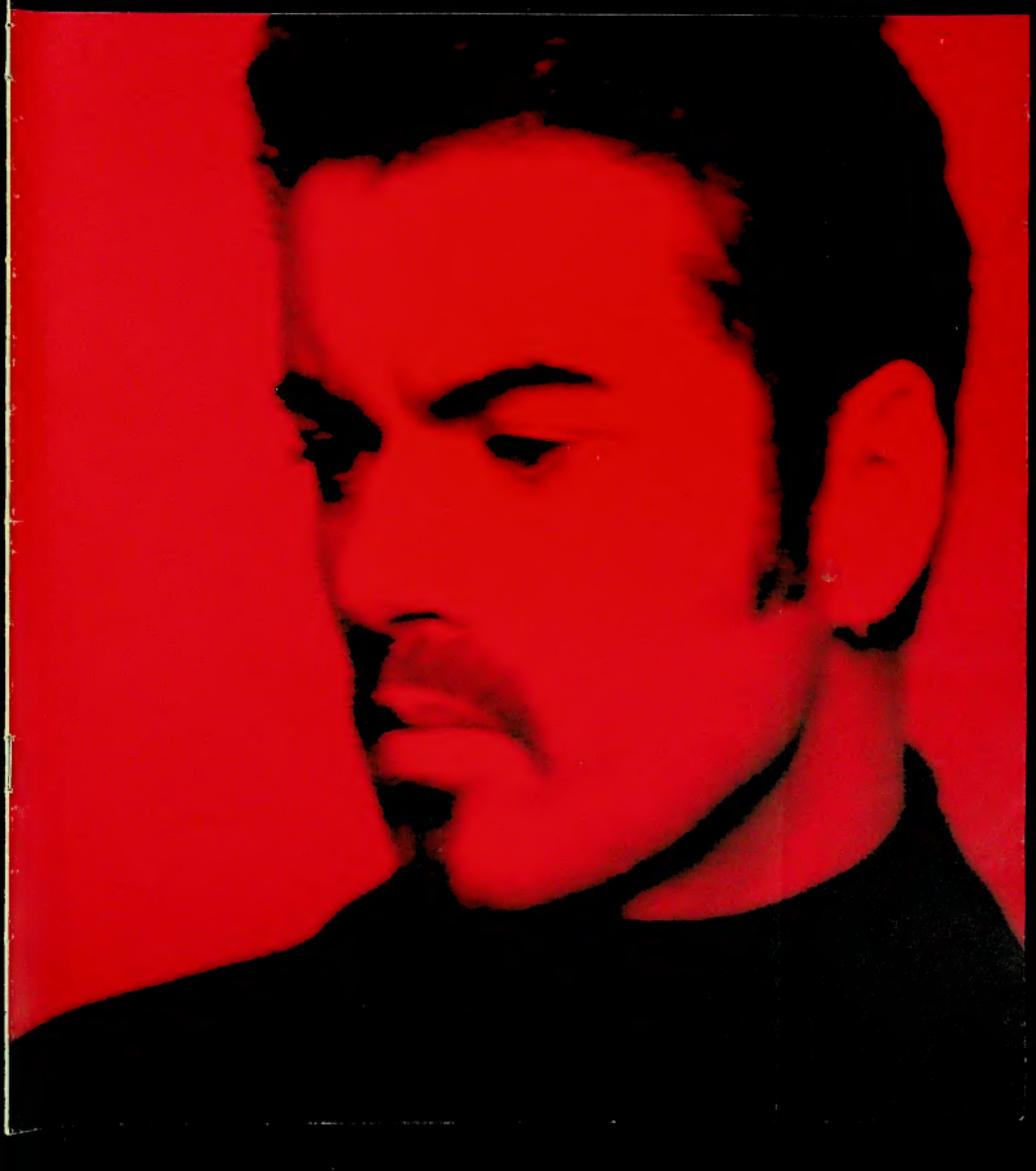


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**NEWS:** Warner Music International chief **STEPHEN SHRIMPTON** unravels a three-point plan for the future



**NEWS:** Capital Radio is underlining its faith in **DIGITAL RADIO** with the promotion of Pete Simmonds



**NEWS:** After their multi-platinum debut, **AQUA** are set to return - but this time their sound has developed



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← 67 Review

## Creation reels as McGee quits

by Robert Ashton  
Creation founder Alan McGee sent shock waves through the music business last week when he called time on his 17 years of running arguably the most influential independent label of the Nineties.

McGee and Creation co-founder Dick Green plan to leave the label in June next year. The move immediately throws into doubt the future of the label McGee founded in 1983, its 20-odd staff and the label's roster of bands, including Primal Scream, Bernard Butler, Kevin Rowland and Teenage Fanclub.

Oasis, the Manchester band McGee talent spotted in 1993, are expected to establish their own vanity label within Sony, to whom they

are signed and which holds a 49% stake in Creation.

Oasis manager Marcus Russell says, "We've been aware Creation was in trouble for some time and as a result of this we have taken the necessary steps." However, a Creation spokesman says, "Alan and Dick chose to leave without any pressure from Marcus, [Ignition, Sony or anyone else]."

McGee, whose label recorded a profit of £1.2m according to its most recently filed accounts for the year to July 31, 1998, was due to start re-negotiating Creation's current contract with Sony which expires in 2001.

In a statement McGee says, "I feel like trying my hand at some



**McGee: 'trying some new things'**  
new things". He has already invested in Internet portal Clickmusic (see p4) and plans to expand his web, radio and film interests. A new record label is also not being ruled out by those close to him.

Russell says he has taken steps

to ensure the dozen-strong marketing, press and promotions team closely associated with Oasis continues to work the forthcoming Go Let It Out single and Standing On the Shoulder Of Giants album.

Alan's announcement that he is leaving is of no consequence. We wish him the best, but it's irrelevant to us if we have our own team in place," he says.

He adds it is "not a logical step" that Oasis would record on his ignition label, which released The Jam tribute album. Insiders suggest the most likely scenario now will be for Sony to purchase the remaining 51% of the catalogue-rich Creation, prune its roster and move it inside one of its own labels. Oasis will

then release records on their Sony-owned imprint.

Managers of Creation acts, who were informed of McGee's decision along with Creation staff on Thursday, say it is too early to say what will happen. Teenage Fanclub manager Chris Banks says he will visit McGee this week to discuss options for his band, which joined Creation in 1990 and are due to deliver their fifth album next year.

"Alan has a lot of courage and has put his money where his mouth is. This is like the end of an era because suddenly accountants are taking over," he says.

Richard Gordon, manager of Mishka, says, "It was a shock, but we wish Alan and Dick the best."

## Straight quits WEA and rejoins Dickens

Veteran Warner Music executive Phil Straight has quit his post as WEA's director of international artist development to be reunited with Rob Dickens at Instant Karma.

Straight, who joins Dickens' label on January 4, left the major on Friday, bringing to an end at total of 25 years' service. During the course of two stints, he worked with artists as diverse as Chic, Led Zeppelin, Madonna and REM.

His departure comes six months after another of Dickens' longest-serving executives, finance director Roger Brighton, lost his job at the major.

Straight, whose exact Instant Karma role has yet to be determined, says he is looking forward to working with Dickens again.

"He's very exciting to work with and to work at a small label like this will be very interesting and a good challenge. It will be good for me," he says.



**Manic Street Preachers** frontman James Dean Bradfield presented his publicist Terri Hall with the **Woman Of The Year** award at a ceremony at London's Intercontinental hotel on Wednesday night. As well as campaigns for artists as diverse as the Stone Roses and Kylie Minogue, the boss of Hall Or Nothing also founded The Philip Hall Fund For Cancer Research in memory of her late husband and the company's founder from whom she took over in 1993. The evening's other winners were: lifetime achievement - veteran producer, songwriter, promoter and manager **Vicki Wickham**; accolade award - **Maggie Crowe**, who is PA to BPI director general John Deacon; and special achievement - **Lorraine Barry**, director of international marketing at Virgin Records.

With a new management team currently being recruited to Warner by UK chairman Nick Phillips, Straight adds that now is the perfect time to move on.

Instant Karma chairman Dickens says Straight has been "reborn" at the prospect of being involved in the new venture. "He's got the same thing I had. Just a few times in the office, meeting the staff and hearing the music and he's completely re-invented," he says.

## Cliff stays on course for single glory

Cliff Richard was yesterday (Sunday) hoping to defy the odds by scoring his first UK number one single in almost nine years with The Millennium Prayer.

Despite winning hardly any airplay outside of chart shows, the Pappillon-issued single was a comfortable 12,000 sales ahead of Wandurbe Project's King Of My Castle by the end of Thursday with

Boyzone's Every Day I Love You trailing in third spot.

Chrysalis-owned Pappillon's managing director Mike Andrews says he is not surprised about the single's performance. "It's believing in the record 100%, having an artist willing to support it 100% and when one avenue of promotion is closed off you go down another one," he says.

## High Street retail rivals stick to guns over price

Rival High Street retailers are holding firm on price at present in the wake of Asda's decision to reduce its single album chart CDs to £11.99.

With the prospect of a price war still on the horizon, the key retail players say they currently have no plans to lower their prices in response and plan to carry on with their pre-Christmas mark-ups and in-store price promotions.

Virgin Megastores commercial director Steve Kincaid says his company believes its offers are strong enough already. "There's no point in reacting to an £11.99 price cut," he says.

"If we sold our CDs at £11.99, I don't know how long we'd stay in business unless we had a massive volume increase," he says.

HMV says it is concentrating on its current festive promotions, including a £75 voucher giveaway to anyone spending £20 or more, while WH Smith is pressing on with its own £12.99 offer on all CDs. The promotion, in place before the Asda move and running indefinitely, offers 500 bonus points to club card holders in each store, effectively reducing the price to £11.99. Woolworths is sticking with its £12.99 chart price, while Tesco says it is not introducing additional campaigns in response.

Our Price is also maintaining its pricing levels, although managing director Mike McGinley expresses



**Kincaid: rejecting price cuts**  
sympathy with Asda's attempt to promote uniform CD pricing across Europe.

"The supermarket hopes to see CD prices fall to £9.99 by the end of next year.

"We're increasingly finding we're being undercut by independents who are sourcing product from Europe and selling it for £2 or £3 less which we cannot meet," says McGinley, although he adds that retailers will not be able to absorb price cuts as low as Asda proposes. Instead, he concludes, record companies would have to cut their dealer prices. "Nobody's going to willingly give up their margins," he says.

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# GR Japanese smash helps EMI boost interim profits by 10%

by Alex Scott

Japanese teenage artist Utada Hikaru helped EMI Music post a 9.9% increase in underlying profits before tax to £75.4m despite a weaker performance in the world's other largest three markets, the US, the UK and Germany.

Hikaru has sold an exceptional 9m copies of her debut album *First Love* in Japan, helping the major boost its market share in the territory from 6% a year ago to 15%. Asia, including Japan, more than doubled its sales to contribute 21% of the group's total £1.08bn turnover during the six months to September 30, and 35.7% of its £11.9m operating profit. UK derived turnover slipped marginally to account for 10.6% of the total. EMI also profited from its invest-

ment in internet start-up musicmaker.com, in which it took an initial 50% stake. Following its successful stock market flotation, EMI reduced its stake to slightly more than 40%, pocketing £24.8m in the process. This propelled total pre-tax profits up 71.6% to £88.5m.

The musicmaker.com deal is just one of a number of internet investments as the major develops its internet strategy. Group chairman Eric Nicol predicts that up to 10% of the company's business will be conducted via the internet within five years. EMI Music chief executive Ken Berry says that "overall the new media market will grow the business dramatically because we are going to make it so much easier for people to get new music." He adds he expects the revenues from



Berry: backing new media market new media to be balanced during the next few years by the company's investment in this area.

EMI Music Publishing put in another strong performance, increasing turnover by 8.1% to £158.7m and operating profit by 2.5% to £40.7m during the period,

thanks in part to the acquisition of the Windspeed Pacific catalogue.

In a detailed results statement, the company reported the return on sales it achieved for each part of its business: 25.6% for publishing; 8.5% for recorded music (including musicmaker.com); and 11% overall (2.3 percentage points of which were contributed by the musicmaker.com deal). Berry says that as the overall business grows, the total ROS figure is "unlikely to move dramatically from where it is".

Berry adds that the company is examining all areas of its online and offline business, including distribution and manufacturing. Like the other majors EMI is considering joint ventures or third-party deals in some of these areas to improve its margins although no deals are imminent.

## BMG CONTROVERSY CONTINUES

The power struggle between Arista president Clive Davis and parent group BMG Entertainment over the choice of his successor continued in the US tabloids last week. A New York Post story claimed that Davis tried to appoint Richard Griffiths as his successor two years ago but was "shot down" by BMG top brass. BMG wants to name Antonio "La Red" Cuevas of LaFace Records, as Davis' successor.

## SWEDEN TO HOST MTV AWARDS

Sweden has been confirmed as the host country of next year's MTV Europe Music Awards. The seventh annual awards will be broadcast live from Stockholm's Globen Arena on November 16 next year.

## NEW NUMBERS AT WEA

WEA's office in west London's Kensington High Street is changing all its telephone and fax numbers from next Monday (December 6). The new general number will be 0207 363 2500.

## HITCHENS MOVES OVER TO IMP

Barry Hitchens, finance director of Warner/Chappell for the past 12 years, has taken up the same position at the publishing company's sister print operation International Music Publications. Hitchens will be succeeded on December 1 by Palm Pictures' head of finance Mike Levin.

## GRANADA SLAMS GINGER DEAL

Takeover talks between Scottish Media Group (SMG) and Chris Evans' GINGER Media Group were slammed last week by a key SMG shareholder. Granada, which owns 18.6% of SMG, said the £225m SMG was prepared to pay for the radio and TV group was too high.

## VINYL SUPPLEMENT

Sasha's Xpander EP was cut by Noel Summerville at Transformation Mastering and not as printed in the vinyl supplement in last week's Music Week. Meanwhile, retailer CD2's web address is 101cd.com and not as printed in the Online Retailing supplement.

Specialist programming is coming to daytime Radio One for the first time from January 23 with the recruitment of UK garage DJs The Dream Team (pictured) to present a programme on Sundays between 10am and 1pm. The trio will be playing R&B, soul and garage in the show, which the station's managing editor Ian Parkinson says is part of Radio One's aim to bring the best new music to the widest possible audience. Mark Goodier, who currently occupies the slot, will continue hosting the Saturday breakfast show and Sunday's Top 40 programme. Meanwhile, Johnnie Walker is returning to Radio Two's weekday 5pm to 7pm drivetime slot on December 6. The present incumbent Richard Allinson will move back to 10.30pm to midnight, Monday to Thursday. A permanent host for the 3.30pm to 5.30pm Saturday show, previously hosted by Walker, is still to be announced.



## Murrell to leave KPMG to join recruitment firm

KPMG's media and entertainment chairman David Murrell is leaving the leading accountants and consultants after three decades to join a recruitment firm.

The high-profile chartered accountant, who founded KPMG's International media and entertainment practice in 1984, moves on January 4 to GKR, one of the UK's leading executive search and recruitment organisations. Here he will work in the specialist Information, communications and entertainment (ICE) team in search and recruitment.

His move to GKR brings to an end a 31-year run at KPMG where he has been a partner for the past 18 years. His roles include UK and European chairman of KPMG's ICE global ICE practice, and UK and worldwide marketing chairman.

Murrell, who leaves KPMG on December 24, believes his new job will be a "great challenge". "I was never going to be at KPMG for many more years and it's going to be a change for them and a change for me," he says.

## Heavenly links with EMI for global joint venture

Credible indie label Heavenly last week struck a worldwide joint venture with EMI-Chrysalis seven months after the expiry of its deal with Arista/Deconstruction.

As well as starting the popular London club The Heavenly Social, the label is best known for having been involved in the early careers of Manic Street Preachers, Pnau, Scream, St Elienne, Andrew Weatherall and the Chemical Brothers.

Heavenly managing director Jeff Barrett says, "We like their style - it's the same as ours. We believe that the success the label has had with artists like Robbie Williams and Fun Lovin' Criminals and that [EMI-Chrysalis's managing director] Mark Collen's involvement prior to that with Blur and Radiohead has started a heritage that has opened doors that we aim to build through during the coming years."

Collen, who continues to A&R Beth Orton and Dot Allison on a consultancy basis for Arista/Deconstruction, currently has a blank roster but is known to be negotiating



Collen: "biggest" deal of 1999 to sign several artists in coming weeks.

Collen describes the move as his biggest deal of the year, adding that he has long been a fan of the work of Barrett and co-managing director Martin Kelly. "Heavenly will continue to be run separately. There will be a marketing backup response as much as they need, but it will be a lot more independent than [EMI-Chrysalis's dance arm] Positiva," he says.

"I think they can sign huge world-class acts. Jeff's got great taste and I really think that his time has come. They have a talent for nurturing at a level majors couldn't," he adds.

## New Capital festivals join Party In The Park

Capital Radio's Party In The Park is set to return to London's Hyde Park next year with the third annual one-day music festival lined up for Sunday, July 9.

The event, which last year attracted a crowd of around 100,000 people, is being staged alongside four other group festivals around the country under the same banner. Capital-owned Power FM's event takes place in Southampton on May 28, Southern FM's in Brighton on June 25, Red Dragon's in Cardiff on August 5 and Birmingham's BRMB on August 20.

