFICER

Knowledge of dance/hiphop/specialist music and press essential

### CATALOGUE MARKETING PERSON

### LABEL ASSISTANT/+R PERSON

For Mantra Recordings

### WEB EDITOR/I.T ASSISTANT

### JUNIOR P.R PERSON

To include regional press and radio

### SENIOR RECEPTIONIST

### JUNIOR RECEPTIONIST

### WAREHOUSE ASSISTANT

For further details apply in writing with C.V., stating which role you wish to apply for, to:  
John Holborow, Beggars Banquet, 17-19 Alma Road, London SW18 1AA



## THE RECRUITMENT CONSULTANTS TO THE MUSIC INDUSTRY

<b>PRODUCT MANAGER</b>	£25,000
3 yrs plus experience at product manager level. indie.	
<b>CLASSICS SALES EXEC</b>	£17,000
Proven sales background, sound classics knowledge.	
<b>MUSIC TV JNR SEC</b>	£14,000
Invincible driven young trained secretary.	
<b>DANCE PA</b>	£18,000
Experienced at promotions secretary, Lynchpin role.	
<b>MARKETING MGR</b>	£33,000
International experience in back catalogues.	
<b>EXECUTIVE PA</b>	£25,000
Supporting CEO of International Label. Short hand essential.	
<b>STAR RECEPTION</b>	£13,000
Personality and attitude paramount, indie label.	
<b>LICENSING MANAGER</b>	£25,000
Autonomous role for Licensing Mgrg, with Dance focus.	

Permanent and Temporary  
Secretarial and Admin  
Support Staff

**handle**  
0171 935 3585

## ACCOUNTANT

Enthusiastic, hardworking individual required to lead a busy but cordial administration team in the Accounts/Royalty Division of an international leading independent record company and music publishing group. Applicants should be part qualified to Trial Balance and computer literate. Royalty experience would also be essential, as would knowledge of PAYE and general tax matters.

Please send CV and covering letter to:

The Chairman, Prestige Records Limited,  
34 Great James Street, London WC1N 3HB.

## ASSISTANT ACCOUNTANT

Enthusiastic, hardworking individual required to join a busy but cordial administration team in the Accounts/Royalty Division of an international leading independent record company and music publishing group. Applicants should be part qualified to Trial Balance and computer literate. Royalty Experience would also be essential.

Please send CV and covering letter to the Chairman,  
Prestige Records Limited, 34 Great James Street,  
London WC1N 3HB.

## RIVERHORSE RECORDS SEEKS JUNIOR MARKETING MANAGER

We are a new independent record company with the backing of a Corporate (going up for several months in the New Year)

A vacancy has arisen for a junior marketing manager to join our small but busy group team. Ideally you will have two years music marketing experience. We are an exciting and growing company with a lot of work for new recruits. You will be creative and bursting to get working with style and enthusiasm.

As a key member of our happy team your duties will include:

- Coordinates and direction of photo sessions/press releases
- Planning Campaigns
- Music Buying
- Liaising with Independent Press & Reviewers Companies
- General retail development

The successful candidate will work alongside and report to our Head of Marketing. Please send your CV and covering letter to:

Hilary Shaw  
Riverhorse Records Ltd  
115 Eastbourne Mews  
London W2 6LQ



New up & coming London based publishing & record label requires fresh, energetic & well connected industry person experienced in artist management

Internet skills a bonus! (initially on a part time basis).

Please reply in writing to:

Box N 013, Music Week, 4th Floor,  
8 Montague Close, London SE1 9UR

## PROJECT MANAGER - PARIS

Established leader in internet sheet music distribution seeks Project Manager for planned vanity publishing/on-line rights clearance project. At least one year's music industry experience and some knowledge of French desirable. Position based in Paris, with travel within Europe and USA. Salary negotiable and according to experience. Please reply in confidence to

Box N 014, Music Week, 4th Floor,  
8 Montague Close, London SE1 9UR



**crimson**

## PRODUCTION ASSISTANT

MCU/Crimson is the UK's leading catalogue marketing company, with more than a dozen high quality labels producing innovative products at retail price points.

A vacancy has arisen for a Production Assistant. Based at MCU/Crimson's offices in Dean Street, Soho, the main purpose of the position will be to ensure relevant stock is available at all times.

