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NEWS: Industry colleagues mourn **STUART McALLISTER**, the man credited with taking HMV worldwide
News 4



NEWS: In an attempt to alter the landscape of a 12-year-old US country star **BILLY GILMAN**, Sony is going for the mass TV market
International 6



NEWS: Expect more to establish on **WESTLIFE**'s new album, the first on Simon Cowell's as-yet-unnamed RCA label
A&R 8



DISTRIBUTION: PREPARING FOR CHRISTMAS - p32

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musicweek

Warner/EMI offer final concessions

Some negotiations are essential for the EC

by Robert Ashton

Warner EMI will be the first major without a physical distribution network if the EC swallows the more generous concessions made by the companies last week and gives the proposed \$20bn merger the go-ahead. Licensing distribution is one of the key planks of EMI's strategy - confirmed in the confidential 21-page Market Testing of Proposed Undertakings document prepared by the EC last week - to convince competition commissioner Mario Monti that the merger will not be anti-competitive. The document reflects EMI and Time Warner's final submission to the EC before the expiry of their deadline last Tuesday (September 19). Although a dialogue will continue

an EC competition spokeswoman claims Monti will only accept further significant concessions from the companies if they are "justified by exceptional circumstances".

The move, plus another new undertaking to sever links - or joint ventures - with other record companies, marks an attempt by EMI to address the "collective dominance" issue raised by opponents of the deal including independent label group Impala, Edel and Universal.

"Getting out of distribution and joint ventures means a radical restructuring of the group and it is without precedent for a major. They seem to want to create a new business model similar to the independents, which rely on others for distribution

and to be more flexible. It could alter the landscape of the music industry," says one senior record company source.

Warner and EMI's apparent readiness to dispose of their physical distribution operations has led some observers to suggest the new entry sees the future in electronic distribution facilitated by the proposed AOL/Time Warner linkup, which is also under investigation by the EC.

"Really how significant is this?" asks one critic of the deal, who is in contact with the EC and still sees vertical integration as a major sticking point. "No one can accuse them of saying they are in a dominant position of physical distribution, but we still need to know who, if anyone, is

going to buy the distribution network," he adds.

Added to undertakings made earlier this month, which attempted to answer concerns addressed in the EC's "statement of objections", EMI is also putting four record companies - France's Pathe Marconi, Denmark's CMO, Greece's Minos and Spain's DRC - and four publishing catalogues - including Virgin Songs and Magnet Publishing - up for sale.

However, some opponents of the deal, who were asked to comment on the latest round of EMI concessions by noon last Friday before they are market-tested, still maintain that, even without the companies it is prepared to sell, the new group would dominate the European market.

"There are an awful lot of caveats to these concessions. For example, EMI seems willing to divest itself of Pathe Marconi to BMG, but will not sell it to Universal or Sony," says one. He also adds that even though EMI will give up joint ventures, it can still license music to or from Universal making it possible to continue with their highly successful compilations series.

EMI says its new concessions "go to the heart of the issues". The EC is due to rule on the merger on October 18.

AOL and Time Warner also submitted new undertakings, including a promise not to discriminate against other content providers or ISPs, to the EC last Thursday. A verdict is due on October 24.

Rock legends Genesis reunited for a night to honour their manager Tony Smith, who won the Peter Grant Outstanding Achievement Award at this year's MMF-organised British Music Industry Roll Of Honour, held at the London Hilton last Thursday (September 21). The band closed the event with a four-song set including I Can't Dance and Follow You, Follow Me watched by a capacity audience that included original member Peter Gabriel. "As a manager you first have to be the greatest fan and believe, even when no one else does, because it's just you and the band against the world - and sometimes just you," said Smith as he accepted the award. Pictured (from left) Mike Rutherford, Gabriel, Smith, Tony Banks and Phil Collins. See story p33



Wallace builds music TV role with new T4 position

Channel 4 music and entertainment editor Jo Wallace has consolidated her role as one of the key figures in music television by taking over as commissioning editor for T4 in addition to music and young people.

The move follows Andi Peters' move to a presenting role at ITV and is part of a full-scale restructuring of commissioning staff and reporting lines across the channel by the broadcaster's head of programmes Tim Gardam.

Wallace will continue to report to Lygo in her new role, which commences at the beginning of October, while Peter's deputy Sarah Baynes becomes editor children and young people. Peters retains a position within T4 as executive producer.

Wallace says it is too early to reveal her plans for music programming at the channel.

Reid begins overhaul at WEA

WEA managing director John Reid has started to stamp his mark on the Warner label just two weeks after his arrival with a comprehensive overhaul of its artist roster and changes in promotions.

Brit award winner Shola Ama is the highest profile act to have severed links with the company, although many more are expected to be dropped in the coming weeks.

Overall, the UK company has more than 40 album acts on its books. There has already been speculation about the futures of name acts such as Mark Morrison and Cleopatra and it is understood that no final decisions have been taken about their future at the company. According to one company insider, the number of singles the label is due to release in October has already been cut back from 26 to five.

Reid, who oversaw the drastic reshaping of Mercury, Island and Def Jam in the US following Seagram's



Shola Ama: leaving WEA

acquisition of PolyGram, declines to comment on specific acts. "The business will change in all respects. We're undergoing a comprehensive evaluation of the domestic roster. This will be a very exciting time for artists," he says.

Meanwhile, "head of promotions" Chris Mason left WEA last week. Although there have been suggestions that Billy Macleod, co-founder of London Records-affiliated The Partnership, would move to assume a full-time role at the company, it is understood that this will not happen.

Roberts steps up as new MW A&R editor

James Roberts this week joins Music Week as A&R editor to extend the magazine's crucial coverage of artist development across the UK business.

Roberts, who joins from Music Week's sister website *dommusic* where he was features editor, previously worked at the *Tip Sheet*.

"James is a real music fan as well as someone with a deep knowledge of how the UK business works both offline and online," says Music Week editor Alan Scott.

"This is a key appointment for Music Week and it could not come at a better time because of the

revival of UK music across a whole range of genres. We want to be championing the next Craig David, Dido, Arful Dodger or Coldplay as well as writing about all the new names that have already started to make it and the established stars."

Roberts' appointment comes six months after the arrival at Music Week of reporter Mary-Louise Harding, who specialises in new media.

"These appointments will enable us to stay on top of all the stories affecting the UK, not to mention international business," adds Scott.

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Gerrie pays tribute to Yates at British Music Roll Of Honour

by Ajax Scott

Initial TV boss Malcolm Gerrie dedicated his induction into the British Music Roll Of Honour to former colleague Paula Yates at the seventh annual awards show organised by the Music Managers' Forum last week.

Yates, who died suddenly earlier this month, was due to have presented the gong to Gerrie, who worked with her on the Tube and whose other TV achievements include Razzamatz, Allright Now, and the Brit Awards. "Paula was a fantastic lady and a great talent," he said.

Gerrie was inducted into the MMF Hall Of Fame alongside veteran promoter Berrie Marshall, founder of Marshall Arts. Previous inductees include Peter Grant, Harvey Goldsmith, John Peel, Alan

McGee, Rob Dickins, John Kennedy and Peter Reichardt.

Presenting Marshall with his award was Lionel Richie, who he first worked with in the early Seventies and who performed two songs on the night. "There's no job too big or small for this guy. I have seen him mopping the floor in the dressing room before going on - he's incredible," said Richie. Also offering pre-recorded tributes to the genuinely shocked Marshall, who is celebrating his 37th year in the music business, were artists including Tina Turner, Joe Cocker and Paul McCartney.

Rob Holden, manager of David Gray and Orbital, was named Manager Of The Year at the packed event, which took place at the London Hilton Hotel and was compered by Paul Gambaccini. "If it's an



Producer of the year Mark Hill (centre) with Lonyo and Jennie Landridge from sponsor Exponix

award for loyalty, heart, hard work and an outrageous sense of fun then thank you very much, you deserve it," said Gray in a pre-recorded message. Holden himself thanked "everyone I have worked with and everyone I have ever worked with, especially all the above."

Mark Hill, the man behind Artful Dodger and Craig David, was named producer of the year after his group Artful Dodger performed their forthcoming single for London/ffrr Please Don't Turn Me On. The highlight and finale of the evening was a performance by the reunited members of Genesis in concert with their manager Tony Smith, who they first met in 1973 and who won the Peter Grant Award for outstanding achievement (see story p1).

Accepting the award, Smith said, "You can only be a good manager if you have a great band." He added that he is often asked what makes a good manager. "First to be a schizophrenic with homicidal tendencies - it helps in negotiations. Then to have a lot of patience and a short temper, plus a loud voice."

news file

COURT JAILS CD PIRATE

The MCRPS's anti-piracy unit has welcomed a decision by Cardiff Crown Court to jail a 32-year-old man found guilty of CD and computer games counterfeiting, Richard Alan Watkins, who faced five charges under the Trademarks Act (1984), had his premises searched on two occasions in June 1999 and January this year with the first visit uncovering more than 1,000 music CDs, computer games and business software packages. Anti-piracy unit head Nick Koukouras says the result shows the courts are now taking this kind of crime very seriously.

MINSTER BACKS MUSIC INDUSTRY

The Minister for Tourism, Film and Broadcasting, Janet Anderson, sought to underline the DCMS and Government's support for the music industry in her guest speech at the PPL AGM last week. The minister also commended the department's efforts through the Music Industry Forum and the online proposals in the Consumers Call The Tune report and the creative educational spending commitments. PPS reported that its distribution to members rose 4% in £193.1m in 1999 on earnings up 4% to £228.9m.

OUR PRICE ROLLS OUT VSPDORS

Our Price is continuing its rollout this week with eight more store conversions set to be unveiled in Essex and Bedfordshire. This follows openings of the rebranded communications and entertainment shops in London's Surrey Quays, Hemstead Valley and Midstone last week.

RPI LAUNCHES COPYRIGHT VIDEO

The RPI created a Copyright Video aimed at persuading European Governments to put pressure on the European Parliament to address the industry's continuing concerns over clauses within the Copyright Directive. These relate to technical measures and online copying exemptions.

IMRO COLLECTS RECORD ROYALTIES

Songwriters and composers' royalty payments from the Irish Music Rights Organisation (Imro) hit record levels in 1999, rising year on year by 7.5% to £161.8m. Newly-issued figures also reveal that Ireland's £17.4m in £2.1m of licence revenue during the year, an increase of 11% over 1998.

STARS LINE UP FOR BACS AWARDS

Former 10cc musician Graham Gouldman, Tommaso drummer and legendary session man Clem Cattini, Engelbert Humperdinck and Shakin' Stevens are among a group of 12 people lined up to receive British Academy of Composers & Songwriters Gold Badges of Merit next month. The event will take place at London's The Savoy on October 11.

UNIQUE BUYS INTO CLASSIC GOLD

Classical Gold Digital, a newly formed company with 80% Unique Broadcasting (UBC) and 20% GWR ownership, has taken over 12 Classic Gold AM stations previously owned by the BBC. The £2.1m deal with UBC follows GWR's acquisition of radio assets from DMGT in July which took it above the current radio ownership limits. GWR retains five AM licences.

Richard Ogden has signed up The Bomfunk MCs as his first clients following the launch of his management company earlier this month. Ogden, who was closely involved in the Finnish act's international development in his former role at Sony, says, "I guess it was entirely predictable that our first signing would be a Sony Music act with whom we already had a close relationship, but that doesn't make it any less exciting for us to have signed The Bomfunk MCs. The company will now focus on the pan-European promotion of the act's next two singles. Pictured are (from left): Sony Music Europe president Paul Russell, Ogden, The Bomfunk MCs' DJ Gismo and Raymond Ebanks, and Ogden's partner Matthew Sztempi.



Branson set to extend action against Bower

Richard Branson is expected to lead a current writ against author Tom Bower with further charges of "aggravated damages" following last week's publication of the investigative writer's unauthorised biography of the Virgin tycoon.

Branson began legal proceedings against Bower in January over an article the writer wrote about his bid for the National Lottery and, according to his spokesman, will add additional charges after he claims to have spotted "around 300 factual inaccuracies" in 4th Estate's Branson.

In one sensational paragraph Bower says the Virgin and Our Price chain was "teetering on the edge of bankruptcy" and that bankers had threatened to send balliffs into every shop to "snatch cash from the till".

However, Branson's spokesman denies this ever happened. "It [the book] is full of incorrect things. It's based on Richard's own book, some cuttings and a few disgruntled people," he adds.

However, Bower is standing by his profile of the British entrepreneur, who he describes as "the most important tycoon in Britain".

Impala demands EC controls on Vivendi/Seagram merger

The Independent Music Companies Association (Imipa) has requested that the EC imposes eight legally-binding undertakings on Vivendi and Seagram to ensure their proposed merger does not cause a "threat to the development of a healthy music market".

Concerned that the deal, brokered in June, will enable Universal Music Group (UMG) parent Seagram and Vivendi to act as a global "gatekeeper" to the development of mobile interactive services, Impala wants the EC to ensure that the new entity will not restrict access to services and subscribers.

Impala secretary general Philippe Kern says the combination of the music business with Vivendi's telephone interests will make Vivendi one of the largest companies in the world in entertainment content and distribution. He adds that UMG will, therefore, have the incentive to appoint Vivendi as its preferred wireless mobile distributor and discriminate against other internet and telecom groups. To combat this, Impala suggested in last Wednesday's submission that the merged entity should

IMPALA'S DEMANDS

Key undertakings Impala wants the EC to impose on Vivendi/Seagram:

- that the merged entity will seek to license competitors' repertoire
- that music will not be used as a loss leader
- that the new entity will not drive industry standards into proprietary technology
- that the new entity complies with international rules on copyright

"seek to license UMG's competitors' repertoire" and also not bar access to services controlled by the new group to other content providers.

In order to ensure the merger does not create a dominant position for the new group, Impala also wants the EC to impose the condition that music should "not be used as a loss leader" and that the new entity will be prevented from negatively influencing the "marketing of competing programmes" and allow advertising space on a non-discriminatory basis.

Robertson concedes errors at MP3.com

Michael Robertson, the embattled founder and CEO of MP3.com, has admitted he has failed his shareholders following the spate of lawsuits against his company. MP3.com's share price has fallen from a high of \$64 last November to \$5 last week.