Capital Radio group director of programmes Richard Park says that in a short space of time Party In The Park has become the leading music event of the summer.

## Station of the Year 1999

The renaissance of Radio 2 has been one of the success stories of 1999.

To celebrate this success, Radio 2 and Music Week are producing a special stand alone supplement to tie in with our Christmas issue dated December 25 (published on Monday, December 20).

So take this opportunity to show your support and thanks to Radio 2 by placing an advertisement in this very special issue.

Call the Music Week Sales Team on 0171 840 8500 for details  
Booking deadline: Friday, 3 December 1999

## MCGEE: DON'T FIGHT IT FEEL IT

Alan McGee has been issuing signals that he has grown tired of the record business for some time. But when he was bounced into announcing his departure from the label he set up 17 years ago last week it still felt like no less of a surprise.

Creation may not have enjoyed much success of late, but it still remains one of the most important labels of the decade. As such, its likely demise says a lot about the state of the business.

For a label that has specialised in guitar-based music, the past couple of years were never going to be easy given the dominance of short-term, marketing-driven pop. Ironically, last week's announcement came just as this musical cycle looks like it is running out of steam. Of course Creation has not just specialised in guitars – its now-defunct offshoot Erupition was the label that first released the Wandou Project's *King Of My Castle* in the UK last year. But the record did nothing at the time and it was only when it had been heavily re-mixed and was picked up by AM-PM that it became a UK number one. Another story of major label marketing muscle over underground creativity, perhaps.

Although McGee has yet to unveil in full his future plans, it looks certain that they will involve music. After all, just like Clive Davis, a very different sort of music man who also looks set to entering another phase in his career, once music is in your blood, it can never be bled out.

Let us hope so. We may not always have agreed with everything that McGee has said, how he has chosen to say it, or the questioning manner in which it has been received in certain quarters, but there are far too few individuals like him in the industry.

Whatever the state of contemporary music, today's business lacks genuine originals who are not afraid to shout out what they believe in, who are proud of their passion.

To quote Primal Scream, Don't Fight It Feel It. *Ajax Scott*



## Growth of local repertoire key to Shrimpton's vision

by Ajax Scott

Stephen Shrimpton has vowed to increase the "cross-pollination" of repertoire between territories following his expected promotion to succeed Ramon Lopez as chairman and CEO of Warner Music International.

Shrimpton, a WMI veteran of 13 years who formally takes up his new post on January 1, says he has three aims: to increase the focus given to Warner's US products; to sign and develop more domestic repertoire in key WMI territories; and to increase the efficiency with which product is transferred from territory to territory.

He highlights the UK, Germany, France and Japan as territories where there is particular scope for bringing even more focus on local repertoire. "Under Nick Phillips the UK will be a major source of growth for us in the next two years," he says. "And we're really anxious that countries like Germany really start delivering on their domestic rosters. There are several major territories around the world that we believe could do more for us."

Increasing Warner's focus on cat-



Shrimpton: takes the hotseat

alogue exploitation and special marketing are likely to be key tasks, while insiders also suggest Shrimpton is likely to create a new internal system for working key international releases around WMI's territories. "It's one of the priorities of WMI to develop that priorities list and really deliver in every country in the world," he says.

With Europe accounting for more than 60% of the Warner Music Group's turnover outside the US, Shrimpton describes it as the "jewel in WMI's crown", although he admits

there is scope for further growth because of the company's relative weakness in local repertoire. "The European market is a cauldron, it's very competitive. It's not drastically different to what's happening in the US. Both are being affected by e-commerce and they are markets that are not particularly growth markets. It's complex but it's still a market that we see as an enormous opportunity for us because we underperform the market."

Shrimpton's promotion will ease some of the pressure on Warner Music Group worldwide chief Rager Ames, who was originally appointed to run the company's European operations but leaptfrogged his mentor Lopez to take over the global role from Bob Senel and Tony Daly. The next key appointment will be to find someone to replace him running Europe.

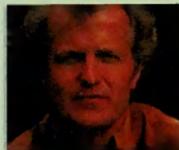
Shrimpton, who worked at Paul McCartney's MPL Communications from 1979-1986 and was previously managing director of EMI Records Australia, says there is no specific timescale for appointing a new head of Europe.

## Branson and McGee put cash into Clickmusic

Five of the UK's biggest entrepreneurs in the music and entertainment business, including Alan McGee and Richard Branson, have plugged up to £5m in the new internet group Clickmusic.

In addition to the Creation and Virgin bosses, Sir Bob Geldof, PR guru Matthew Freud and Richer Sounds founder Julian Richer have all bought into the music portal established in October by former Virgin Entertainment group chairman Robert Devereux. Their combined stake is worth around 10%.

The service, which guides users to one of the estimated 5m music websites most appropriate for their search, will use the new capital to improve the content and marketing of the site. Clickmusic managing



Devereux: attracting investment

director Brock Lancashire says the investment will not be "dumb money" and she expects the five to contribute ideas.

McGee says, "I invested in the management team and the concept. I like the fact that it's independent and wanted to be involved

In something that provides such a perfect platform for the music business and an equally vital resource for the UK user."

Meanwhile, Woolworths is hoping to drive up music sales after it begins trials of its own internet site on Wednesday featuring albums from £9.99.

The initiative follows Woolworth's success on Sky Digital's interactive shopping channel, where 80 Woolworth products have attracted several thousand purchasers a week since the retailer became part of the offer in September.

The range of products offered on the new website will be increased to 250 entertainment-related products and 100 toys and gifts.

## WEBBO

## PAN-EUROPEAN PRICING HAS TO COME

Point one: album trade deliveries were down 7.3% in the third quarter. Album sales over the counter were up by more than 4% in the same period. This either means retailers were destocking or that roughly 11% of albums sold in this country were not obtained from a UK record company.

Point two: Asda wants a "magic" £9.99 price point for front-line CDs through which it believes it can increase volume.

Point three: Beggars Banquet is leading the way to pan-European album pricing.

Are these three things related? Most definitely so. I have long argued that record companies need to organise along European lines in terms of profit centres rather than territorial ones. They already do this with central manufacturing, but record companies are now increasing the number of versions they have to manufacture in Europe by giving different bar codes to versions for different territories. They do this to identify who stocks perfectly legal "imports" from other European countries. The cost is increased obsolete stock and higher manufacturing prices.

Meanwhile, Boots has temporarily moved to a £9.99 retail price point and if others want to compete (or lose market share) then they either have to beat up the record companies for discounts or sell at a loss.

They are hardly likely to do the latter, leaving importing as the only option if extra discounts are denied. The Indies are already doing this as a matter of survival and the chains will also eventually have no other option. The only question is who is going to be the first to do this openly and destroy years of record company relationships?

Maybe many are importing already; after all when stock carries the same bar code it is almost impossible to tell where a CD comes from. However, I'd bet on one of the supermarkets leading the way. They have nothing to lose and possess the power (in some cases worldwide) to ignore the record company pressure that will follow.

Pan-European pricing has to come and I'm glad that Beggars, acting with all the flexibility available to an indie, is leading the way.

Jon Webster's column is a personal view

## Edel takes majority stake in Eagle Rock

Edel has acquired a majority shareholding in Eagle Rock Entertainment in a deal valuing the firm at more than £10m.

The fast-expanding German independent, which first bought a stake in the company in January, increased its interest from 17% to 54% after purchasing shares from existing shareholder BMG and by subscribing for additional equity in a deal worth more than £7.5m.

Edel's increased shareholding in Eagle, the company founded in April 1997, by former Castle Communications executives Terry Sheard, Geoff Kempin and Julian Faul, is the latest in a series of aggressive moves by the Hamburg-based company, which already handles Eagle Rock's European distribution. Other Edel deals this year have included buying a 74.9% stake in Europe's other leading independent group Play It Again Sam, acquiring Sony Music's US independent distribution arm RED, launching a publishing division headed by David Hickman and buying Scandinavian indie group Mezg.

## Publishing buoys Chrysalis results

Chrysalis Group's music division has halved its losses thanks to another strong publishing performance and the refocusing of the Echo label.

According to annual results unveiled last Tuesday, the music division posted losses of £1.0m for the 12 months to August 31, a 54.5% improvement on the same period the previous year. Music turnover rose by £500,000 to £28.8m.

The music group's improved fortunes were reflected in the overall group results with turnover rising 8% to £135m, although pre-tax losses worsened by £4.7m to £5.5m. This was partly explained by a £3m write-off on an Australian soap opera, while the company is expecting to return into profit next year for the first time in five years.

Meanwhile, Chrysalis's radio division turnover rose nearly 50% to £27.5m with the division's expansion now including online and digital as well as analogue radio. It operates seven online stations, while it is also bidding for the second London digital

## GROUP TURNOVER

1998	1999	% change		
Music	£27.9m	£28.8m	+3.2%	
Radio	£18.4m	£27.5m	+49.5%	
Visual	£56.5m	£50.3m	-11.1%	
entertainment	Media	£18.9m	£23.1m	+22.2%
products	Total	£127.7m	£135.5m	+6%
Source: Chrysalis				

licence, which is expected to be awarded in May.

Publishing remains the key music contributor, improving its net publisher's share by 14.8% to £6.2m thanks to a succession of big hits from acts including B'Witched, Billie and Martine McCutcheon. The group also claims an "encouraging" performance in the Echo label following its restructuring at the start of the financial year.

Jeremy Lascelles, managing director of Echo and Chrysalis Music Publishing, says of the publishing company, "It shows all the signs of steady growth and sometimes spectacular growth which we set out to do four or five years ago."

## Aire's O'Hara moves to head Atlantic 252

Former Radio Aire programme director John O'Hara has been appointed managing director of Atlantic 252.

O'Hara takes over from Travis Baxter, who was responsible for the station among other duties as managing director of CLT-UAs before he left the company in June.

His key task will be to increase the audience of Atlantic 252, which scored a 0.5% weekly share of total listening in the recent Rolar audience figures for the third quarter. It is understood that Atlantic's Luxembourg-based owners, CLT-UAs, have given him a clean sheet to reconsider the station's output and target new listeners.

"Atlantic 252 is one of the UK's best youth radio stations with a well-established brand which has enormous potential for growth and development," he says.

Prior to joining Radio Aire, O'Hara was programme controller at GNR, where he was involved in the relaunch of London station Melody under the Magic brand. Before that he was deputy programme controller at Radio Hallam.

In 1998 he was voted both Enam Radio and CRCA programme director of the year in recognition of his contribution to the growth in Radio Aire's market share from 11.5% to 16.1% in the two years since he joined the station.

# Simmonds steps up for Capital's digital debut

by Andrew Stewart

Capital Radio Group has underlined its commitment to digital broadcasting by appointing Pete Simmonds, currently programme controller for 95.8 Capital FM in London, to the newly-created post of programme controller — digital.

Simmonds will be responsible for the content of the national digital radio station which Capital is launching at the end of January, to be followed by local services in London, Glasgow, Manchester and Birmingham in the spring.

Working with him will be Capital's head of adult brands Jeff O'Brien, who joined the group at the start of the year and will be overseeing the programming strategy of the new national and London adult contemporary services.

"It's a rare opportunity to start a new national station and I was very keen to do that," says Simmonds, who joined Capital in 1983 and was part of the launch team for Capital Gold Sport in 1987. He was made programme controller in 1997 and has been closely involved in events such as Party In The Park.



Simmonds: new role

"I see it as moving from the present to the future. This is an exciting chance to develop something that people will want to have, a bit like being involved in the switch from records to CDs. Digital radio technology will be taken up because it's better than analogue and is set to become affordable," he adds.

Moving aggressively into digital radio is a key plank in the media

group's strategy to develop its existing businesses. Simmonds says he is keen to exploit the advantages of digital technology to deliver test data streams and explore possible tie-ins with Capital's internet activities. The group recently announced it plans to pump £5.5m into its online business during the next year.

"It's early days, but I suspect that digital radio and internet will pull together in the same way that television and the internet are beginning to do," he says. "My first task, though, will be to get programme on air, since we're starting test transmissions for the national licence in the middle of January. Clearly, we've got a lot to do and there's not a lot of time to get our systems into gear."

Meanwhile, presenter Paul Phear will move across from 95.8 Capital FM to present the new national service's breakfast sequence. A nine-year Capital veteran, he will be the voice of the station during the day. Capital group director of programmes Richard Park will take a hands-on role in the London FM station's programming until a successor is appointed for Simmonds.

## QUEEN IN FREE VIDEO DOWNLOAD

Microsoft is to host a free video download of the Queen and David Bowie collaboration Under Pressure for two weeks from this Wednesday to mark World AIDS Day. The download's audio track ([windowsmedia.microsoft.com/preview/queen/](http://windowsmedia.microsoft.com/preview/queen/)) will be the new Rock mix of Under Pressure, taken from Queen + Greatest Hits, which is being released as a single on December 6.

## BBC TO SELL TOP 40 SHOW ABROAD

The BBC is selling its UK Top 40 Sunday radio chart show abroad for the first time in 30 years. BBC Radio International is marketing the show in two phases. First is a 120-minute package featuring all singles from 40 to number one as well as artist interviews and previews of the following week's releases. BBC Radio international senior marketing executive Alan Stratton says phase two will "look to produce a ready-to-play version of the show".

## NEW HQ FOR FLEMING CONNOLLY

Independent music retailer Now is opening a store at Port Talbot, West Glamorgan, in the first week of December — its third new store within a month. The retailer, which launched branches in Stroud and Metchy Tydfil in November, has 17 independent stores and 20 concessions, including in branches of Debenhams and Alders.

## NEW STORE IN WALES

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## UK SPENDS MORE ON CDS

The average expenditure of UK households on CDs and audio cassettes rose to £3.40p for the year 1998-99, compared with the £3.00 in the 1997-98 period. The survey by the office of national statistics, which sampled 6,600 houses, also shows that the average household spends 60p per week on audio equipment, including CD players.

## DION'S DOUBLE ON PLATINUM

Celine Dion's All The Way... A Decade Of Songs and Steps Steptacular were both certified double platinum by the BPI last week as Shania Twain's Come On Over won its sixth platinum disc. There was a triple platinum award for Now 14 with platinum awards going to Backstreet Boys' Millennium, The Corrs' Unplugged, Genesis' Turn It On Again — The Hits and Geri Halliwell's Schizophonic.

Programme this week % change on (000s) 1998

Top Of The Pops*	5,115	+5.3%
Top Of The Pops II	2,855	+9.1%
TF1*	2,105	+17.7%
CD:UK*	1,906	+21.9%
SMTV	1,803	+45.8%
Live & Kicking	573	-18.2%
Pepel Chart Show*	759	-12.0%
O Zone	646	+9.1%
Later	318	-62.1%

\*combined weekly figures  
Source: Mediapro/MTM/BBW w/o: R/11-99

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Veteran heavy rock bands Black Sabbath (pictured) and Motorhead are among the acts lining up for the second Kerang! X-Fest, which will take place at London's Astoria from November 30 to December 20. The line-up of artists ranges from rock legends to newer groups such as Creed and several acts making their UK debut, among them the bizarre American nine-piece Slipknot. The event marks a determined attempt by the long-running rock magazine to raise its brand awareness, while promoting new talent. "Overall, the Kerang! X-Fest reflects the broad church of rock talent that's out there," says magazine editor Phil Alexander. "All of these bands are very different, but they share a certain attitude. They're not the product of a media hype — they're all for real." X-Fest headline bands include Type O Negative, Reef, Grade of Fifth and System Of A Down, with Creed 77 and Groop Dog Drill on hand to support Black Sabbath and Motorhead. Sabbath will be using their Astoria slot on December 5 as a prelude to their two farewell shows in Birmingham later that month.

## Church enters Christmas race

Sony placed classical artist Charlotte Church in the running for the Christmas number one single spot last Monday following its decision to issue Just Wave Hello on December 13.

The release — which pitches the 13-year-old soprano against acts such as John Lennon and Westlife for the top position — will be her debut single. Sony has not previously released any tracks from her two Top 10, platinum-selling albums.

With the title track produced by Trevor Horn and written by Danny Beckerman, the CD's extra tracks will be her popular version of Andrew Lloyd Webber's Pie Jesu and Karl Heinz Gruber's Silent Night.

The impetus for Just Wave Hello's release has stemmed from its inclusion in the Ford car advertising campaign. Fremantle production manager Chris Griffin says: "We decided to do it because of the very strong reaction at retail and the good reaction to the Ford ad. There's lots of credibility in



Church: debut single

Trevor Horn and Charlotte is this year's biggest-selling new artist." William Hill on Friday put its odds of her being her Christmas number one at 10/1.

Church's second, eponymous album, last week debuted at number 62 in the US chart. Its predecessor has sold more than 1m units.

See US chartwatch, p6.

## DEAG sets aim to be top three live power

Rapidly expanding German concert group DEAG Deutsche Entertainment has set itself the target of becoming a top three live music player in the UK within two years.

DEAG ace Peter Schwenkow revealed the ambitious target as the Berlin-based group, which acquired a 50% stake in UK promoter Marshall Arts in July, unveiled its third quarter results.

For the three months to September 1999 group earnings before interest, tax, depreciation and amortisation increased 250% to DM4.2 (£1.4m) (£19.7m) down from DM59.1 (£19.7m) to DM29.2m (£9.7m).