Reporting to the Production Manager, the successful candidate should be highly motivated and able to work unsupervised and as part of a team. Key areas of responsibility will include:

- Placing orders and co-ordinating deliveries to our distributors.
  - Ensuring that appropriate stock is available at all times.
  - Assist in setting up new product lines on the AS400 and managing the product file.
  - Ability to cover the department in the Production Manager's absence.
- The successful applicant should possess the following knowledge and skills:
- A good all round understanding of the production process from mastering and repro to duplication and distribution.
  - The ability to work to tight deadlines.
  - Be numerate and pay attention to detail.
  - Communication skills.
  - Relevant computer and typing skills.

Salary commensurate with experience.

To apply for this position, please send a CV with covering letter to: Creative Pricing, Music Collection International, Royalty Productions, Second Floor, Regency House, 72-74 Dean Street, London W1D 5RH

## The Music Market

Current vacancies include:

- Marketing Manager, Major music events company. Extensive contacts and at least 3 years music marketing experience. £20K
  - Product Manager, Dance distribution. Indepth dance knowledge. Marketing/financial accounts experience essential. £22K
  - P.A. M.O. Major label. Exciting spot for senior industry PA with 10+ as assist innovative head of hugely successful label. £24K
  - P.A. Chairman of major entertainment group. Superb secretarial skills and media background. indie. £22K
  - Press secretary indie label. Strong copy skills, national and regional contacts at least 3 years industry experience. £20K
  - Business Affairs spec. Artist management. Fast expanding. Local background and knowledge of, or interest in classical music and the arts. £22K
- 4th Floor, Trinity House, 27 Margaret Street, London W1N 7BP  
Tel: 0171 637 5100 Fax: 0171 637 1757

## Training for the Music Industry

### Successful Artist Management Programme

Touring & Marketing • Live Shows • Promotion • Negotiation Skills • Working with A&R • Artist Photograph • Royalty Calculations Artist Marketing & Case Study • Dealing with Record Companies

### Music A&R Programme

Talent Spotting • Record Company A&R Operations • Licensing • Artist Development Publishing Agency A&R • Working with Studios Producers & Producers • A&R Case Study Getting the Best Deal • Developing An Image • Influencing The Media & The Industry

Call GLOBAL on (0171) 583 0236

Now in its second year - the first ever

# MA Music Management



The Music Industry is one of the UK's biggest success stories and today's management professionals need a wider focus and understanding to succeed in a dynamic marketplace.

### The Course

Taught by expert practitioners with in-depth industry knowledge and experience, the course focuses on managing the socio-cultural aspects of the Music Industry.

Modules include Music Publishing, Intellectual Property, Contract Law, Strategic Management and Negotiation & Communication.

We are now booking for October 2000. [www.bouc.ac.uk/leis.htm](http://www.bouc.ac.uk/leis.htm)

For a chat about the course ring Chris Kemp on

01494 605164

### The Choice

Teaching is delivered in an informal, student-focused style and you have the choice of studying full-time (one year) or part-time (two years) to fit in with your career commitments.

It is also possible to have prior professional development assessed which can reduce the number of modules to be studied for the award.

**Buckinghamshire Chilterns UNIVERSITY COLLEGE**  
"providing quality teaching, scholarship and supportive research"

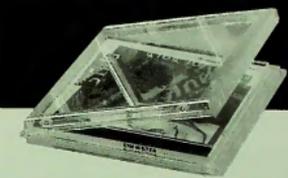
## In store security cases

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



contact Mike or Steve

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



## MANUFACTURING

### Video Duplication & Dubbing

- Professional VHS Duplication
- Hi-Fi Stereo PAL & NTSC
- Musication, anthology, archive
- Masters CD
- CD Duplication
- Free delivery in the UK plus
- Broadcast dubbing
- Multiple Beta SP dual
- Masterdisk conversion
- Editing, printing, packaging
- UK & overseas distribution

### TC VIDEO

Masterdisk, copy, video

Tel: 0181 904 6271 Fax: 0181 904 0172

## SPACE WANTED

Newly signed artist requires work space to use her demo recording equipment near to London N16. Call Alex Noyes at Shalit Management on 0171 379 2822

## CASH PAID

REVIEWERS/HANDY BUYERS/PRODUCERS We Want Your **CDs, Tapes & EPs** CD Single, 12" EP, 7" Single, 7" Promo, Acoustic & CD-R, R.O.S. Cassettes, Music Boxes, CD-ROMs, Video, Records, Complete Collections, CD/DVDs, Demos, Sheet Music, LPs & Overlays, Music Libraries, etc. Contact Simon or Martin on...

