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IS THERE A FUTURE IN TAPE MANUFACTURING? - P26

FOR EVERYONE IN THE BUSINESS OF MUSIC

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Album sales up, but profits suffer

by Paul Williams

The UK music industry is riding high on a hefty increase in album sales this year – but at a cost to its profits. Newly-released figures reveal album shipments grew 14.3% year-on-year in the second quarter to 42.3m units, thereby ending five successive periods of flat sales.

However, a widening gap is emerging between albums sold to retailers and money generated for them, with value rising in the quarter by a less-predictable 8.9% as more and more discounted titles and parallel imports entered the market.

BMG sales director Richard Story, whose company was responsible for one of the period's biggest new

albums with Whitney Houston's *The Greatest Hits*, puts the sales rise down largely to the huge number of in-store promotions running. "There's an awful lot of campaign activity going on with the likes of HMV, Our Price and Woolworths. The rise has got a lot to do with that because, while there's been some interesting album releases, there's been nothing with massive volumes."

Virgin Megastores product controller for albums Rod MacLennan agrees that it has been campaigns that have buoyed business as stores looked to compensate for a release schedule lacking firepower. "They're an integral part of the business," he



Moby: album success

says. "We could not imagine life without them now."

Alongside heavy discounting, HMV senior marketing manager Cormac Loughran also believes sales during the quarter were helped by England's early exit from Euro 2000 and the "surprise" success of sever-

al albums such as David Gray's *White Ladder*, Moby's *Play* and Dr Dre's 2001.

The increase in album sales in quarter two, which helped to lift the combined singles and albums market to a 5.5% year-on-year value increase to £223.1m, came in sharp contrast to a steep fall in singles sales. With the market lacking any really big-selling releases, shipments tumbled by 10.3% and value by 10.1%. "The singles market has been depressed for quite a while now, which is to do with pricing issues," says MacLennan. "If you get a full-price single for £3.99 but certain retailers are selling the main albums for £9.99 then you're going

to buy an album."

In contrast to the second period, quarter three is already proving to be a strong three months for new albums with releases already out from acts such as The Gons and Ronan Keating, with Craig David set to follow today (Monday) and Robbie Williams on August 28. Quarter four is also shaping up to be exceptionally strong with new albums from acts such as Radiohead, Spice Girls and U2, but profits risk being sacrificed to boost margins. BMG's Story says he hopes sanity will prevail, but with the full impact of Wal-Mart/Asda yet to hit, adds, "The concerns are it's going to be a £10 Christmas again."

Zomba UK managing director Steve Jenkins (pictured right) joined Pinnacle chairman Steve Mason (left) at the company's warehouse last week to celebrate the 25 millionth unit – Britney Spears' new single *Lucky* – to be shipped since parent company Zomba's acquisition of the Windsor/Pinnacle Group almost exactly four years ago. The Backstreet Boys' number three hit *We've Got It Goin' On* in August 1996 marked the first Pinnacle-handled release under Zomba management. "Pinnacle was exactly the type of operation I wanted to work with," says Jenkins. "It's a perfect combination, and never ever have I even think about whether a release will be in the right place at the right time, because I know it will." Jenkins and Mason have a long history of collaboration in the industry, beginning in 1983 when Jenkins was managing director at Impulse and the latter chief at Pinnacle.



Sales soar for short-listed Mercury acts

Strong press coverage and a record number of debut albums shortlisted this year are helping to produce the biggest sales surge to date in the nine-year history of the Mercury Music Prize.

Retailers are reporting uplifts of up to 300% for the 12 selected albums since the shortlist was announced on July 25, with the current biggest beneficiaries being Beyond Skin by Nitin Sawhney (*Outcaste*) and Little Black Numbers by Kathryn Williams (*Case Records*). Part of a six-strong contingent of debut albums on the list, the pair have also been subject to extensive press interest.

HMV head of rock and pop Dave Easton, whose chain has experienced a 310% sales rise for Little Black Numbers and 221% for the Sawhney album, believes the uplifts partly reflect the nature and appeal of the artists listed in the Technics-sponsored event. "It seems that the event is now having a growing impact on sales, particularly for emerging artists," he says.

Meanwhile, this year's sampler album is being released next Monday with a retail price of £4.99 and featuring one track from each of the 12 nominated albums plus Talvin Singh's *Traveler* from his 1999-winning OK album.

DEAG backs Ogden's management return

Former Paul McCartney manager Richard Ogden is returning to artist management with the launch of his own company backed by expanding German live music powerhouse Deutsche Entertainment AG.

Ogden, who has spent the past seven years as a senior VP at Sony Music Europe, says the new company, Richard Ogden Management, aims to build up a roster of clients that will include a handful of "top-class, very interesting" names alongside some younger acts. Although no acts have yet been signed to the company, which officially launches a London office in the first week of September, he says he already has "some irons in the fire".

Ogden says that the idea for the



New business partners: Ogden (left) and Schwenkow company originally arose out of a conversation he had more than a year ago with promoter Barry Marshall, whose Marshall Arts company is part owned by Peter Schwenkow's DEAG. "I felt I wasn't really going anywhere at Sony. I'm bad at doing the same thing over

and over again. I needed to move forward, whether within the company or outside it," he says.

Ogden will be joined in his new venture by Sony colleague Matthew Szatmari and his PA Zaadi Tessler. The company also plans to open an office in Germany.

Ogden started his music industry career as a press officer for United Artists, subsequently holding record company roles including managing director of Polydor UK in the mid-Eighties.

His first run as a manager came in the late Seventies handling artists such as The Skids, The Motors and Bram Chalkovsky, followed by a six-year stint managing Paul and the late Linda McCartney from 1987 to 1993.

MAJOR MY MOOD

A psychedelic journey through a dozen music styles. *Sunday Times*.
A cinchy blend. *Time Out*.
B rave and confident. *Musical*.
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Our Price looks to future as v.shop prepares for roll-out

by Paul Williams

Our Price is pushing through a rapid transformation of half its chain with plans to rebrand around 100 stores as v.shop before Christmas.

The retailer's ambitious programme will initially see rebranded branches in Chatham, Gilling, Notting Hill and Kensington reopening after a sixweek shutdown in the first week of September, with another 10 to 15 stores coming on board every week until the end of the year.

Our Price commercial director Neil Boote believes the chain's metamorphosis represents the most radical transformation conducted yet by a retailer as it plans to satisfy what it sees as a public demand for both High Street and e-commerce retail concepts. "We generally believe that consumers want the best of both worlds –

the best of e-commerce in terms of convenience, range, economics, but they also want to carry on with a real shopping experience. They want to be able to touch and feel things for themselves and want to be able to return things," he says.

However, despite the introduction of the v.shop concept – which will combine software, mobile phones and other new technology – the Our Price name could survive on some High Streets with no final decision yet reached on the rest of the 220-strong chain. This will emerge early next year once the impact of v.shop has been analysed, at which time the remaining stores will either be rebranded, close or continue as Our Price branches. Some 20 stores have already been identified for closure.

The company's continued support



Boote: radical transformation

for the Our Price brand is being underlined by the move of North West regional manager Lindsay Russell to fill the newly-created post of Our Price head of operations. Boote even suggests that the brand could go back to its roots as an "aggressive discounting chain". The bottom line is Our Price hasn't had any investment. It wasn't a question of closing, but

watching it wither on the vine or biting the bullet," he says.

The initial v.shops will be concentrated around London and the South East to reflect the regions where Our Price says mobile phones have the highest penetration. While mobile phones will take up about 25% of each of the new stores' space and hardware about 15%, software will continue to dominate as before. For music this will mean a Top 50 artist albums and Top 25 compilations range, a singles chart and space for campaigns. Outside of promotions no back catalogue will be carried in store, though each store will have around five kiosks in a "Find And Buy" (FAB) section, where customers will be able to order from a vast range of titles for home delivery with fulfilment being carried out by EUK.

Go Beat/Polydora's Gabriella, Wildstar's Craig David and Def Soul/Mercury's Shag (pictured) are the first live acts to be confirmed for the fifth annual Mobo Awards, which are being held at London's Alexandra Palace on October 4. The Mastercard-sponsored awards show will be televised the following day by Channel 4, which has committed up to £500,000 to market the event via billboards, press ads and flyposting. News of the show's line-up came last week as the organisation confirmed that it has postponed plans to hold its first festival event until next year. Dubbed Mobofest 2000, the World Online-sponsored event – which was conceived to showcase up and coming UK and US reggae, garage and R&B acts – has been put back to 2001. "It's a case of the timing not being right," says Mobo managing director Andy Ruffell. "It became clear that we would be in a position – with MTV, Capital Radio and Channel 4 Involved – to deliver a much more exciting event in 2001."

Wright tipped to head Bard as McLaughlin stands down

Virgin Entertainment CEO Simon Wright is emerging as one of the front runners for the job of Bard chairman following to Brian McLaughlin's decision to stand down from the post next month.

The HMV Europe managing director will not be seeking re-election at the retail body's AGM on September 14 after two years spent helping to raise the profile of the organisation and fighting a series of tough issues. Bard director general Bob Lewis says McLaughlin's increased commitments and responsibilities at HMV have made it difficult for him to give the Bard job the attention it deserves. He adds that McLaughlin's legacy during his two terms has included helping to form TMCs, fight PPL over the issue of paying for playing music in record stores and negotiate the Worldpop.com chart sponsorship.

Brian's daytime job makes him a busy bunny and he thought he ought to step down. He has done a wonderful job for us and tackled a lot of major issues," says Lewis. He adds that deputy chairman Andy Gray, founder of Andy's Records, and



Wright: "freed up" for Bar role

Arlney's Richard Wootton will also step down as deputy chairman and treasurer respectively.

A straw poll of the 18 Bard council members, who will be asked to nominate and vote for a new chairman, deputy chairman and treasurer at the Commonwealth Club AGM in London, indicates that Wright will garner several nominations for chairman. Lewis admits his name is one of five already mentioned on the three nomination forms he has returned (they are all due back on August 21). Crucially, Wright is making himself available for the job. He says the recent appointment of Andy Randall as managing director of Virgin has "freed myself up a bit".

EMI shares bounce back following US legal action

EMI's share price was back on course as Music Week went to press at the end of last week following a turbulent rise caused by the news of US legal action against all five majors for price fixing.

A total of 28 states filed suits seeking damages following the FTC ruling in May that banned labels from using a minimum advertised price (MAP) scheme with retailers. The practice persuaded retailers against CD discounting by offering advertising co-payment.

EMI's share price fell 49.5p (9%) to £8.00 last Wednesday as the announcement sparked a rash of sell-offs. However, it bounced back to a healthy £6.50 by close of business on Thursday.

Menzies sells off THE to management team

Total Home Entertainment (THE), the UK's largest independent distributor of home entertainment product, is being bought out by three of the company's management team after parent John Menzies signalled it no longer figured in its long-term plans.

The management buyout team of managing director Dennis Ashton, commercial director Warren Mason and finance director David Pemberton are buying the Staffordshire-based company for £2.5m, although a further £3.5m could be triggered in an "anti-embarrassment clause" if the company performs well and is bought by another group.

Pemberton says the move was triggered by Menzies' indicating that THE, which made an operating loss of £4.2m on sales of £130m in the 12 months to May 6, 2000, was no longer part of its core business. "In the short term we want to add to our customer profile and we are already talking to several people, some of which may be in music," he says. Although CDs, books and



THE team: (from left) Mason, Ashton and Pemberton

multimedia will remain THE's main offer, Pemberton also suggests that the company may look at distributing other goods after recently investing in a semi-automated picking line which can handle a variety of products.

Pemberton rebuffs suggestions that Asda's recent move to switch supplier from EUK to Handman will create a strong competitor for THE. "We are the largest independent wholesaler of music product, supplying companies like Sainsbury's, and Handman are not our main competition. There is enough space for a number of players," he says.

EC DELAYS SEAGRAM RULING

Vivendi has been instructed to reinstate its £42m proposal to buy Seagram and the remainder of Canal Plus. It does not yet own to the European Commission after regulators concluded the group's initial filing was incomplete. Vivendi is now hopeful the EC will reach a decision on the deal by the end of next month.

POPTONES MAKES AIM DEBUT

Shares in Alan McGee's new record company Poptones were traded bradly last week after last Monday's placing on the Alternative Investment Market. The 11.0m shares, listed at 2p, closed the week up half a penny at 2.5p and helped raise more than £2m to develop acts.

MUNNS JOINS O2 BOARD

Peter Gabriel's fledgling music and business digital distribution company On Demand Distribution (OOD) has appointed former PolyGram managing director David Munns as non-executive director to its board. Since launch, OOD has been trailed by a number of independents including V2 and Mushroom.

ADL TAKES NUISANCE ACTION

ADL has had to make a second move to curb Nuisant software developers since purchasing the company last year. It shut down an MP3 search feature attached to its Winamp player last week after complaints it did not distinguish between licensed and pirated files. The move comes just three months after it successfully acted to stop Nuisant-developed Guntella leaking on to the web.

ROBBIE TO PLAY SECRET R1 BIG

Robbie Williams is to perform a one-off gig at a secret venue on Sunday September 3 to be broadcast live on Radio One. Details of the gig, which follows previous "Intimate" gigs for the station by acts including REM, were due to be announced this morning (Monday) on the Radio One breakfast show.

UNIVERSAL SIGNS BLUEMATTER DEAL

Universal has linked a deal with US hosting and tracking provider Digital Island to handle the physical network distribution of its Bluematters music and artists into file format for digital download.

CAPITAL BOOSTS DANCE LINE-UP

Capital FM programme controller Jeff Smith is boosting the station's dance music coverage as part of a shuffle of its weekend line-up. All B will host Capital DanceMasters every Friday between 8pm and 11pm from August 25, followed by a one-hour garage show from Craig David on Saturdays from August 26, while the hour-long Capital Takeover hosted by a celebrity will run each Sunday from 8pm.

EJAY FLOATS ON FRANKFURT MARKET

German online studio software provider EJAY has announced its first port to play ADL a successful debut on the Frankfurt New Market last Wednesday, rising 16% to €5.20 from its €4.50 issue price. The company opened a London office in June.

MWC COMMENT

A MANAGER IN SEARCH OF FUN

Ask anyone in the UK record or publishing business which executives are the rarest breed and many will say top class managers. Despite the welcome development of organisations like the MMF (formerly IMF), artists and labels alike complain about how hard it is to find smart, organised and professional managers who both care about the music and can take care of the business.

If it's an issue in the UK, it's far more severe in the rest of Europe, where there has simply never been any tradition of professional, independent artist management. Given this backdrop, it's surely a good time for Richard Ogden to launch his German-backed venture, especially with its international approach.

The reason most commonly cited for the management drought is quite simple: there's no longer any money in it, especially not when you consider all the stress it involves. Yet Ogden says he is confident he can make a return on his backer's investment.

More importantly, he says that as he enters the latter stages of his career he wants to have fun doing something that he enjoys. It's a simple reason that is all too often forgotten in these issue-driven times. Every now and then it's worth remembering why most of us entered the music industry in the first place.

It hardly seems four years ago to the month that I sat down with Clive Calder and Steve Mason in the former's Media Valve house to discuss Zomba's acquisition of Pinnacle. At the time the link was not even dry on the contract; the biggest immediate news was that BMG was losing distribution of the Backstreet Boys, who were huge in Germany but had yet to blow up into the global phenomenon they have subsequently become. Since then R Kelly, Wyclef and Britney have followed in their wake, not to mention UK signings like Steps and even Groove Armada. At a time when all the majors are considering quitting or merging their physical distribution operations, Calder has shown how to make it a key asset – so long as you have the hits. *Alex Scott*

PAUL'S QUIRKS

RESPOND CAREFULLY TO PRICE CUTTING

The news that 28 US titles are being the world's five largest record labels should come as no surprise to anyone who has had any dealings with our American cousins. The lawsuit alleges that they have been price-fixing by subsidising advertising for retailers who agreed not to sell CDs below a minimum price set by the labels.

The move to set minimum prices back in the mid-Nineties was obviously taken to protect retailers, suppliers and artists and to ensure that the music industry prevailed despite aggressive price cutting by Wal-Mart and other major American rack jobbers. The issue opens a can of worms for the industry and if the US case succeeds – and for one hope it falls amid a writer of bad publicity for the protagonists – then I suspect it won't be long before similar cases appear in the UK, sponsored by one or other of the self-styled consumer watchdogs.

The question then would be what knock-on effect it might have over here? Could it mean the end of generic advertising that mentions price or industry campaigns that offer, for example, mid-price albums at £7.99 or three-for-£21.00, as they could be construed as setting a minimum price?

Naturally we – and here I include interested parties such as specialist retailers, writers and artists – want to protect our music industry from the mayhem caused by suicidal price-cutting. But how can we go about it without inviting interest from the lawyers?

One proposal from a leading independent retailer is to exclude all new release albums sold at less than the manufacturer's cost price from the chart. This wouldn't prevent retailers from selling at any price they chose, but it might mean they wouldn't receive extra discounts or marketing and rackling contributions from record labels if their sales didn't contribute to the albums chart position. Policing the prices shouldn't be a problem as every major retailer automatically does this each week. It might also mean the end of dumper bins full of Ronan and Robbie albums positioned between the beans and toilet rolls in supermarkets. That can surely only be good for artists and music in the long run.

Paul Quirk's column is a personal view



by Mary-Louise Harding
Wembley is planning to unveil a state-of-the-art 20,000 seat entertainment arena as part of its £1.5bn redevelopment plans.

The new venue forms part of Wembley's plan for a far-reaching regeneration working proposals – dubbed Wembley World – to turn the stadium site and surrounding land into a world-class business, sport and leisure complex. It is designed to replace the existing £1,000-seat arena as the site's main music venue.

The company expects to submit its plans for the 75-acre site – 50 of which it owns, with the remaining 25 owned by corporate landowners – to Brent Council by the year end.