Schwenkow attributes the reduced turnover to the timetable of events staged this year: in 1998 many concerts, including the Rolling Stones tour, took place during the July to September period, whereas in 1999 the bulk of concerts, includ-

ing Cher and Black Sabbath, either took place in the second quarter or are scheduled for quarter four.

Schwenkow says DEAG is not only aiming to reach a top three position in the UK and Europe by 2001/2002, but is also challenging US promoter and venues giant SFX to become a top three worldwide player by 2002. "[These] strategic targets will involve major investment in the next two years," he says.

In order to achieve this growth DEAG is reorganising into four divisions: artists and tours (covering tours and festivals); urban entertainment (activities such as security and venues); theatres (including the variety theatres in Berlin, Dusseldorf and Stuttgart); and media commerce (embracing all TV production, sponsorship, event marketing and ticketing).

chart file

George Michael's covers album *Songs From The Last Century* was due to go to US radio today (Monday) following a deal secured by Virgin Records last week to handle the singer in North America. Virgin, which replaces DreamWorks as Michael's record company in the region, is planning to release the album in the US on December 14, one week after its release in Canada. There are no plans at this stage for a commercial single in the States, although his cover of The Police hit Roxanne has gone to US radio in line with the rest of the world, while his interpretation of the Passengers soundtrack song Miss Sarajevo may follow. Virgin, which was already Michael's record company for everywhere outside North America, will be releasing the album next Monday (December 6) in the rest of the world. Michael, whose 1996 album *Older* sold more than 7m units outside North America, is not expected to take part in promotion for the release until the new year with the main emphasis instead on heavyweight TV advertising.



As Angels fights its way up the Hot 100 in the US, another Robbie Williams ballad, She's The One, is conquering European radio. Number 10 on the Norwegian airplay chart, 13 in Germany and 14 in Austria, the Karl Wallinger-penned song rises 8-3 on fono's Top 20 of the highest UK-sourced tracks on European radio. Another EMI release, Tina Turner's When the Heartache Is Over, holds at one for a third week.

Led by Spain, where it enters the airplay chart at two, Texas's When We Are Together makes a noisy ascent of the same fono chart with a five-place climb to 13. Texas, also at five with Summer Son, are the main contributors to a five-track Universal tally in the chart, a total shared by EMI but outclassing those of BMG and Warner (three apiece), and Virgin and the indie sector (two each).

Five cannot help but live up to their name when it comes to chart positions. Three weeks after both their current album and single stood at five in the Netherlands, the RCA signees land the highest new entry at the same position in the Australian albums chart with the Inevitable. The group's labelmates Westlife, meanwhile, are busy filling the Australian singles chart with If I Let You Go declining 22-27 as Flying Without Wings enters at 36. On the same chart S Club 7's debut Bring It All Back kicks 7-5.

Cher's The Greatest Hits crashed in at one last week on the German albums chart, so continues an excellent record on air for UK-sourced acts. The album is the fourth UK-sourced album this year to reach one in Germany following Jamiroquai's *Travels Through Space*, Sting's *Brand New Day* and Genesis' *Turn It On Again - The Hits*. It also tops an excellent new release in the market for Warner Music UK whose East West weeks in London and The Russian Winter debuted at two the week before, while fellow East West Part 2 entered at 16.

The artist formerly known as Cher's Greatest Hits III at 15 also makes a return to the German Top 40 last week as his The Ultimate Collection arrived at 31. The same album debuted at 15 in Austria, trailing a trio of UK-sourced albums as the chart's highest three entries. Cher's The Greatest Hits entered at one with *Women's Greatest Hits III* at 14. The same Queen's album claimed the highest new entry at four in Austria, where Cher's debut slipped 18-2.

Having dipped as low as 14, Elton John's Candle In The Wind 1997 was restored to its Top 10 status in Canada last week as it moved up two places from 22 to 10. However, the charity single is by no means the Top 20's oldest recording because David Bowie and Bing Crosby's festive effort Peace On Earth/It's A Wonderful World, recorded for a TV special days before Crosby's death in 1997, entered there two weeks ago at 49. Despite the recent release of the album hours... the 22-year-old track is Bowie's only current Top 20 presence in a major territory.

# Records for BB Mak in the US

by Paul Williams  
BB Mak are set to become the pop face of Disney in the US, following a deal linked with the company's Hollywood Records last week.



BB Mak: face of Disney in the US

The group's record company Jetstar has secured a North American licensing deal with Hollywood, which will give them direct access to the Disney media powerhouse whose huge publishing arm has already helped UK-sourced acts B'Witched and Five to crack the US market.

Diane Young, who manages the band, is confident Hollywood will be able to turn the band into US stars. "They are a massive priority for Hollywood. It sees them as an act it will do everything it can to break them," she says.

Britney Spears and 'N Sync, who all benefited from Disney's various operations.

"The band now have Radio Disney on board, the Disney channel, Disney publications, soundtracks and Disney stores," says Young, who adds a Disney TV special is being lined up for the band for next spring. A debut US release will be tied in for around then.

The US deal is likely to see a firm priority shift towards the States for the band, whose first UK single Back Here only made it to number 37 when released in August. "I feel perhaps it will end up that way. We have to juggle the UK, US and south east Asia," she says.

However, a second UK release - Still On Your Side - is lined up for

the new year with the group's first album to follow.

The album - which has been partly recorded in Los Angeles with producer Oliver Leiber - is currently being completed, although an earlier version was issued in south east Asia on November 15 to meet demand. This version will also be released on December 1. In Japan where the band are licensed to JVC and plan to spend two weeks in January.

BB Mak's Japanese visit will be followed by a trip to the US where initially they are likely to be located for three months. Details of the trip have yet to be drawn up, but are expected to include radio station acoustic performances and shopping mall shows.

## UK TOP 20 AIRPLAY HITS IN EUROPE

Pos	Title/Artist (UK comp)
1	When The Heartache Is Over Tina Turner (Parlophone)
2	I Saved The World Today Boyz II Men (RCA)
3	She's The One Robbie Williams (Chrysalis)
4	The Best Of Me Bryan Adams (A&M/Warner)
5	Summer Son Texas (Mercury)
6	Amn! That's A Lot Of Love Simply Red (East West)
7	When You Say Nothing At All Boyz II Men (Polydor)
8	New York City Boy Fly Snake Boys (Parlophone)
9	Let Us Lie Up And Wait (Epic)
10	Keep On Movin' Five (RCA)
11	Northern Star Melanie C (Virgin)
12	Bring Down The Houses From London And The Daughters (Jive)
13	When We Are Together Texas (Mercury)
14	SUB Believe Shola Ama (WEA)
15	Don't Lose Your Heart The Notorious B.I.G. (A&M)
16	Mad About You Backstreet Boys (Jive)
17	What's Your Gonna Do (Remix) (Jive)
18	What's The Name Of That Girl (Remix) (Jive)
19	Flying Without Wings Westlife (RCA)
20	Let Us Lie Up And Wait (Epic)

Chart shows the 20 most aired UK-sourced tracks on fono's Euro Hit 100 of over 100 stations in 16 major territories.  
UK airplay to fono, all other data to Euro Hit 100.

## GAVIN US URBAN TOP 20

Pos	Title/Artist (US comp)
1	The Cowbellers Between Us Bush (Trautman)
2	Higher Ground (Work)
3	Lean To Fly Boyz II Men (RCA)
4	A Reimagined Jump (Interscope)
5	Great Things (Jive)
6	Take A Chance (FBI Records)
7	Guerrilla Rock Rage Against The Machine (Epic)
8	Dolphin's Cry Jay-Z (Roc-A-Fella)
9	Around The World Red Hot Chili Peppers (Warner Bros)
10	Cowboy Kid Rock (Jive/Atlantic)
11	Falling Away From Me Korn (Polygram/Def)
12	Do Right Jimmie's Christian Black (Mercury)
13	Alive Originals (Jive)
14	Alive Sealrite Boys (Gord Royal/Capitol)
15	She's Got Issues The Offspring (Columbia)
16	Mad About You Backstreet Boys (Jive)
17	Anything But Her (Jive)
18	What's My Age Again? Backstreet Boys (Jive)
19	Put Your Lights On Santana (A&M)
20	Love Backstreet Boys (Jive)

Chart shows the 20 most popular US urban hits for the week ending Nov 26, 1999.  
Source: Gavin/Blackbox.

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

Country	Artist (UK chart)	Sales (UK)
AUSTRALIA	Bring It All Back S Club 7 (Mercury)	6.7
	Inevitable Five (RCA)	5
CANADA	Circle In The Sky Elton John (Mercury)	10.12
	Oliver Gordon's Backstreet Boys (Jive)	21.21
FRANCE	Summer Son Texas (Mercury)	6.6
	The Hula Twins (Mercury)	8.9
GERMANY	New...W... Put Shep Boys (Mercury)	25.24
	Greatest Hits Celine Dion (A&M/Interscope)	1
ITALY	Keep On Movin' Five (RCA)	4.1
	Greatest Hits Celine Dion (Parlophone)	5
NETHERLANDS	Kiss On My Mouth (Mercury)	7.6
	Greatest Hits Celine Dion (A&M/Interscope)	2.7
SPAIN	Don't Lose Your Heart The Notorious B.I.G. (A&M)	6.6
	The Backstreet Boys (Jive)	6.6
US	Bring It All Back S Club 7 (Mercury)	67.75
	The Shrine Of The Dog (Mercury)	63.43

© Source: ARIAS/Scanlon/Scepter Music/First Step/Big Top/Interscope/Black Box/Interscope/EMI/Parlophone/Chrysalis/Atlantic/Def Jam/Interscope/Universal/Parlophone/Warner Bros.

## AMERICAN CHARTWATCH

by ALAN JONES

It must be Christmas. A total of 21 new entries debut on *Billboard's* Top 200 album chart this week, including all of the top three. Country star Faith Hill interrupted rock's two month lock on the summit last week but she slides to number 10 in the face of fierce competition. And rock is back in the form of Korn, whose latest album takes pole position after selling massive 574,000 units last week, the fifth highest tally of the year and significantly more than the first Korn number one, *Follow The Leader*, which debuted 15 months ago with sales of 268,000.

Dr Dre's 2001 soul 516,000 but has to settle for second place, while the second highest framework tally of his career - 333,000 - is only enough for Celine Dion to take third place.

Christmas albums establish a major presence with Kenny G's second collection of seasonal songs, *Faith*, debuting at number 23 to lead the Christmas cavalcade, ahead of *Rosie O'Donnell's* A Rosie Christmas (number 39) and *Andy Graven's* A Christmas To Remember (41). Altogether there are 10 new Christmas albums on the chart, among them Michael O'Keefe's simplified Christmas Album, which debuts at number 112 with approximately 20,000 sales last week. That is half the sales of the week's other UK

debut, the eponymous second album by Charlotte Church (pictured), which debuts at number 62. Church's introductory disc, *Voice Of An Angel*, has been in the chart for nine months, selling more than 1m copies. It debuted by virtue of number 28 and climbs 96-83 this week with a further 300,000 copies. Other UK acts on the charts, all heading the wrong way, are *Sling* (50-69), *Eric Clapton* (54-71), *Eurythmics* (79-98), *Fatboy Slim* (119-132), *Robbie Williams* (135-145), *Put Shep Boys* (145-154), *Camelis* (122-154), *Queen* (154-157), *The Beatles* (153-170), *Bush* do the double again, being the highest placed UK act on both the albums chart, where *The Science Of Things* slips 41-45, and on the singles chart, where *The Chemicals Between Us* jumps 75-67.



Robbie Williams' Angels makes an eight-place move, too, improving 77-69, while Fatboy Slim's Rockafeller Skank appearance in the Hot 100.

There is a completely inverted top six, which means that Santana's running number one for the seventh week in a row, making it the longest Edmonds, whose 24/7 explodes 68-22, while one of the eight new entries to the chart is *Enrique Iglesias's* Rhythm Divine at number 90. It was written and produced by various combinations of London's hot Metro team, as was his chart-topping *Balamos*.



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## newsfile

## PUMPKINS DELIVER LATEST ALBUM

The Smashing Pumpkins' untitled follow-up to 1998's *Adore* was delivered to Hut Records a fortnight ago for release at the end of February. The tracklisting — including first single *Stand Inside Your Love* — was announced at a hastily-arranged Virgin playback party in New York's Whiskey Bar in New York for about 15 key modern rock radio programmers, who reported the record "rocked harder" than its electronics-tinged predecessor.

## BLONDIE SUE EMU OVER ROYALTIES

Blondie filed a lawsuit in the Southern District of New York last Wednesday against EMI Records over royalty rates for sales of the band's back catalogue. According to a statement released by the band's new label, Beyond Records, which is handled by BMG internationally, Blondie renegotiated their royalty rate in 1996 for releases on EMI-owned Chrysalis Records dating from 1977-1982, but the label has failed to honour the deal.

## HEDGES DENIES NEW IRISH GIRL GROUP

B'Witched producer and New York label boss Ray Hedges has vehemently denied *Buffalo 66* members Olive Tucker and Naomi Lynch, the latter of whom is the sister of two of the members of the Irish girl group as well as Boyzone's Shane Lynch. Another sister, Tara Lynch, already has a US label deal as a member of FAULT.

## SONG FOR EUROPE COMPETITION APACE

Judging for the UK entry for Song For Europe takes place this Wednesday when the list of songs for the 40 entries will be whittled down to 20 from which the BBC will decide its final eight. Judges include Gail from last year's winners Precious, B'Witched producer Ray Hedges, writer/producer Steve Robson (Honeyz, Diana Carroll), Levellers/Longlegs member Nelson, Decoza Music managing director Eddie Lee, with MPA president and EMI Music Publishing deputy managing director Tom Bradley chairing.

## NOTTING HILL SIGNS DRU HILL COLLABORATOR

Notting Hill Music has signed US-based writer, producer and keyboardist Decozzo "Deacon" Smith in a worldwide deal. Smith, who has worked on a range of projects from Dru Hill to Deborah Cox and enjoyed a track on the US number one Men In Black OST with Enloja, has a track on the current K-Ci & JoJo album *It's Real*.

## DIAMANT SIGNED BY FORMER WOMACK MAN

Former Bobby Womack manager David Morgan has signed 15-year-old singer/songwriter Dru Diamant and is showcasing him around the world, from Canada to the Caribbean and London. Morgan says, "The quality and maturity of Rob's work impressed me so much that I knew he had the potential for a long and successful career."

## NEW PLAYLIST

**Kelis** — Caught Out There (Virgin) Great hair, great video, even better song (single, b/c); Fun samples (b/c); **Oran Juice** — *Mimosa* (EMI) The best loungecore album in the world ever (album, out now); **The Artist** — *Baby Kisses* (Arista) Increasingly the choice track from the album (album track, b/c); **Bounty Killer** — *Look* (Madhouse) The sound of the ghetto (single); **It's Jo And Danny** — *Link Haired Girl To Bearded Boy* (Double Snazzy) Belle & Sebastian without the whimsy (album, January 31); **Madsen** — *Don't You Worry* (2) New music-sounding girl band for the next year (single, b/c); **Lights** — *Every Single Day* (Backyard/S2) Ugly and lengthy, but promising (single, b/c); **Animal House** — *Animal* (Boilerhouse) Rocking epic track from BMG sampler (b/c); **Fused** — *The Debt* (Columbia) Prance-pop/disco Swedish trio's debut (single, November 29).

## A&amp;R make return as Cartoon Heroes

by Stephen Jones

Universal's Aqua are putting the finishing touches to the follow-up to their multi-platinum debut *Aquarium*, which they have been recording since January in Sweden and Somerset in the UK.

Niclas Anker, the Universal Music Denmark A&R manager who has guided the Danish act to more than 23.5m record sales to date, describes the album, *Aquarium*, as a collection of "damn good songs that show Aqua are here to stay".

He says that he hopes above all that the band will now gain respect for their own achievements. "This is not the copy of the first album everyone expects, but they've not changed their sound, just developed it. At the moment all the teenage bands go to Max Martin for pop or Rodney Jenkins for R&B — you have these standards and you get a hit. Anyone can take \$3m from [Universal Music worldwide chief] Doug Morris and make a hit pop band. But Aqua can take all the credit because they do it all themselves," he says.

The first single, *Cartoon Heroes*, released in the UK on February 14, will be launched to the media at London's Planet Hollywood this Thursday. Universal Island UK marketing director Karl Badger says, "Just one look at the video and you can't get it out of your mind. That's what we're Aqua about. It's still a dare." *Aquarium*, which will be released at the end of February, continues themes of combining the band's unshamed pop with ironic lyrics while maintaining the sexual tension between frontwoman Lene and singer/rapper René.

The band spent the first half of the year in studios set up in rented houses in a tiny fishing village on the Swedish west coast, sub-



Aqua's Søren: laying down tracks

sequently duplicating to premises in the unnamed Somerset village which currently houses a mobile vocal booth and three Pro Tools studios each for songwriting, production and mixing. These tasks have been handled by songwriters Claus Norreen and Søren Rasted. "We are working 15 hours every day, and I must admit that it can be quite stressful every now and then," wrote Søren on the band's website ([www.aqua.dk](http://www.aqua.dk)) last week. "Lene and René laid down the last parts of their vocals last week, and the result is fantastic. Getting the album mixed just right is crucial to us, because we want each song to have its very own twist."

Anker says, "The great thing is that compared with other bands they can cope with success. They didn't need fancy recording studios in LA, Jamaica or the south of France and all the distractions. They are super professional and will work starting at 9am on Monday and finish at 7pm on Friday."