Tel: 01747 816999  
Fax: 01747 816418  
e-mail: [slimon@ell.com](mailto:slimon@ell.com)

## STUDIO SPACE

### 9 SEXY

New Program/Production

Recording Studio in H. London, Soundproofed, with vocal booths, wooded floors, alarm, video. Also offers for music/vid graphics by...

0831-583-553

## RETAIL

Displays for music, games, magazines, books, video, DVD

**Best Price in Town.**

Tel.: 01296/615151,  
Fax: 01296/612865  
e-mail: [info@lift-uk.co.uk](mailto:info@lift-uk.co.uk)  
http: [www.lift-systems.at](http://www.lift-systems.at)

**LIFT**  
Systems with future.

## THE MUSIC STOREFITTING SPECIALIST

MUSIC VIDEO & GAMES DISPLAY & STORAGE CHARTWALLS & COUNTERS

NEW RANGES FOR ALL BUDGETS NEW DESIGNS FOR ALL FORMATS

FREE PLANNING & DESIGN IN-HOUSE MANUFACTURE AND INSTALLATION



**INTERNATIONAL DISPLAYS**  
TEL: 01480 414204  
FAX: 01480 414205  
e-mail: [idsales@cwcom.net](mailto:idsales@cwcom.net)

## TIDY UP THAT MESS!

New Record Collector Storage Racks  
Hi-capacity modular steel units available in any colour for all formats  
12" Vinyl, CD & Playstation MC and Mini-disc, Video & DVD modules available - eg: £250 for 1000 x 12" records filed on a divided 5-shelf module (includes delivery & VAT)

Call ID Sales Office for further details - Tel: 01480 414204 Fax: 01480 414205 email: [idsales@cwcom.net](mailto:idsales@cwcom.net)

## STOCK CLEARANCE

## OFFERS INVITED

Record Dept. Closure

Entire stock to be cleared

Lowestoft Electrical Co.,  
127 London Road North,  
Lowestoft, Suffolk  
01502 565800

## PACKAGING

### THE DAVIS GROUP

Specialists in the design and production of all types of packaging for the music industry. Call ROBBIE on 0181 951 4264

## FOR HIRE



### Jukebox Showroom

Specialists in Hire and Sales of Vintage and Modern Jukeboxes

Tel : 0181 992 8482/3  
Fax : 0181 992 8480

### JUKE BOX SERVICES

OVER 300 JUKEBOXES IN STOCK  
0181 288 1700  
15 LION ROAD, TWICKENHAM MIDDLESEX TW1 1JH

## BLACKWING THE RECORDING STUDIO

Customers include: Pain, The World End, Jason Jones, Tracey Gold, Underworld, Shazna, Sean O'Meara & The High Llamas, Estelle, Terence Trent Darrow, George Blaise, Scaris, Ian Ballamy, Warm Water, Grant Linstead, Jiggy, Symposium, Dawn of the Precincts, Malinwa, Phoenix, East Beach, Night Horse, Clones, Greenyell, Terence Van, Billy 28  
0171-261 0118  
[www.blackwing.co.uk](http://www.blackwing.co.uk)

## CED

1 Darrington Close Sunderland Road, Sandy, Beds. SG19 1RW  
The full equipment service for music, video and multimedia stores. Standard ranges of WALL UNITS and GONDOLAS, COUNTERS and STORAGE, FSDU's and DUMP BINS, ACRYLIC DISPLAYS and GRAPHICS.  
All manufacture is 'in house'.  
A bespoke design, store layout and computer visual package is available, supported by an installation team.  
For further details please contact CED phone fax or E-Mail  
TEL: 01797 682295 FAX: 01797 682229 E-MAIL: [ced@conceptgb.com](mailto:ced@conceptgb.com)

# RETAIL FOCUS: VIRGIN MEGASTORE

by Karen Faux

Spaciousness and clear signage are important characteristics of Virgin's new Megastore in Piccadilly Circus which is designed to offer music buyers one of the most enjoyable and effortless shopping propositions in the capital.

Manager Mark Perkins testifies to the success of the formula. "So far we have been delighted by levels of business," he says. "In its first week the store notched up the highest average spend per customer of any Virgin branch and the opening proved that Westlife really helped to get it off to a flying start."