Wembley finance director Mark Elliott says the arena is likely to form an integral part of its plans. "The Wembley complex has an international reputation for commitment to live sport and entertainment. The new arena would unlock tremendous potential for the London music scene and, together with the stadium, forms the heart of the redevelopment plan," he says.

He adds that the company would

Freeton's Clarke jets off to Silicon Valley

Controversial Freeton architect Ian Clarke is to relocate to Silicon Valley, California, after successfully raising venture capital for his new Uzpur project.

Clarke, who is being joined in the venture by partners, ex-musician Rob Kramer and Stephen Star (who has worked at other dotcom startups), claims that Uzpur is an alternative method to copyright laws for creators including musicians and songwriters. Further details are set to be unveiled at the beginning of next month.

Several groups of programmers have already attempted to set up sites which ask MP3 file-swappers to make online voluntary donation-based payments in the wake of the Napster phenomenon, but unsurprisingly these have met a lukewarm response. It is unclear whether Uzpur will base its business model on fees – whether subscription or pay-per-download – or business-to-business revenue such as advertising and sponsorship.

Big hitters step up as In The City adds more panels

In The City is staging an expanded platform of panels in an effort to tackle this year's globalisation theme.

With almost 30 sessions addressing everything from Napster to the Nasdaq, the ninth annual conference is expected to feature an extended list of big-name speakers and panelists, including Universal Music chairman/CEO John Kennedy, German concert group Deutsche Entertainment president Peter Schwilke, Alm chief executive Allison Wenham, producer Joe Boyd and musician Peter Hook.

ITC managing director Warren Bramley says the central issue is so

Music takes its pace in new Wembley complex



Elliott: tremendous potential

prefer to demolish the existing arena. "It's a listed building, but so was the stadium and that was pulled down. If it had to stay we would build a new arena and use the old one, perhaps, as a business centre, but that would be a worst-case scenario," he says.

The company says the proposals for the arena prioritise the demands of concerts and other media uses rather than sport. Plans also provide for a 'media village' attached to the arena housing production, post-production and web facilities.

The news comes as the company reported its first financial results since its £106m sell-off of the stadium to the Football Association. Despite staging four fewer music events at the arena this year, the

company says high-profile concerts by Steps, Simply Red and Mariah Carey's solo UK dates helped to push the venue's undisclosed profits slightly higher for the six months to June 30. Operating profits for the Wembley Complex business overall rose to £0.90m on turnover down 3% to £56.3m. Outsourced ticketing business won by the fledgling Wembley Box Office, such as Party In The Park and Ear's Court events, also improved this year, according to the company.

The company says it expects Wembley TV, its joint venture webcast and live events rights syndication business, will become a significant profit driver next year. The start-up – jointly owned by Ian Howard, also chairman of the MacKenzie Group, SJM, Virtue TV, Metropolis and Wembley – officially launches with webcasts of the forthcoming 2,000 events in Chelmsford and Staffordshire.

Wembley TV says it is negotiating with web, satellite and cable distribution partners ahead of V2000. Meanwhile, CEO Ian Howard is set to announce a senior management team during the next two weeks.

NME 'saviour' Maurice Kinn dies

Maurice Kinn, widely recognised as the godfather of pop music journalism, has died aged 76 after a battle with cancer.

Kinn is credited with turning around the fortunes of the once ailing *New Musical Express* and – in doing so – helped create a modern style of music journalism. His friend of four decades, the manager Derek Boulton, says, "Maurice was a walking legend in a rough business".

As an agent in post-war Britain, Kinn represented and promoted many of the leading bands and acts of the era including Joe Loss and Billie Holiday. Then in 1953 he took a risk on buying NME, at the time a struggling title reporting the Big Band craze, for just £1,000. Almost immediately he began to phase out the older acts to feature the new American stars such as Frank Sinatra, Nat King Cole, Frankie Laine and Johnnie Ray.

"You've got to remember that at the time *Melody Maker* was reporting that the third trumpet player in



Kinn: pioneer of music journalism

an orchestra had been replaced by the second trumpet player so this was a huge change," says Boulton. "He saved NME and laid the foundations for today's pop writing".

NME's circulation and credibility immediately shot up and at one point Kinn was able to boast a bill including The Beatles, Rolling Stones, Cliff Richard, Dusty Springfield and Tony Bennett for an NME pop winners concert.

Ten years after buying the music weekly the Arsenal-mad publisher sold NME to the Mirror Group for £500,000, but remained as a general adviser and columnist.

He leaves a wife and two children.



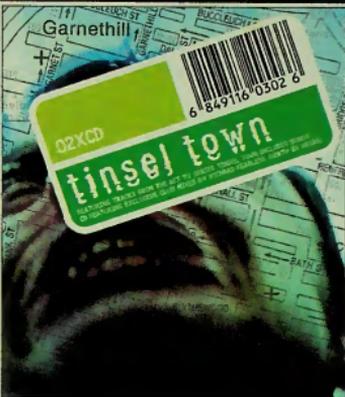
Hook: In The City covered

far-reaching that 29 panels are being scheduled for the September 23-27 event. As part of this, the world's collection societies will be put under the microscope in a *Blowing In The Wind* session, fashion will be examined in it's *Getta Be A Loose Fit* and the fading influ-

ence of UK acts on the US charts is likely to be discussed in *All Come To Look For America*. Other panel titles include *Pirate Radio* and *The Rise of Garage*, *The Business Is Fucked – Discuss*, *Shipping Wars – The Crisis At Sea* and *Globalisation: The Crisis At Retail* and *Globalisation: The Dealer And The Price* and *Have You Ever Seen An Unhappy Publisher?*

Hook is likely to participate in *The Under The Covers* panel, which will chart the history and evolution of album covers and include contributions from Peter Blake and Peter Saville, who influenced a generation of album illustrators with his *Joy Division* covers.

BBC Music is releasing the soundtrack to the new BBC2 drama series *Tinsel Town* (pictured), which focuses on characters involved in the Glasgow club scene. The album, out on September 18, includes tracks by Basement Jaxx, Moloko, Underworld, Primal Scream, Lifford, Fatboy Slim, The Chemical Brothers, Propellerheads and Manic Street Preachers as well as a bonus track featuring a DJ mix by Death In Vegas's Richard Fearless. The album will be trailed after every programme in the 10-show series, which began on August 7 and runs every Monday, while additional marketing support worth around £30,000 will focus on radio advertising on Xfm, stations in the Galaxy network and Vibe FM. Press ads will run in *NME*, *Mix Mag* and various surf and skate titles. There will also be 30,000 special e-postcards distributed as part of an internet campaign. The map will come in a clear cover with a mug of Glasgow on the front, while 2,000 limited-edition vinyl copies will be pressed. A three-video box set of the series is being issued by BBC Worldwide on September 18 to coincide with the album's release.



3mv offer gives indie early Christmas boost

Distributor 3mv is repeating its Sound Judgement campaign by offering independent retailers the chance to stock up on best-selling mid-price titles in time for Christmas.

The four-week Sound Judgement 2 promotion starts on September 1 and follows a similar offer at the start of the year when more than 300,000 units were shipped.

More than 270 titles are included with albums new to mid-price including Oasis' *Be Here Now*, Garbage's *Version 2.0*, Stereo-angios' *Performance* & Cocktails, Suede's *Coming Up* and Kathryn Williams' *Dog Leap Stars*.

There will also be special full-to mid-price one-off deals and the campaign will be supported by full-page colour sales ads in *Select*, and *Uncut*. 3mv will supply independent retailers with posters and carrier bags.

Easiest attempts balancing act to raise Blackwood's appeal

by Steve Hemsley

East West has begun the task of trying to broaden the appeal of TV personality Richard Blackwood's debut album by alienating his original audience in the run up to the release of his debut album *You'll Love To Hate This* on September 18.

Working with PR agency Vital Publicity, the label has opted on a policy of strategically-placed press interviews throughout August and around the release of the second single 1234 Get With The Wicked on September 4. TV, press, poster and internet advertising is set to begin during the week of the album's release.

Interviews have appeared in *Observer Life* and *Newsweek* — a marketing tactic aimed at giving him an early introduction to the US market — as well as *The Voice* and *Hip Hop Connection*, while a photo shoot has been arranged with Marie

Claire to reach his growing female fanbase.

"We have had to tread carefully because the black press have seen him cross over from pure black market comedy to be more mainstream with his appearances on MTV and his Channel 4 show, and when he brought out his first single *Mama-Who Da Man?* there was some suspicion," says Vital account manager Claire Hajaj.

She adds: "The PR campaign is trying to do difficult and challenging things and we have arranged an interview with [black men's magazine] *Untold* magazines, for example. The first single appealed to a younger audience, but we are aiming higher than that with the album, which is why we are targeting the specialist press and the broad sheets because they will have something to say about him in an entertaining way."



Blackwood: new campaigning

East West marketing director Elyse Taylor will not disclose how much is being spent on the campaign, but she says it will maximise his appeal as a TV personality. "He is a very visual artist and the TV advertising will run until Christmas because a third single will be

released in November," she says.

Blackwood is already confirmed to perform the third single on ITV's *Michael Barrymore* show while the other TV appearances scheduled so far include an interview on GMTV on August 24.

Around 20 CD-R copies of the album have been sent out to industry opinion formers and *Select* is running a feature on Blackwood after hearing it, although East West and Vital Publicity were initially unsure whether the magazine fitted the marketing brief.

Select editor Alexis Petridis says: "The Richard Blackwood album is not a record I would necessarily expect *Select* readers to buy, but he is a personality and we will be asking him difficult questions at the front of the magazine about his views on hip-hop. He seems to be being pitched as an Anglicised Will Smith and he plays that role very well."

Aim backs Popkomm CD to show off Manchester talent

The Association of Independent Music (AIM) has joined forces with Manchester City Music Network to produce a promotional CD sampler for the Popkomm trade fair in Cologne.

The aim stand at the August 17-19 event will represent 57 companies and visitors will be given a free copy of the 47-track *Aim For Manchester CD*, which has been manufactured by Sonopress and includes a 14-page booklet with a full tracklisting, details of the artists and information on the labels taking part.

Aim communications manager Alex Papsinainkopoulos says events such as Popkomm provide independent labels with the opportunity to trade internationally. "We are delighted to present this CD with a delegation from Manchester. Although based in London, Aim has endeavoured to reach all parts of

the UK and this year it has visited not only Manchester but also Liverpool, the North East, Bristol, the South West and Scotland," she says.

The idea for the promotional CD was devised by Aim with In The City general manager Warren Bramley. He says, "Manchester has always been rich in musical talent and since *Midsom 1999* we have been creating the infrastructure to promote that talent internationally. Going to trade shows such as Popkomm and being involved with trade bodies can only help labels because Aim is investigating opportunities in markets such as South East Asia and the US."

Among the labels with tracks on the *Aim For Manchester CD* are Cooking Vinyl, Faith & Hope Records, Glasgow Underground, Ninja Tune and Grand Central Records.

Mixed picture on value of radio ads

The music industry is divided over the effectiveness of radio as an advertising medium, according to the latest figures supplied by The Radio Advertising Bureau (RAB).

Commercial radio saw its airtime revenue in the year to June grow by 17.8% in value terms to £51.0m, yet earnings from record company campaigns fell 13.1% from £16.0m to £13.9m.

The MMS figures are based on average rate-card prices taken from a basket survey of media buying agencies and radio stations. The data reveals that among the companies to turn their backs on the medium was Telstar, which reduced its budget by 64.4% from £1.7m to £262,000 and Sony, which cut back its spend by 53.4% from £1.2m to £590,000. Universal spent 8.2% less at £1.8m.

A number of record companies have increased their use of radio, however, with Virgin Records' commercial marketing arm mainly responsible. The company allocated 37.8% more in £2.4m, although Virgin figures do include radio



Halliwel: radio ads

spend for the Now! series joint venture with EMI and Universal. Its most heavily-supported album on radio was the Virgin/EMI release *The Best Classical Album of the Millennium... Ever* (£227,000).

Meanwhile, EMI increased its spend by a third to almost £1.3m with £80,600 spent promoting EMI Halliwel's *Schizophrenic* album over the period.

RAB analyst Rupert Steele says music companies are being more strategic in when they advertise on the radio. "They are also taking advantage of cheaper airtime slots in the evening and during the night when non-music brands prefer not to advertise," he says.

newsfile

BBC LAUNCHES TURTLE MAG
The BBC is to launch a magazine into the crowded teenage market in the autumn. Lindsay Fox, publisher of BBC Worldwide's existing titles in the market *Law & Kicking* and *Top Of The Pops*, will not release any more details about the new venture which is known as *Turtle*. However, it is understood it will compete with Attic Futura's *Sugar* magazine.

ANGLO TO EXPAND WEB ARM
Independent plugging company Anglo is talking to record companies about expanding its recently-launched internet promotions arm. It is headed by Luke Best, who was discovered while he was surfing the Anglo Plugging website. One of Anglo's internet successes has been convincing rmo.com to broadcast an exclusive webcast for JJ72. As part of the deal the site was given exclusive use of the video for the single *Oxygen*, which is released today (Monday).

DRIVE TO PUSH MUSIC ON DVD
Warner Vision has teamed up with Sony Music Video to launch a generic advertising campaign to promote music on DVD. The consumer campaign will run next month and include advertising in music and film magazines, men's lifestyle publications, *Rolling Stone*, *The Guardian* and *The Independent*.

WEBCAST FOR WORLD PARTY TRACK
Marketing consultancy Midnight To Six has set its first launch date to coincide with Papillon's August 14 release of World Party's new single *Here Comes The Future*. The consultancy — set up last year by former Independent marketing director Tony Crean — will use the site to webcast a clip of World Party video off live traffic to the official site.

MTV PICKS UP NICKELDEON SALES
MTV Networks UK has been taken on as exclusive advertising sales agent for Nickelodeon UK with effect from January 1 next year. The Nickelodeon sales team will be headed by regional sales director Lesley Rowe-Jones, who will also oversee sales on MTV, VH1 and MTV's digital-only channels.

A DOUBLE FOR FIVE
A double platinum award was awarded to Five's inwincible album last week, while the BPI also certified Coldplay's Parachutes and Ronan Keating's Ronan as platinum albums.

HOW TV SHOWS' RATINGS COMPARE

Programme	Viewers	% Change on 1999
Top Of The Pops*	3,864	23.2%
Top Of The Pops II (Two)	2,177	7%
CD:UK	2,076	103.1%
MTV	1,922	76.6%
The Poppy Chart*	1,555	52.6%
FBI	1,001	9%
Planet Pop (Sun)	830	29.5%
Vibe	385	25.1%
Flava	215	27.9%

*combined totals
Source: Mediacom TMB (Barb data) for week commencing 24/7/00

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LONDON



newsfile

CLASSICA CATCH UP **DEBRO** **DEBRO** has signed a new deal for the world excluding the UK with Steve Debro at Atlantic Records US offshoot First Division. Under the deal *The Menace*, the band's Top 40 second album, will be released in the US and Japan on August 22. Represented by CMO Management, signed to Decisive Records and published by EMI Music, the act released their debut album in the US on Geffen Records through a deal struck with Mark Cates, now at Grand Royal Records. Meanwhile, fellow CMO act Ooberman have a seven-track EP ready to release in October subject to negotiations with a handful of independents. Their *Shorley Wall* EP has been picked up by New York's underground pop label March Records, which has previously released records by The Clientele, Dublin's Harvest Minsters, Cinnamon, Embellish and Spring.

SPICE GIRLS SHINE HERALDS NEW ALBUM

The Spice Girls have confirmed release details of their first single in two years, a double A-side offering which will be released through Virgin Records on October 23. The single features the uptempo track *Holler Holic*—which they previewed at their live shows last Christmas—together with a ballad entitled *Let Love Lead The Way*, and will set the tone for the release of the group's third album on November 6. The as-yet-untitled album has been recorded over the past 14 months in the US and UK along with producers including Rodney Jerkins, Jimmy Jam and Terry Lewis.

TOMMY ARBORN RECORDS FOR MANSON

Marilyn Manson is finishing work on his third album, *Holy Wood* (In The Shadow Of The Valley Of Death), which is scheduled for release via Interscope/Polydor at the end of October. Among the tracks so far completed are *The Day After Tomorrow*, *The Day After Tomorrow* and *Crack-Fiction* in Space.

VIENNA HEARS URBAN SEMINAR LIVE-UP

Veteran UK reggae broadcaster and DJ David Robinson has been confirmed for the One On One keynote interview at the third annual Urban Music Seminar, which takes place at London's Hammersmith Palais on September 10. Other panelists set to appear at the event, which is being sponsored by Musicians' Union, Choice FM, Promo Only and Digital Arts, include MJ Cole, Arful Dodger, Ede's Clive Black, Arista's Nick Raphael, Columbia's Matt Ross and MTV's June Spangol.

NEW PUBLIST

Sugababes—Overload (London) Truly blowing up (single, Sept 4); **Architects**—Show Me The Money (Go Beat) Fitter sinash (single, Oct); **Tim Hutton**—Sampler (Pias Recordings) not just a single songwriter (album, Oct 2); **K-See**—I Don't Really Care (Instant Karma) Putting the bass into west London (single, Sept 11); **Tahti 80**—B.S.A.C. EP (Atmosphériques) Galactic cool (single, Aug 21); **Felix Quayle**—Vanguard (Epic) All over the place—and it works (album, Oct 2); **Billie Piper**—Something Deep Inside (Innocent) Sparkling R&B pop (single, Sept 11); **Face**—Cockney (Independent) London rappers step up with solo material (single, Sept 25); **Alphastars**—B.A.S.I.C. (Falth & Hopes) Manchester duo maintain their single's high standards (album, Sept 11); **Jaga**—Geometry (Planet Mu) Schizophrenic electronics with a heart (album, Oct 7); **The Friends of Rachel Worth**—The Go-Betweens (Circus) Veterans return (album, Sept 18); **Flava Feet** Donna Gardier—Betcha Wouldn't Hurt Me (Dome) Tasteful soul cover (single, Sept 11).