Speaking during his PR trip to the UK last week as law firm Milberg Weiss filed suit against the company for misleading statements on its behalf of its shareholders, Robertson said, "I am clearly disappointed that I have not been able to return value to my shareholders, but the share loss is heading in the right direction, from a \$10 a share to 12c and most recently 8c a share for the second quarter ended June this year."

Bush split with manager Dorrell

Dave Dorrell, the former club DJ who as Bush's manager guided the west London outfit from obscurity to stadium gigs in the US, is parting company with the group.

Dorrell, who scored a Number One hit as part of M/A/R/S/5 with Pump Up The Volume in 1987, met Bush and Gavin Rossdale in Los Angeles in 1991 before the band had been formed. They met again in London the following year and embarked on a hugely successful relationship which saw the UK act sell around 15m albums. Bush's first album Sirens Stone, released in 1995, was the biggest selling debut album in the US by a UK act and the follow-up Razorblade Sultans was one of only a few UK albums to debut at the top spot in the US.

Dorrell says both sides have decided to part company amicably. "It's been eight-plus years and basically it was time to go to pastures new for both of us," he adds. However, Dorrell also admits that the long-running legal action with US label Trauma/Interscope - the group wants to be released from its contract - had begun to wear him out. "It has been litigation, litigation, litigation the past two-and-a-half years," he says.

MWC COMMENT

GOING THROUGH THE EC MANGLE

You have got to hand it to them for trying. Although Warner and EMI still appear to have slid away from the most radical anti-monopoly measures being mooted in recent months – the wholesale sell-off of Warner/Chappell or EMI Music – they are certainly coming up with a wide range of proposals: existing physical distribution; quitting various compilation arrangements; shedding other peripheral interests; promising not to distribute music exclusively through AOL.

Of course some of these are in their own longer-term strategic interest anyway; physical distribution has increasingly come to be seen as a cost rather than a source of competitive advantage in recent years. Meanwhile, some Warner Music executives have become increasingly worried that their music will be sucked into the AOL machine as a loss-leading "content" under the AOL-Time Warner marriage. Now guaranteeing others equal access to distribution via AOL could actually ensure that Warner-EMI copyrights are not pumped cheaply down the pipe. As to whether it will all be enough, no one really knows yet. Certainly there have been some pretty long faces among some of the most senior officials at both companies in recent days, not least because of the apparently fuzzy understanding of finer points of the music business still being demonstrated by some of the grand inquisitors. But it seems further horse-trading could still take place.

Above all the whole process shows how the EC is ill-equipped to handle such mergers. Of course mega deals should be policed, but it appears that the EC may not currently be up to the job. Commissioner Mario Monti has himself admitted that his department is overworked. And other concerns remain. Not only does the EC not necessarily understand the complexity of the issues at hand (a hard task when few senior music executives can themselves predict how the future will develop), but its practice of putting every proposal up for discussion with competitors reduces the whole process to horse-trading. Industry Seagram that it never faced such intense scrutiny of its PolyGram deal. And good luck to it when the Vivendi merger goes through the same mangle. *Alex Scott*

PAUL'S QUIRKS

AUTUMN COMES WITH CONFIDENCE

The first two weeks of September are always one of the busiest periods of the year for retail buyers and record company sales teams. Conferences, road shows, presentations and sales meetings take up most of the first part of the month and if you add in petrol shortages and motorway blockades then it's no wonder that this year some of the participants are beginning to look a bit frazzled. Now that most of the individual two- and three-day conferences have given way to half-day or evening presentations in London, it seems that we are nearing the time when the industry could usefully organise an event where all the companies could arrange their presentations in one venue. The natural competitiveness between labels and the obvious need for privacy could be managed by a strictly monitored pass system that everyone in our industry accepts as normal anyway. This would give the buyers an ideal opportunity to compare the product on offer and also save everyone in the industry time, money and effort as travelling, hotel and entertainment costs should end up being shared between the participants.

This year, for the first time, we actually experienced a mini-conference, hosted by wholesalers THE, which allowed us to view the major audio and video product from all companies for the autumn period in one venue over a two-day period. This allowed us to choose which presentations we really needed to attend and also gave us time to talk to different members of the THE team about campaigns and promotions for all our stores in the run up to Christmas. All-in-all it looks like it is shaping up to be a bumper year with new albums from U2, Radiohead and the Spice Girls and some cracking "best of" offerings from the Beatles and Blur. Personally (and because every business is different) our hopes are pinned on new albums from bands like Limp Bizkit, Green Day, Placebo and Bond, plus we hope the excellent albums from Richard Ashcroft and Everclear take on a new lease of life as the peak selling period approaches.

Paul Quirk's column is a personal view

Agency Group taps into buoyant Scandinavia

The UK's Agency Group is capitalising on the Scandinavian music boom by becoming the first international booking agent to establish an office in the region.

The company, which already has overseas offices in the US, Canada and the Netherlands, will open shortly in Copenhagen with what chairman Neil Warnock says is the aim of bringing a "professional" touch to promoting Scandinavian acts locally.

"We felt with the level of new music coming out of Scandinavia, there's a need to organise all that and to have professional agency representation there which we think is lacking," he says.

The Agency Group's roster already includes key Scandinavian acts including names such as A-Ha and the A-Teens, alongside acts such as Plak Floyd (outside the US), Lettfield and Slipknot.

by Paul Williams

Former colleagues have hailed Stuart McAllister – who has died aged 63 – as the man who transformed HMV from a national institution into a leading global retailer.

McAllister, who died on September 15 following a battle with cancer, took the reins of the newly-created HMV Group as chairman/CEO in 1987, a role which saw him expand the then RHM EMI-owned business into new territories such as the US, Canada and Japan. Former EMI chairman Sir Colin Southgate, who created that group and appointed him to the position, pays tribute specifically to McAllister's success in establishing HMV in Japan, which he achieved by not going down the usual route for a foreign retailer of undertaking joint ventures. "He did a very good job and I need to take my hat off to him now. He put together a very good team," says Southgate.

McAllister's promotion to head the group came just under two years after he joined Thorn EMI Home Electronics in 1984 from Volvo UK, later that year taking the position of personal director. HMV Canada & Ireland was the first group formed under the creation of HMV Group in

Ericsson Muzik Awards to get TV boost with Channel 4 slot

Channel 4 has confirmed it is to broadcast the Ericsson Muzik Awards on October 25, six days after the event takes place at the Archus venue in London.

For the first time in its five-year history, the event will feature live performances by dance acts. The live line-up will be announced closer to the event, which is being staged in association with Virgin Megastores, the BPI and BBC Radio One in addition to the headline sponsor Ericsson.

Music Week is sponsoring the award for best major label for the second year running. The contenders in that category are Manifesto, Multiple Positive, Talkin Loud and V4 Recordings. Meanwhile, nominees for best independent label are Big Cycle, Hooi, Ninja Tunes and Rawkus. The BPI will present the award for outstanding



ing contribution to dance music.

Artists nominated for more than one of the 26 categories include Eminem, Sade, Artful Dodger, Chemical Brothers, and Basement Jaxx. The nominations are fairly split across individual labels, although Polydor has a particularly strong showing thanks to artists signed to Polydor, Go Beat and Interscope. Nominees for best record shop, supported by Vital Distribution, include Black Market and Pure Groove in London, Eastern Bloc in Manchester, Three Beat in Liverpool and Massive in Oxford.

McAllister remembered as man who took HMV global



McAllister: mourned by colleagues

1986, while a series of other overseas operations rapidly followed under McAllister's leadership. These included the US in 1987, Japan in 1988 and Australia in 1989. The retailer moved into South East Asia in 1994, while HMV Germany was established two years later.

HMV Europe managing director Brian McLaughlin, who was given his "big break" by McAllister when he was made head of the retailer's UK operation, says he will be remembered – alongside establishing HMV overseas – for fighting his corner in the corporate world. "Thorn EMI, at that time, was a huge organisation with lightning, Ferguson, Radio Rentals and EMI Music. HMV was a very small corner

in that and to be able to fight your corner the way he did was very important," he says.

McAllister was made joint CEO in March 1998 of HMV Media Group, which incorporated the newly-purchased Waterston's chain and was a new joint venture company with EMI and the music group's parent International Corporation as its main partners. Alan Giles, originally joint CEO with McAllister, recalls his former colleague's "truly passionate" attitude about music. "This attitude in the business was highlighted by a quite legendary sense of humour and he was a man of never-ending anecdotal impressions, which brought a much-needed sense of light relief to the serious tribulations of music retailing," he says.

However, he was forced to retire just several months into the role due to ill health as he faced two life-threatening battles, the latter cancer. As Southgate recalls, "It was horrific because he went through a terrible problem two or three years ago when he had a blood clot which paralysed him. He lost his speech and use of an arm and he got it all back. To then have this was unbelievable."

Music Unsigned to raise cash through Aim listing

Online A&R resource Music Unsigned is to become one of the first UK music internet start-ups to attempt to expand its business via a public listing.

The year-old company – which started life ostensibly as an A&R tool by offering a showcase for selected unsigned acts online – was one of a number of MP3.com look-alikes which appeared in the third and fourth quarters of last year, during the boom in European venture capital funded music web start-ups.

CEO Anand Mahajan is preparing to launch its listing platform early tomorrow (Tuesday). The company is seeking to raise £3.2m via a placing on London's Alternative

Investment Market (AIM) by the end of next month, which will value it at £14.8m. The company achieved sales of £25,000 in the nine months to June 30 against a gross loss of £1.1m during the same period, according to the listing underwriters Seymour Pierce.

The move comes immediately after the company raised £4m in third-round funding from a range of investors and music companies, including indie label Concept Music and incubator Voyager.com.

It has also recently moved to diversify its business to tap into new revenue streams via an online radio station hosted by industry veteran Jeff Young and a publishing information database aimed at

commercial buyers of music rights, siglog.com.com.

Meanwhile, MU competitor Peoplesound has signed a publishing administration deal with EMI. The deal is designed to extend the start-up's publishing deals with the cream of its artists on an international level. EMI will administer royalties on international contracts with advertisers and TV companies.

Peoplesound – which launched a little more than a year ago – has increasingly gained credibility within the industry in recent months. Following its appointment of Rob Dickinson as non-executive director, the site has carried promotions for Instant Karma's Helicopter Girl and Higher Ground/Sony's Attica Blues.

BBC Worldwide goes for second Teenies with Tweenies

newsfile

by Steve Hemsley

BBC Music is hoping to repeat the music sales success of the Teletubbies with releases linked to its latest hit children's programmes the Tweenies and Bob The Builder. The Tweenies single, No. 1, is released on October 23 and has been written and produced by Sweden's Henrik Korpi, who has recently worked with the Vengaboys. It is backed by a £300,000 promotional video which has already been shown on MTV and The Box.

The album called Friends Forever is due out on November 13 and is a collection of pop tracks written by composers including Mike Ward, Simon Woodgate and Leo Curtis. The Tweenies have generated more than £40m of revenue for BBC Worldwide with 1.1m videos and 640,000 books being sold and the Tweenies magazine selling an average

of 200,000 copies every issue. To promote the single the Tweenies will appear on Live & Kicking, Bob Peter and Top Of The Pops, while a Christmas tour called Tweenies Live will visit 40 arena venues.

Meanwhile, a Bob The Builder single called Can We Fix It (Yes We Can) sung by actor Neil Morrisey—who is the voice of the main character—will be released on December 4. The BBC is hoping to cross over the track to an older audience by commissioning dance mixes.

The titles are being distributed by Pinnacle and extensive retail support is planned. BBC Music head of marketing Alan Taylor says, "It can be difficult for people in the music industry who have not got children to realise how huge some of these younger brands are. The Tweenies album is targeting a wider pop market than the three to seven age group that



Teenies: going for 'older' marketing

watches the TV show and is aimed at the same demographic that would buy Aqua or S Club 7 releases."

The Teletubbies single Teletubbies Say Eh-Oh released through BMG in December 1997 sold 1.1m units, while Teletubbies – The Album released in March 1998 topped charts of 30,000.

This year the children's market has

experienced the Pokémon phenomenon with sales of the album Gotta Catch 'Em All – released at the end of last year through Koch International which owns the European rights – earning silver status. Additional retail support is planned by Koch for this Christmas to support the video and DVD title Pokémon – The First Movie released on October 23 through Warner Home Video.

It has a promotional budget of £1.5m which will include TV, outdoor and children's press advertising. Each video will also include a unique Pokémon trading card.

"When marketing a children's product you need a strategy that reaches the target audience and also their parents so the decision of where to advertise and securing retail prominence is crucial," says Koch International managing director Rashmi Patani.

GWR COMMISSIONS WEB RADIO ADS
From the end of October GWR's new media arm Ecast Ventures will insert demographically-targeted ads into the audio stream output from its Internet radio brands Classic FM, Classic Gold and local stations.

Consumers who listen to stations via the web will be asked their age, sex and location, and technology developed by US company Hwire will target which ads they hear.

MUSIC 365 AND OFF CENTRE UNITE
Web service Music 365 has linked with London club night Off Centre to provide audio streaming of mixes from DJs appearing at London's 333 club. Music 365 marketing manager Pramesh Chauhan says this is the first of a number of integrated sponsorship and content-enhancing features planned for the site.

HMV RENEWS WEBCAM DEAL
HMV has renewed a deal for another year with Virtue Broadcasting to broadcast live webcasts from the retailer's flagship Oxford Street store. The two companies have already worked together on webcasts featuring The Charlatans, Coldplay, Doves and Ocean Colour Scene.

DIX LANDS ROKI SITE WEB DEAL
Online music hosting and delivery network ROKI has been appointed by Mercury Records to handle the web launch of the Roni Size Represent album release. The company has previously worked with Zomba and Telstar on international online promotions on Britney Spears and Craig David respectively.

PHILIPPO LAUNCHES COMPANY
Maria Philippou, formerly of Sharp End PR, has formed her own regional PR operation called MP Promotions. Philippou, whose previous clients have included Andrea Bocelli, 911, Jennifer Paige and The Pretenders, will cover regional radio, TV and press.

RADIO ONE DJ IN SHOCK MOVE
Radio DJ Cive Warren is to leave Radio One after six years to return to commercial broadcasting with the weekly Sunday afternoon slot at Virgin. Warren says he is looking forward to playing music he likes at a sociable time.