"This time they sit down, more focused, thinking that if they wrote a good song they would put it on. They delivered 15 songs for a 12-track album, proving they can choose their own songs," he adds.

Female trio **Click** (Anker) are halfway into recording their debut album with Momentum Music's Steve Robson and 1st Avenue's Pete Keamey at Sugar Music Studios in east London. Their debut single, *I Don't Care*, will be released next March. Signed to Mercury by former A&R manager Martin Toher, they are managed by UP Management, the company set up by Brian Harris (a number of production credits whose credits include Bananarama and Steve Wolfe, who set up AM-PM before heading MCA's A&R department. The act — who sound closer to Bananarama than Robbie Williams, with a twist of T'Pau — met at theatre school. Mercury managing director Howard Bromstedt says, "The most refreshing thing for me is that the girls put themselves together and then went looking for management rather than being put together by a manager. All the lyrical ideas are theirs, and they write the melodies and have harmonies which are spot on." Their strongest cut to date is the probable second single *Misunderstood*.

**Artist:** Metallica  
**Venue:** Velodrome, Berlin

Two years after the fall of the Berlin Wall, Metallica had arrived in the former capital of East Germany to smash down the barriers between classical music and metal — and in style.

Members of the 80-piece Berlin Symphony Orchestra may have looked somewhat befuddled as they took to the Velodrome's stage last Friday night to bow to 6,000-plus Metallica fans, arms raised aloft. But by his broad smile it was clear that arranger and conductor Michael Kamen knew what was about to hit them.

Kamen and the band had of course gone through the same process back in April with the San Francisco Symphony Orchestra. The Berlin gig, followed by another in New York's Madison Square Garden last Tuesday, was intended to launch Mercury's release of S&M (*Symphony And Metallica*), the double album recording of that first concert last Monday.



Kamen, who now has longer hair than any of the band, had written orchestration for 20 of his biggest tunes. But far from leading, he seemed to be taking his cues from Metallica drummer Lars Ulrich — the band were intent on sticking tightly to their well-practised delivery while the orchestra followed both the baton and the score.

Ultimately some of the arrangements

## Harvey joins Sir Cliff on Remotemusic site

Former E-17 vocalist Brian Harvey has struck his third record deal — and now shares a label with Sir Cliff Richard after signing to a new internet company.

Remotemusic.com, the company run by a management team including former EMI UK managing director Clive Black and rock photographer Denis O'Regan, plans to release Harvey's first solo material in the new year. From today [Monday] it is also making Richard's current hit *The Millennium Prayer* plus two bonus tracks available for download for 99p.

Black, who is A&R director at the new venture, says Remotemusic differs from many other internet music companies by signing artists directly. "Most internet music companies have 25,000 tracks licensed from established labels or millions of titles from unknowns," he says. "We will select good acts and promote, market and, perhaps, license them ourselves."

He adds that Harvey, who was left without a deal when E-17 were dropped by Telstar this summer, has around 50 songs written and recorded and expects his first single to appear in January or February. "There's a lack of male solo performers and Black is 25 years old and has been through the rock-star life. He's now what they call a pedigree superstar," says Black.

Though the Richard deal only covers the charity release, Black, who runs the Black Knight label with the singer, does not rule out further partnerships.

"This is Cliff's first foray in cyberspace and there are a lot of silversurfers out there with time and money to access these tracks," he says.

Remotemusic managing director O'Regan says around 80% of the total EMI backlist, raised from private sources and venture capital groups, will be spent on promotion.



worked, some didn't. At times it felt like the orchestra was present to add its seal of approval, at others it enhanced the music. Overall the second half of the evening containing more of their better-known songs — from One (when the orchestra almost drowned) through to *Enter Sandman* and *Until It Sleeps* — was more enjoyable.

Songs like *Nothing Else Matters* and *Hero Of The Day* — which James Hetfield performed from in the middle of the orchestra — were best embellished by Kamen's orchestrations. Eyebrows winking during the performance suffered. Meanwhile during the *Ice Creamers* were intermission during which *Ice Creamers* were served. Meanwhile during the *Ice Creamers* were served. Meanwhile during the *Ice Creamers* were served. Meanwhile during the *Ice Creamers* were served.

At two hours 40 minutes the gig was too long but after just four hours of rehearsal together, it remains an admirable feat. Such is their diversity that at this rate their next move could either be to perform with Puff Daddy or record the next James Bond theme.

# 12-inch vinyl booms as tape sales dip MiniDisc creeps into the frame

by Paul Williams

It is not quite the case of out with the old and in with the new, but the battle lines for format supremacy are starting to be drawn between cassette and MiniDisc.

With the Sony-originated format lined up to make its first full trade delivery appearance in the fourth quarter figures, its veteran rival is suffering the full agonies of approaching middle age.

While still generating around 24m album sales annually, cassette went into freefall in quarter three as unit shipments tumbled year-on-year by 41.7% to 4.1m and their value slid over the same period by 31.3% to £15.6m.

In contrast, MiniDisc - though still a tiny 88,500 units and £614,000 in comparison - has doubled its size during the year and was given the format boost this month as Warner became the latest major to commit itself to the format with a series of releases including Cher's new best of and The Corrs' Unplugged.

Virgin Megastores' head of product Jim Batchelor says his own company has seen a 50,000 growth in MiniDisc sales, though he adds it is still "pretty small" compared to cassette. In turn, Virgin's blank MiniDisc sales have quadrupled, illustrating where consumers' real interest in the format lies. "I don't see it [MiniDisc] having the penetration of volume of a really established, major format in years to come. It is a specialist market," he says.

However, it is far too early yet to write off the cassette, which comfortably remains the leading format for in-car entertainment and continues to play a key role in the compilers sector. This point was brought home in quarter three, when 23 of the 40 biggest cassette albums titles were various artist or soundtrack collections.

Tape's decline in the period was the biggest single factor in the overall decline in the albums market, with both its 40.6m unit shipments (down 7.3% year on year) and £195.4m value (a 0.9% year-on-year decline) the lowest third quarter levels since 1995. However, as BPI research manager Chris Green points out, the albums market would have shown an annual rise in quarter three if MiniDisc had been included in this set of figures.

Such were the tough trading conditions during the three months that even CD dropping 0.5% to 35.9m units to register their first third quarter decline since the BPI began tracking their figures in 1983.

Value at least moved in the right direction, though only up 3.3% to £178.0m, as retailers suffered the consequences of a weak release schedule bereft of virtually any big names.

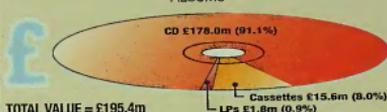
In fact, none of the period's 10 biggest-sellers was an artist album released in the quarter, with the list instead including five compilations headed by the period's biggest overall album seller Now! 43, Shania Twain's 1998 effort Come On Over and Abba's Gold - Greatest Hits, which first saw the light of day in September 1992. Others making the grade included Boyzone's By Request best of and The Man Who by Travis, proving that guitar bands could sell in big quantities, even in yet another pop-dominated year.

And's Records managing director Andy Gray believes the album releases during this third quarter were on a par with equivalent periods in previous years - particularly 1998 when the industry feared the World Cup would prompt a retail breakdown - with retailers again having to fall back on old favourites such as the Top 21 offers.

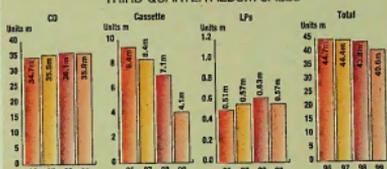
"We need big albums 12 months of  
MUSIC WEEK 4 DECEMBER 1999

## HOW 1999'S THIRD QUARTER TRADE DELIVERIES SHAPED UP

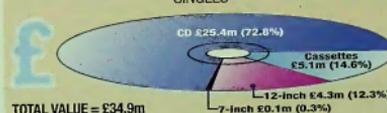
### ALBUMS



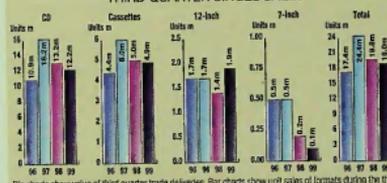
### THIRD QUARTER ALBUM SALES



### SINGLES



### THIRD QUARTER SINGLE SALES



Pie charts show value of third quarter trade deliveries. Bar charts show unit sales of formats during the third quarters of the past four years. Source: BPI

### PERCENTAGE OF DELIVERIES BY PRICE CATEGORY (Units)

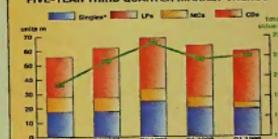
	Q3 '97	Q3 '98	Q3 '99
Budget	12.8%	15.1%	12.1%
Mid Price	12.8%	12.5%	18.8%
Full Price	74.5%	72.4%	75.1%

### PERCENTAGE OF DELIVERIES BY PRICE CATEGORY (Value)

	Q3 '97	Q3 '98	Q3 '99
Budget	5.3%	6.7%	5.7%
Mid Price	19.5%	10.2%	36.2%
Full Price	74.4%	83.2%	64.5%

Source: BPI

### FIVE-YEAR THIRD QUARTER MARKET TRENDS



\*Includes 12-inch and 7-inch; album broken down into LPs, CDs and CAs  
\*\*Includes CD singles and 12-inch singles  
Source: BPI

### BIGGEST SELLING ALBUMS - Q3 1998

Title	Artist	Label
1 NOW THAT'S WHAT I CALL MUSIC 40	Various	EMI/Virgin/Universal
2 TALK ON CORNERS	The Corrs	Atlantic
3 FRESH HIITS 98	Various	Warner/Gibson/Sony TV
4 WHERE WE BELONG	Boyzone	Polydor
5 SAVAGE GARDEN	Savage Garden	Columbia
6 BLUE	Simply Deep	East West
7 THIS IS MY TRUTH...	Mark Street Preachers	Epic
8 POSTCARDS FROM HEAVEN	Lighthouse Family	Wild Cat/Phonogram
9 INTERNATIONAL VELVET	Robbie Williams	Blanco Y Negro
10 LIFE THRU A LENS	Cher	Chrysalis

Source: CIP

### BIGGEST SELLING ALBUMS - Q3 1999

Title	Artist	Label
1 NOW THAT'S WHAT I CALL MUSIC 43	Various	EMI/Virgin/Universal
2 COME ON OVER	Shania Twain	Mercury
3 BY REQUEST	Boyzone	Polydor
4 THE MAN WHO	Travis	Independent
5 BIG HIITS '99	Various	Warner/Gibson/Sony TV
6 THE BEST BRITISH ARTISTS... EVER!	Various	Regal/EMI
7 MUSIC TO WATCH GIRLS BY	Various	Columbia
8 RICKY MARTIN	Ricky Martin	Columbia
9 IBBIZA ANNUAL '99	Various	Ministry Of Sound
10 GOLD - GREATEST HITS	Abba	Polydor

Source: CIP

the year, because if there aren't any, people get out of the habit of buying music," he says.

Thank heavens then for the singles market, the saviour in the previous period, which came to the rescue again in quarter three to ensure the value of music sales across both markets showed an increase - albeit a very small one.

Spurred on by a number of huge sellers - including in Ricky Martin's *Live!* - *Vida Loca* the first single this year to spend more than two weeks at number one and the biggest of the period - the CD sector helped to lift the market as a whole by 1.3% to £230.2m. "Singles are very strong but so many that are doing well are dance singles or novelty tracks and that doesn't translate into album sales," observes Gray.

As far as Gray is concerned, rather surprisingly 12-inch vinyl outlasted every other format in the market to enjoy the biggest year-on-year gain - up 52.3% in value to £4.3m and 35.2% in units to 1.3m, largely thanks to several big dance hits such as DJ Jürgen presents *Alce Deejay's* *Better Off Alone*.

"The 12-inch market has been helped by a very pop/dance release schedule," says Virgin's Batchelor. "If you look at the big

chart hits, many of them have been released on 12-inch."

The BPI's Green also attributes part of the rise to a number of 12-inch releases selling strongly despite being ineligible for the chart, either because as DJ exclusives they carry no barcodes, they are too long in duration or as a release's fourth and therefore a chart-excluded format. With £4.3m sales, the period was the most lucrative third quarter for the 12-inch since 1991.

Overall, singles shipments fell 3.9% year-on-year to 19.0m during the three months, but, rather tellingly, value rose by 16.3% to £34.9m to reflect the declining number of £1.99 releases in the market.

As a consequence, the average trade price across all single formats rose, more sharply on CD singles (up 22.3% to £2.09) and seven-inches (up 26.7% to £1.23). Other than during the time of Elton John's *Candle In The Wind* 1997, this was the first time since the dozing quarter of 1991 that the price of a CD single rose above the £2 mark.

"There are definitely fewer £1.99 singles being released, fewer singles overall being released and fewer making the Top 75," notes Batchelor, who adds that he hopes the £1.99 single will now be used to lure

customers to developing acts with established artists going out at a dearer price.

However, as singles this year have finally started returning to some levels of "normality", it is in the albums market that discouraging activity has been taking place as the industry anxiously awaits the outcome of the vital final quarter.

Aside the usual, sudden influx of big sellers - among them the first Céline Dion retrospective and an earlier-than-expected George Michael release - the season of goodwill has also brought with it some of the most competitive music discounting yet.

As Batchelor notes, the market this year is far more sensitive to price than in 1998, when the fourth period dramatically made up for poor sales earlier in the year to become the most successful quarter yet.

"It is well documented what Boots has done, but it's what the other non-specialist retailers do in reaction to Boots that matters. We have Tesco doing VAT-free, Asda at £11.99 and Woolworths selling albums at £12.99," he says.

So, as the industry moves towards the final Christmas of the millennium, it will not only be what is selling, but, just as significantly, how much it is going out for.



4 DECEMBER 1999

# CHART COMMENTARY

by ALAN JONES

**C**liff Richard is entitled to thumb his nose at his critics this week after landing his 14th number one with the Millennium Prayer. He did it the hard way, and The Millennium Prayer is the first single to climb to the top since Steps' Heartbeat, which claimed the throne in January. The knight sold more than 147,000 units of the Millennium Prayer last week, around 25,000 more than second placed King Of My Castle by Wamdue Project. Incredibly, his span of number ones now exceeds 40 weeks - his first chart topper being Living Doll, which reached the summit in July 1959.

His last, prior to The Millennium Prayer, was Savour's Day, the Christmas number one in 1990. One record he cannot claim is that of being the oldest artist to have a number one - though at 59 he comes second to Louis Armstrong who was 66 when he spent four weeks at number one with What A Wonderful World/Cabaret in 1968. The artist Louis replaced at number one was a fresh-faced 27-

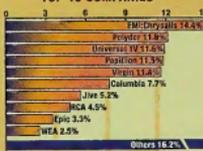


Disruptive critical plaudits, Mary, the third single from Supergrass' eponymous album, makes a disappointing debut on the chart this week, entering the listings at number 36 and bringing to a close the group's run of eight straight Top 20 hits - a run which includes a brace of number two hits in the form of 1995's Alright and 1997's Richard III. Pumping On Your Stereo was the first single from the Supergrass album, and peaked at number

11 in June, while Moving fared even better, reaching number nine in September, and helping to lay the foundations for the album to sell nearly 140,000 units in the last 10 weeks. Part of the reason for Mary's position is Jack of all trades. Both Pumping On Your Stereo and Moving were well supported by radio, peaking at 14 and 12 respectively on the airplay chart, while Mary has yet to reach the Top 50.

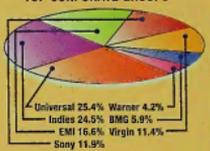
## MARKET REPORT

### TOP 10 COMPANIES



Figures show top 10 companies by % of total sales of the Top 75 and separate groups share by % of total sales of the Top 75

### TOP CORPORATE GROUPS



### SALES UPDATE

VERSUS LAST WEEK: +13.7%  
YEAR TO DATE VERSUS LAST YEAR: -0.1%

year-old by the name of...Cliff Richard. Despite a market opening for the latest James Bond movie The World Is Not Enough

### PERCENTAGE OF UK ACTS IN THE CHART

UK: 43.2% US: 21.8% Other: 35.1%

last week, Garbage's title track dips from its debut position of 11 to 22. The World Is Not Enough is the third Bond movie of the

Nineties and each has thrown up a hit single of almost identical proportions - 1995's GoldenEye spawned Tina Turner's number 10 single of the same name, while Tomorrow Never Dies' title track was a number 12 hit for Sheryl Crow. Of 19 Bond themes, no fewer than 17 have been hit singles, the highest tally associated with any film series. The most successful, Duran Duran's A View To A Kill, reached number two in 1985.

Lolly registers her third hit in five months this week, as she debuts at number 10 with Big Boys Don't Cry/Rockin' Robin. She reached number six with Viva La Radio in July, and topped that by reaching number four with Mickey in September. She would have reached a hat-trick of opening hits faster than any artist in the Nineties...except for the fact that A1, who made their debut a week before her, registered their third hit a fortnight ago, and thus took seven days less to reach the target.