All Saints produce K-Gee unveils solo album project

by David Balfour

Producer and songwriter K-Gee is finally set to step out of the shadows of his unofficial role as the "fifth All Saint" when he releases his debut solo album through Instant Karma in October.

The album, provisionally entitled *Off The Hook*, combines cutting-edge R&B and caty beats with the pop sensibility and catchy samples that have brought him success as All Saints' key producer. It will be preceded by the Miami Bass-style single *I Don't Really Care* on September 11, whose video has been directed by Max and Danila (Craig David and Janelle) and features cameo appearances by All Saints' Shazay Lewis and Melanie Blatt. The single is likely to provide the first chart success for Rod Dickens' Instant Karma label, whose first release by Helicopter Girl has not yet charted though it recently won a Mercury Music Prize nomination.

London-based K-Gee, aka Karl Gordon, started his career as one half of Tappert's Outlaw Posse in the early Nineties before graduating to remix work for artists including



K-Gee: 'lots of offers on the table'

Mica Paris and Queen Latifah. It was at this time that he met Lewis and Blatt and began to develop tracks including the future All Saints breakthrough single *I Know Where It's At*. After All Saints signed to London Records he produced their debut album and continues to DJ at their live shows.

Gordon, who is produced by EMI Music Publishing, says he has been keen to release a solo for some time. "Before I'd made any firm plans or recorded demos I had record companies offering me deals, so I knew it

was time to get on with it. There were lots of offers on the table but I chose to sign to Instant Karma because Rod Dickens showed me that he had absolute faith in my abilities and gave me carte blanche to go and get on with the recording on my own terms."

The album has been recorded at Gordon's own Pierce St Studios in Hammersmith. "Coming from a DJ background I knew that I wanted the record to be upbeat and energetic. I'd originally planned to have lots of high-profile guests on the record but it's ended up with more of a solo identity," he says. Collaborators include All Saints keyboardist Octave, vocalist and former Truce member Michelle Escoffrey, with whom he had previously written *Days Like That* for Pierce, and rapper and Structured member Lord Ginzburg.

Gordon is currently adding the final touches to the project. "The album is nearly finished but it's taken a while because I've been recording it in the gaps between working on other projects such as the new All Saints album and doing tracks for Rod Stewart and Emma Bunton."

New Famous Music UK MD makes his first signings

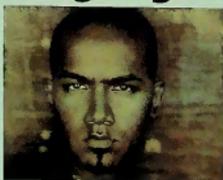
Independent publisher Famous Music has signed deals with Mercury Records artist Mushtaq, as well as songwriter Alex Watson and former Real People members Chris and Tony Griffiths in its first moves since the acquisition of UK managing director Dominic Walker.

Walker, who joined the Viacom/Paramount Pictures-owned company in April from Universal Music, says the signings are the first stage in a drive to sign UK writers and writer-producers.

"We're actively starting to build a roster of UK talent, to complement the company's US roster. We're now going to become much more aggressive in the UK market and get a much higher profile than we've had before," he says.

Walker, who worked at PolyGram/Island Music prior to its merger with MCA Music and who previously spent a number of years at BMG Music, says he is particularly keen to expand the publisher's activities in the area of writer-producers.

Mushtaq, who is currently enjoying international interest in his solo material, is also an active writer whose current credits include tracks for Damage's forthcoming album for EMI.



Mushtaq: enjoying international interest

Famous has also signed Realistic Music, the publishing company set up by former Real People members Tony and Chris Griffiths, which includes songs recorded by Oasis and Cher among its catalogue.

Meanwhile, Alex Watson is a top-line melody and lyric writer who specializes in pop/R&B and who has recently written for Northern Line, as well as co-writing for Precious with Ian Greene.

Famous's new UK signings are the latest additions to a US roster that includes Eminem, Montel Jordan, Bush, and leading R&B producer Fred Jerkins.

Sneaker Pimps seek new deal after One Little Indian parting

Sneaker Pimps have split with their label Clean Up/One Little Indian four years after the release of their Top 30 debut album *Becoming X*.

Describing the parting as amicable, manager Craig Mineard says that general communication with the label had begun to deteriorate after complications with the group's contract. The fact that One Little Indian had re-signed former Sneaker Pimps vocalist Kelli All after she had left the group in 1998 had also seemed to create the possibility for a conflict of interest, he adds.

"To go their separate ways seemed like the healthy and sensible thing to do. The band are now in France working on new tracks and have nearly recorded an album's worth of material," Mineard says.

He adds that the band are likely to begin negotiation for a new deal, though there is no pressure on them to sign anything immediately.

One Little Indian managing director Derek Blissett says: "They asked me for permission to be released from the label. While I would have liked them to stay with us One Little Indian, I knew that it was best to let them have their independence."

Meanwhile, All has spent the past seven months working on new material with leading US songwriter and producer Rick Nowels, though no release is yet scheduled.

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RETAIL FOCUS: **NEW MUSIC**

by Karen Faux

A Harborne, Birmingham, customers can have a cup of coffee, record a demo and rifle through the store's extensive range of new or secondhand stock — all in the same visit. "There has been a deliberate attempt to make the store conducive to musicians and music lovers," says Binning. "It is now becoming a focal point for the local music community and its different aspects feed off each other."

As a seasoned musician himself, Binning is encouraged with the way the business has evolved since he launched in 1998. His 16-track High House studio is in regular demand from both professional musicians and up-and-coming local bands. Anew is also the name of Binning's own label that provides a complete production service, from laying down tracks to producing artwork and organising management and distribution.

After a long career spanning music retail and a stint on the road as a Warner rep, Binning decided that running his own store would give him the flexibility to pursue his own music interests while earning a living. "Running all the



Anew Music: focal point for music community

shop's activities is hard work and it's not unusual for me to clock up an 18-hour day," he says. "My own band — Druidspear — are currently working on their second album and people usually like me to do their production in the studio. Added to that I'm also required behind the counter. It's non-stop."

While Anew carries some chart product, the bedrock of its customers are Birmingham

DRUIDSPEAR HEAD DOWN UNDER

James Binning describes his band, Druidspear, as psychedelic rock with folk and world music influences. At the beginning of the year an Australian internet magazine, *Neo Pagan Times*, invited him over to perform and host musicians' workshops. "The keyboard player and myself travelled to Australia and it was great to go somewhere where people had heard of us," says Binning. As regulars on the alternative festival circuit, Binning intends to move out of the underground with his next album. "To kick it off we'll be releasing a single with a mainstream feel to it," he says.

University students who favour classic rock bad catalogue on a £7.99 each or three-for-£20 deal. Binning reports that artists such as T Rex, Yes and Alex Harvey always stream out. "We'll do well with chart albums if we're talking about acts like Coldplay, Travis or Radiohead but we don't sell like Greg Halliwell," he says. "Unfortunately the drop-off in our chart sales has been dramatic since last Christmas. When

you get stores like Woolies selling The Corrs' album for £9.99 in its first week, we can't compete and people no longer bother to come to us for that type of product."

Binning believes that discounting has led to the fundamental problem that the public should cost. "Price bands at all different levels have now become muddled," he says. "We're seeing one multiple currency selling classic mid-price titles for £4.99. One cheap place has experienced product this cheap they find it hard to accept higher levels. Ultimately it's very damaging."

The opening of a massive Marks & Spencers in Harborne High Street bodes well for driving additional traffic through Anew's doors. "The High Street here has recently suffered from the charity shop syndrome but M&S should do well. It will bring a lot more passing trade our way which combined with all our other activities will consolidate the business," says Binning.

Anew Music: 47 High Street, Harborne, Birmingham B17 9NT, Tel: 0121 428 3138, e-mail: anew@ssbdid.co.uk

IN-STORE NEXT WEEK (from 21/8/00)

Windows — Toploader, Reef, "Price Hammer" sale; **In-store** — Bentley Rhythm Ace, Red Line, Cherubini, Shazz, Earth Vol.4, Hardfloor, Kings Of Tomorrow, Jimmy Page & Black Crowes; **Press ads** — Harry Nilsson, Shirley Bassey, Bentley Rhythm Ace, Cherubini, Shazz, Earth Vol.4, Hardfloor, Kings Of Tomorrow, Everclear, Jimmy Page & Black Crowes, Orishas, World 2000



In-store — A1, Madason, Robbie Williams, videos at £5.87 or two for £10, two DVDs for £20



In-store — CDs from £5 including Celine Dion, George Michael and Steps, selected chart albums for £9.99, discounts on selected Disney videos



Album — Sigur Ros; **In-store display boards** — A Guy Called Gerald, Brave Captain, Thievery Corporation, Astrid, Ozio Africa 2, Norman & Joey Jay's Good Times, Union Kid, Hefner



Single — Madonna; **Windows** — Gianna Kid, A1, Madason, Underworld, Daphne & Celeste, Bloodhound Gang, Toploader, Robbie Williams, Itz

Annual, Pepsi promotion; **In-store** — Pepsi promotion, HMV sampler; **Press ads** — Underworld, Toploader, Bloodhound Gang, Bentley Rhythm Ace, Lauren Laverne, Grandaddy, Daphne & Celeste



Singles — A1, Robbie Rivera, Yomanda, Madason, Underworld;

Albums — Ibiza Annual, Chilled Ibiza, Reef, Wyclef Jean; **Windows** — Ibiza Annual, Reef, "Anything Missing" mid-price campaign; **In-store** — Thievery Corporation, World Party



Windows — Reef; **In-store** — Space; **Listening posts** — Mansun, Style Council, Best Cuban Album In The World, Ever, Big Brother Original Soundtrack, XMen Original Soundtrack, Sigur Ros



Singles — Daphne & Celeste, Bloodhound Gang, Robbie Rivera, Madason, Toploader; **Windows** — Ibiza Annual (DVD), Daphne & Celeste, Craig David, three CDs for the price of two; **In-store** — three CDs for the price of two, Space, This Is Chill Trance, Robbie Williams



Selects listening posts — De La Soul, White Hotel/In Stereo, Rag'n' Bonehead, Adventures In Christmas, Kinobe, Mojo

recommended stores — Julian Hatfield, The Wave Room, Bocephus King, Jack Drag, Bert Jansch, David Coverdale



Singles — The Dandy Warhols, A1, Madason, Underworld; **Windows** — Craig David, Robbie Williams, three Onemina Club videos for the price of two, Joy & Norman Jay's Good Times, Mojo promotion; **In-store** — two CDs for £20; **Listening posts** — Scott Basquine Classics, Benj, Louise, Deep Dish, Disco Kandi 2, Everclear, Coldplay, Doves, Norman Keating; **Press ads** — two CDs for £20, Onemina Club promotion, Catherine Wheel, Joy & Norman Jay's Good Times



In-store — Spiller, Trusteppers, H+Gate, Queens Of The Stone Age, Deftones, Mansun, Jimmy Page & Black Crowes, Creamfields, Mansun, Reef, Grandaddy, Underworld, Paul Weller



Singles — Bon Jovi, Finley Quay; **Albums** — Melanie C, Ibiza Annual, Reef; **In-store** — Melanie C, The Corrs, Norman Keating



In-store — Ibiza Euphoria, New Woman Summer 2000, SummerTime, Coldplay, Morcheba, Summer Perfect Partner, Louise, Craig David, Nolan Keating, Janet Jackson, Ruff Endz

ON THE SHELF

LERRYN BRY,
owner, Music Box,
Portsmouth



"I have been the busiest summer we've had for some years and we put it down to the fact there have been some interesting albums with real staying power. We have done fantastic business with The Corrs, Norman Keating, Dr Dre and particularly Eminem. We specialise in 12-inch dance and we've put in a lot of hard work to develop product knowledge in this area. House and hard house are currently the most popular and we do very well with labels such as Nukleuz. It is good to see this side of business so far avoiding the seasonal dip.

This week's singles best-sellers include Melanie C and Bob Sinclar, while Robbie Williams is still in demand from last week. I'm pretty disappointed that Spiller isn't coming out until next week because it has had so much exposure on radio and TV and people are getting fed up with waiting for it. If only radio and the record companies would get together and dovetail their releases more

closely. I am constantly being asked for records that are being played on Radio One but are not yet available to buy.

Business for Now! 46 has been extremely brisk and we have sold at least 20 copies just on the back of the Spiller track. EMI's new artist campaign deserves praise. Customers pick up a free 16-track sampler when they buy one of a selected range of albums and the sampler provides a very good introduction to all of their new up-and-coming acts.

I've just been talking to a 3mv rep, who is one of the few I see nowadays. Having face-to-face contact with reps certainly helps business although it is difficult to fault record companies' telematics service. Looking towards the autumn there seem to be some fairly bankable releases lined up, of which the most promising is Robbie Williams' album. I'm pretty confident about the way things should go, despite the fact that the likes of ASDA will be promoting product for £9.99."

**ON THE ROAD**

KEVIN MARKS,
EMI area account manager
for Leics, Notts & S Yorks

"My territory is not as big as some handled by my colleagues but it includes a very wide range of indie stores which all have different individual requirements. One aspect of the job which has become more important is profiling product in-store and giving it the best possible chance to sell. Positive feedback from stores highlights that we are doing it right.

This week I am being kept very busy with the single of the week, it will reaffirm Postiva's position as the UK's number one dance label. There has been tremendous support for our recent campaign featuring a free 18-track sampler. All agree it has presented a great opportunity for stores to introduce their customers to new EMI acts. One of the

notable things about this year is that EMI has broken new acts. Doves and Coldplay have both achieved substantial success, and Dark Star and Idlewild are in the process of moving up to the next level.

Robbie Williams' Sing When You're Winning, released at the end of this month, promises to be one of the biggest albums of the year and will build on the back of his single Rock DJ, which debuted at number one last week. In September we have the new album from Kylie Minogue, entitled Light Years, which is already picking up a lot of interest at store level. There will be another single, On a Night Like This, released two weeks before the album which should repeat the success of Spinning Around.

There are plenty of other high-profile releases slated for the autumn — including a Blur best of and David Bowie BBC sessions — but more is about to be revealed at our next monthly sales presentation."

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CLASSICAL SALES HALT DOWNWARD SLIDE

New BPI figures for classical trade deliveries for January to June 2000 suggest that sales of classical recordings have stabilised following four successive quarters of losses during 1999.

Shipments of CDs in the first half of this year registered a 4% year-on-year increase, both in units sold and value. Sales of classical music on cassette and MiniDisc, however, fell sharply in the first two quarters.

The BPI's report suggests that the classical sector had benefited directly from the TV broadcast of the inaugural Classical Brit Awards, the media attention it generated, and associated marketing opportunities pursued by the major classical labels.

The influence of the awards event was reflected in the Top 10 list of best-selling albums for the first six months of 2000, with the re-promotion of Andrea Bocelli's Sacred Arias securing fifth place ahead of Charlotte Church's self-titled album (at six), Lesley Garrett's I'll Wait for You (nine) and Filippa Giordano's Warner Classics debut album (10). Nigel Kennedy, another Classical Brit winner, captured 11th place in the six-monthly listing.

The use of Bocelli's Canto Della Terra as the theme music for BBC TV's coverage of the European Football Championships in June, and a television campaign for the Sacred Arias album, further contributed to the Italian tenor's other success.

Overall, however, crossover, compilations and soundtrack albums continued their dominance of classical sales. William Orbit's controversial Pieces in A Modern Style, which sparked a heated debate last March about CD's eligibility rules for inclusion in the classical charts, topped the chart of best-selling albums for Warner Music.

Classical music's overall market share fell to 7.1%, down by 0.7% in terms of unit

BEST-SELLING CLASSICAL ALBUMS JAN-JUN 2000

- Pieces In A Modern Style
William Orbit (Warner Music)
- The Classical Album Various
(Universal Classics/Argo/EMI)
- Hill Of Fame 2000 Various (BMG Classics)
- Gladiator OST Hans Zimmer & Lisa Gerrard
(Universal Classics)
- Sacred Arias Andrea Bocelli (Universal Classics)
- Charlotte Church Charlotte Church (Sony Classical)
- Best Classical Album Of The Millennium
Various (Virgin/EMI)
- Reiss Varietas (BMG Classics)
- I'll Wait For You Lesley Garrett (BMG Classics)
- Filippa Giordano Filippa Giordano
(Warner Classics)

(Source: BPI)

sales and 0.4% in terms of value. The number of classical units sold in the first six months of 2000 totalled just over 13.1m, representing a trade value of £58.7m.

HYPERION DISC COMPLETES SCHUBERT SERIES

Hyperion's acclaimed Schubert Edition, which embraces the Viennese composer's 747 lieder and parsons, reaches its 37th and final release next month. Since its launch in 1987, the project has helped establish the independent label's reputation as one of the most dedicated and uncompromising producers of classical recordings. Dame Janet Baker's first volume in the series won a Gramophone Award, setting the standard for subsequent releases. Other artists who have contributed to the series include Dame Felicity Lott, Peter Schreier, Thomas Hampson, Lucia Popp, Brigitte Fassbaender and Ian Bostridge.

The final volume is devoted to the lieder of Schubert's final year, Anthony Rolfe Johnson sings Schwanesong and Heine settings, with the Rellstab settings performed by John Mark Ainsley.

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

ALBUM of the week

WAGNER: Die Meistersinger von Nürnberg, Holl, Hölle, A. Schmidt, Seiffert, E. Magee, etc. Choir and Orchestra of the Bayreuth Festival/Barenboim (Teldec 3984 29333-2).