Piccadilly features the new silver-coloured fixtures which were introduced in Virgin's Bluewater branch and racking is lower than in most Megastores, providing the customer with a bird's-eye view of the floor from any standpoint. "It makes it easier for people to orientate themselves and it also means there is less jostling," says Perkins. "Signage is very clear and we have colour-coded categories to make it easy for people to find what they are looking for."



Virgin Megastore Piccadilly: user-friendly atmosphere

The user-friendliness of the store is enhanced by 24 listening posts including six which are dedicated to customers' individual choices, top-of-the-range DJ decks on the lower ground floor and separate classical and specialist sections complete with

## FOCUSING ON THE CUSTOMER

Manager Mark Perkins says that his Piccadilly store is passionate about the level of service it offers to the customer. Out of its 120 staff it has a nucleus of around 15 people who form a dedicated customer focus team. "These members of staff are highly visible and wear badges which indicate to customers to that they are on hand to help," he says. "We have been blessed by how many experienced and knowledgeable people have come forward to fill positions here and the quality of our staff is very high."

comfortable armchairs. Shoppers are encouraged to linger in the Coffee Reserve concourse and there is a Ticketmaster outlet catering for theatre- and concert-goers. The store intends to maintain a high-profile with PRs and signings. "Later today, ballerina

Darcy Bussell is here to sign copies of her video and she has invited a number of guest celebrities," says Perkins. "Earlier this week we launched an exclusive 20 video boxed set for Dad's Army and actor Ian Lavender came in to promote it."

This week albums from Queen, Cher, Simply Red, Ian Brown and Mariah Carey have been perfect for its core customers, who are predominantly UK and overseas tourists and the video department is also currently giving a good return, fuelled by a two-for-£5 offer. Perkins reports that best-sellers include Mask Of Zorro, Shakespeare in Love and The Exorcist.

For Perkins the move from Virgin's Kings Road, Chelsea, branch has been an exciting one. "This store has a bigger turnover, employs more staff and has extended its opening times," he says. "The important thing is that it's fun to work here. We communicate this to the people we employ and it filters through to the customers."

## IN-STORE NEXT WEEK (from 22/11/99)



**Windows** - Whitney Houston, Sony Nice Price campaign with three CDs for £21 or £7.99 each; **In-store** - Paul McCartney, Illumina, Death In Vegas, Beth Orton, Fire And Skill, Beastie Boys, Joshua Bell, Rossini, Beck, Supergrass; **Press ads** - Rico, Supergrass, Sony campaign, Joshua Bell, Paul McCartney, Death In Vegas, Beth Orton, Fire And Skill, Beastie Boys, Illumina, The Clash, Eurythmics, Rossini



**Singles** - Melanie C, Loli, Phats & Small, Boyzone, Martine McCutcheon, Alice Deejay; **Albums** - Beastie Boys, Now 44, Chiggers' Disco, Disco Fever, The Mavericks, A1, Michael Bolton, Lightning Seeds, Chris Tharant's Millennium House Party, Celebration 2000, Best Dean Frank & Nat Album In The World...Ever, Best Christmas Album In The World...Ever; **Video** - five Cinema Club titles for £29, buy one and get one free with Best Of Bond and Friends, Prince Of Egypt



**In-store** - Buy 4 Friends video and get one free, two rock or pop CDs for £15, two classical CDs for £10, buy a mid-price video and get one free, save £2 on Boots exclusive CDs



**Album of the month** - Warp 10th anniversary album: **In-store display boards** - Depth Charge, The Revolutions, Electro Boggie, 2 Lone Swordsman, Soulvax, Wheat, Mouse On Mars, Syclobomb



**Windows** and **In-store** - Christmas campaign featuring all new releases; **Press ads** - Jamiroquai, Mary J Blige, Longpigs, Artful Dodger, Coal Chamber



**Singles** - Martine McCutcheon, Boyzone; **Albums** - Mavericks, Lightning Seeds, Classic Love; **Windows** - Mavericks, A1, Will Smith; **Listening posts** - Lightning Seeds, Michael Bolton, The Very Best Of The Nineties



**In-store** - Lesley Garrett, Buffy The Vampire Slayer, Shola Ama, Cat Stevens, Bob Marley, Garth Brooks, Tori Amos, Phats & Small, Ian Brown, Andrea Bocelli, John Barry