TRAVIS PUSH ON SALES
Travis' album The Man Who Passed went eight times platinum last week and the BPI also confirmed a gold album award for Sonique's Hear My Cry.

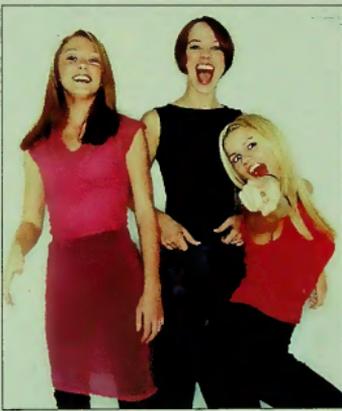
HOW TV SHOWS' RATINGS COMPARE

Programme	100s	% change on 1999
Top Of The Pops	4,722	1.1
Top Of The Pops II	3,457	n/a
Top Of The Pops III	2,021	n/a
SMTV	1,991	23.9
The Pepsi Chart	1,754	-66.6
FBI	638	n/a
Planet Pop (Sun)	830	5.5
Radio Pop (Thurs)	428	n/a
Videochat	143	-10.6
Later	125	14.4

*combined totals
Source: Mediatrack TMB for 16/17 September 4 2000

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Music Innovations has brokered a six-figure marketing deal between Virgin Records' Innocent act Atomic Kitten and Microsoft Encarta. The agreement means the group feature in all the computer brand's point-of-sale, advertising and online promotion for the 2001 version of the encyclopaedia CD-Rom as well as fronting Microsoft's online School Challenge which begins in October. The partnership coincides with the launch of the act's fourth single Follow Me out next week (October 2) and their debut album Right Now released on October 23. Atomic Kitten will also perform during the Microsoft Encarta-sponsored Education Day at the teenage music and lifestyle event Pop 1000 being held at the NEC on November 17, 18 and 19 and take part in a mock GCSE exam using the software. Encarta product manager, Jonathan Hulse, says the software's target audience is 14-16-year-olds and the partnership is designed to show older school children that education can be fun and that pop music and learning can be combined. The Innocent promotional campaign for Right Now also includes performances on This Morning (October 3), CD:UK (October 7) and Top Of The Pops (October 13).



'We love Milton Keynes' declares Virgin as it opens new Megastore

Virgin is using the advertising slogan "We Love Milton Keynes" to promote its 95th Megastore which opens in the town tomorrow (Tuesday).

The 1,600 sq m outlet spread over two floors begins trading at the Midsummer's Place shopping centre and is the new store Virgin will launch in the UK this year.

Four weeks of bus, local press and six-sheet advertising will feature the slogan while Virgin has recruited a team of five branded "buggers" who will greet members of the public when they arrive at Milton Keynes train station. Consumers will receive a hug, be informed that Virgin loves Milton Keynes and given a postcard advertising the store opening.

Virgin Megastores managing director Andy Randall says the town was chosen following extensive



WE LOVE MILTON KEYNES

demographic research into how much the population of Milton Keynes spends per head on entertainment product and how many people live within walking distance or a short drive from the town centre.

"We have also taken a strategic decision to only open new stores where we can find sites of more than 35,000sq ft and these do not come up very often which is why this will be our only new opening this year," he says. The Milton Keynes site includes a 20-minute DVD department, six internet terminals offering customers free online access, 60 listening posts and four listening booths. There is also a large mobile phone and accessories department and a range of DJ decks that customers can practice on.

Specialist helps indies enhance CDs

Multimedia developer ID Interactive is offering independent labels assistance to market enhanced CD singles to ensure their releases do not float CIN rules.

The Manchester-based company claims to have enhanced more Top 75 chart singles than any other developer in the last 12 months and has been advising product managers at the majors for the last two-and-a-half years.

Business manager Azmat Mohammed says many marketing teams are unaware of what can be included on enhanced CDs. Features that are allowed by CIN include interactive album screens providing 30-second samples from up to four forthcoming album tracks, gallery pictures as well as lyrics.

"Working with the industry it is our aim to make people want to buy physical CD singles from shops the net. We are now tailoring our service to help independent labels provide and market enhanced CDs as often as the majors who know



Honey: ID Interactive advised label

that if we enhance a release it will be chart eligible," he says.

ID Interactive's first client was Mercury Records' marketing director Matt Thomas, who employed the service to produce an enhanced CD for the Honey 1st Avenue/Minor's issued End Of The Line. CIN's product and new media coordinator, James Gillespie, says ID Interactive offers a useful support service but says labels should still carry out their own check. "We would encourage all record companies to talk to us and not leave it all to the developer because if a single is not eligible it is the label that ultimately suffers," he says.

domestic artists gain ground over international repertoire

Spice Girls fever steps up another gear on Europe's airwaves as between them, the quartet provide one fifth of the 20 biggest UK-sourced tracks this week on the European airwaves. Heading their pack is Holler, one half of the Virgin-sourced act's first single in a little under two years, which in its debut week is the 11th highest-ranked track on the chart. It is sandwiched by two Melanie C efforts, I Turn To You at five and Never Be The Same Again at 13, while the NuTie/BMG-issued Out You Mine by Topi Stappers and Dave Brown featuring Victoria Beckham is at 19.

Parlophone's Kylie Minogue joins the act in having two tracks on the same format with the descending Spinning Around (#14) now rubbing shoulders with On a Night Like This, which enters at 15. They make up half of EMI's four-track tally on the chart, whose corporate table is headed by Virgin with six tracks, with Virgin and Warner having three apiece, the indies two, and BMG and Sony one each.

Wildstar/Telstar's Craig David simultaneously lands Top 10 singles and albums top in Australia for the first time as Fill Me In climbs 15-10 on singles and Born To Do It is the second highest new entry at eight on the albums countdown. His Aussie albums success this week contrasts that of EMI's Robbie Williams, whose Sing When You're Winning tumbles to 24 just a week after making a huge debut at number seven. Meanwhile, in Germany, David finally looks like securing a singles hit to match its album popularity with 7 Days last week climbing 39-28.

Mark Knopfler is skating up to the top of the Italian and Spanish singles charts in what it establishes itself as the highest-ranked UK release in both territories. In Italy the Mercury releases moves ahead of Robbie Williams' Rock Di (6-6) and outclasses Morcheeba's Rome Wasn't Built In A Day (10-7) with a 7-3 climb, while holding at four in Spain.

Toploader's airplay gains in Germany are now starting to pay off in sales with the Sony 52-issued Dancing In The Moonlight last week rising 47-33. The single, which has already been a big hit in Scandinavia, now joins an impressive showing of UK talent in the German airplay Top 10 with an 11-9 rise. Four more of the Top 10 are more UK-sourced, comprising Serj Tankian's Universal Island's Sonique (2-3), Polydor's Ronan Keating (1-5), EMI's Robbie Williams (4-6) and Virgin's Melanie C (8-8).

Byrne Blood/Columbia's A1 are performing their own version of a sell-out in Newcastle as their cover of Norwegian act A-Ha's Take On Me begins to take a grip on the Scandinavian sales chart. It is the highest new entry in the Sweden weekly, moving 32-21 on airplay, while in Norway it climbs 5-3 as it enters at 20 on the radio 5-3 chart. The group have just returned from Norway where they performed on the Hit Awards show and undertook three days of promotion in Denmark and Sweden.

by Paul Williams

The increasing difficulty of turning national music stars into global successes has been underlined further by new IPI figures revealing that domestic sales are now at an all-time high. Latest statistics from the Recording Industry in Numbers publication estimate that domestically produced music in 1999 accounted for 68.2% of global sales, 7.9% ahead of that delivered in 1991. Conversely, the share taken by repertoire of international origin slipped from 35.6% in 1991 to 29.2% last year, further illustrating the tough conditions facing local record companies — including those in the UK — in trying to sell their repertoire abroad.

IFPI economic analyst David Limerello believes the figures are good news for the industry as it and proves local artists are managing to break through. "Hopefully it illustrates there is still a diversity of acts and that the major singers and bands are not dominating everything," he adds.

The US, which comfortably heads the world music sales rankings with 33.7% of all units sold and 39.3% of global value, is confirmed as one of the toughest markets for UK and other foreign artists to break. Just 5% of both singles and albums sales

REPERTOIRE ORIGIN

	Domestic	International
1991	58.3%	35.6%
1992	59.9%	34.3%
1993	62.3%	31.9%
1994	62.5%	32.2%
1995	62.3%	32.8%
1996	62.4%	32.7%
1997	63.3%	32.5%
1998	64.3%	30.1%
1999	66.2%	29.2%

figures show % of value of the world market, excluding multi-artists product. Source: IPI

represents there is still a diversity of acts and that the major singers and bands are not dominating everything," he adds. The US, which comfortably heads the world music sales rankings with 33.7% of all units sold and 39.3% of global value, is confirmed as one of the toughest markets for UK and other foreign artists to break. Just 5% of both singles and albums sales

Sony is targeting the mass TV market in which it broke Charlotte Church to establish 12-year old UK superstar Billy Gilman (pictured) in the UK. Gilman, who appropriately debuts with Church on the title track of her forthcoming album, Dream A Dream (out November 20), last week had the third biggest-selling country album Stateside with One Voice, which has now sold more than ten million copies. A first UK promotional trip last week saw him appearing on ITV's This Morning programme and performing a showcase at Sony's central London offices. This slot has also been included on newly-launched ITV entertainment programme Celeb TV, which airs for half an hour every weekday from 5.30pm. Press coverage secured to date includes forthcoming pieces in the Observer's review section, Smash Hits and OK! Magazine. His album will be released in the UK on October 30 with the title track following as a single when Eric's producer manager at Nonesuch Records says he will be returning for what is expected to be high-profile TV appearances. "Charlotte broke on the back of huge TV and we believe that's the way this project should go," she says.

within the US last year were accounted for by overseas releases, compared to 53.2% singles and 44% of albums within the UK.

Domestic repertoire's dominance in the US is greatly underpinned by the breakdown of sales by genre with country, R&B and rap — largely closed shop to overseas artists — accounting for nearly one-third of all sales. Even the 10% share of the market claimed by pop, traditionally one of the UK's strongest musical exports to the US, was mainly made up of non-foreign acts such as the Backstreet Boys and Britney Spears.

While UK interest among the US' Top 10 singles and albums last year was confined to UK-signed cher, UK-sourced repertoire fared better in other territories around the world, although in Europe it was dominated by local and US artists. Among the biggest UK-signed successes on the

continent were Polydor's Boyzone and WEA's Cher.

However, Asia remains a profitable business for UK-sourced pop with RCA's Westlife and Polydor's Boyzone accounting Singapore's two biggest albums last year. Meanwhile, album's 10 most popular albums of last year included Polydor's Bee Gees and Skint/Sony's Fatboy Slim, with New Zealand issued EMI's Robbie Williams and Boyzone to its year-end Top 10.

The annual IPI publication also confirms that the UK has again overtaken Germany to become the world's third largest music market with retail sales worth \$2,908.6m in 1999 compared with \$2,855.6m in 1998, which put it in fourth place. Germany's slip to fourth in 1999 came after the dollar value of sales slumped from \$3,012.1m in 1998 to \$2,832.5m last year.



UK TOP 20 AIRPLAY HITS IN EUROPE

UK LW	Title/Artist (UK company)
1	1 Rock Di Robbie Williams (EMI/Capitol)
2	1 I Turn To You Melanie C (Virgin)
3	1 It Feels So Good Sonique (Universal)
4	4 7 Days Craig David (Virgin)
5	1 I Turn To You Melanie C (Virgin)
6	6 Beautiful Day U2 (Island/Universal)
7	11 Back On The A-List Serj Tankian (Polygram)
8	12 Sky Sonique (Sonbu/Universal/Island)
9	9 Dancing In The Moonlight Toploader (52)
10	10 In Denmark Texas (Mercury)
11	11 - Holler Spice Girls (Virgin)
12	7 When A Woman Kibbelle (Go Beat/Polygram)
13	14 Never Be The Same Again Melanie C (Virgin)
14	8 Spinning Around Kylie Minogue (Parlophone)
15	17 On A Night Like This Kylie Minogue (Parlophone)
16	15 Romeo Wasn't Built In A Day Morcheeba (East West)
17	16 Natural Born Killers (Mute)
18	21 Overload Sugababes (Polygram)
19	13 Out Of Your Mind Topi Stappers/Brown/Beckham (NuTie)
20	27 Ordinary World Aventura Ball, Naima Celestino (Fonit)

For details of the 20 best album charts, see page 20. For details of the 100 best singles charts, see page 20. For details of the 100 best albums charts, see page 20. For details of the 100 best singles charts, see page 20.

GAVIN US ALTERNATIVE TOP 20

UK LW	Title/Artist (UK company)
1	2 Michelle Owens Day (Reprise)
2	1 Last Resort Paul Weller (Dunemoor/Fontana)
3	3 Stellar Electric (Mercury/EMI)
4	5 Hemorrhage Paul (Epic/550 Music)
5	4 Right Now SRTA (Jive)
6	7 Lower 9 Double Down (Polygram/Universal)
7	6 Change Deltones (Mercury)
8	12 Fiction Org (Dreams in Digital/Reprise)
9	8 Kryptonite 3 Doors Down (Republic/Universal)
10	11 Supply Disturbed (Atlantic)
11	9 Californication Red Hot Chili Peppers (Warner Bros)
12	17 Beautiful Day U2 (Interscope)
13	10 Tenacious D (Geffen/Warner Bros)
14	14 Tenacious D (Geffen/Warner Bros)
15	16 Five Feet West (Virgin/EGS)
16	15 Just A Perfect Circle (Virgin)
17	13 Premier One (RCA)
18	18 With Arms Wide Open Creed (Wind-Up)
19	9 - Next Year Fire Fighters (RCA)
20	30 Black Veins 2200 (RCA)

For details of the 25 best album charts, see page 20. For details of the 100 best singles charts, see page 20. For details of the 100 best albums charts, see page 20.