Daniel Barenboim, celebrating his 50th year as a professional performer long before he is eligible for a bus pass, gives a high-energy account of Wagner's great comic masterpiece, perhaps lacking the



emotional depth of the best of the bad catalogue Meistersingers. Wagner recordings draw notoriously partisan responses from fans, but Barenboim gives a reading of weight and character that deserves to be judged alongside legendary accounts by Karajan, Knappertsbusch and Kempe. Peter Seiffert makes a lyrical yet mines the pathos and humanity of Sachs's music.

REVIEWS

For records released up to August 28 2000

JS BACH: A Musical Offering - The complete instrumental trio sonata.

Florilegium (Channel Classics CDC 14598).

Channel Classics' choice of title for this album throws up some confusion, since it presents only the trio sonatas from Bach's late, awe-inspiring collection of canons and fugues, A Musical Offering, together with trio sonatas whose attribution to the Leipzig composer is now in doubt. The reality is that this disc is a true musical offering from a gifted ensemble of young British-based early music players. They deliver expressively intuitive, compelling performances.

GIBBONS - ROYAL FANTASIES: Music for viols Vol.1. Concordia (Metronome MET CD 1033). Orlando Gibbons, arguably the most talented English composer of his age, was born in Oxford in 1584 and became a senior Chapel Royal organist. Tim Smithies' Gramophone Award-winning Metronome label here launches the first in a two-disc series of the composer's special works for viol consort. Here are wonderfully inventive chamber pieces, almost certainly written for the court of James I. Concordia's

performances bring out the delights of Gibbons's counterpoint. The disc will be advertised in the specialist classical press.

MESSIAEN: Quatuor Pour La Fin Du Temps.

Shaham, Mayer, Wang, Myung-whun Chung (Decca Gramophone 469 052-2).

Conceived and written by the mystical French composer during his confinement as a prisoner of war, the Quartet for the End of Time was first performed in Silesia at Szklarska Villa in January 1941. The music still sounds remarkably fresh and moving today, especially so in this eloquent interpretation from a team of first-class solo and chamber music performers.

J STRAUSS II: Simplicius.

Zurich Opera/Welser-Möst (EMI Classics 5 87009 2).

The first release to feature Austrian conductor Franz Welser-Möst's partnership with Zurich

Opera, where he has been music director since 1996. This world premiere recording of the rarely heard operetta was made to mark the centenary of Strauss's death last year. It is beautifully performed and recorded and will be backed by an ad in September's Gramophone.

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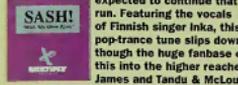
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SINGLE of the week

SASH! With My Own Eyes (Multiply CDML677). The hits continue to come. Sash! has scored nine Top 10 hits in 10 releases and this latest release can be expected to continue that run. Featuring the vocals of Finnish singer Inka, this pop-prance tune slips down easy. It is not playlisted at Radio One, though the huge fanbase out there can be expected to propel this into the higher reaches of the charts. Remixed by Chris & James and Tandu & McLeod complete the package. **C**



SINGLE reviews

RECOMMEND RICHARD ASHCROFT: C'Mon Peop' (We're Making It Now) (Hut HUTC138). The third single from Ashcroft's solo album, already A-listed at Radio One, is released to coincide with his first live shows since the demise of The Verve. Uplifted and breezy, it should help his Mercury Music Prize-nominated album back into the Top 10 and, coupled with his V2000 appearances, maintain his profile. **C**

RECOMMEND ATFC PRESENTS ONIARHATDEVA: Bad Habit (Defected DFECT19CD). Topped by MW after the Winter Music Conference, this classy garage single looks like becoming one of the dance hits of the summer. B-listed at Radio One, it could well follow its Top 10 predecessor in And Out of My Life to the upper reaches of the chart. **A**

AURORA FEAT. NAIMEE COLEMAN: Ordinary World (Positiva CDTV139). The Duran Duran classic receives the trance-like treatment along with dreamy vocals. First plays may conjure up thoughts of a novelty record, though repeated plays ensure will ensure this becomes a late-summer favourite. It is C-listed at Radio One. **B**

KID ROCK: American Bad Ass (Atlantic AT085CD). US rap'n'roll phenomenon Kid Rock outlines his affection for rock icons such as AC/DC and ZZ Top in his usual inimitable style. It is lifted from his History of Rock album, a compilation of his early and independently released material. **C**

RECOMMEND TRU FAITH & DUB CONSPIRACY: Freak Like Me (Positiva CDTV138). Positive steps into the two-step arena with this garage anthem, Inami's vocals give an airplay-friendly edge to the Adina Howard remake which has led to a B-listing at Radio One and A-listing at Capital. **B**

TAHITI 80: I.S.A.A.C. (Atmosphériques 2345-2). From the label that launched Mellow, TAHITI 80 are part of France's new wave, filtering their modern pop/rock through classic Sixties prisms to enticing effect. These four tracks are a promising taster for their album Puzzle. **B**

BOB JOVI: Say It Isn't So (Mercury JOVC123). Bob Jovi's latest offering follows on the heels of the chart success of their last single, 'It's My Life', which reached number three. This is the second single taken from Crush, which became the group's first number one album in May. **C**

RECOMMEND THE WEBB BROTHERS: Summer People (Mews 5/WEA WEA284CD). This is

the first single from keenly-anticipated second album by Christian and Justin — the sons of Jimmy Webb. Their work draws on arrangements like Van Dyke Parks and Jack Nitzsche as much as modern alternative pop. **LOLLY: Girls Just Wanna Have Fun (Polydor 5619762).** Another reworking of a great song that adds very little to the original. Where Cindy Lauper's version had movement and spirit, the production on this cover is stilted and offers nothing new. **GRANDDADDY: Hewlett's Daughter (V2 VVR5014333).** A deceptively melodious folk track taken from the Californians' superb Sophwara Slump album. It coincides with appearances at the Reading/Ledsa festivals and the Edinburgh Festival. **A**

ALPINE STARS: 77 Sunset Strip (Faith & Hope FHCDD17). Now firmly in their stride after a string of interesting singles, Alpines stars unleash this precursor to their album B.A.S.I.C. The duo's mix of breezy aesthetics and Krautrock continues to thrill both alternative and dance music fans. **RECOMMEND OMEGA AMOEBA: Retro Failure/Satellite (Heavenly HVN9712).** Phil Major and Brian Berens's debut single wraps pounding drums and swirly psychedelic effects in a gloriously lo-fi production. The result is one of Heavenly's most exciting releases for some time. **C**

JOE NEGRO FEAT. TAKA BOOM: Saturday (Yola YOLA93). Disco don Dave Lee unleashes his house update of Norma Jean's 1979 classic. With his last release, Must Be The Music, having reached the Top 10, this could well dent the chart. **ELEMENT FOUR: Big Brother TV Theme (Channel 4 CAM00072).** Co-performed by Paul Oakenfold and featured on the summer's most-talked-about TV programme, this euphoric trance tune fails to excite. However, any musical shortcomings should be compensated for by its TV exposure. **FRANKIE GOES TO HOLLYWOOD: Two Tribes (ZTT ZTT154CD).** Following the Top Five success of the Power Of Love comes five the trance mix of Two Tribes. However, while Power was an inspired reworking, the magic fails to happen on this Rob Sparke remix. **JAZZY M: Jazzy'n' The Way You Know (Perfecto PERF08CD).** This infectious house track is based around a sample from Eighties funksters Change. Having topped MW's Club Chart, it looks like bringing the Ministry resident crossover success. **ROYAL TRUX: Sunshine And Grease (Domino RUG133CD).** Royal Trux are notorious for their challenging early releases

which were fuelled by experimentalism, but this track — a bluesy celebration of summer love — is altogether more accessible. **RECOMMEND HEATHER NOVA: Wonderlust (V2 VVR1013242).** It seems early in an artist's career to release a live album but in the case of Nova it makes sense. Her talents have matured and, having built up a strong live reputation, this album will please her fans and keep her profile high while she finishes her new album. **AMANDA GHOST: Ghost Stories (WEA 9362476632).** Following her April chart hit I Do!, Ghost's impressive debut album also includes the new single Glory Girl. Both songs are typical of the balladry but leftfield power-pop style that characterises this set. **RECOMMEND JIFFY: Jiffy (Lakota LAKCDD0017).** A confident debut from the Irish three-piece, Mark Greaney possesses a classic modern rock voice and the band are more able to back him up. US influences abound, but as this week's "future of rock music" they will do fine. **IAN POOLEY: Since Then (V2 707.1173.2).** German-based Pooley comes up trumps with this excellent second album. Eschewing the more overtly techno feel of his debut Meridian for a warmer sound, utlempo latin flavours seep through on tracks like the first single, Coracao Tambor. **SPARKS: Balls (Recognition COREC510).** The Mael brothers' first album since 1997 sees the boys in familiar pop territory, with sharp wordplay and dense-life rhythms present and correct. Fans will not be disappointed, and tracks such as forthcoming single The Calm Before The Storm demonstrate they have lost none of their pop sensibilities. **KRS-ONE: A Retrospective (Jive 9220642).** This timely reissue of Krs Parker's hugely influential material contains You're Learnin', South Bronx, The Bridge Is Over and 13 other bona-fide hip-hop classics. A must for fans of the genre. **STYFODD WALKER & WELTON IRIE: Lambz Breed International (Blood & Fire BAFCD033).** This classic roots reggae album was recorded in 1977 by producer Glen Brown and mixed by King Tubby. Still filled with relevance and dignity, it highlights the beautiful voice of Styfodd Walker.

RECOMMEND SHIRLEY BASSEY: Diamonds Are Forever — the Remix Album (EMI 5215732). While Bassey's vocals certainly sparkle, some of the cuts on this joint project are bigger gems than others. After/Team and Groove Armada score successes, while efforts by the Propaganda and Mantronix to rework John Barry's strings seem like no more than gliding the fly. A mixed bag. **VARIOS: Y3K — Soundtrack To The Future (Distinctive Breaks Y3K002).** Blending breakbeats with electro, hip hop and trance influences, the follow-up to the successful Y3K album continues to break boundaries. Mixed by Bedrock resident Hyper, it includes exclusive tracks from Jay West, Sasha, BT and Hybrid. **VARIOS: Renaissance Ibiza (Renaissance REN2CD).** House stalwarts Deep Dish expertly mix 26 club hits past, present and future in this lavishly-packaged collection. The inclusion of acts such as Moby, Green Velvet and Timo Maas should make it stand out from the Ibiza pack. **Delayed releases**

RECOMMEND LENE MARLIN: Unforgotten — Sinner (Virgin DINKD202). The strongest track from Marlin's Top 10 Playing My Game album sits down a re-release on the back of Continuing Down Here's success. A priority artist for Virgin this year, increased exposure for this track, already a huge hit in Europe, will widen her appeal. With a B-listing at Radio One and A-listing at Capital plus regional support this could go even better than her last single, which peaked at number six. **RECOMMEND PICTURES: Nova (Palm Pictures PLO1133).** Nova is Rodolfo Barrera, a leading songwriter and record producer known mainly for his success in the Latin market. Now he has produced a multi-layered shimmering album of great style. Having collaborated with traditional instruments and modern production techniques has resulted in a unique project. DJs should check out Asi Na Ma and Agua Bendita for inspiration. This deserves to appeal to a wider audience than he has previously enjoyed in the UK. **RECOMMEND VARIOUS: Good Times With Joey And Norman Jay (Nuphonic NUX1555CD).** GLR's Norman Jay and brother Joey celebrate the 10th anniversary of their Good Times sound system with this strong double CD. Featuring funk, house, hip hop and reggae, it includes an impeccable selection of classics from Chic, Public Enemy, James Brown and Stevie Wonder. **RECOMMEND SHIRLEY BASSEY: Diamonds Are Forever — the Remix Album (EMI 5215732).** While Bassey's vocals certainly sparkle, some of the cuts on this joint project are bigger gems than others. After/Team and Groove Armada score successes, while efforts by the Propaganda and Mantronix to rework John Barry's strings seem like no more than gliding the fly. A mixed bag. **VARIOS: Y3K — Soundtrack To The Future (Distinctive Breaks Y3K002).** Blending breakbeats with electro, hip hop and trance influences, the follow-up to the successful Y3K album continues to break boundaries. Mixed by Bedrock resident Hyper, it includes exclusive tracks from Jay West, Sasha, BT and Hybrid. **VARIOS: Renaissance Ibiza (Renaissance REN2CD).** House stalwarts Deep Dish expertly mix 26 club hits past, present and future in this lavishly-packaged collection. The inclusion of acts such as Moby, Green Velvet and Timo Maas should make it stand out from the Ibiza pack. **Delayed releases**

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ALBUM of the week

ROBBIE WILLIAMS: Sing When You're Winning (Chrysalis 5281282). Williams' third album finds the singer at the peak of his game. Eclectic to the max, he serenades, raps, croons and screams through a wide range of styles. There is the guitar stomp of the opener Let Love Be Your Fantasy, the acoustic ballad Better Man, the electric rocking Kids (a duet with K. Mingo), and the superb country pop brass Singing For The Lonely. The production is at times loose and raw, and sounds all the better for it. The album is a much-needed shot in the arm for retailers, and one that will run and run. Williams hits the road in October for 16 sold-out arena shows. **C**



ALBUM reviews

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C				Label CD/Class (Distributor) 7/12				Label CD/Class (Distributor) 7/12				TITLES A-Z			
Pos	Week	Artist (Producer) Publisher (Writer)	Label CD/Class (Distributor) 7/12	Pos	Week	Artist (Producer) Publisher (Writer)	Label CD/Class (Distributor) 7/12	Pos	Week	Artist (Producer) Publisher (Writer)	Label CD/Class (Distributor) 7/12	Pos	Week	Artist (Producer) Publisher (Writer)	Label CD/Class (Distributor) 7/12
1	NEW	I TURN U TO YOU	Virgin VSCD1 177x/VSX 177z (E)	38	13	SPINNING AROUND	Parlophone CDRS 6942/TCR 6942 (E)	39	NEW	ARE YOU READY TO PARTY	Parlophone CDRS 7421/TCR 7421 (E)	1	2	2 Faced	Parlophone CDRS 6942/TCR 6942 (E)
2	1	ROCK DJ	Chrysalis CDHS 5187/CHS 5188 (E)	39	NEW	SHAKE YOUR BODY	Parlophone CDRS 7421/TCR 7421 (E)	40	1	ARE YOU READY TO PARTY	Parlophone CDRS 7421/TCR 7421 (E)	2	1	2 Faced	Parlophone CDRS 6942/TCR 6942 (E)
3	2	7 DAYS	Wilder CDWLD 30/CAWLD 30 (E)	40	1	SHAKES (PRAISE YOU)	Columbia 6934/202/6934 (E)	41	2	PURE PLEASURE SEEKER	Echo ECDSD 99/ECSDM 99 (E)	3	1	2 Faced	Parlophone CDRS 6942/TCR 6942 (E)
4	4	FREESTYLER	Decca DOP 320/DPS 2M/C (E)	41	2	SET THE RECORD STRAIGHT	Echo ECDSD 99/ECSDM 99 (E)	42	1	HOW'S YOUR EVENING SO FAR	h/rf CD 384/CS 384 (E)	4	1	2 Faced	Parlophone CDRS 6942/TCR 6942 (E)
5	NEW	DOESN'T REALLY MATTER	Def Soul 5629/55/5629/56 (U)	42	1	DISAPPEAR	Mercury CD 7421/7422/7421/7422 (E)	43	2	MORE & MORE	Manifesto FESD 72/FESM 72 (U)	5	1	2 Faced	Parlophone CDRS 6942/TCR 6942 (E)
6	1	TIME TO BURN	Data Data 16CSD/16CATA 16MC (M/W/T/E)	43	2	CALL IT FATE	Pure Silk CDPSR 12/CDPSR 12 (E)	44	2	NEW BEGINNING/BRIGHT EYES	ABM/Polydor 56/182/205/18194 (U)	6	1	2 Faced	Parlophone CDRS 6942/TCR 6942 (E)
7	1	LIFE IS A ROLLERCOASTER	Polydor 561362/561363 (E)	44	2	DISAPPEAR	Hollywood 0113875 HWRF (U)	45	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	7	1	2 Faced	Parlophone CDRS 6942/TCR 6942 (E)
8	1	THE REAL SLIM SHADY	Interscope Polydor 4973/792/4973/79 (E)	45	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	46	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	8	1	2 Faced	Parlophone CDRS 6942/TCR 6942 (E)
9	NEW	I FEEL FOR YOU	Defected DEFCT 18C/DV (M/W/T/E)	46	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	47	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	9	1	2 Faced	Parlophone CDRS 6942/TCR 6942 (E)
10	1	WE WILL ROCK YOU	RCA 742177403/742177404 (BMG)	47	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	48	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	10	1	2 Faced	Parlophone CDRS 6942/TCR 6942 (E)
11	NEW	NO MORE	Arista 696202/696204 (TEN)	48	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	49	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	11	1	2 Faced	Parlophone CDRS 6942/TCR 6942 (E)
12	1	MARIA MARIA	Arista 74217657/74217674 (BMG)	49	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	50	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	12	1	2 Faced	Parlophone CDRS 6942/TCR 6942 (E)
13	1	JUMPIN' JUMPIN'	Columbia 69362/69362A (TEN)	50	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	51	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	13	1	2 Faced	Parlophone CDRS 6942/TCR 6942 (E)
14	1	Z FACED	15 Avenue/Euro CDMS 519/ITEM 519 (E)	51	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	52	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	14	1	2 Faced	Parlophone CDRS 6942/TCR 6942 (E)
15	1	TAKE A LOOK AROUND (THEME FROM MI 2)	Interscope Polydor 4973/792/4973/79 (E)	52	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	53	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	15	1	2 Faced	Parlophone CDRS 6942/TCR 6942 (E)
16	NEW	CALIFORNICATION	Warner Bros/Warner 53403/19 534C (TEN)	53	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	54	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	16	1	2 Faced	Parlophone CDRS 6942/TCR 6942 (E)
17	1	BREATHLESS	Atlantic 01 0904/CD 0136C (M/W/T/E)	54	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	55	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	17	1	2 Faced	Parlophone CDRS 6942/TCR 6942 (E)
18	1	SANDSTORM	NEW NEDD 03/NECD 03 (E)	55	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	56	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	18	1	2 Faced	Parlophone CDRS 6942/TCR 6942 (E)
19	2	BATTLE	Soul 2 Soul/PIAS 525/PF 001/525/PMC 001 (E)	56	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	57	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	19	1	2 Faced	Parlophone CDRS 6942/TCR 6942 (E)
20	3	GOTTA TELL YOU	Wild Card/Polydor 561832/561884 (U)	57	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	58	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	20	1	2 Faced	Parlophone CDRS 6942/TCR 6942 (E)
21	NEW	I WANNA BE WITH YOU	Arista 696922/696924 (TEN)	58	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	59	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	21	1	2 Faced	Parlophone CDRS 6942/TCR 6942 (E)
22	4	AFFIRMATION	Columbia 696882/696884 (TEN)	59	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	60	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	22	1	2 Faced	Parlophone CDRS 6942/TCR 6942 (E)
23	1	I WOULDN'T WANNA HAPPEN TO YOU	Hat/Virgin HUTD 131 (E)	60	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	61	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	23	1	2 Faced	Parlophone CDRS 6942/TCR 6942 (E)
24	1	TRY AGAIN	Virgin VUSO 156/VUS 167 (E)	61	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	62	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	24	1	2 Faced	Parlophone CDRS 6942/TCR 6942 (E)
25	1	I CAN ONLY DISAPPOINT U	Parlophone CDRS 6944/TCR 6944 (E)	62	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	63	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	25	1	2 Faced	Parlophone CDRS 6942/TCR 6942 (E)
26	2	SINCERE	Takara-Loud TLCD 907/LMCD 90 (U)	63	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	64	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	26	1	2 Faced	Parlophone CDRS 6942/TCR 6942 (E)
27	2	REACH	Polydor 561832/561834 (U)	64	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	65	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	27	1	2 Faced	Parlophone CDRS 6942/TCR 6942 (E)
28	1	WILL I EVER	Positive Choice 134/TCIT 134 (E)	65	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	66	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	28	1	2 Faced	Parlophone CDRS 6942/TCR 6942 (E)
29	1	WHEN I SAID GOODBYE/SUMMER OF LOVE	Euro 520/511/520/511 (E)	66	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	67	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	29	1	2 Faced	Parlophone CDRS 6942/TCR 6942 (E)
30	1	SING A LONG	Pepper 829/832/829/834 (P)	67	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	68	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	30	1	2 Faced	Parlophone CDRS 6942/TCR 6942 (E)
31	7	YELLOW	Parlophone CDHS 6338/TCR 6338 (E)	68	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	69	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	31	1	2 Faced	Parlophone CDRS 6942/TCR 6942 (E)
32	1	IT FEELS SO GOOD	Serious/Universal MSCO 4022/MSC 4022 (E)	69	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	70	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	32	1	2 Faced	Parlophone CDRS 6942/TCR 6942 (E)
33	1	BABYLON	h/rf/east West EW 215CD/VEW 215C (TEN)	70	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	71	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	33	1	2 Faced	Parlophone CDRS 6942/TCR 6942 (E)
34	2	YOU	Eternal WEA 290CD/WEA 290C (TEN)	71	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	72	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	34	1	2 Faced	Parlophone CDRS 6942/TCR 6942 (E)
35	1	WOMAN TROUBLE	Public Domain/Defect 360/PDC 380 (TEN)	72	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	73	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	35	1	2 Faced	Parlophone CDRS 6942/TCR 6942 (E)
36	3	FOR SURE	Accolade CDCA5 007/CDAC 005 (E)	73	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	74	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	36	1	2 Faced	Parlophone CDRS 6942/TCR 6942 (E)
37	NEW	OVER MY HEAD	Capitol 589532/589534 (E)	74	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	75	2	IT'S MY TURN	Serious MSCO 4022/MSC 4022 (E)	37	1	2 Faced	Parlophone CDRS 6942/TCR 6942 (E)