## INDEPENDENT SINGLES

This Last	Title	Artist	Label (distributor)
1	THE MILLENNIUM PRAYER	Cliff Richard	Papillon PROMISECO (P)
2	IF I COULD TURN BACK THE HANDS OF TIME	Kelly Rowland	Jive 052146 (J)
3	EVERYTIME	Lutful	Hooj Choons HOJURECO (P)
4	I SEE YOU BABY	Groove Armada feat. Gram'ma Funk	Pepkor 328002 (P)
5	HEADS HIGH	Mr Vegas	Greenstreet GREGC 785 (SRD)
6	MUSCLE MUSEUM	Muse	Mushroom MUSH 66CDS (DMV/P)
7	ANOTHER WAY/AVENUE	Paul Van Dyk	Deviant DVTN73CDS (V)
8	YOU DRIVE ME CRAZY	Brimey Spazs	V2 VZ994928Z (DMV/P)
9	HURRY UP AND WAIT	Stereophonics	Disruptive DISRU2 99 (P)
10	KINETIC '99	Golden Girls	XL Recordings XLS 118CD (V)
11	LARGER THAN LIFE	Backstreet Boys	Capitol CIRCSD 28 (DMV/P)
12	BULLET IN THE GUN	Planet Perfecto	Heat Recordings HEATC032 (V)
13	DON'T BE AFRAID '99	Moonman	IHT INTDCDS 003 (DMV/P)
14	PLEASE FORGIVE ME	David Gray	4 Liberty LIBTCD33 (P)
15	BUDDY X 99	Dream Team Vs Menah Cherry	XL Recordings XLS 118CD (V)
16	JUMP 'N SHOUT	Prismal Jaax	Capitol CIRCSD 28 (DMV/P)
17	SWASTIKA EYES	Backstreet Boys	XL Recordings XLS 118CD (V)
18	AFTER THE LOVE HAS GONE	Shaggy	Walt Disney 0191235 (DNY)
19	YOU'LL BE IN MY HEART	Phil Collins	Nickelony NUKP0159B (ADD)
20	I FEEL LOVE - PART 3	CRW	

This Last	Title/Artist	Label	This Week	Peak	Weeks On Chart	Label
1	THE MILLENNIUM PRAYER Cliff Richard	Papillon	21	2	2	System/Decca
2	KING OF MY CASTLE Wamdue Project	AM	22	22	1	TONITE Pete & Dred
3	EVERY DAY I LOVE YOU Boyzone	Polygram	23	3	1	BOMB DIGGY Another Level
4	NORTHERN STAR Malaria C	Virgin	24	1	1	LIFE'S TOO SHORT Lightning Seeds
5	BACK IN MY RIVER Kissin' Dynamite	Profile	25	1	1	FIGHT WITHOUT WINGS Shazna
6	TALKING IN YOUR SLEEP Moby	Mercury	26	1	1	WHY D'U Wanna Be A Millionaire
7	THE DREAMER'S ONLY Lisa	Decca	27	1	1	THE WORLD IS NOT ENOUGH Duran Duran
8	IF I COULD TURN BACK THE HANDS OF TIME Kelly Rowland	Jive	28	1	1	YOU DRIVE ME CRAZY Brimey Spazs
9	I TRY Moby G	Epic	29	1	1	AMT THAT A LOT OF LOVE Sings Rod
10	BIG BOYS DON'T CRY/ROCKIN' ROBIN Lolly	Profile	30	1	1	I KNEW I LOVED YOU Savage Garden
11	KEEP ON MOVING P'nk	RCA	31	1	1	SUNSHINE Corinne Bailey-Rae
12	LIFT ME UP Backstreet Boys	Capitol	32	1	1	HEARTBREAKER Crush City
13	WAITING FOR TONIGHT Jennifer Lopez	Columbia	33	1	1	UNPRETTY TIC
14	WALK 2 Kilo Sock	Columbia	34	1	1	SING IT BACK Melody
15	WHEN WE ARE TOGETHER Texas	Mercury	35	1	1	WHEN THE SUNSHINE IS OVER Lisa
16	GENIE IN A BOTTLE Claudia Aguilera	RCA	36	1	1	STEAL MY SUNSHINE On
17	MANI I FEEL LIKE A WOMAN! Shaggy	Mercury	37	1	1	BEAUTIFUL STRANGER Madonna
18	WALK I AM In The Streets, Eddie Perfect	PC Music/Decca	38	1	1	BLUE (DA BA DEE) En Vogue
19	BADDIO The Roots	Arista	39	1	1	I SEE YOU BABY Groove Armada feat. Gram'ma Funk
20	TUREN Turens	Independent	40	1	1	EVERYTIME/READY OR NOT A1

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# Arc

THE SURPRISING RECORDING STUDIO



4 DECEMBER 1999

# CHART COMMENTARY

by ALAN JONES



His idiosyncratic and ever-changing style appeals more to the UK than to his native America, and Beck's latest album *Midlife Vultures* debuts here this week at number 19. Though it has thus far spawned only one single, *Sexx Laws*, which reached number 27 a fortnight ago, *Midlife Vultures* has been widely acclaimed. The 29-year-old shares a mutual admiration society with the

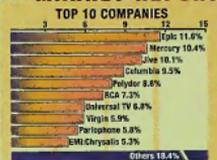
## ALBUM FACTFILE

Artist, whom he joined onstage for a boogie at the latter's Mermaid Theatre, London, showcase a couple of weeks ago, and has said he intends to emulate The Artist's workrate with enough ideas and creative energy to make up to three albums a year. He is not up to that speed yet but four very different albums in five years is pretty good work by any standard.

Displaced last week by Celine Dion, Steps return to pole position with their second album *Step2*, enjoying its fourth week at number one. It has shown greater tenacity and more resilience in the face of strong competition than most would have expected, selling more than 400,000 copies in the last five weeks. Sales of the group's debut album *Step One* now exceed 1.3m, of which more than 550,000 have occurred this year, all of which means that Steps will register their millionth album sale of the year this week.

Steps will become the sixth act to reach the figure, following Boyzone, The Corrs, Shania Twain, Abba and Robbie Williams. They are also one of seven acts to sell 11 singles this year — and one of three acts to sell in both lists, alongside Boyzone and Shania Twain. Selling 11 singles in a year is still a comparatively rare feat, but to combine it with a similar number of albums is quite exceptional.

## MARKET REPORT



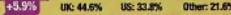
## TOP CORPORATE GROUPS



## SALES UPDATE



## PERCENTAGE OF UK ACTS IN THE CHART



The Mavericks were one of 1998's most unexpected success stories, registering a huge hit single with *Dance The Night Away*

and consolidating that success by selling massive quantities of their album *Trampoline*, which rose as high as number 11 in the

chart. They return to the album listings this week with *The Best Of The Mavericks*, which makes its chart debut at number 41. The album draws from all four of their previous albums, and also includes six new recordings, as is the current vogue for creating hybrid albums which are neither all new or all hits. Among the new tracks they have recorded for the album are two which are rarely recorded but, coincidentally also turn up on other currently charting albums. The first is *Here Comes My Baby*, a number four UK hit for the Tremeloes in 1967, which was written by Cat Stevens and appears on his *Remember... The Ultimate Collection*, which is currently at number 35. The other song is the Lennon/McCartney composition *Woman Without Love*, which the Beatles gave away in 1964 to Peter & Gordon, who then knocked their mentors off the number one slot with it. Despite that, it remains a song which has been covered far fewer times than most of the Beatles catalogue.

## COMPILATIONS

The first week of December last year *Huge Hits 98* was unceremoniously booted off the top of the compilation chart by a whirlwind called *Now That's What I Call Music! 41*. A year on, the scenario is repeated with *Huge Hits 99* brutally brushed aside by *Now That's What I Call Music! 44*, which outsold its rival by a margin of more than five to one last week. The last *Now!* album of the year is traditionally the biggest seller out of any of the three volumes which are unleashed in any 12-month period, but also is the entire compilation market, with 1m sales now obligatory. *Now! 44* commenced its quest for multi-platinum glory by selling 278,000 units last week, which compares extremely well with last year, when *Now! 41* raced to a first week tally of 191,000, compared to

the 152,000 sale which won *Now! 38* top-billing in 1997. *Now! 44* is even more top heavy with hits than normal, including all of the year's three biggest-selling singles — (...Baby One More Time, Blue (Da Ba Dee) and *Mambo No.5 (A Little Bit Off...)*. The last *Now!* of the year traditionally reigns well into the next year but *Now! 44* faces a challenge from the next album in the Hits series, *Hits 2000*, coming out next Monday. Retailers have already decided that *Hits 2000* — which includes acts such as *Better Off Alone* by Alicia Deejay, *Flying Without Wings* by Westlife and *R Kelly's I Could Turn Back The Hands Of Time* — is going to be a massive success, with advance orders already well past the 500,000 mark.

## INDEPENDENT ALBUMS

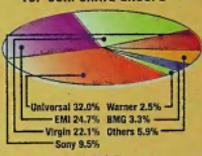
This	Last	Title	Artist	Label (distributor)
1	1	SEPTAUGULAR	Steps	EMI/Virgin 051942 (P)
2	2	PERFORMANCE AND COCKTAILS	Steeplechones	V2 VVR 100492 (MV/VP)
3	3	BABY ONE MORE TIME	Britney Spears	Virgin 052212 (P)
4	4	RELOAD	Tom Jones	Cap 00732 005 (D)
5	5	MILLENNIUM	Backstreet Boys	Jive 052222 (P)
6	5	WHY? — THE MUSIC — VOLUME 4	Baxter & Johnston	Koch International 33812 (KO)
7	7	R	R Kelly	Jive 051752 (P)
8	8	BUENA VISTA SOCIAL CLUB	Ry Cooder	World Circuit WCD 090 (P)
9	9	WORD GETS AROUND	Stereographics	V2 VVR 100498 (MV/VP)
10	12	YOU'VE COME A LONG WAY, BABY	Fatboy Slim	Skinie BRASSIC TICD (MV/VP)
11	13	VERTIGO	Groove Armada	Pippin 052212 (P)
12	10	PLAY	The Divine Comedy	Sarens SETCD 132 (V)
13	14	A SECRET HISTORY	Moby	Sarens SETCD 136 (V)
14	15	GREATEST HITS	2Pac	Jive 052262 (P)
15	16	REMEDY	Basement Jaxx	XL Recordings XLCD 125 (V)
16	17	STEP ONE	Steps	EMI/Virgin 051912 (P)
17	18	SHOWBIZ	Muse	Mushroom MUSH 5600 (MV/VP)
18	19	VERSION 2.0	Garbage	Mushroom MUSH 5600 (MV/VP)
19	20	(WHAT'S THE STORY) MORNING GLORY	Oasis	Creston CRECD 198 (MV/VP)
20	19	BEAUCOUP PISH	Underworld	JBO JDD 100542 (MV/VP)

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

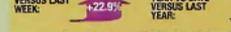
## MARKET REPORT



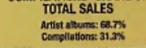
## TOP CORPORATE GROUPS



## SALES UPDATE



## COMPILATIONS' SHARE OF TOTAL SALES



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

This	Last	Title	Artist	Label
1	1	BABY ONE MORE TIME	BRITNEY SPEARS	JIVE
2	2	BLUE (DA BA DEE)	ERTLEE	ETERNAL
3	3	MAMBO NO.5 (A LITTLE BIT OF...)	LOUI LEGA	ICA
4	4	9PM (TILL I COME)	ATB	SOUND OF MINISTRY
5	5	LIVIN' LA VIDA LOCA	RICKY MARTIN	COLUMBIA
6	6	THAT DON'T IMPRESS ME MUCH	SHANIA TWAIN	MERCURY
7	7	SWEET LIPS CHOCOLATE	SHANICE & BIGFOOT	CHOCOLATE BODYPEPPER
8	8	FLUT BEAT	MR. OZZ	F COMMUNICATIONS/PAS RECORDINGS
9	9	WHEN THE GOING GETS TOUGH	BOYZONE	POLYDOR
10	10	BRING IT ALL BACK	S CLUB 7	POLYDOR
11	11	BETTER OFF ALONE	ALICIA DEEJAY	POSTIVA
12	12	PERFECT MOMENT	MARGARITE MCCUTCHEON	INDEPENT
13	13	BOOM BOOM BOOM BOOM!	WARRINE HOUSTON	POSTVARIANTA
14	14	NO SCRIBES	TLC	LAFACIARISTA
15	15	GENIE IN A BOTTLE	CHRISTINA AGUILERA	ICA
16	15	HEARTBEAT/RAGGEDY	STEPS	EBALUJIE
17	16	WHEN YOU SAY NOTHING AT ALL	RONAN KEATING	POLYDOR
18	18	MY LOVE IS YOUR LOVE	WARRINE HOUSTON	ARISTA
19	19	BEAUTIFUL STRANGER	MADONNA	MAVERICK/WARNER BROS
20	20	TURN AROUND	PHAT & SMALL	MULTIPLY

Ⓜ Last figures represent the start of the charting from the last published issue. See *For Further Info*

4

december  
1999

# THE OFFICIAL CHARTS

december  
1999

## singles



### 1 THE MILLENNIUM PRAYER

Citri Richard  
Papillon/Black Knight  
AM/PM  
Polydor

- 2 KING OF MY CASTLE Wamdue Project  
AM/PM
- 3 EVERY DAY I LOVE YOU Boyzone  
Virgin
- 4 NORTHERN STAR Melanie C  
Positive
- 5 BACK IN MY LIFE Alice Deejay  
Innocent
- 6 TALKING IN YOUR SLEEP/LOVE ME Maribou McCutcheon  
Chrysalis
- 7 SHE'S THE ONE/T'S ONLY US Robbie Williams  
Epic
- 8 IF I COULD TURN BACK THE HANDS OF TIME R Kelly Jive
- 9 I TRY Macy Gray  
Polydor
- 10 BIG BOYS DON'T CRY/ROCKIN' ROBIN Lolly



- 11 TONITE Phats & Small  
Columbia
- 12 WILL 2K Will Smith  
RCA
- 13 KEEP ON MOVIN' Five  
EMI
- 14 LIFT ME UP Geri Halliwell  
WEA
- 15 WHY Gamma Kid  
Columbia
- 16 EVERYTIME/READY OR NOT A1  
Columbia
- 17 WAITING FOR TONIGHT Jennifer Lopez  
RCA
- 18 FLYING WITHOUT WINGS Westlife  
RCA
- 19 OSCAR IN A COATTA Christina Aguilera  
Mercury
- 20 WHEN WE ARE TOGETHER Texas

WV  
musicweek

AS USED BY  
BIBIC RADIO 1  
97-99 Etc

TOP  
OF THE  
POPS!



jamiroquai

KING FOR A DAY  
MONDAY 29TH NOVEMBER 1999  
FORMATS: 2CD'S & MC

CD2 features the Shaunk & Bigloop mix of Cannon Heat  
& the CD Extra Video for Supersonic.



## albums



### 1 STEPTACULAR

- 2 COME ON OVER Shania Twain  
Mercury
- 3 ALL THE WAY...A DECADE OF SONG Celine Dion  
Epic
- 4 THE MAN WHO Travels  
Independiente
- 5 WESTLIFE Westlife  
RCA
- 6 ON HOW LIFE IS Macy Gray  
Epic
- 7 INVINCIBLE Five  
RCA
- 8 THE GREATEST HITS Cher  
WEA/Universal TV
- 9 CHARLOTTE CHURCH Charlotte Church  
Sony Classical
- 10 MILLENNIUM Will Smith  
Columbia



- 11 UNPLUGGED The Corrs  
Atlantic
- 12 GREATEST HITS III Queen  
Parlophone
- 13 GOLD - GREATEST HITS Abba  
Polydor
- 14 THE BEST OF ME Bryan Adams  
Mercury/A&M
- 15 I'VE BEEN EXPECTING YOU Robbie Williams  
Chrysalis
- 16 PERFORMANCE AND COCKTAILS Stereophonics  
V2
- 17 S CLUB 3 Club 7  
Polydor
- 18 BY REQUEST Boyzone  
Polydor
- 19 ...
- 20 ...