**Singles** - Alice Deejay, Jay-Z, Heppurn, Loli, Martine McCutcheon; **Albums** - Cold Feet, Disco Fever, Celebration 2000, Now 44, Simply The Best Christmas



**Singles** - Texas, Lightning Seeds, Gianna Kid, Garbage, Blur, Gomez, Ocean Colour Scene, 702, Groove Armada; **Albums** - The World Is Not Enough OST, Paul Rodgers, Led Zepplin, Pokernoz; **Windows** - A1, Thunderbirds, Beck, Lightning Seeds, Enrique Iglesias, Metallica, Now 44, Celine Dion, Alana Morissette; **In-store** - Best Of The 90s, Cat Stevens, Marc Anthony, Culture Club, The Mavericks



**Special listening posts** - I-Cubs, DJ Pippi, Wide Angles, Handsome Boy Modeling School, Emilia, Torrii; **Mejo** recommended retailers - Luther Allison, Fleetwood Mac, Jack Bruce, Sly & The Family Stone, Spirit, Junior Kimbrough



**Singles** - Martine McCutcheon, The Offspring, Supergrass, Beverly Knight; **Windows** - The Simpsons, Outlawz, Club, Charlotte Church, Fun Lovin' Criminals, Beck; **In-store** - Christmas campaign, Martine McCutcheon, Supergrass; **Press ads** - Men Behaving Badly, The Simpsons, Culture Club; **Outdoor posters** - Tina Turner, Diana Ross, Eternal



**In-store** - Lightning Seeds, Beck, Alanis Morissette, Ocean Colour Scene, Celine Dion, Charlotte Church, The Corrs, Buffy The Vampire Slayer, Shola Ama, Will Smith, Mavericks, Chris Rea, Best Of Bond



**Singles** - Martine McCutcheon, Boyzone; **Albums** - Mavericks, Lightning Seeds, Classic Love; **Windows** - Mavericks, A1, Will Smith; **Listening posts** - Lightning Seeds, Michael Bolton, Very Best Of The 90s



**In-store** - Robbie Williams, Fio, Diana Ross, Chris Rea, Nat King Cole, Stereophonics, Lightning Seeds

## ON THE SHELF

LEE DAVID,  
manager, The Jungle,  
Swansea

"During the summer lull we took the opportunity to move premises and now occupy a High Street site that is three times the size of our former store. Business has increased steeply since the move and seasonal sales are comfortably outstripping the same time last year. We are definitely looking at our best Christmas in five years of trading."

"We've expanded our range right across rock, pop, AZ and chart product, and now have four listening posts including our own one. Singles are an important format for us and we have a chart wall that occupies 5m of wall space. We generally don't do any promotions or multi-buys because we are consistently cheap on product. All our CDs, including the latest chart titles, are offered at £10.99 and this has given us a very good reputation for price."

"There are no complaints about the quantity of new product coming through and

the past few weeks have been particularly good. Of this week's singles, Stereophonics have been our biggest seller. They are a local band and have been one of our best-sellers throughout the year. There has also been plenty of demand for singles from Will Smith, Robbie Williams, Paul Van Dyk, Travis and Beck. We are getting a lot of enquiries for Melanie C and Boyzone."

"**FO Fighters** and **Rage Against The Machine** are still selling well from last week and the fastest-moving new releases include **Lionel Brown**, **Five** and **Queen**. **Shania Twain** and **Steps** are proving album stalwarts while compilations including **Gatecrasher**, **Essential Millennium** and the **Ministry Of Sound Annual** are flying out."

"We will be open over the Christmas bank holidays and it doesn't look as if I'll be getting many days off. We've got a pool table at the back in what we call the Jungle games room so it is not too much of a hardship."



"Although I'm rushed off my feet at the moment I've found time to go to quite a few gigs recently. I particularly enjoyed singer-songwriter David Gray in Wolverhampton and it seems he is building quite a following. I have high hopes for his next single, Please Forgive Me, which is mixed by Orbital's Paul Hartnoll and has been getting plenty of exposure from Pete Tong on Radio One."

"This week **Primal Scream** are back with their new single **Swastika**. Sales are going well and there is a lot of interest in their new album which is going to be our first significant release of the new year. We are also hoping for a high chart entry for Suede's **Can't Get Enough**. Meanwhile the new single from duo **David's Daughters** is going well in our more dance-based shops. **Stereophonics** have been a phenomenal album seller for us this year and their new single, **Hurry Up And Wait**, is giving it a new kick."