As used by Top Of The Pops and Radio One

deftones change
(in the house of files)

The new single
Features two exclusive non-album tracks, plus the video to change (in the house of files)
Return from the album while you're young

Lil' Kim
NO MATTER WHAT/WHAT I SAY
Released 21st August
MUSIC WEEK 19 AUGUST 2000

19 AUGUST 2000

CHART COMMENTARY

by ALAN JONES

Melanie C's I Turn To You sold nearly 122,000 copies last week to debut at number one. Robbie's single sold more than 102,000 copies last week, a total which would have seen it retain its title in exactly half of the 32 chart weeks we've had so far this year. In fact, we have our 10th number one in as many weeks.

One artist who remains without a number one single to her credit is Janet Jackson. Janet returns to the chart this week with Doesn't Really Matter, which debuts at number five. The track, taken from the soundtrack to the movie *Nutty Professor II: The Klumps*, is Janet's eighth top five hit, her 15th top 10 hit and her 33rd hit in total. Janet's highest charting singles were The Best Things In Life Are Free (a duet with Luther Vandross) and That's The Way Love Goes, back-to-back number twos in 1992/3.

French dance act **Bob Sinclar's** former club banger I Feel For You debuts at number nine with sales of more than



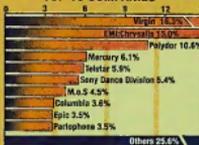
SINGLE FACTFILE

Melanie C registers her second solo number one and her 10th number one in total with I Turn To You. Melanie is only the second female in chart history to register 10 number ones, joining former Spice Girls colleague Geri Halliwell. Geri has had one more number one as a solo artist but one fewer as a Spice Girl, having left the band before Goodbye. Both women also share the honour of being the first female songwriters to

write 10 number ones, though all of their efforts were cowritten with others. I Turn To You was written by Melanie with veteran US songwriters Billy Steinberg and Rick Nowels. It's Steinberg's second number one, following the Bangles' 1989 single Eternal Flame. Nowels' first number one as a writer was Belinda Carlisle's 1987 hit Heaven Is A Place On Earth. His second, just last month, was Ronan Keating's Life Is A Rollercoaster.

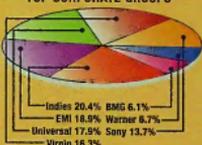
MARKET REPORT

TOP 10 COMPANIES



Figures show top 10 companies by % of total sales of the Top 75, and separate group shares by % of total sales of the Top 75

TOP CORPORATE GROUPS



SALES UPDATE
VERSUS LAST WEEK: -15.2%
YEAR TO DATE VERSUS LAST YEAR: -21.3%

PERCENTAGE OF UK ACTS IN THE CHART
UK: 56.0% US: 28.0% Other: 16.0%

21,000. It's the Sinclar's biggest hit as an artist, beating the number 56 success of his 1999 single My Only Love, although Spacecadet's

cover of his album track Gym And Tonic was a number one hit in October 1998. Sinclar's single is one of nine new entries to the Top

40 this week – and four of them have titles which start with 'I' and end with 'You', the others being Melanie C's I Turn To You, Marley Moore's I Wanna Be With You and Embrance's I Wouldn't Wanna Happen To You, all of which proves that sometimes things just happen without any deep underlying reason.

And talking of Embrance, their latest success swells to five the number of acts with three chart entries this millennium. Although none of their hits – You're Not Alone (number 14), Save Me (number 29) and I Wouldn't Wanna Happen To You (number 23) – has added to their total of Top 10 hits, they have notched up nine hits in just three years. Finally, although Robbie Williams' Angels is the longest running hit in the current Top 200 (125 weeks and counting), the runner-up, surprisingly, is Paul Van Dyk's 1998 single For An Angel. Despite peaking at number 28, the track has survived for 83 weeks, with sales to date of 72,000.

INDEPENDENT SINGLES

This Week	Last Week	Title	Artist	Label (distributor)
1	1	BATTLE	Wookie feat. Lain	Soul 2 Soul/SPS/SZSCD 001 (V)
2	2	SANDSTORM	Darude	Neo NEGEO 03 (V)
3	3	SING A LONG	Shanks & Bigfoot	Spinn 2P/SPCZ 02 (P)
4	4	I DISAPPEAR	Metalfica	Hollywood 01/SPS HWB (V)
5	7	WHEN I SAID GOODBYE/SUMMER OF LOVE	Steps	Epic/Live 02/SPS 0112 (P)
6	6	PURE PLEASURE/SEKKER	Motika	Echo ECD3 99 (P)
7	5	CALL IT FATE	Richie Dan	Pure Silk CDPSR 1 (AM/D)
8	NEW	NO MORE TURNING BACK	Gino	Popper SZ2002 (P)
9	NEW	REACH OUT	Midfield General feat. Linda Lewis	Skin SKINT 54/CD 03 (MVP)
10	NEW	ONE ARMED SCISSOR	At The Drive In	Grand Royal GR 09/CD (V)
11	NEW	LIGHT	Pharoahe Monch	Rawkus RWK 09/CD (P)
12	9	WHEN THE WORLD IS RUNNING DOWN	Different Gear Vs The Police	Pagan PGRAN 02/CD (V)
13	8	SUNDAY MORNING CALL	Cassio	Big Brother BROS/CD 04 (MVP)
14	12	AMAZED	Lonestar	Grapevine/BMG 742174/CD (RMG/BMG)
15	NEW	BITS & PIECES	Artemisia	Nebula TIDY141C (ADD)
16	11	IT'LL NEVER STOP	Moral	Jive JS2076 (P)
17	14	TRUE (THE FAGGOT IS YOU)	Alex Gopher	Hooj Choons HOJ 09/CD (V)
18	NEW	THE CHILD	Alex Gopher	V2 VRS01458 (MVP)
19	NEW	LET THE RHYTHM MOVE YOU	Blk	Nakizez NKL0229 (ADD)
20	20	DOOH	De La Soul feat. Redman	Tommy Boy TBCD 2129 (P)

All charts © CRI

PEPSI Chart

This Week	Last Week	Title	Artist	Label
1	1	I TURN TO YOU	Melanie C	Virgin
2	1	ROCK DJ	Artemisia	Warner
3	2	7 DAYS' DELAY	Cherish	Careless
4	4	FREESTYLE	Beniamin MC's	Del Jun
5	5	DOESN'T REALLY MATTER	Janet Jackson	Del Jun
6	3	TIME TO BURST	Space	Data/Motley 01 Sound
7	7	LIFE IS A ROLLERCOASTER	Ronan Keating	Pygmy
8	7	THE REAL SLIM SHADY	Common	Interscope/Polygram
9	9	I FEEL FOR YOU	Bob Sinclar	Delivered
10	6	WE WILL ROCK YOU	Five & Dime	ACA
11	10	GROOVY/LET'S TRY ANY LOVE	Sollie	Positive
12	11	BREATHLESS	The Corrs	Atlantic
13	16	SHACKLES/PLEASE YOU	Marky Mark	Columbia
14	14	IT FEELS SO GOOD	Sevin	Columbia/Universal
15	15	GOTTA TELL YOU	Santana Monica	Walt Disney/Polygram
16	3	2 FACED LOVE	Int'l Artwork/EMI	Go Beat/Polygram
17	17	WHEN A WOMAN	Celvinio	Go Beat/Polygram
18	19	JUMPIN' JUMPIN'	Sheryl Crow	Columbia
19	19	SPINNING AROUND	Kyle Houston	Polygram
20	20	MARIA MARIA	Lena Horne feat. The Product GBR	Arista
21	21	OUT OF YOUR MIND	The Streets & Brownie Yelton	Nucleus
22	22	HEAVEN	Artemisia/Jonny & Clay vs. Coast Path	Mercury
23	23	DON'T CALL ME BABY	Madison Avenue	VC/Roc-A-Fella
24	17	TEY AGAIN	Ayahyah	Virgin
25	25	AFFIRMATION	George Starlin	Columbia
26	25	BABYLON	David Gray	Int'l Artwork
27	25	MUSIC	Madison Avenue	Mercury/Warner Bros
28	27	LUCKY	Thelma Houston	Jive
29	29	SANDSTORM	Darude	Neo
30	NEW	LADY MARI	Soul 2 Soul/Billy/Polygram	Mercury
31	NEW	NO MORE	Red Ant	Epic
32	32	SINGERS	Int'l Artwork	Mercury
33	1	I CAN ONLY BEARPOINT YOU	Manzanita	Polygram
34	34	YELLOW	Shane B. Byrd	Polygram
35	35	SING A LONG	Shanks & Bigfoot	Polygram
36	31	TAKE A LOOK AROUND	Long Black & Long	Interscope/Polygram
37	38	SEX BOMB	The Jones and Muggs	Epic
38	38	BATTLE	Wookie feat. Lain	Epic 2 Soul
39	39	CALIFORNIA	Red Hot Chili Peppers	Warner Bros
40	40	I WANNA BE WITH YOU	Marley Moore	Epic

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RICKY, JENNIFER AND ENRIQUE ARE THE NEW POP SUPERSTARS. BUT ARE THEY SHORT-TERM SUPERSTARS WHOSE DAY WILL SOON BE PAST? AND HOW DO THE SPANISH FEEL ABOUT IT ALL – AN OPPORTUNITY FOR INTERNATIONAL GROWTH OR A THREAT TO THEIR OWN STRANGLEHOLD ON THE LATIN SCENE?

Or drop in... to the fono stand – F21 in Hall 13.1

19 AUGUST 2000

CHART COMMENTARY

by ALAN JONES



Despite a 44% dip in sales, Ronan Keating's Ronan album retains a handsome lead on the album chart, its second week sales total of over 99,000 coming in at two and a half times the sales of **The Corrs' In Blue**, which remains at number two. The Corrs album itself took a 41% fall last week, while **Eminem**, who retains third place on the list, saw sales of The Marshall Mathers LP decline by more than 22%. With the **Coldplay's Parachutes** shedding 19% and slipping 5-4 and **David Gray's White Ladder** off the top 10 for the first time since it was released in June of last year. The album, which improves 17-9, peaked at number five, and has sold more than 390,000 copies to date. Its resurgence is

defying the downward trend to increase its sales for the fourth week in a row, the **Red Hot Chili Peppers' Californication** album rides back into the top 10 for the first time since it was released in June of last year. The album, which improves 17-9, peaked at number five, and has sold more than 390,000 copies to date. Its resurgence is

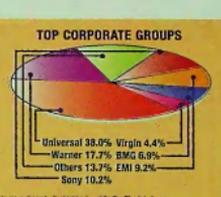


due to the success of the album's title track, which enters the singles chart this week at number 16.

ALBUMS FACITILE

After placing four Top 40 hits on the singles chart in less than nine months, former Byker Grove TV stars **Point Break** have now extended their chart ambitions to the album listings, with their LP **Apocalyptic** debuting this week at number 21, after selling nearly 8,700 copies. The album includes all four of the trio's hits - **Do We Rock (number 29)**, **Stand Tough (number seven)**, **Freaky Time (number 23)** and **You (number 14)** and easily outsold

the debut album by **Scotch**, whose career has paralleled **Point Break's**. **Scotch's** album **Four Sure** was also released last week but sold fewer than 4,000 copies to debut at number 41. It's the third time in five releases the two acts have released records on the same day, and even their singles chart peaks are very similar, with **Scotch** reaching number 29 with their debut, followed by hits peaking at five, 12 and 15.



No new release debuts in the Top 10 this week but garage guru **MJ Cole's** **Incense** album come close, with more than 11,000

sales propelling it to a number 14 entry a week after the single of the same name entered the singles chart at number 13. ITV's recent showing of **An Audience With The Bee Gees** (Saturday 5 August) sent fans hurrying to buy the group's concert recording **One Night Only** (which re-enters the chart at number 29, with sales up more than 100%). The **Very Best Of The Bee Gees** saw sales increase by a more modest but still spectacular 148%, and jumps 178-60 as a result. The latter album, first released in 1990, was reissued in 1997, and is now less than a fortnight away from selling its millionth copy since its relaunch. If **An Audience With...** retains its power, look for sales action for **Ciff** **Richard** (featured last Saturday) and **Diana Ross**, the subject of this Saturday's show. It's the highest new entry to the US album chart this week where it debuts at number 13 but the posthumous **Big Al** **Little** **Big Picture** has to settle for a number 122 start here, with sales of just 1,100.

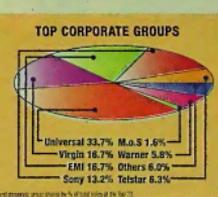
COMPILATIONS

Now **That's What I Call Music!** 46 enjoys an easy third victory at the top of the compilation chart. The 83,000 plus sales it registered last week proved more than three times as many as runner-up **The Best Ibiza Anthems Ever 2K** could muster. Now 46 includes 43 tracks, among them **Darude's Sandstorm**, **Shania Twain's Don't Be Stupid (You Know I Love You)** and next week's number one single **Groovejet (If This Ain't Love)** by **Spiller**. It has sold more than 459,000 copies in the last three weeks but its sales are falling unusually rapidly after an admittedly fabulous start, with a 35% decline on week two followed by a 44% dip last week. Its sales last week were fewer than last week's **Now!** 43 managed on its third week (86,000) although its sales for the whole

three week period are an impressive 13% ahead of the pace of **Now!** 43. Compared to 1998's **Now!** 40, they're up 36%. The rapid progress of **Now!** 46 suggests that the series has recovered from the minor blip reported by **Now!** 45, which continues to lag 5% behind the pace of its 1999 counterpart, **Now!** 42. Earlier this year, **Ayia Napa** themed compilations were challenging **Ibiza** for prominence and success but the **Ibiza** albums continue to pour out and remain dominant. In addition to **The Best Ibiza Anthems Ever 2K** at number two and **Ibiza Euphoria**, which is this week's highest new entry at number four, there are seven more **Ibiza** albums in the Top 50, compared to just three linked to **Ayia Napa**.