12 20 WHEN WE ARE TOGETHER Texas

Mercury



21 21 BLUE (DA BA DEE) Eiffel 65

Eternal



11 22 THE WORLD IS NOT ENOUGH Garbage

Radioactive



15 23 WHAT I AM Tim Out feat. Emma Bunton

V2 Recordings



16 24 TURN Travis

Independiente



20 25 BOMB DIGGY Another Level

Northwestside/Arista



22 26 2 TIMES Ann Lee

Systematic



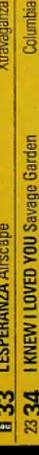
27 27 WALKALLA Gounyella

Cordé Blue



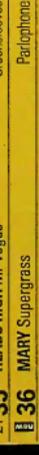
17 28 I SEE YOU BABY Groove Amada feat. Gram'ma Funk

Pepper



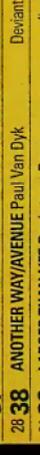
26 29 HEARTBREAKER Mariah Carey

Columbia



30 30 EVERYTIME Lustral

Hooj Choons



31 31 SISTA SISTA Beverley Knight

PeriPHONE Rhythm Series



29 32 MAN! I FEEL LIKE A WOMAN! Shania Twain

Mercury



33 33 L'ESPERANZA Airscape

Xtravaganza



24 34 I KNEW I LOVED YOU Savage Garden

Columbia



24 35 HEADS HIGH Mr. Vegas

Greensleeves



36 36 MARY Supergrass

PeriPHONE



25 37 SHAKE YOUR BÖN-BÖN Ricky Martin

Columbia



28 38 ANOTHER WAY/AVENUE Paul Van Dyk

Deviant



31 39 LARGER THAN LIFE Backstreet Boys

Jive



33 40 BEST FRIEND Puff Daddy feat. Mario Winans

Puff Daddy/Arista



# compilations

**1** NOW THAT'S WHAT I CALL MUSIC! 49 11 ALL TIME GREATEST LOVE ALBUM - VOL. 4

EMI/Virgin/Universal Sony TV/Universal TV

**2** HUGE HITS 99 12 MORE MUSIC TO WATCH GIRLS BY

Warner/EMI/Capital TV/Sony TV Columbia

**3** ABBAMANIA 13 BEST AND FRIENDS ALBUM IN THE WORLD.

Polygram/Universal TV Virgin/EMI

**4** MUSIC OF THE MILLENNIUM 11 14 GATECRASHER DISCO-TECH

Universal/Virgin/EMI iRICHIEBelle

**5** THE ANNUAL... MILLENNIUM EDITION 13 15 THE BEST LOVESONGS...EVER!

Ministry Of Sound Virgin/EMI

**6** KISS CLUB LIFE 2000 16 THE BEST MILLENNIUM PARTY EVER!

Universal TV Virgin/EMI

**7** CREAM ANTHEMS 2000 16 17 THE SIXTIES

Virgin/EMI Virgin/EMI

**8** THE BEST OF BOND...JAMES BOND 15 18 ALL TIME GREATEST MOBE SONGS - VOLUME 2

Capitol Sony TV/Universal TV

**9** NOW DANCE 2000 19 THE NO.1 DANCE PARTY ALBUM

Virgin/EMI Universal TV

**10** WOMAN 2 20 THE ULTIMATE CHRISTMAS COLLECTION

Universal TV/Sony TV/Capital Universal TV

## futureHITS

intro weekly

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- hit predictions
- single & album releases by A-Z
- next week's releases
- complete singles & album charts for the year to date
- this week's Top 40 singles & album charts
- this week's new chart entries
- save singles & album releases by A-Z
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19 20 SCHIZOPHONIC Geri Halliwell



21 HERE WE COME A1

Columbia

16 22 HEART &amp; SOUL - NEW SONGS FROM ALLY MICHAEL YONKA SHEPARD Epic

Jive

18 23 BABY ONE MORE TIME Britney Spears

Virgin

21 24 TURN IT ON AGAIN - THE HITS Genesis

Innocent

30 25 YOU, ME &amp; US Marianne McCutcheon

Philips

23 26 SACRED ARIAS Andrea Bocelli

Mercury

31 27 THE HUSH Texas

Gut

28 28 RELOAD Tom Jones

Glow Worm/Epic

26 29 AWAKE AND BREATHE B\*Witched

EMI

29 30 THE ULTIMATE COLLECTION Nat 'King' Cole

EMI



27 31 TWENTY FOUR SEVEN Tina Turner

PeriPHONE

22 32 AFFIRMATION Savage Garden

Columbia

42 33 S&amp;M M'etallica

Vertigo

25 34 FEELING STRANGELY FINE Semisonic

MCA/Uni-Island

36 35 REMEMBER - THE ULTIMATE COLLECTION Cat Stevens

Island/Uni-Island

36 36 ANTHOLOGY - THE SOUNDS OF SCIENCE Beastie Boys

Grand Royal

32 37 CLAPTON CHRONICLES - THE BEST OF Eric Clapton

Duck

40 38 NORTHERN STAR Melanie C

Virgin

33 39 RAINBOW Mariah Carey

Columbia

35 40 IN CONCERT - ROYAL ALBERT HALL CHRISTMAS Michael Ball

Universal TV



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

CLASSICAL ARTIST

Wk	Last	Title	Artist	Label (distributor)
1	1	CHARLOTTE CHURCH	Charlotte Church	Sony Classical SK 83063 (TEN)
2	2	SACRED ARIAS	Andrea Bocelli	Philips 462692 (U)
3	4	CLASSIC KENNEDY	Kennedy/English Chamber Or	EMI Classics CDC556802 (E)
4	3	VOICE OF AN ANGEL	Charlotte Church	Sony Classical SK 66657 (TEN)
5	5	FROM THE HEART	Lesley Garrett	Silva Treasures SILVA362 (TEN)
6	7	THE COLLECTION	Lesley Garrett	RCA Victor 756951352 (BMG)
7	11	5	John Williams	Sony Classical SK251333 (TEN)
8	6	GREATEST HITS 1983 - 1999	Adrian	Venture CDV964 (E)
9	8	THE JOURNEY - BEST OF	Kiri To Kanawa	EMI Classics CDC556802 (E)
10	13	MAORI SONGS	Laura Eric	Decca 284250322 (E)
11	10	LIBERA	La Scala/Orl Richard	EMI Classics CDC556802 (E)
12	11	WIT & WEA	Leo Mar Quartet/SOForum/Gunn	EMI Classics DCD 556892 (E)
13	12	PAUL MCCARTNEY'S WORKING CLASSICAL	Medieval Beebes	Venture DCDV947 (E)
14	14	BEST OF	Luciano Pavarotti	Decca 464602 (U)
15	15	VIAGGIO ITALIANO	Knigh College Chor/Clebury	EMI Classics CDC557802 (E)
16	17	LOVE SONGS	Unknown	Deutsche Grammophon 462692 (U)
17	18	A FESTIVAL OF NINE LESSONS & CAROLS	Andrea Bocelli	Philips 462602 (U)
18	19	FOUR SEASONS	Various	RCA Victor 756951352 (BMG)
19	20	ARIA - THE OPERA ALBUM	Various	RCA Victor 756951352 (BMG)
20	20	ORF: THE BEST OF	Various	RCA Victor 756951352 (BMG)

JAZZ & BLUES

This	Last	Title	Artist	Label (distributor)
1	3	THE ONLY JAZZ ALBUM YOU'LL EVER NEED	Various	RCA Victor 7421268952 (BMG)
2	1	KING OF BLUE	Miles Davis	Nonesuch CD 64835 (TEN)
3	2	ESSENTIAL ELLA	Ella Fitzgerald	World Circuitry TV 525902 (U)
4	4	BLUE FOR YOU - THE VERY BEST OF	Mina Simone	Global Television RADDIO 94 (BMG)
5	6	THE MELODY AT NIGHT, WITH YOU	Kathie Jarrett	ECM 547492 (P)
6	7	COME BY ME	Johny Connick Jr	Columbia 4917102 (TEN)
7	8	PARKINSON'S CHOICE	Various	Verve 546962 (U)
8	5	A MAP OF THE WORLD - OST	Walter Brancher	383247462 (TEN)
9	9	CLASSICS IN THE KEY OF G	Arnie Oldham	Arnie Oldham 23223062 (BMG)
10	10	THE SOUL OF SMOOTH JAZZ - VOLUME 2	Various	Jazz FM JAZZ723CD 23 (BMG/BMG)

R&B SINGLES

This	Last	Title	Artist	Label Cat. No. (Distributor)
1	2	1TRY	Mavis Gray	Epic 661823 (TEN)
2	1	IF I COULD TURN BACK THE HANDS OF TIME	R Kelly	Jive 6232382 (P)
3	1	WILL 2X	Willie Smith	Columbia 6694453 (BMG)
4	4	WHY	Giammi Kid	WEA VEA 239001 (U)
5	5	SISTA SISTA	Parlophone Rhythm Section (E)	Parlophone/Arista 74321712212 (BMG)
6	5	BOMB DIGGY	Arusha Level	Northernwoods/Arista 74321712212 (BMG)
7	6	HEARTBREAKER	Mariah Carey	Columbia 668301 (TEN)
8	6	BEST FRIEND	Puff Daddy feat. Mario Winans	Puff Daddy/Arista 74321712212 (BMG)
9	7	YOU DON'T KNOW	702	Motown/Universal Intention TMG1382 (U)
10	10	WHAT YOU THINK OF THAT	Mumflesh Bleek feat. Jay-Z	Def Jam 870291 (U)
11	11	BUG A BOO	Destiny's Child	Columbia 668180 (TEN)
12	10	SUNSHINE	Gabriel	Go Beat GOBDC 23 (U)
13	11	GIVE IT TO YOU	Jordin Knight	Interscope 4901731 (U)
14	11	STILL BELIEVE	Shilo Arna	WEA VEA 239001 (U)
15	12	I NEEDED TO KNOW	Maree Atherton	Columbia 12TEN
16	14	NEVER LET YOU DOWN	Honeyz	1st Avenue/Mercury HNZD 4 (U)
17	17	VALIABLE GAME	Ice-T	Roadrunner (U)
18	15	UNPREPARED	Emerson feat. Dr Dre	LaFace/Arista 7432165832 (BMG)
19	18	GUILTY CONSCIENCE	Interscope 491292 (U)	
20	17	ALL MY GIRL	Missy Elliott feat. MC Solaar	Elektra E 37402 (TEN)
21	16	WHAT'CHA GONNA DO	Eternal	EMI Columbia 552 (E)
22	22	WILD WILD WEST	Will Smith feat. Dr Hill	Columbia 667585 (TEN)
23	23	SWEET LIKE CHOCOLATE	Shanks & Bigfoot	Pepper 933550 (P)
24	24	MY LOVE IS YOUR LOVE	Whitney Houston	Arista (Import)
25	23	NOBODY'S SUPPOSED TO BE HERE	Deborah Cox	Arista 74321712212 (BMG)
26	26	TAGPO	Puff Daddy & Faith Evans	WEA VEA 239001 (U)
27	25	FEEL BE MISSING YOU	Puff Daddy/Arista (Import)	
28	28	PE 2000	Puff Daddy feat. Hurricane G	Puff Daddy/Arista 7432165832 (BMG)
29	28	HATE ME NOW	Nas feat. Puff Daddy	Columbia 667295 (TEN)
30	30	U KNOW WHAT'S UP	Gonell Jones	LaFace 70306/44022 (Import)

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THW/STW

Wk	Last	Title	Label Cat. No.
1	1	ORIGINAL CAST RECORDING: Joseph & The Amazing Technicolor	Universal Video VUCD10322
2	2	CLIFF RICHARD: Live At The Park	Video Collection VUCD1249
3	4	BOYZ2ME: Dublin - Live By Request	Video 3812483
4	3	MICHAEL BALL: Live At The Royal Albert Hall	Universal Video VUCD122
5	5	JANE MCDONALD: In Concert	Video Collection VUCD136
6	6	ORIGINAL CAST RECORDING: Oklahoma!	Universal Video VUCD139
7	7	STEPS: The Video	Quintessence VUCD175
8	8	DANIEL O'CONNOR: Peaceful Waters	Ritz RZV9713
9	9	ORIGINAL CAST RECORDING: Cats	PolyGram Video VUCD 47343
10	5	BURN THE FLOOR: Original Cast Recording	Video 16

CLASSICAL SOUNDTRACKS & COMPILATIONS

This	Last	Title	Artist	Label (distributor)
1	1	RELAX...	Various	Classic FM CFMCD30 (BMG)
2	2	BEST CLASSICAL ALBUM OF THE MILLENNIUM EVER!	Various	Virgin/EMI VTDCCD 288 (E)
3	3	THE ONLY OPERA ALBUM YOU'LL EVER NEED	Various	RCA Victor 756951352 (BMG)
4	15	THE ESSENTIAL CAROLS COLLECTION	Various	Deutsche Grammophon 463782 (U)
5	6	BEST OF THE CLASSICALS IN PARADISE	Various	BBG Music WMF06492 (P)
6	4	THE CLASSIC MILLENNIUM COLLECTION	Various	HMV HMV527312 (E)
7	7	SONGS OF PRaise - THE CHRISTMAS ALBUM	Various	BBG Music WMF06492 (P)
8	7	THE CLASSICAL LOVE ALBUM	Various	warnernap 85748432 (E)
9	7	STAR WARS - THE PHANTOM MENACE (OST)	John Williams	Sony Classical SK 6116 (TEN)
10	10	THE VERY BEST OF CLASSICAL EXPERIENCE	Various	Virgin/EMI VTDCCD 288 (E)
11	10	DR HILARY JONES - MUSIC FOR WELLBEING	Various	Virgin/EMI VTDCCD 288 (E)
12	12	TITANIC (OST)	James Horner	Deutsche Grammophon 465462 (U)
13	13	BEST OF THE CAROLS IN THE WORLD...EVER!	Various	RCA Victor 902666752 (BMG)
14	14	100 POPULAR CLASSICS	Various	Sony Classical SK 62313 (TEN)
15	13	ULTIMATE OPERA COLLECTION	Various	Virgin/EMI VTDCCD 288 (E)
16	20	BRANDHEART (OST)	LSO/Horner	Casle Music MBS52292 (E)
17	15	CLASSICS FOR CHILDREN	Various	EMI Classics CDTESB4009 (E)
18	5	MOLLY'S PLANETS	Various	Decca 485892 (U)
19	18	BEST REMAINING CLASSICAL ALBUM...EVER!	Various	HMV HMV527312 (E)
20	19	18	Various	Virgin/EMI VTDCCD 155 (E)

ROCK

This	Last	Title	Artist	Label (distributor)
1	3	AMERICANNA	The Offspring	Columbia 491542 (TEN)
2	1	ISSUES	Eminem	Epic 663832 (TEN)
3	4	THE BATTLE OF LOS ANGELES	Rage Against The Machine	Epic 491932 (TEN)
4	2	THE LAST TOUR ON EARTH	Marilyn Manson	Interscope 495452 (U)
5	5	NEVERMIND	Nirvana	Geffen DGC 2425 (U)
6	6	EARLY DAYS - THE BEST OF - VOLUME ONE	Dr Zepplin	Atlantic 756783042 (TEN)
7	7	EXPERIENCE HEMORRH - THE BEST OF	Janet Hemrick	Tuffnut TV TWCVD 2531 (TEN)
8	8	THE EXPERIENCE OF THINGS	Various	Tramaine/Polygram 499462 (U)
9	9	THE MATRIX (OST)	Various	Maverick/Warner Bros 538247430 (TEN)
10	8	SLEEPNOT	Sligotnik	Roadrunner RR 8055 (U)

DANCE SINGLES

This	Last	Title	Artist	Label Cat. No. (Distributor)
1	1	KING OF MY CASTLE	Wandue Project	AM.PM 12AMP.M 127 (U)
2	2	EVERYTIME	Lustral	Hojo Cheons HOJUSDCD (U)
3	3	TONITE	Phats & Small	Multiple TMU1757 (TEN)
4	4	YOU DON'T KNOW	702	Motown/Universal Intention TMG1382 (U)
5	5	BACK IN MY LIFE	Alice Deary	Pasolina 12M171 (TEN)
6	6	ESPERANZA	Aircscape	Xtravaganza XTRAV712 (M/TEN)
7	7	I SEE YOU BABY	Groove Armada feat. Funk'na Funk	Pepper 822000 (U)
8	5	ANOTHER WAY/AVENUE	Paul Van Dyke	Debutant DVNT35A (U)
9	8	WALLHALLA	Gouryella	Coda Blue BL00067 (TEN)
10	9	BLIND X 90	Dave Nave vs Nensh Cherry	4 Liberty 1B7120239 (U)
11	11	PUSH THAT THING	Dave Aude	Dice Free DF013 (U)
12	4	SOMETHING ELSE...THE BLEEPS TUNE	Special Forces	Protek PPR025 (TEN)
13	13	RAISE THE ALARM	Sharp Boys feat. Kenny C	Azuli AZUL11911 (U)
14	16	TURN IT UP AGAIN	Alena	Wonderboy WSD07X 16 (U)
15	2	DON'T BE AFRAID '99	Moonman	Heat Recordings HEATF022 (U)
16	17	BALANCED	O Product	Full Cycle F02322 (SR0)
17	17	WHAT YOU THINK OF THAT	Mumflesh Bleek feat. Jay-Z	Dice Free DF013 (U)
18	18	KINETIC '99	Golden Girls	Distinctive DISNTN79 (U)
19	19	JUMP 'N' SHOUT	Basement Jaxx	XL Recordings XLT 116 (U)
20	12	LEZARD	Mauro Picotto	Vic Recordings VCR752 (E)

DANCE ALBUMS

This	Last	Title	Artist	Label Cat. No. (Distributor)
1	1	ANTHOLOGY - THE SOUNDS OF SCOTLAND	Bestie Boys	Grand Royal GR123804 (U)
2	2	NASTRADAMUS	Nas	Columbia 4953121/4953124 (U)
3	3	2001	Interscope	Columbia 490481 (U)
4	4	PURE SILK - A NEW DIMENSION	Various	Moving Shadow - J (SR0)
5	5	MOLTEN BEATS	Various	Pure Silk - JUPRESM2 (CD/RP)
6	2	CATERASHER DISCO-TECH	Ram Trilogy	Ram RAMALP2J - (SR0)
7	7	RAINBOW	Mariah Carey	Incredible Live 1101/1102 (11MG/TEN)
8	8	THE WRITING'S ON THE WALL	Various	Columbia 495351/495352 (U)
9	9	JE HEARTBREAK	Destiny's Child	Columbia 4951824 (TEN)