## ON THE ROAD

DAVE MANSFIELD,  
3MV rep for West Midlands  
and Staffordshire

"Next week **Geneva** are back with a single entitled **Dollars In The Heavens** and we also have a limited-edition **Underworld** single featuring new mixes from the album."

"We've got a lot of demos pending to talk to our stores about. **Marie Plu's** Communication, which features a mobile phone ringing, has already been number one in the club charts and I'll be pre-selling it next week for release on November 29. **Artful Dodger's** **Rewind** has just moved up to the A-list on Radio One and looks as if it will have big crossover potential when it is released on the same date. **Airscape's** new trance tune **L'Esperanza** is also getting a lot of specialist exposure on Radio One."

"We are currently offering a good mix of dance and indie product which is ideal for my region which is fairly varied in taste. The **Ministry Of Sound Annual** is without doubt going to be one of our biggest Christmas sellers as it has been in past years."



If you are wondering why it all went off in Dublin, then clock these stats: 10,000 litres of Carlsberg and Guinness, 400 litres of Finlaid vodka and 350 litres of Jameson whisky were downed by guests at the overcrowded aftershow party. One of those unlikely to be knocking back too much was GERRI HALLIWELL, who made light of her much-publicised drinking bout last Saturday as she presented the best dance act award (1). The official aftershow do was just one of many being thrown around the city. At Trevor Nelson's Lick party, guests such as WHITNEY 'BOBBY' (2, pictured arriving at the awards), PUFFY, MARIAH, MISSY and MARY J decided to perform. So too did leggy Pop, Bone and Marilyn Manson over at HQ's, together giving an impromptu rendition of Johnny B Goode. It was amazing the number of stars who discovered their Irish roots in advance publicity for the show. Backstage, even Puff Daddy told anybody who would listen his real name was Sean, Ronan Keating quipped 'Puff Daddy's a best farmer, and it's Mariah Carey from Tipperary', One lot who didn't have to look far into their family tree to find their Irish roots were B\*WITCHED, who performed to fans outside (3).

Remember where you heard it: A&R vet Chris Briggs celebrated his 50th birthday in style with a dinner at West London's Cibo restaurant with old muckers such as **Tony Calder**, Tracey Bennett, Paul Conroy, Kevin Godley, Gail Colson and the IE Music crew (including **Robbie**) in attendance. By a quirk of good timing, Briggsie looked set to receive an even better birthday present on Sunday – a number one single...Former PolyGram colleagues David Munns and Alain Levy have been far from idle of late. But exactly what sort of web could the two heavyweights be spinning to catch new business? ...Judd 'Hot Lips' Lander, whose harmonica playing surely turned the Spice Girls' 'Say You'll Be There into a chart-topping hit, could end up helping another Virgin artist to the number one

spot. Judd was in the studio last week adding his distinctive sound to **Richard Ashcroft's** first solo outing...**Peter Webber**, MD of Peter Webber Hire/Ritz Studios, has got the right idea. The former Small Faces roadie is retiring from the business after two decades to run a pub in south Devon, leaving his daughter Lee to run the business... What is **Martin Heath** up to? He nearly received two mentions in this week's issue...Dooley was glad to hear that Ace Records boss **Ted Carroll** is well on the road to recovery following a serious car accident in Carlisle and should be out of hospital in time for Christmas...**Marc Geiger**, the brains behind internet start-up ArtistDirect, must be a happy man:

Universal Music and BMG Entertainment are reportedly considering investing \$30m-\$60m each in the company... Anyone wishing to get in touch with Boyzone's Mike Graham in his new role as a manager should send demo tapes to: PO Box 7282, Swords, County Dublin, Ireland...Now look here young man, none other than

everyone's favourite Old Big 'Ed, Brian Clough, is being honoured at next year's HMV Football Extravaganza. Cloughie is lined up to collect the HMV/Nordoff-Robbins lifetime achievement award at the March 30 event at London's Grosvenor House Hotel where Tommy Docherty is guest speaker...Industry types, including RCA's Dave Shack, Chrysalis Music's Jeremy Lascelles and Radio One producer Rhys Hughes ended up in an interesting Moscow club the other week after a Leeds United match. They claim it was only later that they read in a guide book it is a famous haunt of gangsters and prostitutes...No such excuses for all those who headed down to the Eminem aftershow party on Monday in London's upmarket pole-dancing spot Astral. Yes there was a pole, and yes there was dancing...The Artist, Belle & Sebastian – in their first live TV appearance – and an Asian Dub Foundation/Primal Scream collaboration have been added to the bill at next Saturday's (November 20) Apocalypse Tube in Newcastle...The Music Of The Millennium special went out on Channel 4 last Saturday and not as previously stated.....