SALES UPDATE: VERSUS LAST WEEK: -14.0% (Year to Date Versus Last Year: +12.5%)



COMPILATIONS' SHARE OF TOTAL SALES: Artist album: 72.3% Compilations: 27.7%

INDEPENDENT ALBUMS

This	Title	Artist	Label (genre/price)
1	PLAY	Moby	Mute CD/UMV 12 (11)
2	OPPS! I DID IT AGAIN	Britney Spears	Jive 8220392 (10)
3	ART OFFICIAL INTELLIGENCE: MOSAIC TRUMP	De La Soul	Tommy Boy TRCD 1348 (11)
4	THINGS TO MAKE AND DO	Melika	Echo ECHD31 (11)
5	RELOAD	Tom Jones	Gut GUTCD 009 (11)
6	NO STRINGS ATTACHED	'N Sync	Jive 8220272 (11)
7	STANDING ON THE SHOULDER OF GIANTS	Oasis	Big Brother BBD CD02 (3M/11)
8	THE HOUR OF BEWILDERBEAST	Shane	XL Recordings TWLXCD 133 (11)
9	STEFCAAL	Ry Cooder	World Circuit WCD 050 (11)
10	BIENA VISTA SOCIAL CLUB	Britney Spears	Jive 8521712 (11)
11	BABY ONE MORE TIME	Muse	Machinon MUSHR 5002 (3M/11)
12	SNOWBIZ	Al Green	Music Collection MCCC 378 (DISC)
13	TRUE LOVE - A COLLECTION	David Gray	HT INTCD02 (3M/11)
14	LOST SONGS 95-98	Jimmy Page & The Black Crowes	SPV Records SPV 917622 (10)
15	LIVE AT THE GREX	Z'Pat	Jive 8522882 (11)
16	GREATEST HITS	Fallout Boy	Skin! BRASSIC 11CD (3M/11)
17	YOU'VE COME A LONG WAY, BABY	Haley Stern	Metal 1 MISC0001 (11)
18	REBUREAUCTION	Backstreet Boys	Jive 8522872 (11)
19	MILLENNIUM	Groove Armada	Pepper 6030332 (11)
20	VERTIGO		

THE YEAR SO FAR... TOP 20 SINGLES

UK	Artist	Label	Genre
1	PURE SHORES	ALL SAINTS	LONDON
2	FEELS SO GOOD	SHINIQUE	UNIVERSAL
3	TODAY'S MIRACLE	FRAGMA	WILDSTAR
4	KILL ME IN	CRAIG DAVID	POSITIVA
5	RISE	GABRIELLE	GO BEAT/POYDOR
6	REACH	S CLUB 7	POYDOR
7	OPPS! I DID IT AGAIN	BRITNEY SPEARS	JIVE
8	NEVER BE THE SAME AGAIN	MELANIE CUISA LEFT EYE LOPES	VIRGIN
9	THE ROAD TOUCH	BLOODHOUND GANG	GEFFEN
10	AMERICAN PIE	MADONNA	MAVERICK/WARNER BROS.
11	THE REAL SLIM SHADY	EMINEM	INTERSCOPE/POYDOR
12	TRIMONS SONG	SIZOO	DEF SQUAD
13	MOVING TOO FAST	ARTFUL DODGER & B. JOHNSON	LOOKED ON/O. NEEDS
14	SANDSTORM	DARUDE	RED
15	BORN TO MAKE YOU HAPPY	BRITNEY SPEARS	JIVE
16	ROCK DJ	ROBBIE WILLIAMS	CHRYSALIS
17	DON'T CALL ME BABY	MADISON AVANCE	VC RECORDINGS
18	LIFE IS A ROLLERCOASTER	ROMAN KEATING	POYDOR
19	7 DAYS	CRAIG DAVID	WILDSTAR
20	GO LET IT UP	OASIS	BIG BROTHER

19
august
2000

THE OFFICIAL CHARTS

music week



BBC RADIO 1
97-99 FM

THE OFFICIAL UK CHARTS

SUPPORTED BY worldpop.com

singles



1 I TURN TO YOU

- | | | |
|---|---------------------------------------|--------------------|
| 1 | ROCK DJ Robbie Williams | Virgin |
| 2 | 7 DAYS Craig David | Wilstar |
| 4 | FREESTYLER Bomfunk Mc's | Dancepool |
| 5 | DOESN'T REALLY MATTER Janet Jackson | Def Soul |
| 3 | TIME TO BURN Storm | Data |
| 5 | LIFE IS A ROLLERCOASTER Roman Keating | Polydor |
| 7 | THE REAL SLIM SHADY Eminem | Interscope/Polydor |
| 9 | I FEEL FOR YOU Bob Sinclar | Defected |
| 6 | WE WILL ROCK YOU Five & Queen | RCA |



- | | | |
|----|--|--------------------|
| 11 | NO MORE RUFF ENDF | Epic |
| 12 | MARIA MARIA Santana feat. The Product G&B | Arista |
| 11 | JUMPIN' JUMPIN' Destiny's Child | Columbia |
| 9 | 2 FACED Louise | 1st Avenue/EMI |
| 14 | TAKE A LOOK AROUND (THEME FROM MI 2) Limp Bizkit | Interscope/Polydor |
| 16 | CALIFORNICATION Red Hot Chili Peppers | Warner Brothers |
| 15 | BREATHLESS The Corrs | Atlantic |
| 16 | SANDSTORM Donaudie | Neo |
| 10 | BATTLE-NOOKIE feat. Lulu | Sony & Sony/IRMA |

19
august
2000

albums

albums



1 ROMAN

- | | | |
|----|---------------------------------------|--------------------|
| 1 | ROMAN Roman Keating | Polydor |
| 2 | IN BLUE The Corrs | Atlantic |
| 3 | THE MARSHALL MATHERS LP Eminem | Interscope/Polydor |
| 5 | WHITE LADDER David Gray | IHT/East West |
| 4 | PARACHUTES Coldplay | Parlophone |
| 6 | PLAY Moby | Mute |
| 7 | AFFIRMATION Savage Garden | Columbia |
| 8 | OOPS! I DID IT AGAIN Britney Spears | Jive |
| 17 | CALIFORNICATION Red Hot Chili Peppers | Warner Bros |
| 13 | SUPERNATURAL Santana | Arista |



- | | | |
|----|---|--------------------|
| 7 | THE GREATEST HITS Whitney Houston | Arista |
| 11 | THE WRITING'S ON THE WALL Destiny's Child | Columbia |
| 10 | 13 7 S Club 7 | Polydor |
| 14 | SINCERE M J Cole | Talkin' Loud |
| 21 | THINGS TO MAKE AND DO Moloko | Echo |
| 20 | NORTHERN STAR Melanie C | Virgin |
| 14 | RELOAD Tom Jones | Gul |
| 16 | THE SLIM SHADY LP Eminem | Interscope/Polydor |
| 19 | FRAGMENTS OF FREEDOM Morcheeba | East West |

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17 20 GOTTA TELL YOU Samantha Mumba

Wild Card/Polydor



21 I WANNA BE WITH YOU Mandy Moore

Epic

22 AFFIRMATION Savage Garden

Columbia

23 I WOULDN'T WANNA HAPPEN TO YOU Embrace

Hut/Virgin

24 TRY AGAIN Aaliyah

Virgin

25 I CAN ONLY DISAPPOINT U Mansun

Parlophone

26 SINCERE MJ Cole

Talkin' Loud

27 REACH 5 Club 7

Polydor

28 WILL I EVER ALICE Dee Jay

Positiva

29 WHEN I SAID GOODBYE/SUMMER OF LOVE Steps/Ebu/Jive

Pepper



31 YELLOW Colopay

Parlophone

32 IT FEELS SO GOOD Sonique

Serious/Universal

33 BABYLON David Gray

HIT/Faith West

34 YOU Point Break

Eternal

35 WOMAN TROUBLE Ant & Craig feat. Craig David

Public Domain/Trin

36 FOR SURE Scooch

Acoladiade

37 OVER MY HEAD Lt

Capitol

38 SPINNING AROUND Kylie Minogue

Parlophone

39 ARE YOU READY TO PARTY Shrink

NuTite/Arista

40 SHACKLES (PRAISE YOU) Mary Mary

Columbia



compilations

1 NOW THAT'S WHAT I CALL MUSIC! 46 8 11 ARIA WAAH THE ALBUM - SHANKS & BIGFOOT

Epic/Virgin/Universal

Ministry Of Sound

2 BEST IBIZA ANTHEMS EVER 2K 8 12 SMASH HITS SUMMER 2000

Virgin/EMI

3 LATIN FEVER 8 13 THE REAL SOUND OF AGIA NAPA

Sony TV/Universal TV

4 IBIZA REMIXES - ALEX GOUNDARELLI & NELSON 8 14 INCREDIBLE SOUND OF THE DREAM TEAM

iNOmusic

5 NEW WOMAN SUMMER 2000 8 15 SUMMERTIME

Universal TV

6 PURE GARAGE II 12 16 FRESH HITS VOL 1

vsnr.esg

7 GATECRASHER - GLOBAL SOUND SYSTEM 14 17 TOP OF THE POPS 2000 - VOL 2

iNOmusic

8 KISS CLUBLIFE SUMMER 2000 13 18 CIGARETTES AND ALCOHOL

Columbia

9 CLUB 2K VOL 2 15 19 MISSION IMPOSSIBLE 2 (OST)

Hollywood

10 CLUB MIX IBIZA 2000 8 20 RENAISSANCE IBIZA - MIXED BY DEEP DISH

Renaissance Ibiza

peoplesound.com top10chart

The peoplesound.com new music top ten chart

- 1 Embers [Reel] Into Style
- 2 A Tribe Called Quest Do You Want? (Radio Edit)
- 3 Maroon 5 Follow Me
- 4 LSK [Rico] (The Fruit Of Many) (Radio Edit)
- 5 The Kustrom Built Trench Song (Space Raiders Mix)
- 6 R.S.L. Liquid Makeah (The Melody Boy)
- 7 Westernised (Full Historical Society)
- 8 Gravy Satisfied
- 9 Rebecca Hollweg June Babes
- 10 Jinadeji Natural Thing

Hear the full chart at

www.peoplesound.com/top20

3008

peoplesound.com

18 20 RISE Gabrielle

Go Beat/Polydor



21 APOCALYPTIC Point Break

Eternal

22 ART OFFICIAL INTELLIGENCE: MOSAIC THUMP De La Soul

Tommy Boy

23 THE MAN WHO Travis

Independiente

24 ONKA'S BIG MOKA Toploader

S2

25 LEGEND Bob Marley And The Wailers

Tuff Gong

26 SLAVE TO LOVE Bryan Ferry

Virgin

27 ALONE WITH EVERYBODY Richard Ashcroft

Hut/Virgin

28 CRUSH Bon Jovi

Mercury

29 ONE NIGHT ONLY Bee Gees

Polydor

30 2001 Dr. Dre

Interscope/Polydor

31 ELBOW BEACH Louise

1st Avenue/EMI

32 INVINCIBLE Five

RCA

33 WHO NEEDS GUITARS ANYWAY Alice Dee Jay

Positiva

34 COME ON OVER Shania Twain

Mercury

35 STEPTACULAR Steps

Ebu/Jive

36 RIDING WITH THE KING BB King & Eric Clapton

Reprise

37 GOLD - GREATEST HITS Abba

Polydor

38 THE PLATINUM ALBUM Vengaboys

Positiva

39 ENEMA OF THE STATE Blink 182

MCA/Uni-Bland

40 ON HOW LIFE IS Macy Gray

Epic

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

THE OFFICIAL UK CHARTS SPECIAL LIST

19 AUGUST 2000

MID-PRICE

This	Last	Title	Artist	Label (distributor)
1	NEW	FORGIVEN NOT FORGOTTEN	The Corras	Atlantic 7520532 (TEM)
2	NEW	JAGGED LITTLE PILL	Moby Marissa Morissette	Maverick 8324502 (TEM)
3	NEW	PLAY	Alma	Mute GSTUNM072 (V)
4	1	TRACY CHAPMAN	Tracy Chapman	Elektra 8362742 (TEM)
5	4	LEFTISM	Leftfield	Higher Ground/Nord Hans NANOCD12 (E)
6	5	SCREAMAEDICA	Portland	Creation CRECD05 (JMV/P)
7	4	GARBAGE	Garbage	Mushroom 031450 (JMV/P)
8	14	THE MASTERPLAN	Debris	Big Brother 8K10CD08 (JMV/P)
9	15	IN UTERO	Guns N' Roses	Geffen/PolyGram 8552058 (J)
10	19	SHANA TWAIN	Shania Twain	Mercury 514222 (E)
11	12	DOOKIE	Green Day	Reprise 832455202 (TEM)
12	13	BROTHERS IN ARMS	Dire Straits	Vertigo 82492 (E)
13	8	TIME PIECES - THE BEST OF ERIC CLAPTON	Eric Clapton	Polygram 800142 (E)
14	NEW	BACK TO FRONT	Local Richie	Melrose 530012 (E)
15	10	APPETITE FOR DESTRUCTION	Guns N' Roses	Geffen/PolyGram 8512126 (E)
16	16	WHAT'S GOING ON	Marym Grove	PolyGram 83082 (E)
17	9	THE DOORS	The Doors	Elektra 829472 (TEM)
18	1	ELIMINATOR	Zzz Top	Warner Bros 703742 (TEM)
19	NEW	HATFUL OF BAIN - THE BEST OF	Del Anzani	Mercury 504902 (E)
20	NEW	THE BEST OF	M People	RCA 742181302 (BMG)

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BUDGET

This	Last	Title	Artist	Label (distributor)
1	1	IN THE SUMMERTIME	Various	Orion 83160245 (EUK)
2	2	TRUE LOVE - A COLLECTION	Al Green	Music Collection MCD 378 (DISC)
3	2	THE FINEST 'AVEST OF	Wurzels	EMI GD 52942 (E)
4	12	PRETTY WOMAN - THE BEST OF	Roy Orbison	Columbia 66352 (E)
5	NEW	BLACK MAGIC WOMAN - BEST OF	Santana	Columbia 494782 (TEM)
6	4	SOUL SEDUCTION	Barry White	Spectra 530492 (E)
7	7	COSMOTHEAT OF SPUL	James Brown	Spectra 530492 (E)
8	NEW	THE NEWBORN EP	Uglyman ULLY2 (SML/P)	
9	5	BLACK SUNDAY	Cypress Hill	Ruthouse/Columbia 474252 (TEM)
10	NEW	HEAVEN AND HELL	Meat Loaf/Bonnie Tyler	Columbia 473692 (TEM)

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R&B SINGLES

This	Last	Title	Artist	Label Cat. No. (Distributor)
1	1	7 DAYS	Craig David	Wilderstar CDW10 30 (TEM)
2	NEW	DOESN'T REALLY MATTER	Jamie Jackson	Def Soul CDW19 10 (TEM)
3	NEW	NO MORE	Ruf Endz	Def Soul 69920 (TEM)
4	2	THE REAL SLIM SHADY	Eminem	Interscope/PolyGram 673732 (E)
5	3	MARIA MARIA	Santana feat. The Product G&B	Arista (BMG)
6	4	JUMPIN' JUMPIN'	Debra's Child	Columbia 662920 (TEM)
7	5	TRY AGAIN	Aaliyah	Virgin VJSCD 16 (E)
8	6	WOMAN TROUBLE	Aaliyah/Dodgy & Craig feat. C David	Public Domain/Def FCP 380 (TEM)
9	7	SHACKLES (PRAISE YOU)	Moby Mary	Columbia 662920 (TEM)
10	7	CALL ITATE	Richie Dun	Punk Silk CDPSR 1 (AMC/U)
11	8	WHIDA	Black Rob	Peff Duddy/Arista 74211231 (BMG)
12	9	GO YOUR MONEY	Of D'Etat/Beast feat. Kells	Elektra E 703720 (TEM)
13	NEW	LIGHT	Pharochaunch	Roxbury RMX 239520 (P)
14	15	FORGOT ABOUT DEE	Dr Dra feat. Eminem	Interscope/PolyGram 697342 (U)
15	14	OOON	De La Soul feat. Redman	Tommy Boy TRC9 218209 (P)
16	11	WHY DON'T YOU CALL ME	Macy Gray	Elektra 666862 (TEM)
17	12	DANCE TONIGHT	Lucy Pearl	Virgin VJSCD 1775 (E)
18	13	GHETTO ROMANCE	Damage	Afterlife/Coolumpe CDCD0015 347 (E)
19	17	THONG SONG	Sicco	Def Soul 568862 (U)
20	15	FILL ME IN	Craig David	Wilderstar CDW10 30 (TEM)
21	23	BIG PIMPIN'	Jay-Z	Def Jam 562601 (U)
22	24	THREE YOU GO	Pink	LaFace/Arista 74211231 (BMG)
23	24	INCOMPLETE	Sicco	Def Soul (BMG)
24	20	COME AND GET ME	Debraha	WEA WEA 26101 (TEM)
25	21	WHEN A WOMAN	Gabrielle	Go Beats/PolyGram GDCD 27 (U)
26	27	WHY	Ginetta GJ	WEA WEA 22031 (TEM)
27	20	GET OUT	Busta Rhymes	Elektra E 707520 (TEM)
28	22	MAMA - WHO DA MAN?	Melch Blackwood	East West MICKY 8101 (TEM)
29	28	HIP HOP	Dead Prez	Elektra 666862 (TEM)
30	25	GOOD STUFF	Kelis	Virgin VJSCD 154 (E)