AMERICAN CHARTWAK

by Alan Jones

After five weeks at number one on the album chart, Nelly's Country Grammar is dethroned. The hottest new rapper of the year is replaced by one of the game's veterans, LL Cool J, who follows up his hit single Imagine That by landing the first number one album of his career. His Go 2 is a big statement for Greatest Of All Time! sold more than 200,000 copies to best his previous best, 14 Shots To The Dome, which reached number five in 1993. Hi-poppers nail down the top three places on the chart, with LL and Nelly still being pursued by Eminem's Marshall Mathers LP. Close harmony R&B band Boyz II Men (pictured) debut at four with Nathan Michael Shawn Wayne while Canada's Bareknaced Ladies plant rock 11 in the number five position. Another rap album which nearly landed in the Top 10 is Too Short's You Nasty, which debuts at number 12, but would have been number 10 with 1,000 more sales. LL, Nelly, Eminem, Too Short... those bad boys don't sound quite so intimidating if we call them by their given names — James Smith, Marshall Mathers, Dwayne Spiggs and Todd Shaw.

This week's Top 200 album chart plays host to 23 new entries and four re-entries — its biggest intake in the year. However, the only UK artists to

enter the chart this week are Underworld with their live album Everything. Everything, which lands at number 192 with just 5,700 buyers. Ireland's The Corrs fare much better, debuting at number 21 with In Blue, which sold more than 46,000 copies. With the single Breathless getting considerable airplay, that easily bests the number 31 peak of Forgiven, Not Forgotten and the number 20 peak of their earlier album When Women Talk.

Meanwhile, David Gray and Dido continue to benefit from recent tours, with Gray's White Ladder climbing 153-144, while Dido's No Angel sold three times as many to improve 59-57. Both albums are at their highest positions to date. Cat Stevens improves too, moving 156-149 with his Very Best Of. All other UK acts are in decline: Sting (12-11), Eric Clapton (17-25), Sarah Brightman (23-31), BBMak (47-86) and P.O.D. (81-82).

On the Top 100 singles chart, Madonna's Music is number one for the third straight week, although it is nearly overtaken by 98 Degrees' Give Me Just One Night (Una Noche), which soars 19-2, with sales complementing 17-16 with Back Here, while Sting's Desert Rose falls 24-30. UK-signed Samantha Mumba jumps 65-49, a move which is powered by Gotta Tell You's 2-2-19 move on the sales chart.

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"Utterly gorgeous...Love it." Melody Maker

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WYCLEF JEAN TO LAUNCH NEW'S IMPRINT

Wyclef Jean has signed a deal with J Records, the newly created label of Arista founder Clive Davis. Under the terms of the contract—which does not affect Jean's current recording contract with Sony Music—the producer, writer and solo star will launch his own imprint Clif Records and will be responsible for the signing, production and development of new artists. J Records will cover sales marketing and promotion for the new label, with the two parties splitting proceeds 50/50.

URBAN VOICE 2000 GETS UNDERWAY

Singer's Paradise Entertainment is holding its annual Urban Voice 2000 competition throughout October and November, with 30 acts being showcased at two semi-finals to be held at London's Astoria, and 14 being chosen by a judging panel and members of the public to go through to the November 12 final, which will also be broadcast on London Live. A number of awards will be presented across all genres of urban music, and the event organisers aim to release a compilation album of the highlights on a soon-to-be-launched independent urban label.

UNIGNED UNSEATED WINNERS STIR INTEREST

Having emerged victorious from this year's Unigned Unseated talent contest, south London act Sonarily are attracting record company interest, as are runners-up Riah YI. The event—organised by international Music Publications and supported by EMI and Warner/Chappell—was the most successful to date says organiser Matt Crossley. "We have shown that with the support of the music shops, which facilitated the initial entry to the competition, we can uncover genuine talent," he says, adding that the competition will be expanded next year.

Second Westlife album promises epic ballads

by James Roberts

Westlife's *Coast To Coast*, the follow up to their triple platinum debut, has been confirmed as the first album to be released under Simon Cowell's yet-to-be-named RCA subsidiary imprint when it is issued on November 6. With the group still recording in Sweden and London, the band's trademark epic ballads dominate the overall sound. Cheiron and Steve Mac are handling equal share of production duties on the 16 tracks set for inclusion.

An obvious highlight is the next single *My Love*, which is being serviced to radio today (Monday) and which carries the hallmarks of their 1999 number one *Flying Without Wings*, though this time unashamedly aiming to capture the essence of Wings' *Mull Of Kintyre*. "I heard Wings' track on Magic FM seven months ago and it struck me that a fantastic record it is," says BMCA A&R consultant Simon Cowell. "I want to Cheiron and told them to write a *Mull Of Kintyre* for Westlife." In the absence of an album title track, *My Love* plays on the line *Coast To Coast* as a main hook.

Equally epic is Christmas single *Angels Wings*, with orchestral flourishes that would not be out-of-place in a Disney movie. Written by Steve Mac, the track about his baby is infused with the sort of gospel touches made famous by R Kelly. Due for release on December 18, the track is already favourite for the Christmas number one—William Hill are offering odds of just 6/4 on it succeeding.

A simple piano accompaniment leads *What Makes A Man?* and showcases the increasingly dominant vocal of Mark Feehley.

Defending the continued use of their tried and tested formula Cowell, who won the A&R Award at this year's Music Week Awards, says



Westlife: Motown covers

"This is exactly what the fans want from this band at the moment." He adds, "Up-tempo tracks aren't working across Europe right now for this type of group."

The group are handling the up-tempo dilemma by recording three "mid-tempo" Motown covers, including *What Becomes Of The Broken Hearted*. One of the tracks will be included on *Coast To Coast*, while two will be used in ITV's forthcoming *Motown Mania* special. *Coast To Coast* will also include a cover of *Back At One*, a US smash for Motown-signed singer/songwriter Brian McKnight, though it is not intended as a tool to crack the US market. "It's simply a great song that hasn't been a hit in the UK or Europe," says Cowell.

RCA can afford to be bullish about achieving the 2.5m sales target for the album in the UK: the inclusion of *I Had A Dream* (which was not included on their debut album), *Against All Odds* (with Mariah Carey)—which was expected to debut at number one on Sunday—plus *My Love* leaves the label in the fortunate position of *Coast To Coast* potentially carrying three number one singles before it has even been released.

Horrocks seeks wider market for album debut

Actress Jane Horrocks hopes to follow up her debut record *The Further Adventures Of Little Voice* with future musical projects—but not by singing in her own style.

The Little Voice album features the celebrity impersonations that have brought her vocal talents to the limelight. "I'd like to pursue singing in the future and maybe do a contemporary album," she says. "When I sing, the influence of other singers automatically come out. I don't really know how to sing as myself, but I would probably sound rather thin and a little like my talking voice so I think I'm better off sticking with what I'm good at."

Horrocks is hopeful that the new album, which has been recorded in New York under the musical direction of acclaimed producer Laurie Jay and Leo Green, son of jazz pianist Bennie Green, hopes to reach a wider audience than *Little Voice* fans. "I'd like a younger audience to hear the record and I think that the duets with Robbie Williams and Ewan McGregor will help attract younger listeners."

With a number of "standards" on the album, including *Hello Dolly*, *Crazy* and *Dream A Little Dream*, Horrocks suggests the record will appeal to fans of big-band music though an existing knowledge is not essential. "Young people may not know exactly who I'm impersonating in each song, but it's not a Stars In Their Eyes concept anyway—I'm just singing songs that I enjoy."

Co-producer Leo Green is also making future plans and will shortly begin arrangement work on Marti Pellow's new album, as well as arranging a review of classic American entertainer Lorie Prima. Green—who has arranged for and played with artists including Van Morrison, Burt Bacharach and Jools Holland—is, although only 27, proud of his association with "old" music, though he also plans to develop his work as a contemporary songwriter.

Heavenly adds two bands to its roster

Heavenly Recordings has added two new acts, Snowblind and Ed Harcourt, to its roster under its joint venture with EMI-Chrysalis Records.

Manchester-based pop duo Jane Murphy and Paul Williams got together at the start of this year to form Snowblind. Williams, formerly a member of Swiss who is published by Heavenly Songs, and Niven Garland have mixed the pair's debut album—self-produced at Ridge Farm Studios—88 The Town House. Heavenly hopes to release a first single before Christmas with the album set to follow in the spring.

Meanwhile, the label was introduced to

singer/songwriter Ed Harcourt by manager Dick O'Dell, who previously managed Beth Orton, and was so impressed by his demos—recorded at his home in Lewes and on which he played all instruments bar trumpet—that it has just released them as the *Maplewood* mini-album. With influences stretching from Tom Waits and Randy Newman to Prince, the unpublished 23-year-old is currently in discussions with suitable producers for his first album.

The latest signings follow the success of Doves' Mercury Music Prize-nominated *Lost Souls* debut album.

Cheeky to step up A&R activity after BMG deal

BMG UK Chairman Richard Griffiths has underlined the importance of Cheeky as an A&R source following the major's recent acquisition of the indie, which was formed in 1994 by Faithless member Rollo Armstrong and Champion Records owner Neil Meddle.

The first priority for the label will be the UK release next month of Dido's album *No Angel*, which has become one of the most successful UK breakthroughs in the US this year. But while Dido and Cheeky's existing roster were a definite attraction for BMG, Griffiths says, the long-term intention is to expand the label beyond its current artists.

"It was a very important aspect of the deal that Cheeky can become a potentially valuable A&R source. Rollo is one of the most talented A&R executives in the industry today and the brief is to expand the label. Given that there has been a one-year hiatus in Cheeky releases there are no new signings in the pipeline at the moment, but there is a number of important releases on our schedules now," he says.

With Dido's album selling strongly on import, Arista plans to release it in the UK on October 16, with a showcase to follow in November and the single *Here With Me* in January.



Dido: building on US success

Griffiths adds that albums from Skinny and Rob D are nearly finished, and Faithless have started pre-production for the follow-up to *Sunday Spm*, which is currently scheduled for release in the spring of next year.

MUSIC WEEK SEPTEMBER 30 2000

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FROM THE PUBLISHERS OF THE MBI WORLD REPORT

An **MBI** publication

we are one!



On September 27th 2000 we'll have been in the business of selling records for exactly one year. Our thanks to everyone who has helped to make our first year both successful and so enjoyable - you know who you are!

Special thanks must go to our hitmakers - Hi-Gate, Joey Negro, Mario Piu, Matt Darey's Mash Up, Ralph Fridge and Starparty whilst we look forward to future success with Orion, Warrior, DinamYTE, Taiko, Santos, CJ Stone, Genius Cru and Dubaholics alongside our IDJ artists John Johnson, Phreaq, Life On Mars and GD. A special shout is also in order for the fantastic network of companies around the world who are working so hard to break our artists globally.

See ya in year 2. Lots of love.
Incentive. xx

Diversity pays dividends for Pinnacle

Promoting million-selling artists while simultaneously developing small labels has taken Pinnacle to the top in the distribution stakes. Now it is looking to maintain its sales momentum into the fourth quarter with a broad array of product. By Sarah Davis

It is not just the success of mainstream acts such as Britney Spears or Steps that has helped Pinnacle retain its status as the top independent distributor and already propelled this year's sales past 1999's record-breaking total. The company also points to a policy of staying true to the independent and specialist music sector as it works its smaller labels and catalogue product just as enthusiastically.

"We had an incredible year in 1999 and it was a daunting task looking at the year 2000, saying to ourselves can we do better? But, so far so good," says Pinnacle managing director Tony Powell, who believes his company's "daunting task" during 2000 has been working prestigious new albums with sales expectations which equal those of top-drawer major label releases.

Britney Spears' platinum-selling album *Oops! I Did It Again* is still in the Top 20 four months after release, while only Robbie Williams has subsequently beaten Oasis' \$11,000 first-week sales in March for Standing On The Shoulder Of Giants. Last year's Pinnacle success stories have also continued to wow the public with Steps' multi-platinum album *StepAcademy*, now on its 47th week on the chart, and Fatboy Slim's platinum debut *You've Come A Long Way Baby* having clocked up 75 weeks to date.

One of the key sources of Pinnacle's strength is undoubtedly being owned by Zomba. This has provided the distributor with Britney Spears, N Sync, Steps, R Kelly and Backstreet Boys. Powell says, "Since the acquisition by Zomba around three-and-a-half years ago we've built a strong relationship and we're moving forward. We've put in building blocks into place which can be seen by this year's results, and not just in the music business, but we're also developing our DVD division, headed by Alan Jones, and our e-commerce business, headed by Mark Hutton, who joined us formally at the end of last year."

SINGLES CHART SCORES

	No 1s	Top 10s	Top 20s	Top 40s	Total hits
Jive	2	8	20	40	28/6/00
Big Brother/1	2	0	0	3	14
3MV					
Others	0	5	8	12	25

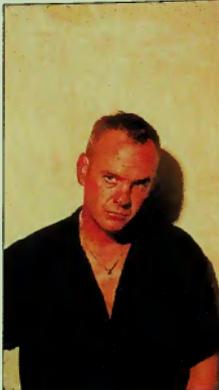
Figures cover 2000 releases' highest chart positions in the 33 weeks to w/e 28/6/00. Pinnacle's distribution market share for the half year was 9.0% with 3mv/Pinnacle taking another 4.0%, making Pinnacle the largest independent distributor and fifth overall. Source: MW

ALBUMS CHART SCORES

	No 1s	Top 10s	Top 20s	Top 40s	Total hits
Jive	0	1	1	0	2
Big Brother/1	0	0	0	1	1
3MV					
Others	0	3	2	0	5

(Brackets denote compilation chart hits) Figures cover 2000 releases' highest chart positions in the 33 weeks to w/e 26/6/00. Pinnacle's distribution market share for the half year was 5.7% with 3mv/Pinnacle taking another 3.6%, making Pinnacle the largest independent distributor and fifth overall. Source: MW

Pinnacle looks after a diverse array of other independent labels, too. As well as V2 and Oasis' label Big Brother, Pinnacle has also taken on Gut, ZTT, UB40's new label Oracabessa and Alan McGee's new label Poptones. Powell says, "We're also very pleased to have Greensleeves - the foremost reggae label in the country - and we took on Beecwood, a bolt-on distribution of their stuff. We're delighted to have them with us. That is hardly a surprising reaction as this year's association with the latter compilation specialist has produced nearly half of



Fatboy Slim: one of Pinnacle's biggest LPs

Pinnacle's charting compilation albums. However, Pinnacle no longer distributes Edes, which left the fold following the German independent's acquisition of Vital distribution. "Edel purchased Vital in January but didn't leave until the summer - it was a sad parting, they didn't want to leave," says Powell. "We've had a great relationship with Daniel Lycett and his people over there."