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MUSIC VIDEO

This	Last	Title	Artist	Label Cat. No. (Distributor)
1	1	ORIGINAL CAST RECORDING: Andrew Lloyd Webber - Cats	Warner Music Int 85701073	
2	2	SHANIA TWAIN: Live	PolyGram Video VUCD1249	
3	3	S LUB 7: It's An S Club Thing	Universal Video 120545	
4	4	MADONNA: The Video Collection	Warner Music Video 85728378	
5	5	LIVE CAST RECORDING: Les Miserables In Concert	Warner Music Video 79513553	
6	6	ABBA: The Winner Takes It All	Video Collection VUCD139	
7	7	CHARLOTTE CHURCH: Voice Of An Angel - In Concert	Video VUCD136	
8	8	FOSTER AND ALLEN: One Day At A Time	Video VUCD136	





27 NOVEMBER 1999



**1 SHE'S THE ONE Robbie Williams Chrysalis 2394 n/c 95.86 -5**

	The Line Down To The Bottom Of The Chart	Artist	Title	Label	Wk In Chart	Peak Pos	Wk At Peak	Wk At Peak	Wk At Peak
2	2	1	1	1	1	1	1	1	1
3	4	6	9	1	1	1	1	1	1
4	1	3	1	1	1	1	1	1	1
5	3	4	1	1	1	1	1	1	1
6	5	1	1	1	1	1	1	1	1
7	1	3	1	1	1	1	1	1	1
8	1	3	1	1	1	1	1	1	1
9	7	1	1	1	1	1	1	1	1
10	13	13	1	1	1	1	1	1	1
11	13	13	1	1	1	1	1	1	1
12	13	13	1	1	1	1	1	1	1
13	13	13	1	1	1	1	1	1	1
14	13	13	1	1	1	1	1	1	1
15	13	13	1	1	1	1	1	1	1
16	13	13	1	1	1	1	1	1	1
17	13	13	1	1	1	1	1	1	1
18	13	13	1	1	1	1	1	1	1

**BIGGEST INCREASE IN PLAYS**

19	21	11	1	1	1	1	1	1	1
20	23	23	1	1	1	1	1	1	1
21	11	11	1	1	1	1	1	1	1
22	12	12	1	1	1	1	1	1	1
23	9	9	1	1	1	1	1	1	1
24	14	14	1	1	1	1	1	1	1
25	4	4	1	1	1	1	1	1	1
26	6	6	1	1	1	1	1	1	1
27	7	7	1	1	1	1	1	1	1
28	2	2	1	1	1	1	1	1	1
29	1	1	1	1	1	1	1	1	1
30	6	6	1	1	1	1	1	1	1
31	13	13	1	1	1	1	1	1	1
32	11	11	1	1	1	1	1	1	1
33	10	10	1	1	1	1	1	1	1
34	13	13	1	1	1	1	1	1	1
35	14	14	1	1	1	1	1	1	1
36	12	12	1	1	1	1	1	1	1
37	15	15	1	1	1	1	1	1	1
38	11	11	1	1	1	1	1	1	1
39	10	10	1	1	1	1	1	1	1
40	11	11	1	1	1	1	1	1	1
41	13	13	1	1	1	1	1	1	1

**HIGHEST TOP 50 CLIMBER**

20	23	23	1	1	1	1	1	1	1
21	11	11	1	1	1	1	1	1	1
22	12	12	1	1	1	1	1	1	1
23	9	9	1	1	1	1	1	1	1
24	14	14	1	1	1	1	1	1	1
25	4	4	1	1	1	1	1	1	1
26	6	6	1	1	1	1	1	1	1
27	7	7	1	1	1	1	1	1	1
28	2	2	1	1	1	1	1	1	1
29	1	1	1	1	1	1	1	1	1
30	6	6	1	1	1	1	1	1	1
31	13	13	1	1	1	1	1	1	1
32	11	11	1	1	1	1	1	1	1
33	10	10	1	1	1	1	1	1	1
34	13	13	1	1	1	1	1	1	1
35	14	14	1	1	1	1	1	1	1
36	12	12	1	1	1	1	1	1	1
37	15	15	1	1	1	1	1	1	1
38	11	11	1	1	1	1	1	1	1
39	10	10	1	1	1	1	1	1	1
40	11	11	1	1	1	1	1	1	1
41	13	13	1	1	1	1	1	1	1

**MOST ADDED**

34	13	13	1	1	1	1	1	1	1
35	14	14	1	1	1	1	1	1	1
36	12	12	1	1	1	1	1	1	1
37	15	15	1	1	1	1	1	1	1
38	11	11	1	1	1	1	1	1	1
39	10	10	1	1	1	1	1	1	1
40	11	11	1	1	1	1	1	1	1
41	13	13	1	1	1	1	1	1	1

**BIGGEST INCREASE IN AUDIENCE**

42	43	43	1	1	1	1	1	1	1
43	13	13	1	1	1	1	1	1	1
44	15	15	1	1	1	1	1	1	1
45	14	14	1	1	1	1	1	1	1
46	13	13	1	1	1	1	1	1	1
47	14	14	1	1	1	1	1	1	1
48	13	13	1	1	1	1	1	1	1
49	13	13	1	1	1	1	1	1	1
50	13	13	1	1	1	1	1	1	1

© Music Control UK. Compiled from 100 public radio stations from 100.8 to 101.5 FM and 102.1 to 103.9 MHz. Stations included by audience figures based on their own data. Audience increase % wk on wk. **Radio 2** FM, 101.6 MHz; **Radio 3**, 102.4 MHz; **Radio 4**, 102.9 MHz; **Radio 5**, 102.1 MHz; **Radio 6**, 102.1 MHz; **Radio 7**, 102.1 MHz; **Radio 8**, 102.1 MHz; **Radio 9**, 102.1 MHz; **Radio 10**, 102.1 MHz; **Radio 11**, 102.1 MHz; **Radio 12**, 102.1 MHz; **Radio 13**, 102.1 MHz; **Radio 14**, 102.1 MHz; **Radio 15**, 102.1 MHz; **Radio 16**, 102.1 MHz; **Radio 17**, 102.1 MHz; **Radio 18**, 102.1 MHz; **Radio 19**, 102.1 MHz; **Radio 20**, 102.1 MHz; **Radio 21**, 102.1 MHz; **Radio 22**, 102.1 MHz; **Radio 23**, 102.1 MHz; **Radio 24**, 102.1 MHz; **Radio 25**, 102.1 MHz; **Radio 26**, 102.1 MHz; **Radio 27**, 102.1 MHz; **Radio 28**, 102.1 MHz; **Radio 29**, 102.1 MHz; **Radio 30**, 102.1 MHz; **Radio 31**, 102.1 MHz; **Radio 32**, 102.1 MHz; **Radio 33**, 102.1 MHz; **Radio 34**, 102.1 MHz; **Radio 35**, 102.1 MHz; **Radio 36**, 102.1 MHz; **Radio 37**, 102.1 MHz; **Radio 38**, 102.1 MHz; **Radio 39**, 102.1 MHz; **Radio 40**, 102.1 MHz; **Radio 41**, 102.1 MHz; **Radio 42**, 102.1 MHz; **Radio 43**, 102.1 MHz; **Radio 44**, 102.1 MHz; **Radio 45**, 102.1 MHz; **Radio 46**, 102.1 MHz; **Radio 47**, 102.1 MHz; **Radio 48**, 102.1 MHz; **Radio 49**, 102.1 MHz; **Radio 50**, 102.1 MHz; **Radio 51**, 102.1 MHz; **Radio 52**, 102.1 MHz; **Radio 53**, 102.1 MHz; **Radio 54**, 102.1 MHz; **Radio 55**, 102.1 MHz; **Radio 56**, 102.1 MHz; **Radio 57**, 102.1 MHz; **Radio 58**, 102.1 MHz; **Radio 59**, 102.1 MHz; **Radio 60**, 102.1 MHz; **Radio 61**, 102.1 MHz; **Radio 62**, 102.1 MHz; **Radio 63**, 102.1 MHz; **Radio 64**, 102.1 MHz; **Radio 65**, 102.1 MHz; **Radio 66**, 102.1 MHz; **Radio 67**, 102.1 MHz; **Radio 68**, 102.1 MHz; **Radio 69**, 102.1 MHz; **Radio 70**, 102.1 MHz; **Radio 71**, 102.1 MHz; **Radio 72**, 102.1 MHz; **Radio 73**, 102.1 MHz; **Radio 74**, 102.1 MHz; **Radio 75**, 102.1 MHz; **Radio 76**, 102.1 MHz; **Radio 77**, 102.1 MHz; **Radio 78**, 102.1 MHz; **Radio 79**, 102.1 MHz; **Radio 80**, 102.1 MHz; **Radio 81**, 102.1 MHz; **Radio 82**, 102.1 MHz; **Radio 83**, 102.1 MHz; **Radio 84**, 102.1 MHz; **Radio 85**, 102.1 MHz; **Radio 86**, 102.1 MHz; **Radio 87**, 102.1 MHz; **Radio 88**, 102.1 MHz; **Radio 89**, 102.1 MHz; **Radio 90**, 102.1 MHz; **Radio 91**, 102.1 MHz; **Radio 92**, 102.1 MHz; **Radio 93**, 102.1 MHz; **Radio 94**, 102.1 MHz; **Radio 95**, 102.1 MHz; **Radio 96**, 102.1 MHz; **Radio 97**, 102.1 MHz; **Radio 98**, 102.1 MHz; **Radio 99**, 102.1 MHz; **Radio 100**, 102.1 MHz.

**RADIO ONE**

	The Line Down To The Bottom Of The Chart	Artist	Title	Label	Wk In Chart	Peak Pos	Wk At Peak	Wk At Peak	Wk At Peak
1	1	1	1	1	1	1	1	1	1
2	1	1	1	1	1	1	1	1	1
3	1	1	1	1	1	1	1	1	1
4	1	1	1	1	1	1	1	1	1
5	1	1	1	1	1	1	1	1	1
6	1	1	1	1	1	1	1	1	1
7	1	1	1	1	1	1	1	1	1
8	1	1	1	1	1	1	1	1	1
9	1	1	1	1	1	1	1	1	1
10	1	1	1	1	1	1	1	1	1
11	1	1	1	1	1	1	1	1	1
12	1	1	1	1	1	1	1	1	1
13	1	1	1	1	1	1	1	1	1
14	1	1	1	1	1	1	1	1	1
15	1	1	1	1	1	1	1	1	1
16	1	1	1	1	1	1	1	1	1
17	1	1	1	1	1	1	1	1	1
18	1	1	1	1	1	1	1	1	1
19	1	1	1	1	1	1	1	1	1
20	1	1	1	1	1	1	1	1	1
21	1	1	1	1	1	1	1	1	1
22	1	1	1	1	1	1	1	1	1
23	1	1	1	1	1	1	1	1	1
24	1	1	1	1	1	1	1	1	1
25	1	1	1	1	1	1	1	1	1
26	1	1	1	1	1	1	1	1	1
27	1	1	1	1	1	1	1	1	1
28	1	1	1	1	1	1	1	1	1
29	1	1	1	1	1	1	1	1	1
30	1	1	1	1	1	1	1	1	1
31	1	1	1	1	1	1	1	1	1
32	1	1	1	1	1	1	1	1	1
33	1	1	1	1	1	1	1	1	1
34	1	1	1	1	1	1	1	1	1
35	1	1	1	1	1	1	1	1	1
36	1	1	1	1	1	1	1	1	1
37	1	1	1	1	1	1	1	1	1
38	1	1	1	1	1	1	1	1	1
39	1	1	1	1	1	1	1	1	1
40	1	1	1	1	1	1	1	1	1
41	1	1	1	1	1	1	1	1	1

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3btl	<i>Château Garreau</i> Bordeaux Supérieur	1995
3btl	<i>Côtes du Rhone Villages</i> Domaine de Renjard	1996
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**Case Two**

3btl	<i>Mintou-Salon Clos des Blanchais</i> Domaine Henry Petit	1997
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3btl	<i>Château Fayril-Clienet</i> Pomerol	1994
3btl	<i>St Aubin</i> 1er Cru, le Champlet, Domaine Langouereau	1992
1btl	<i>Sautirnat</i> 1er Cru Classé, Sauternes	1983
1btl	<i>Quinta do Noval</i> Vintage Port	1985
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# SINGLE of the week

**JOHN LENNON: Imagine** (Parlophone CORDS534). The charts were probably deceived as "not like they used to be" when this



originally reached a paltry number six in November 1975. Voted the nation's second favourite single of all time in Channel Four's Music Of The Millennium poll, it was also chosen as the nation's favourite lyric in an October BBC poll. On its first appearance as a CD single, its B-sides include Happy Xmas (War Is Over) and Give Peace A Chance. At odds of 2-1 for Christmas number one, it could be fitting to end the millennium praising one of its musical geniuses.



## SINGLE reviews



**S CLUB 7: Two In A Million/You're My Number One** (Polydor 561 5952). Thanks to an ITV special, this could be a contender for Christmas number one. Its lack of a Yuletide or millennial theme could be a help or a hindrance, and though it lacks an edge, it is helped by familiar-sounding production.

**CHARLOTTE CHURCH: Just Wave Hello** (Sony Classical 6685312). This potential Christmas number one is actually Church's debut single as Sony has previously shied from releasing any material from her two platinum Top 10 albums (see Marketing, p5). Sales will be driven by its use in the Ford car advertising campaign.

**ERIC BENET: Why You Follow Me** (Warner Bros PRO1579). Drawing on the current craze for all sounds Latin, this salsa-flavoured single from the underrated US R&B singer-songwriter hits all the right notes. String-laden production by D-Influence should ensure plenty of radio exposure.

**DELAKOTA: Gotta Get Down** (Village 001). One of the best unsigned

acts around — currently attracting much A&R interest since their departure from Go Beat — prove that fact by releasing this Nineties-style tribute to Seventies disco. It is a 1,000-copy limited-edition release on their own label. Big things await them in 2000.

**MICHAEL STEPS: Say You'll Be Mine/Better The Devil You Know** (Jive 9201002). This Christmas number one contender is the fourth single from Steps' platinum-selling album *Step2acular*. The first track is a typically neat pop tune, and the inclusion of a cover of Kylie's best pop single, *Better The Devil You Know* — not included on the album — can only give sales further.



**VARIOUS: It's Only Rock 'n' Roll** (Universal Music TV 1565982). Boiled by the number one success of *Perfect Day*, the Children's Promise and Universal have put together a star-studded cast for this re-reading of The Rolling Stones' 1975 hit. Spice Girls, Jon Bon Jovi and even Mick Jagger make appearances, but the production is extremely lacking, proving such singles work best with a ballad or when not marketed/led. But it is for charity.

**BOB MARLEY VS FUNKSTAR DE LUXE: Rainbow Country** (Edel 006722/509). Danish producer Funkstar's second Marley reworking disappointingly strays little from the formula that made *Sun Is Shining* a Top Five hit. A missed opportunity.



**EUROPE: The Final Countdown 2000** (Epic 6685042/4). Due to a rather tenuous link with the millennium celebrations, Europe's 1986 number one receives a dusting-down from Brian Rawling (Cher). His cheery four-to-the-floor update gives the song a contemporary feel.

**PERFECT PHASE: Horny Horns** (Positiva CD1V123). Currently blowing the roof off house clubs, this pumping Dutch dance track builds before moving into airhorn blasts. It is currently topping the *MW* Club and Pop Charts.

**SOUTH PARK: Mr Hunky the Christmas Poo** (Columbia 6685582). Expect many jokes about there being a lot of crap at the top of the charts if this track succeeds. Not a patch on Chef's chart-topping *Chocolate Salty Balls* from last year, the *Channel Four* show's cut following may lay it flat.

This week's reviewers: Dugald Baird, Michael Byrne, Stephen Jones, Sophie Moss, Charlotte Saxe, Nick Tesco and Adam Woods.



**WESTLIFE: I Have A Dream/Seasons in the Sun** (RCA 74321726012). William Hill's 5-4 favourite for Christmas number one, this double *Aside* sees BMG A&R Simon Cowell going all out for the spot with Westlife's cover of Abba's 1979 hit and Terry Jacks' 1974 funeral classic number one. Pete Waterman produces both: the former a product of the recently broadcast *Abbanmania* TV project and the latter featuring on the act's debut album. Last week it was Radio 2's single of the week, and while not as strong as *Flying Without Wings*, it could well be their fourth chart-topping single.

## Hear new releases

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

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CHRONICLE JIM BEAM

CLASSICAL news

DG IN PUSH TO REGAIN TOP CLASSICAL SPOT

The constituent labels of Universal Classics and Jazz are looking to strong core product to maintain the corporate group's leading market share position in the first quarter of 2000.

Deutsche Grammophon is set to lead the way with a high-profile marketing campaign to restore the yellow label to its former position as the pre-eminent classical brand. DG has won more than 55 Gramophone awards in the past and boasts one of classical music's finest back catalogues.

The DG 2000 campaign looks set to build brand awareness throughout the year. The marketing strategy will include retail, mail order, advertising and promotion ranging from in-store campaigns and radio ads to branded taxis.

Mark Wilkinson, head of Deutsche Grammophon UK, says the campaign is aimed at revising and re-energising the label. "It used to be number one and deserves to be so again," he says. "We have to look at the Naxos budget-price factor and the relative strength of other labels; nevertheless, there is no reason why DG should not be the leader in terms of core and crossover releases."

January sees the launch of a DG retail-led campaign backed by strong POS material, designed specifically for the Deutsche Grammophon 2000 theme. The strapline "Deutsche Grammophon — The Finest Classical Music Label in the World" will appear on every first-release product and all DG advertising and marketing material during the year.