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TW	SW	Title	Label Cat. No.
1	20	ORIGINAL CAST RECORDING: Cats	PolyGram Video 47903
2	1	STEPS: The Next Step - Live	Arts & Crafts 520105 (E)
3	4	ORIGINAL CAST RECORDING: Joseph & The Amazing Technicolor	Universal Video V 16853
4	8	FRANK SINATRA: My Way	Video Collection VCA127
5	6	5 CLUB 2: In As 5 Club Talking	Warner Music Video 85720203
6	7	BOYZONE: Dublin - Live By Request	Video V 12143
7	3	ORIGINAL CAST RECORDING: Oklahoma	Video V 123817
8	2	ORIGINAL CAST RECORDING: Burn The Floor	VID 122953
9	9	CLIFF RICHARD: Live In The Park	Video Collection VCA146
10	17	LEZ EPICURE: Song Remains The Same	Warner Brothers SC3133

20

COUNTRY

This	Last	Title	Artist	Label (distributor)
1	1	COME ON OVER	Shania Twain	Mercury 120012 (U)
2	2	THE WOMAN IN ME	Shania Twain	BWP RWPCD1123 (BMG)
3	3	WIFE & WICKED	Warner Brothers 247332 (IMPACT)	
4	4	BREATHE	Various/BMG 678367/752 (BMG)	
5	5	LOVELY RIL	Lonestar	Elektra 485422 (E)
6	7	WIDE OPEN SPACE	Dixie Chicks	Capitol/Atlantic 857384032 (TEM)
7	NEW	BURN	Jay Dee Robinson/Alton Moran	MCA Nashville 170142 (E)
8	6	THE HARDEST PART	Dixie Chicks	Elektra 4061512 (TEM)
9	10	RYL	Gretchen Peters	Grapevine GRACD282 (RMG/U)
10	8	GRETCHEN PETERS	Gretchen Peters	Mercury 566172 (U)
11	11	I AM SHELBY LYNNE	Shelby Lynne	Elektra 480749 (TEM)
12	9	TRANSCENDENTAL BLUES	Steve Earle	MCA Nashville 17012 (U)
13	12	REAL LIFE WOMAN	Trisha Yearwood	Big Biz 870200 29 (RMG/U)
14	13	SONGS OF INSPIRATION	Daniel O'Donnell	Reprise 83247742 (TEM)
15	14	DWIGHT YODAN/ACROUSTIC.NET	Dwight Yoakam	NCA Nashville 170992 (U)
16	15	I HOPE YOU DANCE	Lee Ann Womack	Warner Bros 836247312 (TEM)
17	16	LOVE WILL ALWAYS WIN	Raha McEntire	MCA Nashville MCD7029 (U)
18	18	SO GOOD TOGETHER	LeAnn Rimes	Capitol/London 85738512 (TEM)
19	19	LEANIN' BOWLS	LeAnn Rimes	Elektra 355924182 (TEM)
20	17	THE DUST BOWL SYMPHONY	Nanci Griffith/LSD	

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ROCK

This	Last	Title	Artist	Label (distributor)
1	1	PARACHUTES	Coldplay	Parlophone 52782 (E)
2	2	MISSION IMPOSSIBLE 2 (OST)	Various	Hollywood 0110303HW (P)
3	3	SHINDING ON THE SHOULDER OF GIANTS	Oasis	Big Brother 8K0 CD02 (JMV/P)
4	4	ENEMA OF THE STATE	Link 192	MCA/Universal NMC 1199 (U)
5	5	LET THE GREEN	Jenny Payne & The Block Drums	SPV Recordings SPV 091202 (NS)
6	NEW	RESURRECTION	Halford	Metrolife MUC2006 (P)
7	8	SLIPKNOT	Slipknot	Roadrunner/RB 8025 (U)
8	10	THE COLOUR AND THE SHAPE	Foo Fighters	Bowling ET 2295 (E)
9	6	NEVERMIND	Nirvana	Geffen/PolyGram DCGD 2425 (U)
10	NEW	RAGE AGAINST THE MACHINE	Rage Against The Machine	Elektra 422242 (TEM)

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DANCE SINGLES

This	Last	Title	Artist	Label Cat. No. (Distributor)
1	NEW	I FEEL FOR YOU	Bob Sinclair	Deleted OFE218 (DMV/TEM)
2	1	HONEY YOUR EVENING SO FAR	John Weir & Lil Louis	Hot 7334 (TEM)
3	1	TIME TO BURN	Dave Datakey (DMV/TEM)	
4	NEW	BITS & PIECES	Nebula 120141 (BMG)	
5	5	ARE YOU READY TO PARTY	Athena	NaLife/Arista 74211231 (E)
6	7	MORE & MORE	Manifesto FESX2 (U)	
7	2	BATTLE	Splio & Zigo	Soul 2 Soul/SPUS 523P01 (U)
8	NEW	SLIPKNOT	Wookiee feat. Lain	Talkin Loud TL00 (U)
9	NEW	LET THE RHYTHM MOVE YOU	MJ Cole	Nakula NMC9229 (ADD)
10	10	LIGHT		
11	8	TRUE (THE FUTURE IS YOU)	Pharochaunch	Roxbury RMX2672 (U)
12	NEW	NO MORE TURNING BACK	Mixed	Pepper 820300 (U)
13	19	SANDSTORM	Nea	Neo NEO121 (AMC/U)
14	5	CALL ITATE	Ricardo Dan	Pure Silk 12P581 1 (JMV)
15	15	LUST	Total Science	Hard Leaders HL40 (SRD)
16	NEW	I HEAR MUSIC	E-Straw feat. Michael White	Beautiful Noise BRN0151 (P)
17	NEW	YOU CAN KISS MY	Candor	Additive 12AD058 (U)
18	21	SSSIS (LISTEN)	Jonah	VC Recordings/Kickin' VCRD 69 (E)
19	25	69 POLICE	Dave Holmes	Get Beat/PolyGram GDBX38 (U)
20	NEW	SOUL HEAVEN	Goodfellas	Azuli AZNY121 (U)

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DANCE ALBUMS

This	Last	Title	Artist	Label Cat. No. (Distributor)
1	NEW	ART OF INTELLIGENCE - MOSAIC THUMP	J-L Soul	Tommy Boy TBV148 (P)
2	NEW	SINCERE	De La Cole	Talkin Loud 527591/542574 (P)
3	4	THE MASSHALL MATTERS LP	Eminem	Interscope/PolyGram 498261/498262 (U)
4	5	THE UNDEFEATIBLE SOUND OF THE DREAM TEAM	Various	Incredible... (JVC/IMPACT) (TEM)
5	8	PURE GARBAGE II	Various	Various - (JVC/IMPACT) (TEM)
6	1	EARTH - VOL 4	Various	Earth EARTH_P04 (SRD)
7	NEW	THE CORRS: GEM AND DO	Various	Echo ECHL3131E/MCA 31 (E)
8	NEW	ROMED MUST DIE (OST)	Various	Virgin - J - (E)
9	5	WHY IS JILL SCOTTY	Jill Scott	Elektra - J - (E)
10	NEW	THE REAL SOUND OF AGIA NAPA	Various	Universal TV - 5601994 (U)

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MUSIC VIDEO

This	Last	Title	Label Cat. No.
1	10	BRITNEY SPEARS: Time Out With	Jive 92108
2	11	JANE MCNOLD: In Context	Video Collection VCA195
3	12	ABBA: The Warner Takes It All	VNL 65213
4	13	WHITNEY HOUSTON: The Greatest Hits	Arista 74211233
5	18	THE CORRS: Engaged	Warner Music Video 8565181
6	5	KISS: Dressed In Black	Direct Video 83378/84K
7	15	METALICA: Live Through This	Warner Music Video 8564221
8	16	MICHAEL FLATELY: Feet Of Flames	VLC 55025
9	18	MICHAEL BALL: Live At The Royal Albert Hall	Universal Video 81972
10	20	STEPS: The Video	Jive 921975

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MUSIC WEEK 19 AUGUST 2000



19 AUGUST 2000

music control

RADIO ONE

100% RADIO 1

	The New Artist or Single Entering the Chart	Artist	Title	Weeks in Chart	Peak Pos.	Current Pos.	Change	
1	2	ROBBIE WILLIAMS	CHRYSALIS	2620	n/c	93.51	+2	
2	4	GROOVEJET (IF THIS AINT LOVE)	Spiller	Positive	2452	+14	91.41	+7
3	1	7 DAYS	Craig David	Wildstar	2408	-1	90.55	-7
4	1	LIFE IS A ROLLERCOASTER	Roman Keating	Polydor	2342	+2	87.53	-3
5	7	I TURN TO YOU	Melanie C	Virgin	2016	+3	70.28	+14
6	10	BREATHLESS	The Corrs	143/Leva/Antic	1958	-9	63.21	-6
7	4	DOESN'T REALLY MATTER	Janet Jackson	Def Jam	1403	+50	57.10	-9

MOST ADDED								
8	19	MUSIC	Madonna	Maverick/Warner Bros	1043	+4	55.33	+41
9	11	OUT OF YOUR MIND	Trusteppers & D Bowers Feat. V Beckham	NuLife/Arista	1424	+28	52.55	+3
10	14	SHACKLES (PRAISE YOU)	Mary Mary	Columbia	1565	-5	44.62	-10
11	3	FREESTYLER	Bonfomk MC's	Dance Pool	857	+4	44.51	+3
12	3	LUCKY	Britney Spears	Jive	1335	+53	43.81	+18
13	18	JUMPIN' JUMPIN'	Destiny's Child	Columbia	867	-10	43.56	-19
14	17	IT FEELS SO GOOD	Sonique	Serious/Universal Island	1591	-10	42.51	-22
15	3	BANG	Robbie Rivera Pts Rhythm Bangers	Multiply	587	+25	41.89	+49
16	13	BABYLON	David Gray	IHT/East West	1272	-14	39.99	-13
17	1	WHEN A WOMAN TALKS	Gabriele	Go Beat/Polydor	1478	-13	39.02	-36
18	11	THE REAL SHIM SHADY	Eminam	Intercept/Polydor	812	-16	36.98	-10
19	3	TRY AGAIN	Aaliyah	Virgin	749	-4	36.14	-7
20	3	LADY (HEAR ME TONIGHT)	Modjo	Sound Of Barclay/Polydor	854	+39	35.32	+72

HIGHEST TOP 50 CLIMBER								
21	3	TIME TO BURN	Storm	Data/Ministry Of Sound	1035	+47	34.98	+73
22	18	WOMAN TROUBLE	Artful Dodger & R Craig Feat C David	Public Demand/1st	3033	-39	34.46	-41
23	18	GOTTA TELL YOU	Samantha Mumba	Polydor	1221	-7	32.52	-17
24	18	SPINNING AROUND	Kylie Minogue	Parlophone	1625	-3	31.51	-11
25	3	I FEEL FOR YOU	Boy Smiler	Defected	435	+40	31.44	+38
26	18	DON'T CALL ME BABY	Madison Avenue	VC Recordings	1048	-29	30.40	-42
27	4	2 FACED	Louise	1st Avenue/EMI	1257	-8	29.29	-13
28	11	MARIA MARIA	Santana Feat. The Product G&B	Arista	803	-18	28.69	-48
29	7	WE WILL ROCK YOU	Five & Queen	RCA	711	-26	28.62	-14
30	4	AFFIRMATION	Savage Garden	Columbia	808	+9	27.81	+9
31	4	SINCERE	MJ Cole	Talkin Loud	523	+1	24.69	-10
32	3	YELLOW	Coldplay	Parlophone	638	-5	23.53	-28
33	8	SANDSTORM	Darude	Neo	497	-14	22.35	-20
34	2	I CAN ONLY DISAPPOINT U	Mansun	Parlophone	507	+20	22.25	+27
35	10	THERE YOU GO	Pink	LaFace/Arista	343	-8	22.00	-3

BIGGEST INCREASE IN PLAYS								
36	1	SKY	Sonique	Serious/Universal Island	374	+140	21.22	+89
37	2	UNFORGIVABLE SINNER	Lene Marlin	Virgin	450	+18	21.20	+7
38	3	MAKE IT RIGHT	Christian Falk Feat. Demetres	London	304	+22	20.91	+29
39	4	I TURN TO YOU	Christina Aguilera	RCA	147	-56	20.73	-11
40	4	COOCHY COO	En-Coro Feat. Erika & Stephen Emmanuel	VC Recordings	401	+12	20.49	+24
41	2	BATTLE	Wopkie Feat. Lain	Soul 2 Soul	246	+29	19.59	+16
42	2	BILLS 2 PAY	Glamia Kid	WEA	285	+18	19.24	+18
43	2	I WANNA BE WITH YOU	Mandy Moore	Capitol	249	+58	18.41	+43
44	3	TAKE A LITTLE ARROUND (THEME FROM M&S-2)	Limp Bizkit	Intercept/Polydor	224	-58	17.74	-43
45	3	SUMMERFLING	k.l.kang	Warner Bros	143	-10	17.65	-47
46	3	C'MON PEOPLE (WE'RE MAKING IT NOW)	Richard Ashcroft	Hut/Virgin	428	+89	17.42	+64

BIGGEST INCREASE IN AUDIENCE								
47	1	SWEET PEA, MY SWEET PEA	Paul Weller	Island	27	+35	16.62	+226
48	2	PURE SHORES	All Saints	London	637	+8	16.58	+47
49	1	SEX BOMB	Tom Jones And Mousse T.	Gut	845	-11	16.55	-12
50	1	BAD HABIT	ATFC Pts Oneheadtwo	Defected	170	+105	16.51	+76

© Music Control UK. Compiled from data gathered from 800+ radio stations on Sun 13 Aug to Sat 12 Aug 2000. Figures include by audience figures based on sales but not hear rates. **Audience Increase:** % Audience Increase. **Audience Increase:** % Audience Increase. **Radio 1:** BBC Radio 1. **Radio 2:** BBC Radio 2. **Radio 3:** BBC Radio 3. **Radio 4:** BBC Radio 4. **Radio 5:** BBC Radio 5. **Radio 6:** BBC Radio 6. **Radio 7:** BBC Radio 7. **Radio 8:** BBC Radio 8. **Radio 9:** BBC Radio 9. **Radio 10:** BBC Radio 10. **Radio 11:** BBC Radio 11. **Radio 12:** BBC Radio 12. **Radio 13:** BBC Radio 13. **Radio 14:** BBC Radio 14. **Radio 15:** BBC Radio 15. **Radio 16:** BBC Radio 16. **Radio 17:** BBC Radio 17. **Radio 18:** BBC Radio 18. **Radio 19:** BBC Radio 19. **Radio 20:** BBC Radio 20. **Radio 21:** BBC Radio 21. **Radio 22:** BBC Radio 22. **Radio 23:** BBC Radio 23. **Radio 24:** BBC Radio 24. **Radio 25:** BBC Radio 25. **Radio 26:** BBC Radio 26. **Radio 27:** BBC Radio 27. **Radio 28:** BBC Radio 28. **Radio 29:** BBC Radio 29. **Radio 30:** BBC Radio 30. **Radio 31:** BBC 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NEW RELEASE COUNTDOWN

Key album releases scheduled for the next six weeks

- August 28**
Shirley Bassey Diamonds Are Forever (The Remix Album)
James McAvoy *Mr. Turner* (WEA)
Amanda Ghost *Ghost Stories* (Warner Bros)
JTJR *JTJR* (Lakota)
Michael Stipe *The Best of Mothead* (Essential)
Various *Essential Selection Summer 2000* (Essential)
Robbie Williams *Sing When You're Winning* (Chrysalis)

September 4

- Terry Callier** *What Colour Is Love* (Tahiti Loud)
Christian Falt *Quel Bon* (London)
James Van Der Beek *Van Der Beek* (The Lovers Hello Gift) (East West)
Madsen *The Way It Is V2*
Made In London *A Perfect Storm* (RCA)
Touch & Go *I Find You Very Attractive* (V2)
Underground *Everything Everything* (JBO)

September 11

- Apollonia 6** *S.L.C. (Faith & Hope)*
Erkyr *Badu* (Motown)
Bareknaked Ladies *Maroon* (Reprise)
Dunelm *Good Goes Without Saying* (Good Vibrations)
Goldfinger *Play Mountain* (Mute)
Lilly Pink *It's Mix* (Polygram)
Webb *Brothers Maroon* (WEA)

September 18

- Black Eye Susie** *Black Eye Susie* (Little Indie)
Black Eye Susie *Black Eye Susie* (Little Indie)
Interchange *Interchange* (Epic)
Richard Childs *You'd Love To Love This* (East West)
James Dean Fox *James Dean Fox* (East West)
Entertainment *Entertainment* (Epic)
Due Smuggled *Due Smuggled* (Perfecto)
Ice-T *Ice-T* (Greatest Hits) (Reprise)
Madonna *Madonna* (RCA)
Pearl Jam *Live* (Epic)
Barbra Streisand *Timeless* - The Concert (Columbia)
Various *Various Artists: London* (Global Underground)

September 25

- David Coverdale** *Into The Light* (Chrysalis)
James Abbe *Abbe* (Shopping Trolley)
Hollie *Hollie* (RCA)
Kylie Minogue *Light Years* (Parlophone)
Van Morrison *Ray The Devil* (Priority)
Paul Jay *Live* (Epic)
Sweet Female Attitude *(Mink)* (WEA)
Waterboys *A Rock In A Milky Land* (RCA)

October 2

- Shaka Amari** *In Return* (Remix) (WEA)
Shaka Amari *In Return* (Remix) (WEA)
Green Day *Warning* (Reprise)
McMillan *Be (Pat)*
Billy Packer *Walk Of Life* (Imperial)
Robbie Williams *Swing When You're Winning* (Chrysalis)
Radiohead *Kid A* (Parlophone)
Reinhold *Talkin' Loud* (Parlophone)

For a more in-depth catalogue of upcoming releases and to subscribe to *MusicWeek*, call Anna Spens on 020 7340 8555, or e-mail: ajspens@unmf.com

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MINIDISC: THE SLEEPING BEAUTY THAT FINALLY WOKE UP CONSUMERS

Eight years in gestation, the MiniDisc is finally beginning to make its mark, presenting manufacturers with new avenues of opportunity — or is it? Karen Faux reports

MiniDisc's unique ability to provide high-quality audio in a small, robust and easy-to-manipulate format is only now being recognised by a sizeable number of UK consumers — eight years after its original launch by Sony. The UK's pre-recorded sales of 500,000 units in 1999, according to the IFPI figures, may not be spectacular, but they make the UK the biggest market in the world for the format. Combined with blank media sales approaching 1m, it seems the format is definitely reaching a critical mass.