Pinnacle has now extended its own Selecta listening posts to its network of around 130 UK stores. Every fortnight four new titles representing a broad cross

section of Pinnacle's catalogue are added, including specialist product. Powell thinks the listening posts are extremely important: "Sometimes stores get back to us and say they were sure they weren't going to sell any of such and such record but the records have gone so well they then want to take more of a similar sound. I hope to develop this sort of thing further next year using new technology. Technology does offer a lot of opportunities on the High Street. But it's amazing to find how few independent shops have smaller or this kind of facility. It'll be so much easier to work with them when they all have it," he says.

Meanwhile, this autumn looks set to be another strong one for the distributor. One of the biggest albums of the year for Pinnacle is Fatboy Slim's second album *Halfway Between The Gutter And The Stars*, handed in co-operation with BMG.

Other big albums include offerings from Steps, R Kelly, and Backstreet Boys, all backed up by singles, and a Stone Roses remix album. There will be a new Britney Spears single at the end of November and the US teen star is to tour the UK for the first time in October, which will doubtless give sales of *Oops!...* another boost. The diversity of musical styles is also shown by autumn releases from veteran metal band Napalm Death, releases on respected US independent rap label Rawkus and a clutch of dance compilations including a selection of garage tunes from the Dream Team for the Pure Silk label.

"It's been a good year so far across all our labels, not just the major ones," says Powell. "We have what I call excellent middle-range product that is broad and butter for smaller labels. We can't have big hit records and this middle range product does very well for many labels. We are looking to putting together a strong retail campaign so these labels have a share."

FRANKIE GOES TO HOLLYWOOD: Maximun Joy - ITT

(September 25). ZTT follows the chart success of the remixed singles *The Power Of Love* and *Two Tribes* with this remastered and remixed album of the band's greatest hits.

TALVIN SINGEL: Time Copanic: The Best Of... - Jive

(October 2). Matthew Sweet's dedicated fan base will appreciate both the well-known favourites and the two brand new tracks included on this compilation.

TRINOLEX: Back To Mine - BMG (October 9)

This is the fifth volume in the Back To Mine series, this time mixed by Rollo and Sister Bliss from Faithless. Artists include Paperclip People, Aaron Neville and Shreemad.

HERLE ALABARD: If I Only Could Fly - Anti-Epithal (October 9)

Country music legend Merle Haggard has an impressive 39 country number one hits to his name. He is now signed to indie punk label Epitaph, home to Tom Waits, and this is his first studio album of all-new material in six years.

EVERLAST: Et Al Whiskey - Tommy Boy (October 18)

The ex-House Of Pain member follows his breakthrough debut solo album with this blend of blue-infused-influenced rap/rock.

TALVIN SINGEL: Hi Ho Ho - Revelation Eternal - Ravus (October 18)

Talvin, known as one of hip-hop crew Blackstar (with Mos Def), returns with this album which features a host of guests including De La Soul, Xzibit and the voices of Lennox

Everlast



Talvin Singel



Herle Alabard



Lewis and Nelson

Mandela. **TALVINGNER: Talvungner - No Label Records (October 16)**. Talvungner main man Mark Doyle worked on the production of all Oasis' releases - now Noel Gallagher has returned the favour by playing the drums on this debut.

ALABAMA 3: In Profile - Elemental (October 16)

Alabama 3's profile got a boost when their track *Woke Up This Morning* was used as the theme to cult TV series *The Sopranos*. This second album was recorded with Steve "Dub" Jones (Chemical Brothers) and an appearance on Parkinson is confirmed for early October.

NICKEL McDONALD: Blue Obsession - Sanctuary (October 23)

This is former Double Brothers keyboard player Michael McDonald's first solo album in seven years. The five-times Grammy winner has come up with 10 new songs plus covers of classics by Neil Young and Marvin Gaye.

UTAH SAINTS: Two - The Echo Label (October 23)

The Utah Saints' second Echo album features samples and guest appearances from artists as diverse as Michael Stipe, Chrissie Hynde and Chuck D, and includes the hit single *Funky Music*.

NEW ORDER: The John Peel Sessions - Strange Fruit (October 30)

One of only two sessions recorded by the band for the veteran BBC broadcaster, this album features eight tracks recorded shortly after Joy Division

vocalist Ian Curtis' death.

VARIOUS: Garage Vibes - Pure Silk (October 30). A selection of classic and contemporary UK garage tunes mixed by Timmi Magic of the Dream Team.

SLAM: Mix Album - Distinctive (October 30)

Scottish techno kings Slam mix up a funky selection of deep house and techno tunes including their own classic *Positive Education*.

ORIGINAL LONDON CAST: Wilches Of Eastwick - First Night (October 30)

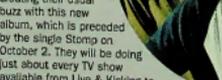
The cast performs songs from Sir Cameron Mackintosh's West End hit musical which stars Ian McShane, Lucia Arz, Maria Friedman and Joanna Riding.

AARON CARTER: Aaron's Party (Come Get It) - Jive (October 30)

This is Aaron Carter's debut Jive album and follows on from his first single *I Want Garity*. A strong press campaign got him featured in a host of magazines.

STEPS: Buzz - Jive (October 30)

Pop favourites Steps are creating their usual buzz with this new album, which is preceded by the single *Stomp* on October 2. They will be doing just about every TV show available from Live & Kicking to Barrymore and have secured extensive press support.



Utah Saints

STONE ROSES: The Remixes - Jive (October 30)

The Stone Roses get remixed by some of the dance world's most credible DJs, including Paul Oakenfold and Steve Osborne, a Guy Callied Gerold, Grooverider, BGG State, Jay Carter, Rabbit In The Moon and Justin Robinson.

R KELLY: TP-2.com - Jive (November 6)

R Kelly was in the UK in August for a round of promotion to promote the single *I Wish (October 2)* and album. The video is on MTV and the Box and the single is on diverse Capital A1 and A2 lists. Features as well

interviews include titles as *The Remixed and Blues & Soul*.

FATBOY SLIM: Halfway Between The Gutter And The Stars - BMG (November 6)

According to Norman Cook, the follow-up to last year's multi-platinum debut is "more chilled and low-key than its predecessor, featuring a varied line-up of guests including Macy Gray, B'botay Collins and Ian Van Dahl."

BACKSTREET BOYS: Black And Blue - Jive (November 20)

The Boys' fourth album is preceded by the single *Shape Of My Heart*, which has a world radio date of September 27.



Backstreet Boys



ELEVATOR SUITE: Barcelona and Shilladze - Infectious (September 25). The band's debut album features the singles Backaround and Man In The Tower, which is re-released the following month. Both singles have been played by Radio One, while a nationwide tour will run through September and October.

MIFFY: Miffy - The Jam Experience - React (September 25). A UK Garage pioneer and one half of remix team Tuff Jam, Lamont's first solo album covers a broad range of chart-friendly and radio-ready 2 Step and R&B.

VIRIUS: MTV Ibiza 2000 - The Party - White Island (October 2). This features a selection of stand-out tracks from this year's summer season. The advertising will be backed by a huge TV-led release campaign.

THEMATIC: So Much for the Yen Yen Plan - Ark 21 (October 3). Therapy? mark a decade in music with their ninth album. This collection of their finest moments will be initially accompanied by a limited-edition

version featuring a six-track bonus CD.

TIM HUTTON: Everything - Plus Recordings (October 2). A modern-day singer-songwriter of taste, Hutton unleashes a debut full of plaintive and melodic material. It will be preceded by the single Been a Fool and a short tour throughout September.

WOMBLE: Get Out - Soul2Soul (October 9). Successfully straddling the garage/2 Step/No-Soul genres, this is the follow-up single to Top 10 entry Battle. Released on Pias Joint venture Soul2Soul, this gives another taste of the forthcoming album, out on October 23.

RED SHIPPER: Our Aim Is To Satisfy - Warp (October 9). Renowned as one of the best live dance acts around, the band will support their third Warp album with an extensive UK tour, an appearance on Jojo's Holland's Later and a single Some Kind Of Kick.

AZZIO DA BASS: Dooms Night - Clubheads (October 9). This release made its mark on the house scene on its original outing and now given an additional boost with a Timo Maas mix.

TURIN BREAKS: Fight or Flight EP - Source UK (October 16). The band will play to Source UK after a hectic A&R scramble and this release is already attracting broad critical acclaim.

HEWER: We Love This City - Top Tens (October 16). Following on from the well-received single Good Fruit, this release builds on last year's The Fidelity Wars album, and is backed by the band's biggest national tour to date in November.

ERASURE: Loveboot - Mute (October 23). Now into their 15th year, Erasure return with their ninth album. Preceded by the single Freedom - which includes mixes by Motiv8 and Pichioni! - the album is set to reveal a new sound, showing off Vince Clarke and Andy Bell's rougher edges.

THE WOMBLES: The Wombles Collection - Dramatica (October 23). The group that spent more weeks in the UK singles chart in 1974 than any other group are back with another collection of songs written and produced by Mike Batt. The album is backed by a substantial marketing campaign involving radio and TV ads, and a South Bank Show documentary.

MOBY: Play (special edition) - Mute (October 23). One of the success stories of this year looks set to continue with a special limited-edition album featuring single remixes and new tracks, plus the new single Honey, on which Kelis guests. An

extensive press and TV advertising campaign is intended to bring UK sales of Play up to 2m by Christmas.

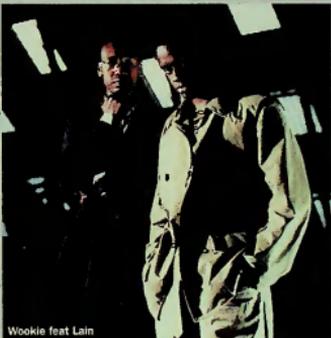
MY VIRIUS: Pieces - Infectious (October 30). The beneficiary of constant music press attention this year, My Virius have built a solid fanbase through a constant touring and Radio One playlists. Pieces is their third single, which precedes a debut album next year.

Global Underground: Nick Warren - Global Underground: Nick Warren (October 30). This dance compilation follows on from releases featuring Sasha, Paul Oakenfold and Darren Emerson. Global Underground's autumn schedule also features a Danny Tenaglia compilation.

Deep Dish: Yoshiyuki 2 - React (October 30). As DJs, remixers, artists and producers, Deep Dish maintain cut status. This compilation, backed by React and Yoshiyoshi, will be publicised across the dance music press, broadsheets, and radio. It is available as a double CD or five LP boxed set.

Drude: Feel The Beat - Neo (November 6). The Finnish techno look on course to sell 1m units worldwide of their ubiquitous Sandstorg single. Its follow-up Feel The Beat is expected to land in the UK top 10 on release.

OST: 102 Dalmatians - Hollywood/Edel (November 11). Destined to be a Christmas blockbuster, Walt Disney's 102 Dalmatians features Glenn Close. The soundtrack release follows the film's opening weekend in the UK.



Wookiee feat Lain

Vital scores with most successful year

Vital faces the pre-Christmas challenge with optimism after a bumper year. By Matt Pennel

While many in the music industry have been preoccupied with the consolidation of the majors during 2000, one key UK independent distributor has quietly been enjoying the most successful year in its history. Vital Distributors' album market share jumped 67.5% to 67.8% during the first half of this year as the company reaped the benefit of renewed interest in two of its biggest 1999 releases - the Moby's Mute-issued Play and Gut, starring Tom Jones' Reload. Both hit Number One this year, surpassed 1m sales and are, respectively, at present the top and third biggest-selling artist albums of the year.

"To have one million-seller is great, but to have two was just unbelievable," says Vital managing director Peter Thompson. "While Vital sees itself as a distributor capable of helping bands develop from scratch it certainly helps confidence and profile being associated with two such huge albums. We never rely on having this type of success - it's just very nice when it happens."

Monster hits notwithstanding, Thompson is certainly not complacent about the conditions under which indie labels and their distributors operate. "I think the climate is pretty hard all round. We are all having to work harder and spend more money to maintain a reasonable sales level for all acts, or even just get them started," he says. "This makes the financial

VITAL'S CHART SCORES

	No.1s	Top 10s	Top 20s	Top 40s	Total
Singles	0	8	4	7	19
Albums	2	0	2(2)	2(2)	6(2)

(bracketed denote compilation chart hits)
 Figures cover 2000 releases' highest chart positions in the 33 weeks up to w/e 28/8/00. Vital's singles distribution for the half year was 6.6%, making it the second biggest independent distributor and third overall. Its albums and singles share for the same period was 5.5%, again placing it second among independent distributors and sixth overall. Source: MW

pressure on the labels immense and cash flow becomes a major problem. This is why so many labels get involved with partners at an early stage."

The health of major labels, and the development of new acts, remains a priority for Vital, and Thompson cites the success of Tallest Man/AL's recent Techset Mercury Music Prize winner Body Drawn Boy, fellow nominees The Delgados (Chemical Underground) and City Slang Records' Calexico as being particularly satisfying. Meanwhile Vital has also started to benefit from German indie Edel's acquisition of a minority stake in the distributor's parent company, Play It Again Sam, which has now stepped up its own UK A&R activities and investment in up-and-coming labels. Following Pias's deal with Soul 2 Soul men Jazze B, for example, Vital launched the debut chart hit of UK garage star Wookiee and has also been cutting edge music set to come from the same source. The company has also taken



Moby: played a vital role in 2000 success on distribution of Edel releases from Pinnacle (though the Gut account has moved in the opposite direction).

Vital has become more involved in the dance scene in general during the last few years, with a toehold in both house and UK garage camps. Thompson says, "We have found within the dance scene a flexibility and vibrancy that has been lacking in other areas during the last couple of years. The significance of long-term, album-selling acts is now a major area for the dance scene and we are delighted to be involved with acts such as Basement Jaxx and Paul Van Dyk."

Summer campaigns have become a well-established part of Vital's sales strategy, and the company repeated its tried-and-tested £5.99 initiative. This gave consumers an extra inducement to snap up product from The Prodigy, Beta Band, Divine Comedy and Space. In all, the summer sale raked up over an additional 150,000 sales.

As it enters the crucial pre-Christmas

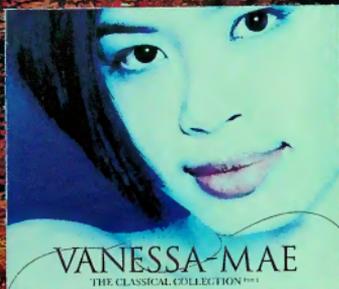
period, Vital has several acts up its sleeve including new albums by Darude, Erasure and even The Wombles. Retailers will be particularly benefited, by the fact that certain of its key releases are now set to appear early in 2001.