Blame Paul McCartney and a bunch of chickens for turning what started out as a friendly, if somewhat intense, pop quiz into what eventually resembled a war zone. Captured here in all their bubble-buffed glory are last year's **MOJO INQUIRY** winners Demino, who at last Wednesday's latest 30-point

instalment at London's Embassy Rooms ended up losing out in a nail-biting tie-breaker with JUST SON'S. Only that was by no means the end of the story, as Demino's rather miffed ALAN ROBINSON (pictured second from the left) then made his way out to the stage protesting in rambléd fashion that a question in a previous true or false round about Macca and some birds had been given the wrong answer. Booming quickly ensued, then paper missiles to ensure the most dramatic ending yet to this enduring series of encounters. In the quiz itself TOWER grabbed third spot and ACE fourth with MUSIC WEEK fifth.

#### CUSTOMER CARELINE

If you have any comments or queries arising from this issue of Music Week, please contact Sophie Moss at: e-mail – smoss@urmf.com fax +44 (0)171 407 7094; or write to – Music Week Feedback, Fourth Floor, 8 Montague Close, London SE1 9UR.

Released on 22nd November 1999  
Features the hit single  
"The World Is Not Enough"  
performed by Garbage

MUSIC BY DAVID ARDEN  
MUSIC PRODUCED BY DAVID ARDEN  
MUSIC FROM THE MOTION PICTURE  
"THE WORLD IS NOT ENOUGH"  
007

For direct lines, dial 0171 940 plus the extension you require. Editor: Aja Scott (8511). A&R editor: Stephen Jones (8583). Chief reporter: Paul Williams (8576). Contributing editor: Paul German. Chart consultants: Alan Jones (8529). Group production editor: Duncan Holland (8549). Senior sub-editor/designer: Fiona Robertson (8552). Sub-editor: Daphne Dodd (8547). Group Special Projects Editor: Chris de Wailly (8571). Special Advertising Editor: Alan Woods (8614). Editorial assistant: Sophie Moss (8544). Deputy group sales manager: Judith Rivers (8568). Sales executive (advertising): Martin Stevens (8612). William Fahy (8520). Christopher T. Morgan (+212 378 0482). Events manager: Louise Stevens (8522). Head of operations: events: Alan Jones (8576). Sales executives (advertising/royalty sales): Anna Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales executives: Scott Green (8523). The Miller Freeman Entertainment Ltd, 422, 5th Avenue, New York, NY 10017. Sales executives (advertising/royalty sales): Anne Speer (8626). Richard Coles (8573). Shane Conroy (8605). Wiroo Humphrey (+212 378 0484). Classified sales

## Pre-Opening

### MidemNet Internet Music Forum

- An entire day focusing on e-business issues
- Outstanding conferences
- Eminent speakers
- Awards for best music websites (online vote: [www.midem.com](http://www.midem.com))

A must for anyone interested in e-commerce

# midem 2000

The Premier International Music Market

23-27 January 2000 - Pre-Opening MidemNet Forum - 22 January  
Palais des Festivals - Cannes - France - [www.midem.com](http://www.midem.com)

## U.K. Subsidy

The D.T.I. offer support for U.K. exhibiting companies at Midem if your stand is booked in time.

## Five non-stop days of top-dollar music business for

- Forging deals (4,000 companies)
- Key executive contacts (10,000 participants)
- Universal representation (93 countries)
- Cutting-edge musical trends (800 artists)
- Experts' opinions and instruction (18 conferences)
- 24h a day promotion (700 journalists)

m u s i c  
r e m i x e s  
t i m e

For further information, call Emma Dallas now on Tel.: 0171 528 0086 or return this coupon to Fax: 0171 895 0949

First name ..... Surname .....

Title .....

Company name ..... Activity .....

Address .....

City ..... Country .....

Tel ..... Fax ..... e.mail .....

UK - Reed Midem Organisation Ltd., Walmar House, 296 Regent Street, London W1R 6AB - Tel: 0171 528 0086 - Fax: 0171 895 0949