Many reasons have been cited for the slow adoption of MiniDisc, among them the initial format war between MiniDisc and Philips' Digital Compact Cassette which resulted in consumers adopting a wait-and-see attitude back in the early Nineties. A decisive spur to recent sales has been the fall in hardware prices. In 1993 MiniDisc recorders retailed at £500, whereas today they cost around £150, putting them within reach of the young and lifestyle conscious consumers whom Sony is now targeting with increasing success.

Increasingly sophisticated machines are still being developed by Sony and these include its smallest and lightest portable player/recorder to date, which is expected to sell for around £150 when it debuts later in the year. Sony is also tying MiniDisc into the web with two of its Walkman players now being sold with an internet audio recording interface. The USB device allows consumers to record MP3 or other audio files from their Windows 98 or 2000 PCs directly to a MiniDisc.

While MiniDisc has historically been held back by a lack of catalogue, record companies have recently stepped up their commitment. Last autumn Warner Music joined Sony and EMI as a major marketer, swelling the existing number of pre-recorded titles available to 700 and giving retailers a good reason to make shelf room for the format. Since then Sony has launched its MiniDisc store in London's Great

Marborough Street, now offering around 3,000 titles in a high-tech environment and backed up with an online counterpart at www.minidisc.com.

Impulse's City store at Liverpool Street station would appear to have the ideal customer base for MiniDisc and manager Andy Lazarewitz reports that the format gives a good return on its display space.

"We don't stock a vast range, but what we do have sells through quickly," says Lazarewitz. "Now 46 is one of the few titles available and has been flying out. Budget classical label Naxos got in early and is now one of our strongest sellers with discs selling at £4.99."

For Lazarewitz, one of the biggest problems is that Universal's catalogue is not available on MiniDisc. "There is also the



Sony's MiniDisc store: high-tech environment

fact that a lot of chart product debuts on MiniDisc belatedly and loses out on potential sales" he says. "For example, Tom Jones' *Reload* album has only just been released on the format."

With the UK representing the world's biggest market for pre-recorded product, Sony's DADC plant in Austria handles around 90% of production for Europe and the format's small volumes have so far discouraged other replicators from pursuing the business.

Sony is unwilling to cite its current MiniDisc capacity, although there is clearly enough to cope with a significant growth in demand. "Let's just say we have ample capacity," says a Sony DADC spokesman. "This year there has been a marked upturn in output, which is due to the fact it is now being supported by other major record companies such as Warner and EMI. We are expecting to be very busy with the format from September onwards."

In most respects, production of the MiniDisc is similar to that of an ordinary CD, except that it uses a format converter to encode the audio data into MiniDisc's ATRAC compression scheme, and disc assembly involves the extra steps of mounting a clamping plate and welding the disc inside its cartridge. Sony has recently hired its service to its MiniDisc customers by giving them the option to link up with its

input server and transfer all of their components digitally. This facility embraces all aspects of production, including label printing, artwork and packaging.

While technologically it would be a easy matter for many factories to undertake MiniDisc production, most have found that the small volumes involved do not make the business worth pursuing. Stoker Key Productions testifies that MiniDisc business is mainly sourced from DADC and does not envisage a dramatic rise in volume orders.

"Although we have worked on MiniDisc albums for some of our indie labels, the numbers are fairly limited," says Key director Karen Emanuel. "The problem with MiniDisc is that it is only compatible with itself and so its future seems restricted. The backward compatibility of DVD makes it a much more attractive option."

At MPO, UK business development manager Norman Ahmed says, "We have the capability to press MiniDisc in Europe but we are talking about mainly promotional runs rather than substantial music orders. On the other hand, blank discs manufactured under our Hi-Space brand are quoted by strength to strength, with a fair quote being exported to the Far East."

Traxdata UK — which brands and distributes MiniDiscs made by Ritek Corporation in Taiwan — has seen significant

year-on-year growth in the UK market and is now targeting consumers with longer playing discs.

"Our 80-minute MiniDisc has the largest storage capacity available on the market today," says Traxdata marketing director Robin Hamilton. "The beauty of the format is that the user can store up to 80 minutes worth of audio from a CD, cassette, vinyl or radio and then edit, erase and move tracks as often as they want. Discs can even be personalised by adding the names of the tracks, samples or DJs that have been used on the mixes."

Although CDR wins the battle in the sound quality stakes, MiniDisc's advanced editing features and portability make it a very desirable piece of equipment for those on the move. It also has applications beyond music.

"Laptops are getting smaller and smaller and a three-inch disc could prove a lot more appropriate than a five-inch one," says Ahmed at MPO. "MiniDisc also has the advantage of a very sturdy shell which gives it a lot of durability."

Although CD's hegemony of the UK consumer audio market seems unlikely to be seriously threatened by another physical format any time soon, MiniDisc looks likely to reign supreme for some time to come as music's most flexible format. ■

'We don't stock a vast range of MiniDiscs, but what we do have sells through quickly. Now! 46, for example, has been flying out' — Andy Lazarewitz, Impulse

'Laptops are getting smaller and smaller and a three-inch disc could prove a lot more appropriate than a five-inch one' — Norman Ahmed, MPO

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FIGHTING TO KEEP THE BUSINESS ON TAPE

The demise of cassette may ultimately spell doom for tape manufacturers, but there is a silver lining in buoyant video sales. Karen Faux reports

Few would deny that the cassette's chances of survival are beginning to look pretty slim. Not only is CD increasingly the format of choice for music consumers, but now DVD is being hailed as the natural successor to the traditional video cassette. Beyond both of these is the tantalising promise of the internet with its downloadability and wide-ranging entertainment possibilities. So what chance does tape have?

The reality is that the format is still helping to keep many of the UK's established duplicators in business. IFPI figures testify that while the slide in European demand for audio tape is inexorable, it has not yet hit rock bottom. Though the UK experienced a dramatic drop in annual unit sales from 32.2m to 18.4m in 1999, the fact is that 99% of homes — and most cars — still have a cassette player. Many retailers continue to protest that there

is a demand for cassette, which they cannot satisfy.

"It is cheaper to buy a cassette than it is to buy a CD, which makes the format popular with younger people who don't have so much money to spend," says one indie store.

For UK independent duplicators, the main problem is that the general reduction in demand has forced major record companies to pull their audio-cassette duplication back in-house. In many cases this means farming production out of the UK and into mainland Europe where they have their own manufacturing facilities. For a while record companies attempted to keep their cassette single duplication in the UK because they needed to get the product into the shops quickly. However, with demand still going down, even this area of production is moving to Europe.

'We have never been so busy. Annual output on VHS stands at around 10m' — Mike Carey, Future Video Services



In the loop: spooling cassettes in the clean room

Despite these trends, established UK duplicators such as DDCData UK and FSV continue to make a mix of music, corporate and spoken word business apps. DDCData recently acquired Ablex, and has now moved all of its duplication operation up to the latter's large site in Telford. The combined operation now benefits from a custom-built digital loop bin system that can produce high-quality tapes at a very fast speed. "The new merged operation brings together a broad range of business from both companies, spanning singles, TV-advertiser albums and spoken word," says customer services director Martine Tatman.

FSV, which also has thriving CD and vinyl operations, estimates that the market is currently declining by around 12% a year. "In terms of duplication capacity, the UK is still running at three- or four-times demand," says general manager Keith Lloyd. "Duplicators may go into receivership but the equipment is still there and is picked up by somebody else."

While Lloyd believes FSV's days of duplicating new albums for the major record companies are now largely gone, he points out that the company still does a lot of business with independent record labels and smaller organisations, which still need promotional or corporate material duplicated into cassette form. "We also still attract some cassette singles duplication work from the majors, particularly if the product requires a fast turnaround," says Lloyd.

In the video cassette camp, the future looks more promising. Consumer sales have risen from 73m units in 1994 to 96m in 1999. In value terms, this represents an £882m market. While there is little prospect of a blockbuster to match Titanic — which in 1998 helped the European market to sell more than 300m video cassettes and achieve a 12% growth rate year-on-year — retailers have been heartened by the performance of recent features such as Star Wars — The Phantom Menace, The World Is Not Enough, Deep Blue Sea and American Beauty. At Tower Records in London's Piccadilly Circus, manager Justin Ellory corroborates that VHS sales are far from falling away in the face of competition from DVD. "Although we are doing extremely well with DVD and have an expanding

section, we are not seeing our VHS sales decline. If anything they are currently increasing," he says.

This is good news for the UK's established duplicators, who these days prefer to refer to themselves as "full media services companies". For manufacturers such as Cinram and Technicolor this means also providing DVD mastering and replication along with ever more sophisticated distribution and fulfilment services. Their customers testify to the fact they are taking on a more important role in the supply side of the business and they are reaping the benefit of having more time to concentrate on their sales and marketing activities.

At SDC, where video cassettes have an annual output of 29m units across the group, UK sales manager Daragh McDonogh underlines that the format is extremely important.

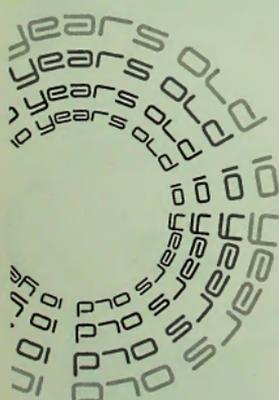
"We are not about to write off VHS as business has been buoyant this year," says McDonogh. "We are continually upgrading our duplication systems and are anticipating a very strong fourth quarter."

VHS is vitally important for Cinram UK, which currently boasts an annual output of 50m video cassettes, produced at a 45,000 sq ft distribution centre located close to its disc manufacturing plant in Ipswich. This integrated manufacturing and distribution operation means that it can provide a direct-to-retail distribution service as part of a total "one-stop" package that includes post-production, duplication, warehousing, order fulfilment and distribution.

"It depends on quantities, but Cinram has the flexibility to be able to meet any customer requirements," says Jonathan Biddowes, sales and marketing director at Cinram UK. "We constantly upgrade our equipment in order to improve response times. Using the latest mastering, duplication and packaging equipment, we can be highly flexible when it comes to fulfilling very large orders or low volume runs that are required on a fast turnaround."

By pro-actively managing its clients' supply chain, Cinram believes it minimises waste, cuts costs, reduces order cycle

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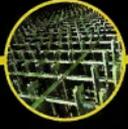
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TOP 10 VIDEOS: JAN — JUNE 2000

Title	Label	Manufacturer
1 Star Wars — The Phantom Menace	Fox Video	Deluxe
2 The Mummy	Universal Pictures	Cinram
3 American Pie	Universal Pictures	Cinram
4 The Matrix	Warner Home Video	Technicolor
5 South Park — Bigger Longer And Uncut	Warner Home Video	Technicolor
6 Austin Powers The Spy Who Shagged Me	EIV	Future Video Services
7 The Jungle Book	Walt Disney	Technicolor
8 Blade	EIV	Future Video Services
9 Notting Hill	Universal Pictures	Cinram
10 All G — Innt	VCI	n/a

TOP 10 MINIDISCS: JAN — JUNE 2000

Artist/Title	Label
1 Travis — The Man Who	Independents
2 Moby — Play	Mute
3 Various — Now! 45	EMI/Virgin/Universal
4 Oasis — Standing On The Shoulder Of Giants	Big Brother
5 Robble Williams — I've Been Expecting You	Chrysalis
6 Macy Gray — On How Life Is	Epic
7 George Michael — Ladies & Gentlemen...	Epic
8 Melanie C — Northern Star	Virgin
9 Various — Now! 44	EMI/Virgin/Universal
10 Stereophonics — Performance And Cocktails	V2

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times and dramatically improves order efficiency. Beddowes remains upbeat about the current state of play. "VHS is having an excellent year and our sales levels are up on the last. We have been able to acquire a number of new VHS accounts, chiefly because we are always looking to develop new services that the market requires — such as distribution and mastering. We combine these with high-quality service and product and competitive prices," he says.

Beddowes adds that a greater use of VHS as a medium for direct marketing is generating incremental sales through its corporate customers and he is not alone in holding this view. This area of the business is a priority for south London-based Future Video Services. While 70% of Future's business is firms, its size and reputation

makes it ideally placed to target independent distributors and corporate clients. "Independent distributors do not necessarily want a supplier that concentrates on the Hollywood majors," says director Mike Carey. "They fear that the major duplicators will always put their big customers first and design their systems around their needs — while the independents would always come second."

Carey and partner Alan Burke created Future Video Services in 1998 when they bought out the video duplication arm of Forward Sound And Vision — known to many as Fraser Peacock.

The move was a testament to their confidence in the VHS market, even if Future Video Services' name underplays the range of products the company provides. It has

TOP 10 CASSETTE ALBUMS: JAN — JUNE 2000

Artist/Title	Label	Manufacturer
1 Various — Now! 45	EMI/Virgin/Universal	EMI
2 Shania Twain — Come On Over	Mercury	Cinram
3 Engelbert Humperdinck — At His Very Best	Universal Music TV	Cinram
4 Tom Jones — Reload	Gut Records	James Yorke
5 Moby — Play	Mute Records	Impress
6 Various — Now! 44	EMI/Virgin/Universal	EMI
7 Westlife — Westlife	RCA	Sonopress
8 Britney Spears — Baby One More Time	Jive	n/a
9 Whitney Houston — The Greatest Hits	Arista	Sonopress
10 Travis — The Man Who	Independents	Sony

TOP 10 CASSETTE SINGLES: JAN — JUNE 2000

Artist/Track	Label	Manufacturer
1 All Saints — Pure Shores	London	FSV
2 Sonique — It Feels So Good	Universal/Island	Cinram
3 Fragma — Toca's Miracle	Positiva	EMI
4 Melanie C/Lisa Lopes — Never Be The ...	Virgin	DOCdata/Ablex
5 Gabrielle — Rise	Go Beat/Polydor	Cinram
6 S Club 7 — Reach	Polydor	Cinram
7 Britney Spears — Oops! I Did It Again	Jive	n/a
8 Craig David — Fill Me In	Widstar	DOCdata Ablex
9 Geri Halliwell — Bag It Up	EMI	EMI
10 Bloodhound Gang — The Bad Touch	Geffen	Cinram

recently developed a mail order service working alongside e-commerce developments and provides a full DVD service, sub-contracting subbing and replication. In recent months, investment has been made in more automation — particularly on the packaging side — as Carey says that efficiency is the name of the game. "We have never been so busy. Annual output on VHS stands at around 10m, while we could be looking at 2m for DVD. Our clients and suppliers have been very loyal and they are very happy to remain with us," he says.

With the demise of VHS widely predicted to be at least five years away, VHS manufacturers have more immediate problems to contend with. Apart from the appearance of DVD, the other dramatic

development on the High Street is widespread discounting. The industry estimates that more than 40% of all new VHS titles were discounted by between 30% and 60% of average retail levels last year. For many duplicators, this process of price erosion has meant that their customers drive a harder bargain, although some, such as Cinram, are benefiting from growth in orders outside of blockbusters. "Retail discounting has meant that some of our customers are a lot more focused on catalogue product," says Beddowes.

As far as audio cassette is concerned, there can be no doubt that the market will continue to spiral downwards. Only time will tell whether cassette, like vinyl, will find a niche large enough to provide an eleventh-hour reprieve.



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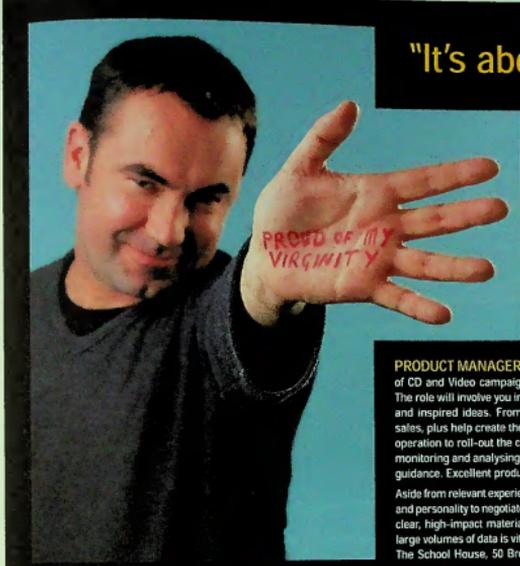
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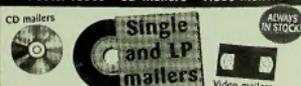
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this is what we do

LIQUID AUDIO'S INTERNET MUSIC SOLUTIONS:

Digital Asset Management

encoding in leading formats - catalogue synchronisation with music databases - hosting

Digital Rights Management

copy control - territory management - multiple DRMs - watermarking - timeouts

Internet Distribution

retailer sites - radio sites - lifestyle sites - portals - in-store kiosks

Retail Site Integration

commercial and promotional downloads - song previews - customer support systems

Commerce Capabilities

customised online store - shopping cart - clearinghouse - daily reports

Consumer Product Support

personal computers - digital music players - CD recorders

Liquid Audio's systems for delivering digital music are currently being used by more than 1,400 labels and 900 retailers worldwide. To fulfil your global needs, Liquid Audio has offices in the USA, Japan, Korea and now in Europe, located in London. For more information, contact Liquid Audio Europe on +44 (0) 20 7654 3333 or email sales@liquidaudio.com.

Exhibiting at Popkomm, Stand M 50 Halle 13.2

liquid audio
EUROPE