"There seems to be so many great acts around at the moment that the future looks very bright indeed. Acts such as Sia, Tim Hutton, Turin Breaks, My Virius, And You Will Know Us By The Trail Of The Dead, Wookiee and Affix look destined for the big time, while the likes of Hefner, Red Snapper, Soulwax and Sigur Ros all have important albums out now or due soon. Next year should be phenomenal with new albums from Rae & Christan, Mogwai, The Propellheads and The Prodigy all set to go," says Thompson.

Many behind-the-scenes developments have occurred this year which will affect the way Vital carries out its operations in the future. Among them have been investment in warehouse infrastructure and IT following chief's investment in the Pias group, while the company has also backed an industry-wide trend by expanding its sales team.

"It has been an important role for the distribution side of Vital with a new warehouse and computer systems," he adds. "The warehouse move went very smoothly and has now provided us with much-needed space while the computer system has continually been upgraded during the course of the year. On the sales side, of course our winning of the Sales Team of the year category at the MW Awards shows that we were on the right track, but we are always looking at ways in which we can use technology to provide a better, faster and more informed service to retailers."

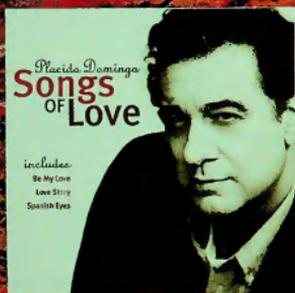
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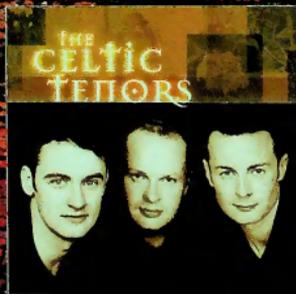
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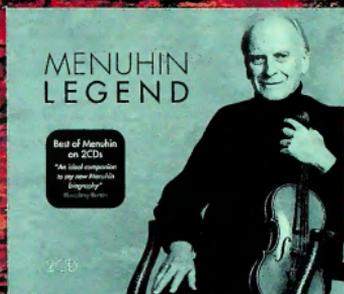


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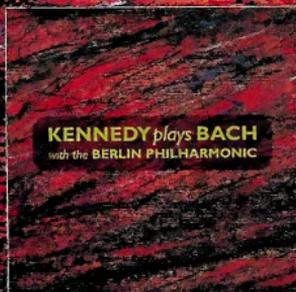
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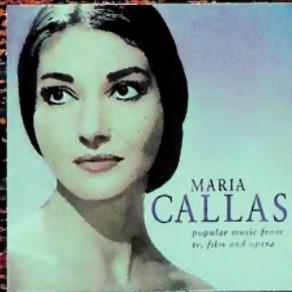
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SINGLE of the week

U2: Beautiful Day (Island CIDX766). After the experimentation of Pop, U2 are back with what they do best — stadium rock with a twist. Harking back



to their classic Unforgettable Fire period, this out-and-out pop rouser boasts one of their hookiest choruses yet. It is A-listed status at Radio One and Capital, and is currently rising up the Airplay Top 50. The band's 10th studio album, *All That You Can't Leave Behind*, is out next month and on the evidence of this first single, promises much.



SINGLE reviews



NICHOLA HOLT: The Game (RCA 74321 798 992 7). The shaven-headed Dig Brother star releases her debut single in an effort to cash in on the nation's obsession with

the show. An uptempo poptrance track, its success is likely to reflect the quality of the tune. **MUSE: Muscle Museum** (Taste Media/Mushroom musk84cde). Originally released on Dangerous Records in 1998, Muscle Museum is the latest single to be lifted from their gold album *Showbiz*. This live favourite features the unmistakable Mafoso guitar refrain and should follow their previous two singles into the Top 30 on the back of a B-listing at Radio One.

JAMELIA: Boy Next Door (Parlophone CDRHYTH529). The 19-year-old R&B diva follows her three Top 40 hits with another soulful tune. Though similar to her previous offerings, it is one of the stronger cuts on her *Mobo*-nominated album, *Drama*. **TONI BRAXTON: Spanish Guitars** (LaFace/Arista 3847723). This follow-up

to the Top Five hit, *He Wasn't Man Enough*, sees Braxton belt out a big ballad, this time with a Mediterranean feel. The track is a more straightforward R&B feel. Produced by Chad Hugo and Pharrell Williams, it is one of the strongest tracks on her debut album and is C-listed at Radio One.

DRUGSTORE: I Wanna Love You Like A Man (Global Warming WUSCD10). Following a two-year absence, Drugstore make a welcome return. Already single of the week on Radio One's *Mark & Lard* show, this uptempo track shows off Isabel Montero's husky sexy voice.

MADISON AVENUE: Who The Hell Are You? (VC Recordings VCRV70). Another slice of infectious dance pop from the Aussie duo, this should do well after the success of *Don't Call Me Baby*.

PITCHSHIFTER: Dead Battery (MCA PITCHCD1). Riding high after their three *Karrangi* awards (best band, best album, best live band), this track, taken from their *Deviant* album, is industrial rock along the same track as Nine Inch Nails,



ROBBIE WILLIAMS & KYLIE MINOGUE: Kids (EMI CDCX5119). Coupling Minogue and Williams' strong vocals, added to the spiky lyrics of Williams and Guy Chambers, this is a superb rock-pop duet. Taken from Williams' number one album, *Sing When You're Winning* and A-listed at Radio One and Capital, it will neatly maintain the profile of both EMI artists.

though *Dead Battery* is more accessible. **ALICE DEEJAY: The Lonely One** (Positive CDTV145). The fourth single lifted from the *Who Needs Guitars Anyway* album, this could be the fourth Top 10 hit — even though it sounds mighty similar to the other three. **THE WARRIOR: Warrior** (Incentive CENT12CDS). The Warrior's debut on Incentive is a bouncy house track. Robbie Rivera provides a Puerto Rican mix while *Trick Or Treat* for a two-step version.

28 DAYS: Kid (Indestructible EP (Mushroom MUSHRCDS). Hailing from Australia, this quintet seek the rap/hardcore rock, skate-punk sound, and achieve it so convincingly that they could easily be mistaken for Blink 182 or The Offspring with turntables. **ERASURE: Freedom** (Mute CDMUTE244). This is Erasure's first new material for nearly three years, and signals a return to their uplifting synth-pop of the early Nineties. Although a decent enough track, it perhaps lacks the killer hook to return the duo to the heights of *yesterday*. **HELICOPTER GIRL: 345 Wonderful** (Instant Karma KARMA4CD). Taken from *Helicopter Girl's* Mercury Music Prize-nominated album, this trip-hop-style workout

is not the best introduction to what remains a pretty good album. There are better tracks than this worthy of single release.

TEENAGE FANCLUB: I Need Direction (Columbia 6699512). The Fannies return after a two-year hiatus with a Beach Boys/Byrds-style strumming complete with "pap-pap-pap" and sweeter-than-thou harmonies. Other tracks include *I Lied* and a clean-cut cover of *The Pixies' Here Comes Your Man*. **DEPARTURE LOUNGE: Goldfields EP** (Meek Giant MEEK006). Produced by France's *Kid Loco*, this EP showcases the heartfelt acoustics of Tim Keegan. The band are supporting *Morcheeba* on their forthcoming nationwide tour.

K-GEE: I Don't Really Care (Instant Karma KARMA7). The "frith All Saint" finally steps out from behind the desk with his solo debut, underlining his ability to meld street beats with a pop sensibility. Miami bass in feel, this showcases one aspect of his album, out early next year. **LIONEL RICHIE: Angel** (Island Def Jam 0731457265123). The Motown legend returns with an *tiempo* affair produced by Brian Rawling and Mark Taylor. The song, based around an uplifting chorus, is exactly what one would expect from *Rise Drote*, though *Richie's* vocal is as distinctive as ever. **DJ PIERRE: Wet Dreams** (NuCamp CAMPT8). Add house pioneer Pierre's

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REVIEWED **KING CHANGÓ: King Change** (Luaka Bop LB0216), A glorious ska stomp of an album with memories of The Specials and Manu Negra at their very best, this explodes out of the speakers. The band comes from New York's Latin community and the vibrancy and colour in their music bears testament to their musical heritage. This is one of the most refreshing albums of the year so far. Check out Don't Drop Your Pants from the Dexy's flourishes and Torero, but every track is a gem. *********

project for the Wall Of Sound subsidiary label has all the requisite breakdowns and jazz touches one would expect from the Wild Pitch impresario. A storming mix from X-Press 2 has won support at club level.

ALBUM reviews



REVIEWED **MELANIE B: Hot** (Virgin LC0308). With Melanie C now firmly established as a solo artist, fellow Spice Girl Melanie B looks set to do debut. With songs supplied by a who's who of contemporary R&B, this should confound some of her critics. *********

REVIEWED **LOS AMIGOS INVISIBLES: Arepa 3000** (Luaka Bop LB0225). This Venezuelan band with French sensibilities have produced a fabulous album that links lounge with house via classic Salsoul-era disco. Standouts include Amor and La Vecina. *********

REVIEWED **RONI SIZE/REPRIZENT: In The Mode** (Talkin Loud CDS481762). Size and crew return with the follow-up to their 1997 Mercury Music Prize-winning album New Forms. Blending tough beats, funky bass, strings and vocals, it has a rawer, punkier sound than its predecessor. *********

Dynamite and vocals from Onaltee add flavour, while guest spots from Method Man and Rahzel give a hip-hop edge. *********

REVIEWED **RED SHAPPER: Our Aim Is To Satisfy** (Warp WARP0278). A varied and powerful third album from Red Shapper. Given the capabilities of the core members, it is to be commended that the material never meanders and takes in a dizzying array of genres and ideas. *********

REVIEWED **TOM MCRAE: Tom McRae** (DB DB001CD1P). This is the debut album from the critically acclaimed singer-songwriter. He first shot to attention after his slot at Scott Walker's Meltdown festival in July. His memorable voice is sensitive, even tortured, and the 13 tracks here use instruments economically to add dramatic and eerie effects to the dark, poetic ballads. *********

REVIEWED **VANESSA AMOROS: The Power** (Mercury 1599140). Australia's new pop sensation releases her debut album following a string of chart successes in her homeland. This upbeat Spears-style collection of pop tunes has several respectable tracks including her recent UK release Absolutely Everybody. *********

REVIEWED **DAVID SYLVIAN: Everything & Nothing** (Virgin CDV02987). This is the first complete retrospective of the former Japan vocalist. Included on the two-CD set is the "lost" Japan tune Some Kind Of Fool—originally intended for the Gentlemen Take

ALBUM of the week

THE BEAUTIFUL SOUTH: Painting It Red (Mercury 5482662). The return of the South after a two-year break sees



them in fine form, and they have already made a great start with the first single, Closer than Most, which is on the Radio Two A-list. This album gives enthusiastic nods to country and blues, especially on Hot On the Heels of Heartbreak and atmospheric trotting ballad River. The Beautiful South's famous ironic lyrics are in full effect, with Till You Can't Tuck It in a neat comment on growing old. *********

Polaroids album and another cut, Ride, which did not make it on to his classic Secrets Of The Beehive album. Overall, a breathtaking stocktake from one of rock's most individual artists. *********



REVIEWED **PLACEBO: Black Market Music** (Hut CDFLOORX13). Placebo's third album finds them in typical dark mood, but with a rockier, poppier sound. This new-found sound is exemplified by the radio-friendly single Slave To The Wage. Other highlights are Black-Eyed and Spite & Malice. *********

REVIEWED **AGNELLI & NELSON: Hudson Street** (Xtravaganza XTRAVCD14). Fresh from mixing the Top Five compilation Ibiza Euphoria, Agnelli & Nelson continue Xtravaganza's consistent strike rate with this long-player. Spinning ambience and trance, it features tracks such as Embrace, Hudson Street and the Top 20 hit Everyday. *********

REVIEWED **MERLE HAGGARD: If I Only Could Fly** (Anti 6593-2A). This surprise new offering from the formerly label-less Haggard on

Indie label Epitaph's Anti imprint comes highly recommended. Not this time a rehash of old hits, but 12 originals, recorded with his backing band The Strangers. *********

REVIEWED **VARIOUS: New Orleans Funk** (Soul Jazz SJRC047). The Soko record shop trains its sights on the funky sound of New Orleans for this collection. Featuring gems from The Meters and Eddie Bo, the inclusion of Aaron Neville's Hercules is worth the price alone. *********

REVIEWED **RACHELLE FERRELL: Individuality** (Can I Be Me) (Capitol 4949802). Ferrell may never have enjoyed the UK profile of Erykah Badu, Angie Stone or Jill Scott, but this album is every bit as good as anything from the aforementioned. Exquisite vocal stylings and top playing make this essential for all fans of adult jazz flavoured soul. *********

Hear new releases

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

This week's reviewers: Simon Abbott, Dugald Baird, Claire Bond, Jimmy Brown, Hamish Champ, Chris Finan, Tom FitzGerald, Mary-Louise Harding, Chris Heath, Jeremy Isaac, Owen Lawrence, James Roberts, Nick Tesco and Simon Ward.