Wilkinson also points to key DG classical releases for the first quarter of 2000. January sees the release of Vienna Soiree, an anthology of dances by Ziehrer, Lanner, Lehar and Suppe performed by the Vienna Philharmonic and Sir John Eliot Gardiner. The label marks the 250th anniversary of JS Bach's death with a number of releases,

including the reissue of Rosalyn Tureck's legendary Fifteen accounts of the Well-Tempered Clavier (January) and the first instalment in Gardiner's 12-disc Bach Pilgrimage (March). Other DG highlights include The Greatest Tenors of the 20th Century (February); Puccini's Manon Lescaut starring José Cura and conducted by Riccardo Muti (March); and Boulez: The Artist's Album (March), released to mark the French composer and conductor's 75th birthday.

IRISH TENORS' US HIT ALBUM HEADS FOR UK

Word of mouth remains among the most powerful of all marketing tools if the US album sales generated by the Irish Tenors are any guide. The vocal act were established and signed by UK independent label Point Entertainment in March 1999, and have since registered more than 500,000 sales on the other side of the Atlantic with their eponymous debut album of Irish ballads and folk songs.

Meanwhile, the Irish Tenors (pictured) have built an eager following in the UK, registering 20,000 sales without any serious marketing spend. "We decided from the beginning not to take a traditional record company approach," explains Chris Cary, Point Entertainment's director of strategic projects. "We could have spent a huge



amount of money, but instead we concentrated on growing the act organically in the US and we'll do exactly the same here."

Sales of the tenors' second album, Home For Christmas, approached gold status within a month of its October release in the States.

"Their UK potential is such that we can expect to sell between 60,000 and 100,000 records," says Cary.

Andrew Stewart can be contacted by e-mail at: [AndrewStewart2@compuserve.com](mailto:AndrewStewart2@compuserve.com)

ALBUM of the week

BRUCKNER: Symphony No.3. Royal Scottish National Orchestra/Tintner (Naxos 8.553454). The octogenarian conductor Georg Tintner had recently



finished recording his Bruckner symphony cycle for Naxos when he committed suicide in October to end the pain of cancer. The RSNO's playing has the weight and clarity to deliver a very convincing performance of the 1873 version of the Third Symphony. Retail counter-top boxes and ads in Gramophone feature as part of the disc's marketing strategy.

REVIEWS

For records released up to December 13, 1999

MICHAEL PRAETORIUS: Christmas Music. Viva Voce (BIS BIS-CD-1035). The late 16th-century German composer was among the most influential of his generation, and his dances and large-scale choral works have long been a staple of the early music canon. This recital of Christmas works is beautifully performed by an ensemble of six voices and two continuo players.



C.H. GRAUN: Christmas Oratorio. Soloists; Rheinische Kantorei/Max (CPÖ 999 707-2). Graun rose to fame with his appointment in 1736 as composer to the Prussian court in Berlin. His Christmas Oratorio, recently rediscovered in Washington's Library of Congress, appears to date from earlier in Graun's career, with its feeling of youthful spirit. Hermann Max conducts a sensitive and colourful account of the score. The disc is supported by Gramophone advertising.

SANCTUS — 1000 YEARS OF SACRED MUSIC: Hildegard von Bingen, Palestrina, Byrd, J.S. Bach, Dunfee, Part, etc. (Brilliant

Classics 99452). Brilliant's 15-CD set offers unbeatable value for money. All the recordings have been licensed in for the project, including first-rate versions of Bach's Magnificat and Mass in B minor from The Sixteen.

THE RECORD OF SINGING

Volume 3: Various artists. Testament (SBT 0132). A key release from Stewart Brown's Testament label sees the reissue and remastering of the third

volume in HMV's Record of Singing series. There are more than 150 tracks offered on the 10-disc set drawn from recordings made between 1928 and 1939.

R. STRAUSS: Complete Orchestral Songs. Gruberova, Howarth, Skovhus, Moll, etc.; Nice Philharmonic Orchestra/Halder (Nightingale Classics NC 000065-2). This attractive set offers three discs for the price of two — a bargain given the quality of the artists involved. Conductor Friedrich Halder presented the first complete concert performance of Richard Strauss's orchestral songs in Strasbourg in 1993. These studio versions contain much rarely heard material, alongside such familiar works as the Four Last Songs.

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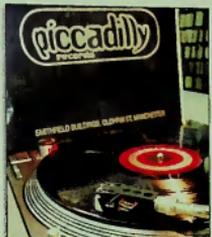
## RETAIL FOCUS: PICCADILLY RECORDS

by Karen FAUX

With record companies' emphasis very much on mainstream releases in the run-up to Christmas, Manchester indie Piccadilly Records has had to find an individual approach to maintaining seasonal sales. "Most of the heavily-marketed Christmas albums do not relate to our store at all," says co-owner Philippa Jarman. "What we do is put together a top 50 of the year, compiled by the five people who work here, and promote it to all our customers."

As an incentive to those who don't buy earlier in the year, the store is offering its top 10 titles for £10.99 and the rest for £12.99. Copies of the chart have been printed off for people to pick up in-store and it is advertised on Piccadilly's website and in the windows. "As in previous years there's loads of interest in it," says Jarman. "It is also working well with another campaign we're running where customers get a free Piccadilly Records mug when they spend more than £25."

Manchester's Northern Quarter is already seeing an increase in customer traffic now



Piccadilly Records: top albums promotion that it has erected street decorations and got into festive mode. Piccadilly rubs shoulders with a number of specialist shops which appeal to both students and older people. "There is a huge amount of development going on around here and business is getting

## PICCADILLY'S TOP 10 OF 1999

1. The Soft Balletin Flamin' Lips (Warner Bros)
2. Rast Proof Clockwork Plead (Warp)
3. Us And Us Only The Charlatans (JMC)
4. Keep It Unreal Mr Scruff (Ninja Tune)
5. Terror Twilight Pavement (Domino)
6. Midnite Vultures Goff (Geffen)
7. Beta Band Beta Band (Regal)
8. Remedy Basement Jaxx (XL)
9. On How Life Is Macy Gray (Epic)
10. Black On Both Sides Mos Def (Rovakus)

vinyl format. To keep its customers informed, the store organises a weekly, electronic mailout, which includes descriptions of each new release. "It takes quite a few hours to put together but it is an extra service that is appreciated," says Jarman. "It generates a lot

better all the time," says Jarman.

This week new albums from Beck and the Beastie Boys have been strong performers and Piccadilly is still doing well with Ian Brown's *Golden Greats* in its limited edition.

As Christmas trading grows increasingly hectic, Piccadilly is confident that the store will be able to cope. It has already gathered sales of its top 50 offer and has stocked up accordingly. "The service we get from distributors is generally pretty good although at this time of year there are inevitably more mistakes than usual," says Jarman. "Full credit goes to Vistal for recently delivering a huge order without a single mistake."

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Piccadilly Records has so far avoided all millennium hype as have other stores in the Northern Quarter. "It's something that people around here don't seem to think about. We all know it's just another New Year," says Jarman.

## IN-STORE NEXT WEEK (from 6/12/99)



**Windows** - George Michael, Thundersbuys, Sony Nice Price campaign with CDs at £7.99 or three for £22. **In-store** - Future Loop Foundation, Illumina, Death In Vegas, Beth Orton, Fire And Skill, Beastie Boys, Joshua Bell, George Michael, Vengaboys, Beck. **TU advertising** - Best Christmas Album In The World...Ever; **Press ads** - Future Loop Foundation, Sony Nice Price campaign, Joshua Bell, Paul McCartney, Death In Vegas, Fire And Skill, Beastie Boys, Illumina, Kiri Te Kanawa, Vengaboys, Beck



**Singles** - Céline Dion, The Corrs, Whitney Houston, Thundersbuys, A Teens, Michael Moor, Lauryn Hill and Bob Marley. **Albums** - McCartney, Death In Vegas, Fire And Skill, Beastie Boys, Illumina, Kiri Te Kanawa, Vengaboys, Beck



**In-store** - Christmas campaign offering chart albums at £9.99 and cassettes at £7.99 including Céline Dion, Robbie Williams, Five and Steps, chart videos (including Disney) for £11.99 and three for the price of two



**Albums of the Month** - Best of '99 Campaign: In-store display boards - Best of '99 featuring Tom Jones, Basement Jaxx, Divine Comedy, Beta Band, Pavement, Public Enemy, Breakfast Era, Moby



**Singles** - Céline Dion, Whitney Houston; **Windows** - Christmas campaign, money-off vouchers for purchases in 2000; **Press ads** - The Corrs, Céline Dion, Whitney Houston, the Charlatans, Thundersbuys



**Single** - Tom Jones & Cerys Matthews; **Albums** - Charlotte Church; **Listening posts** - José Cura, Chris de Burgh, Supergrass



**Album** - Now Dance; **Windows** - Now Dance, Billy Connolly, Tina Turner & Paul McCartney; **Friends**; **Listening posts** - Pete Townshend, Sheryl Crow, Robert Gray; **TU ads** - Now Dance, Billy Connolly, Tina Turner & Paul McCartney



**Singles** - Thundersbuys, Len, Vengaboys, Tom Jones & Cerys Matthews, B\*Witched, Enrique Iglesias, TLC; **Albums** - Beck, Sheryl Crow, George Michael, Euphoria, Hits 2000, South Park; **Windows** - George Michael; **In-store** - chart albums from as low as £9.99



**Singles** - Vengaboys, TLC, Tom Jones & Cerys Matthews, William Orbit, Beastie Boys, Queen, The Charlatans, Bryan Adams, Albums - Bob Marley, Red Hot Chili Peppers, Blur, Alanis Morissette, Foo Fighters, Phats & Small, Korn, Enigma, Mary J Blige, Fatboy Slim; **Windows** - Travis, George Michael, The Corrs, Westlife, S Club 7, Vengaboys, Coline Dion, Shania Twain, Stereophonics



**Selecta listening posts** - Matthew Sweet, Tom Vlatos, Cocktail Twins, Feeder, Groove Armada, Dolts, A Tribe Called Quest, Groove Armada, Emiliana Torrini; **Mojo recommended retailers** - Luther Allison, Fleetwood Mac, Jack Bruce, Sly & The Family Stone, Spirit, Junior Kimbrough



**Singles** - Tom Jones & Cerys Matthews, Beastie Boys, Vengaboys; **Windows** - Shola Ama, George Michael, Sony, Tina Turner; **In-store** - Christmas campaign;

**Radio ads** - George Michael (Capital FM), Beastie Boys (Xfm); **Press ads** - B\*Witched, Moby, Peter Dinklage, The Divine Comedy; **Outdoor posters** - EMJ, Eric Clapton, Cher



**In-store** - Céline Dion, The Corrs, Jamiroquai, Christmas campaign offering two CDs for £22 across hundreds of titles, Artful Dodger, Atomic Kitten, Boyzone, Dust Brothers, Longpig, Moby, Piu



**Single** - Tom Jones & Cerys Matthews; **Album** - Charlotte Church; **Listening posts** - José Cura, Chris de Burgh, Supergrass



**Singles** - Thundersbuys; **In-store** - Hits 2000, Smash Hits 2000, two CDs for £22, Jingle Bells; **Windows** - Emporia; **Press ads** - Progress, William Orbit, Vengaboys, Guns 'N Roses, Alanis Morissette, Euphoria

## ON THE SHELF

LISA DYSON,  
manager, Anis Records,  
Halifax

streaming out. We are not doing so well with big acts like Tina Turner and Céline Dion. They seem to have gone a bit stale and people won't buy the product just because of the name.

There is huge interest in the forthcoming single from Lauryn Hill & Bob Marley and it's good to see a new generation getting into Marley. Judging by the number of pre-release enquiries we will also do extremely well with upcoming singles from the Cuban Boys and David Gray.

A couple of months ago we put in a new DVD chart wall which is prominently displayed alongside all our other chart sections. We wanted to make people aware of what is available and sales have been steadily increasing. Our biggest sellers are horror titles such as *The Exorcist* and *Driller Killer*, and there is a lot of scope to sell music once more titles start to come through."

## ON THE ROAD

BILLY SCALLY,  
EMI account manager  
for Scotland

Nowt series bridges the gap between Indies and multiples as it is one that both make a killing on.

The next couple of weeks are looking good. New releases include Queen's Live Through This with a picture disc version, and a new Vengaboys track, entitled Kiss (When The Sun Don't Shine). On December 6 the Fun Lovin' Criminals unleash their new album *Mimosa*, which is laidback, lounge-style. Their UK tour kicks off on November 25 and includes three nights in Glasgow so sales should be high.

In recent weeks we have been very busy fitting up shops with their new POS, which has included a wide range of FSDUs and wall hangings. The response from our independent stores has appreciated the choice in colour schemes. Tomorrow I'm in London for a computer training course and then on to the EMI Christmas party. No doubt we'll all be feeling pretty fragile on the Friday morning."



"We are not an especially big store but we are very well stocked and people know they can get what they are looking for here. Our biggest strength is back catalogue and it usually outsells new releases by two to one. We stock a lot of Seventies and Eighties music and we're currently doing a roofing tour with bands like The Rolling Stones, Kiss and Fleetwood Mac, as part of a three-for-£22 CD offer.

We also have an ongoing two-for-£20 campaign which we add to every week. We've just included *Korn* and *Rage Against The Machine* and it now runs the gamut from Daniel O'Donnell to Madonna. In the new year we'll be launching a sale which will take the promotions down to an even lower price point.

Our best-selling singles are being led by *Wandou Project*, *Alice Deejay*, *Boyzone* and *Phats & Small* albums from Beck, *Beastie Boys*, *Vonda Shepard* and *Metallica* are





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#### Club Promotions Manager

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#### Junior/Runner

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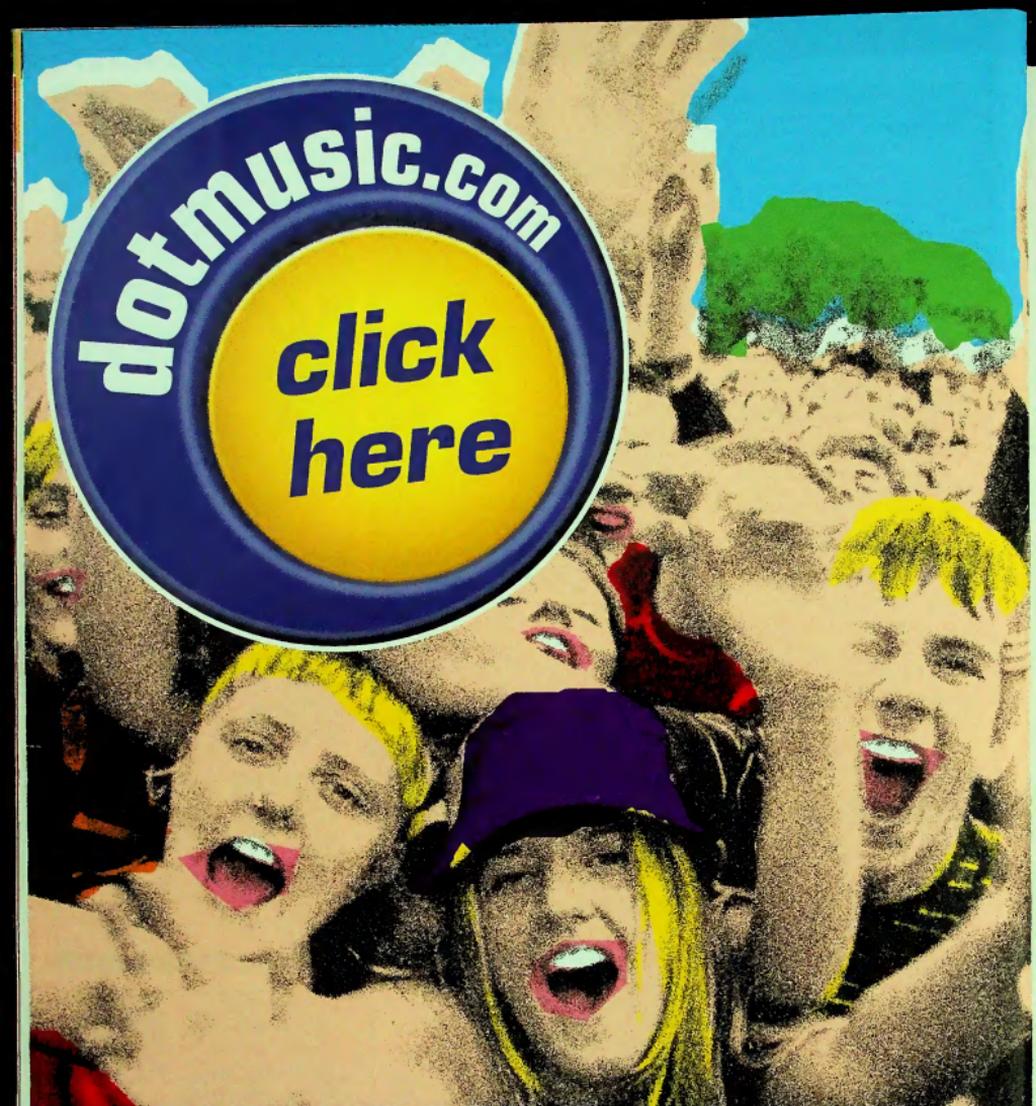
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