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TOP 75

30 SEPTEMBER 2000

Pos	Title	Artist (Producer/Publisher/Writer)	Label CD/Cass (Distributor)
1	AGAINST ALL ODDS	Marky B & Wyclese (Corymy/Marky & Run/EMI) Columbia	659972/669894 (TEN)
2	KERNKRAFT 400	Zomba: Netter (Sloans/Moore) Universal (Sloans/Sony) -DITA 117	
3	LADY (HEAR ME TONIGHT)	Sound Of Bereley/Polygram 587796/587796 (U)	
4	SOMETHING DEEP INSIDE	Innocent SINDX 19/30/61 19 (E)	
5	MOST GIRLS	LaFace/Arista 743219/21/24/21/24 (U) (BMG)	743219/21/24 (U)
6	UNLEASH THE DRAGON	Def Soul 57562/57562/56 (U)	
7	THE MOUNTAIN	Stage One/Int'l Windward/Facile/Inca South/Kendrick/City/Static 115/154/154 (U)	
8	SKY	Sony/Universal/EMI/SONY/ATV/CAP/Universal/EMI (Babyface/Thomas) 743219/21/24 (U)	
9	OVERLOAD	London/London 498/1005 449 (TEN)	
10	NATURAL	3 Dots/7 (Dunston/Brown) EMI (Ruff/Fredrickson/Dunston/Def) -Polygram 587796/57562/56 (U)	
11	ON A NIGHT LIKE THIS	Parlophone CDRS 85467/CR 8546 (E)	
12	ABSOLUTELY EVERYBODY	Musique 158/202 158/202 (U)	
13	ORDINARY WORLD	Positive CD/TV 139/TV 139 (E)	
14	MUSIC	Maverick/Brown Bros W 5200/W 5202 (TEN)	
15	BIG BROTHER UK TV THEME	Chameleon Music 0007/2/01/CM 0004 (U)	
16	IT DOESN'T MATTER	Columbia 66872/66872/697784 (TEN)	
17	GROOVEJET (IF THIS Ain't LOVE)	Positive CD/TV 139/TV 139 (E)	
18	MINORITY	Green Seal (Green/Dan) Warner-Chappell (Armstrong/Wright/Wright) -Polygram 587796/57562/56 (TEN)	
19	YOU USED TO HOLD ME	AM-PM COAMPM 157/MCAMPM 131 (U)	
20	ROCK DJ	Chrysalis CDCHS 1518/CDCHS 1518 (E)	
21	TAKE ON ME	Columbia 669502/669504 (TEN)	
22	WITH MY OWN EYES	Multiply/COMULTY 67/CAMULTY 67 (BMG)	
23	1-2-3-4 GET WITH THE WICKED	East West MICKY 037/MICKY 036 (TEN)	
24	BULLET IN THE GUN	Perfecto PERF 005/PERF 005/005 (BMG)	
25	TELL ME IT'S REAL	AM-PM COAMPM 155/MCAMPM 135 (U)	
26	FREESTYLER	Discopolop D57/CDOPS 25M (TEN)	
27	LUCKY	Virgin 9251022/9251024 (P)	
28	IT'S GONNA BE ME	Virgin 9251062/9251064 (P)	
29	BREAKOUT	RCA 743219/21/24 (U)	
30	I TURN TO YOU	Virgin VUSCD 172/USVCD 172 (E)	
31	OUT OF YOUR MIND	Naked/Arista 743217/24/21/24/21/24 (BMG)	
32	UNFORGIVABLE SINNER	Virgin DINSXK 202/DINSXK 202 (E)	
33	UBIK	Perfecto PERF005/CD5 (BMG/MP)	
34	WIFEY	Arista 743219/21/24/21/24/21/24 (BMG)	
35	SCORCHIO	Arista 743217/24/21/24/21/24 (BMG)	
36	7 DAYS	Widstar CDWLD 30/CAWLD 30 (TEN)	

Pos	Title	Artist (Producer/Publisher/Writer)	Label CD/Cass (Distributor)
37	TIME TO BURN	Data DATA 1605/DATA 16M (UMG/EMI)	
38	THE REAL SHIM SHADY	Interpop/Polygram 493732/493734 (U)	
39	LIFE IS A ROLLERCOASTER	Polygram 501636/501636 (U)	
40	ROCK MANY DJS	PIAS Records/PIAS/ROCK (U)	
41	CMON PEOPLE (WE'RE MAKING IT NOW)	Hip/Hip/HITCO 13M/HTC 138 (E)	
42	SPIRITUALIZED	Virgin 9698/32/9698/34 (TEN)	
43	FREAK LIKE ME	Public Demand/Positive CD/TV 139/TV 138 (E)	
44	DON'T REALLY MATTER	Def Soul 56215/56215/64 (U)	
45	WHATEVER	Virgin VUSCD 172/USVCD 172 (E)	
46	TAKE A LOOK AROUND (THEME FROM M I 2)	Interscope/Polygram 61030/61038 (U)	
47	YOU DO SOMETHING TO ME	Good Behaviour CDGDDO 3/CA/GDDO 3 (U)	
48	SAV IT ISN'T SO	Musique 168/202 168/202 (U)	
49	WE WILL ROCK YOU	RCA 743217/24/21/24/21/24 (BMG)	
50	GIRLS JUST WANNA HAVE FUN	Polygram 561976/561976 (U)	
51	JUMPIN' JUMPIN'	Columbia 66962/66962/66 (TEN)	
52	DEAR JESSE	Neo NEED0038/NEED0038 (U)	
53	SHAFT	LaFace/Arista 743219/24/21/24/21/24 (BMG)	
54	SALTY FORM	Neo NEED 033/NEED 033 (U)	
55	THE NIGHTLY	Nebula NEBD0 010/-AD01 (U)	
56	MARIA MARIA	Arista 743217/24/21/24/21/24 (BMG)	
57	WANT YOU	Credence CDCE0 027/-AD02 (U)	
58	BAD HABIT	Defected DEF 1800C/-AD17 (U)	
59	BREATHLESS	Atlantic AT 3084/CDAT 0384 (TEN)	
60	AC/DC	Shink - J/M/MP (U)	
61	I WANT CANDY	Virgin 925082/925084 (U)	
62	THE BALLAD OF GAYSE LAINE	Geffen/Polygram 473/3822/473/3824 (U)	
63	TRAY (AGAIN)	Virgin VUSCD 187/USVCD 187 (E)	
64	BILLS	Multiply/COMULTY 64/CAMULTY 64 (BMG)	
65	BANGS & PAYS	WEA WEA 260C2/WEA 260C (U)	
66	MY HEART GOES BOOM	Arista 743217/24/21/24/21/24 (BMG)	
67	WONDER WHY HE'S THE GREATEST DJ	Tommy Boy TBCD 2109B (P)	
68	YOU SEE THE TROUBLE WITH ME	Elektra WEA REC05A 318/WEA REC05A 318 (U)	
69	THINKING OF YOU	Telstar CDSTAS 318B/CASTAS 318B (BMG)	
70	AFFIRMATION	Columbia 66968/66968/66 (TEN)	
71	METROPOLIS	Duffy DF DF 019CD/-AD19 (U)	
72	LET ME BE YOUR FANTASY	Systematic SYSD 35/SYSD 35 (TEN)	
73	LIAR	East West EW 240C/VEW 216E (TEN)	
74	AMERICAN BAD ASS	Atlantic AT 0363/CDAT 0363 (TEN)	
75			

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30 SEPTEMBER 2000

CHART COMMENTARY

by ALAN JONES



SINGLE FACTFILE

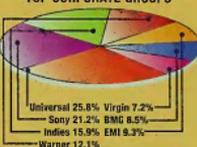
Westlife's collaboration with Mariah Carey covering Phil Collins' Against All Odds hit brings Mariah her second number one but also Westlife to equal the Spice Girls' record of topping the chart with their first six singles. Although Against All Odds brings together two major chart acts, its sales were a less than dynamic 112,000, only the 16th highest tally for a number one hit this year. That said, it is Westlife's second

highest first week tally. The group have a knack for debuting at number one with lower than average sales. Their introductory hit Say It Again's first week sales were 102,000, while If I Let You Go returned 90,000. Flying Without Wings added to 92,000, I Have A Dream/Seasons In The Sun made the most of its December release with 213,000 and their most recent hit, Fool Again, managed a little under 83,000 in April.

After charting in partnership with global giants such as Luther Vandross, Boyz II Men and Whitney Houston, Mariah Carey's shrewd decision to plump for Westlife to add vocals to her previously solo version of Phil Collins' Against All Odds (recovered for her Rainbow album) has paid big dividends for the singer, as the single becomes only her second UK number one. The first, in 1994, was also a cover of a song written by British writers, namely Without You, penned by Pete Ham and Tom Evans of Badfinger, which topped in Nilsson's 1972 chart-topping version.

Against All Odds belatedly becomes only the second Phil Collins composition to reach number one, following Easy Lover, which Collins and Phillip Bailey took to the top in 1985. It is also the fifth cover version of a former number two song to reach number one this year, following I Have A Dream (originally A&B, number one

MARKET REPORT



SALES UPDATE



PERCENTAGE OF UK ACTS IN THE CHART
UK: 44.4% US: 36.1% Other: 19.4%

for Westlife), American Pie (Don McLean/Madonna). You See The Trouble With Me (Barry White/Black Legend) and Take On Me (A-Ha/A1). There are six new entries to the Top 10 for the third straight week, with obvious consequences for those who previously inhabited the upper echelon. In fact, six of the top seven this week are newcomers, but none of the others could provide decent competition for Mariah Carey and Westlife, with Against All Odds enjoying a 40% margin over the new number two, Kerknark 400 by Zombie Nation. The latter record was a number 13 hit in the act's native Germany last year but has since become a major hit in several other European countries having emerged as a major summer hit in Ibiza. It reached number 61 on Dutch import last month, and would have gone higher but for the fact that other imports from other parts of Europe were simultaneously available, also

reaching 102 and 141, while another import which exceeded the maximum playing time allowed for singles was uncharted but sold over 6,000 copies. Billie Piper registers her sixth consecutive top five hit and her first success as an adult, debuting at number four two days after her 18th birthday with Something Deep Inside. It is her least successful single to date, however, and its first week sales of just over 33,000 are significantly down on her last single, Day & Night, which debuted at number one in May with a first week tally of 104,000.

A printers' error resulted in the charts for the last two weeks being curtailed at number 74. For completeness, the records at number 75 were I Can't Disappoint U by Mansour (10 Sept) and It Excites So Good by Sonique (23 Sept). In addition, a computer error means we are unable to publish this week's company market shares for singles, albums and compilations.

INDEPENDENT SINGLES

This Week	Last Week	Title	Artist	Label (Distributor)
1	NEW	USIK	Timo Maas/Martin Beringshaus	Perfecto PERF9035 (DMV/P)
2	1	BULLET IN THE GUN 2000	Planet Perfecto	Perfecto PERF 9035X (DMV/P)
3	2	IT'S GONNA BE ME	TV Sync	Jive 925102 (P)
4	NEW	TWO MANY D.J.'S	Southwest	PIAS Recordings PIASB2020X (V)
5	3	LUCKY	Britney Spears	Jive 925102 (P)
6	4	DEAR JESSIE	Ruffgang	Neo NEOCD08 (V)
7	NEW	THE NIGHTFIGHT	Blank & Jones	Nebula NEBCD 910 (ADD)
8	NEW	AC/DC	X-Press 2	Skint SKINT37 (DMV/P)
9	NEW	I WONDER WHY HE'S THE GREATEST DJ	Tony Touch feat. Total	Tommy Boy TBDC 21008 (P)
10	NEW	METROPOLIS	Overly Lieb Presents Smoked	Duty Free DF 9193C (V)
11	9	SANDSTORM	Danube	Neo NEOCD 02 (V)
12	NEW	LITTLE MAN	Sia	Long Lost Brother SIOCCD31 (V)
13	5	WHAT'S GOING ON	Melton feat. Roxanne Shante	Wall Of Sound WALLD 064 (V)
14	6	TILL WE MEET AGAIN	Dush	Inferno CDERN 29 (DMV/V)
15	NEW	WE ARE OBSERVING THE EARTH	Dynowest	Tidy Trax TDTY143T (ADD)
16	8	DISILLUSION	Bady Crown Boy	Twisted NerveXL Recordings TXN0050C2 (V)
17	7	SCHEMING	Mazin	XL Recordings XLS 121C4 (V)
18	NEW	MUSIC ALL OVER THE WORLD	DJ Rane	Serious SER909C (V)
19	10	TWO TRIBES	Francois Cooks To Hollywood	ZTT ZTT 154C (DMV/P)
20	NEW	WHERE'D YOU GO	J Mascis & The Fog	City Slung 201172 (V)

All charts © CAP

PEPSI Chart

This Week	Last Week	Title	Artist	Label
1	NEW	AGAINST ALL ODDS	Mariah Carey & Westlife	Columbia
2	NEW	KERKNARK 400	Zombie Nation	Decca
3	1	LADY	Angie	Sound By Design/Parlophone
4	NEW	SOMETHING DEEP INSIDE	Billie Piper	Intercord
5	NEW	MOST GIRLS PA		Lafayette
6	NEW	UNLEASH THE DRAGON	Steel	East End
7	NEW	I'M OUTTA LOVE	Ariana	Capitol
8	NEW	SKY	Corbin	BetweentheStars
9	NEW	OVERLOAD	SupahBass	London
10	NEW	NATURAL 8	7	Polser
11	NEW	GROOVIE (IF THIS AINT LOVE)	Spiller	Parlophone
12	NEW	MUSIC	Blondie	Maverick/Warner Bros
13	NEW	ROCK ON	Radio 1	Decca
14	NEW	ON A NIGHT LIKE THIS	Zulu 1	Mingogue
15	NEW	ORDINARY WORLD	James Blunt	Warner Bros
16	NEW	7 DAYS	Craig David	Virgin
17	NEW	I TURN TO YOU	Wetwetwet	Capitol
18	NEW	ABSOLUTELY EVERYBODY	Green Album	Mercy
19	NEW	LIFE IS A ROLLERCOASTER	Benetton/Rainbow	Parlophone
20	NEW	BLACK COFFEE	Arista	London
21	NEW	YOU USED TO HOLD ME	Scott & Jean	ABM/P
22	NEW	BREATHLESS	The Come	Alektic
23	NEW	BULLET IN THE GUN 2000	Planet Perfecto	Perfecto/Metromusic
24	NEW	IN DEMAND	24	Musique
25	NEW	IT DOESN'T MATTER	Wycle D'Jean/The Roots/Melina	Columbia
26	NEW	UNSHRINKABLE SHIRAZ	Shiraz	Virgin
27	NEW	BEAT IN YOUR MIND	The Roots/Brown Back	Melina/Columbia
28	NEW	SHAKKLES (PRAISE YOU)	Mary Mary	Columbia
29	NEW	BEAUTIFUL DAY	29	Universal Island
30	NEW	GET WITH THE WICKED	Robert Rodriguez	EastWest
31	NEW	C'MON PEOPLE	Robert Rodriguez	Melting
32	NEW	TAKE ON ME	32	Columbia
33	NEW	MINORITY	33	Parlophone
34	NEW	FREESTYLE	34	Decca
35	NEW	BIG BROTHER UK TV Theme	35	Decca
36	NEW	DOESN'T REALLY MATTER	36	Decca
37	NEW	WITH MY OWN EYES	37	Decca
38	NEW	JUMPIN' JUMPIN' GARDEN'S CHILD	38	Decca
39	NEW	HOLLER	39	Decca
40	NEW	WHEN A WOMAN GOES	40	Decca

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30 SEPTEMBER 2000

CHART COMMENTARY

by ALAN JONES

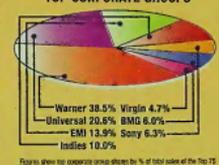
Although it didn't reach the heights of last year by albums from Oasis, Craig David, Robbie Williams and Ronan Keating, Madonna's Music sold a hefty 152,000 copies last week to debut at number one and give the 42-year-old superstar her seventh number one album. That is a record for a woman, three ahead of runner-up Céline Dion and four ahead of Kati Bush, Barbra Streisand and Diana Ross.

With Sky the longest-running current singles hit in the Top 10 – even after just three weeks in the chart – Sonique has proved there's more to her than just *It Feels So Good*. As a result, her album *Hear My Cry* reaches a new peak for the second week in a row – and in some style. The album has been on the chart for 12 weeks so far, and clicked into gear last week when it jumped 27.14. This week it makes the Top 10 for the



MARKET REPORT

TOP CORPORATE GROUPS



Figures show by corporate group shares by % of total sales of the Top 75



It's a fairly modest affair with 11 tracks – only nine of them previously unreleased – but Madonna's Music made a big impression last week, selling a little under 152,000 copies to debut at number one. Music is Madonna's seventh number one album following *Like A Virgin* (1984), *True Blue* (1986), *Like A Prayer* (1989), *The Immaculate Collection* (1990), *Evita* (1997) and *Ray Of Light* (1998). Its first week sales

were 12,000 up on the latter album, which has sold nearly 1,450,000 copies since its release, and which gains a significant uplift from the release of Music, moving 58-40 this week. More spectacularly, The Immaculate Collection soars 30-8. It has now sold about 3m copies, including nearly 15,000 last week, when its surge was powered by Woolworth's, where it was priced at £4.99 when bought with Music.

first time, exploding 14-6, with a 54% increase in sales week-on-week. Total sales to date are about 75,000. Another female vocal talent who comes within an ace of equalling her highest chart position is Lene Marlin. The young Norwegian reached number six with her debut *It's Not Him* last week. Here in March. Her follow-up *Unforgivable Sinner* didn't arrive until six months later but its recent number 13 success was accompanied by considerable airplay, with the record becoming one of the 10% of hits that peak higher on the airplay chart, reaching number six there a fortnight ago. This has had an invigorating effect on the Playing My Game album from which both singles are taken. The album jumps 34-19 this week, coming to rest one place below its April peak. Three years to the week since her

last album *Homogenic* debuted at number four, Björk returns with *Selma Songs*. But despite being the soundtrack to the highly-rated film *Dancer In The Dark* – in which she makes her acting debut – and being graced by her Thom Yorke (Radiohead) duet *I've Seen It All*, the album is struggling, making its debut at number 34, with fewer than 6,000 buyers.

Completing an all-female album chart commentary this week, congratulations to Carole King, whose *Natural Woman* – The Very Best Of Debuts at number 31 this week. King's celebrated 1974 album *Tapestry* reached number four but she has only had two other chart albums as a singles artist, so it is a pleasant surprise to see *Natural Woman* sell so well. King's composition *Corazon* (not on the album) was the new Titan single, out today.

COMPILATIONS

Kiss *Ibiza 2000* is the number one compilation for the second straight week, and although its sales are down by more than 15% to just over 24,500, it enjoys an easier victory over runner-up *The Ibiza Album – Summer 2000* in an unchanged top four where *Fresh Hits – Volume 2* and *Now That's What I Call Music! 46* are also static. Kiss *Ibiza 2000* is a 39 track double album running over 2 hours, with tracks united but separated by a fraction of a second. Among its biggest attractions are Modjo's *Lady* (Hear Me Tonight), *Woman Trouble* by Artful Dodger and Robbie Craig featuring Craig David, *You See The Trouble With Me* by Black Legend and Element Four's *Big Brother UK* Theme.

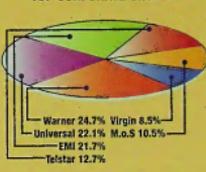
Of four new entries to the Top 10, two celebrate mutations of dance music, and two are oldies compilations. Warner's *Hard House*

Nation leads the debuts at number five (15,500 sales), while Virgin/EMI's *The Best Garage Anthems Ever* follows at number eight with 11,000 sales. Teatar's *The 70s* is self-explanatory with 11,000 sales, just 500 more than Virgin/EMI's *Young Guns For It*, the BSC-linked compilation focusing on music of the eighties.

Talking of *Big Brother*, the double 'soundtrack' to the Channel 4 success (although the Element Four track is the only one featured prominently in the programme) continues to sink slowly following the end of the series. It slips 19-24 this week, with sales of nearly 3,000 lifting its overall tally to 21,000. With the *Big Brother* single selling more than 120,000 copies in the last four weeks, the flooding Channel 4 label.

MARKET REPORT

TOP CORPORATE GROUPS



Figures show by corporate group shares by % of total sales of the Top 75

SALES UPDATE



INDEPENDENT ALBUMS

This	Last	Title	Artist	Label (distributor)	DW	ISV
1	2	PLAY	Moby	Mute COSTUM 172 (V)	1	1
2	1	THE HOUR OF BEWILDERBEAST	Boddy Drawn Boy	XL Recordings TNCLCD 133 (V)	2	1
3	NEW	SELMA SONGS	Björk	One Little Indian TPL 151 (CD)	3	3
4	3	PERFORMANCE AND COCKTAILS	Sexagraphics	V2 VVR 19662 (DMV/P)	4	4
5	NEW	DANNY TENAGLIA – LONDON	Various	Global Underground GUR17CDX (V)	5	4
6	NEW	XEN CUTS	Various	Ninja Tune ZENC048 (V)	6	6
7	4	COPIES I DID IT AGAIN	Brinye Sparks	Jive 922032 (V)	7	7
8	5	RELOAD	Tom Jones	Cap GUTCD 908 (V)	8	8
9	10	WORD GETS AROUND	Sexagraphics	V2 VVR 100048 (DMV/P)	9	10
10	9	NO STRINGS ATTACHED	N'Sync	Jive 920272 (V)	10	9
11	13	YOU'VE COME A LONG WAY, BABY	Fatboy Slim	Skin! BRASSIC 11CD (DMV/P)	11	13
12	7	JJ72	JJ72	Lakota LK CD007 (DMV/P)	12	7
13	8	THINGS TO MAKE AND DO	Micko	Echo ECHCD 31 (V)	13	8
14	6	EVERYTHING EVERYTHING	Underworld	Jarhead JB0 101248 (DMV/P)	14	6
15	15	LITTLE BLACK NUMBERS	Various	Reevchwood TRAOCD01 (BM/DP)	15	15
16	11	BABY ONE MORE TIME	Brinye Sparks	Jive 920272 (V)	16	11
17	NEW	A PRAYER UNDER PRESSURE OF VOLANT MAD RISE	My Pain	Mad Fish SMACD083 (V)	17	NEW
18	18	SHOWBIZ	Muse	Mushroom MUSH SACD (DMV/P)	18	18
19	NEW	FERGIE – 7 LIVE NO 3	Various		19	NEW

THE YEAR SO FAR... TOP 20 SINGLES

DW	ISV	Title	Artist	Label	DW	ISV
1	1	PURE SHORES	ALL SAINTS	SONOLITE	1	1
2	1	IT FEELS SO GOOD	FRANCA	SONOLITE	2	1
3	3	YOKES MIRACLE	ROBBIE WILLIAMS	SONOLITE	3	3
4	5	ROCK DJ	CRAB DAVID	SONOLITE	4	5
5	4	FILL ME IN	S CLUB 7	SONOLITE	5	4
6	6	REACH	SPILLER	SONOLITE	6	6
7	11	GROOVEJET (IF THIS AIN'T LOVE)	GABRIELLE	SONOLITE	7	11
8	7	RISE	SHYNE SPEARS	SONOLITE	8	7
9	8	COPIES I DID IT AGAIN	EMINEM	SONOLITE	9	8
10	10	THE REAL SLIM SHADY	MELANIE COLSA LEFT EYE LOPES	SONOLITE	10	10
11	9	NEVER BE THE SAME AGAIN	CRAB DAVID	SONOLITE	11	9
12	14	7 DAYS	BLUCCHOUD GANG	SONOLITE	12	14
13	12	THE BAD TOUCH	MADONNA	SONOLITE	13	12
14	13	AMERICAN PIE	ROMAN KATING	SONOLITE	14	13
15	15	LIVE IN A REBROADCAST	DARLDE	SONOLITE	15	15
16	16	SANDSTORM	THE STEPPERS/GOWERS/BEDDHAM	SONOLITE	16	16
17	17	OUT OF YOUR MIND	BOMBUNK MC'S	SONOLITE	17	17
18	18	FREESTYLE	SS10	SONOLITE	18	18
19	19	THONG SONG	ANTHUL DODGER & R. JOHNSON	SONOLITE	19	19
20	18	MOVIN' TON FAST	LOCKED UNPL RECORDINGS	SONOLITE	20	18

30
sept
2000

THE OFFICIAL CHARTS

singles



1 AGAINST ALL ODDS

- | | | | |
|----|--------------------------|------------------|--------------------------|
| 1 | MARENTH CAREY & WESTLIFE | Against All Odds | Columbia |
| 2 | KERNKRAFT 400 | Zombie Nation | Data |
| 3 | LADY (HEAR ME TONIGHT) | Modjo | Sound Of Bercely/Polydor |
| 4 | SOMETHING DEEP INSIDE | Billie Piper | Innocent |
| 5 | MOST GIRLS | Pink | LaFace/Arista |
| 6 | UNLEASH THE DRAGON | Sisqo | Def Soul |
| 7 | I'M OUTTA LOVE | Anastacia | Epic |
| 8 | SKY | Sonique | Serious/Universal |
| 9 | OVERLOAD | Suggababes | London |
| 10 | NATURAL S Club 7 | | Polydor |



- | | | | | |
|----|----|--------------------------------|----------------------------|----------------------|
| 2 | 11 | ON A NIGHT LIKE THIS | Kylie Minogue | Parlophone |
| 7 | 12 | ABSOLUTELY EVERYBODY | Vanessa Amorosi | Mercury |
| 5 | 13 | ORDINARY WORLD | Aurora feat. Naima Coleman | Positiva |
| 11 | 14 | MUSIC | Madonna | Maverick/Warner Bros |
| 9 | 15 | BIG BROTHER UK TV THEME | Element Four | Charmel 4 Music |
| 8 | 16 | IT DOESN'T MATTER | Wyclef Jean | Columbia |
| 12 | 17 | GROOVEJET (IF THIS AIN'T LOVE) | Spiller | Positiva |
| 11 | 18 | MINORITY | Green Day | Reprise |
| 15 | 19 | YOU USED TO HOLD ME | Scat & Large | AMA/PA |

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BIBIC RADIO 1
TOP 100
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finley quaye

vanguard



the new album
out next week
includes the single
spiritualized

www.finleyquaye.com

30
sept
2000

THE OFFICIAL CHARTS

albums



1 MUSIC

- | | | | | |
|----|---------------------------|-----------------|----------------------|------------|
| 1 | MADONNA | MUSIC | Maverick/Warner Bros | |
| 2 | SING WHEN YOU'RE WINNING | Robbie Williams | Chrysalis | |
| 3 | BORN TO DO IT | Craig David | Wifstar | |
| 4 | THE MARSHALL MATHERS LP | Eminem | Interscope/Polydor | |
| 5 | WHITE LADDER | David Gray | IHT/East West | |
| 14 | HEAR MY CRY | Sonique | Serious/Universal | |
| 7 | GOLD - THE BEST OF | Spandau Ballet | Chrysalis | |
| 30 | THE IMMACULATE COLLECTION | Madonna | Sire | |
| 5 | ROMAN | Ronan Keating | Polydor | |
| 11 | 10 | PARACHUTES | Coldplay | Parlophone |



- | | | | | |
|----|----|-------------------------------|------------------|------------------|
| 6 | 11 | NORTHERN STAR | Melanie C | Virgin |
| 8 | 12 | IN BLUE | The Corrs | Atlantic |
| 12 | 13 | PLAY | Moby | Mute |
| 10 | 14 | EXPERIENCE HENDRIX - THE BEST | Jimi Hendrix | Universal TV/MCA |
| 9 | 15 | THE BEST OF THE DOORS | | Elektra |
| 13 | 16 | THE GREATEST HITS | Whitney Houston | Arista |
| 18 | 17 | 7 S Club 7 | | Virgin |
| 15 | 18 | ALONE WITH EVERYBODY | Richard Ashcroft | Hut/Virgin |
| 20 | 19 | PLAYBOY GAME | | Virgin |

14 20 ROCK DJ Robbie Williams



13 21 TAKE ON ME A1

Columbia

15 23 BULLET IN THE GUN 2000 Planet Perfect10

AM/PM

16 25 TELL ME IT'S REAL K-Ci & JoJo

Dancepool

20 26 FREESTYLER Bomfunk MC's

Jive

22 27 LUCKY Britney Spears

Jive

18 28 IT'S GONNA BE ME 'N Sync

RCA

24 30 I TURN TO YOU Melanie C

Virgin

19 31 OUT OF YOUR MIND Tru Skippers & Jane Bowles feat. Victoria Beckham

Mute/Jive

25 32 UNFORGIVABLE SINNER Lene Marlin

Virgin

33 UBIK Timo Maas/Martin Bettinghaus

Perfect10

33 34 WIFECHEX

Arista

23 35 SCORCHIO Sasha/Emerson

Arista

29 36 7 DAYS Craig David

Widestar

32 37 TIME TO BURN Storm

Data

33 38 THE REAL SLIM SHADY Eminem

Interscope/Polydor

35 39 LIFE IS A ROLLERCOASTER Roman Keating

Polydor

40 TOO MANY DJ'S Soulwax

PIAS Recordings

19 19 KISS IBIZA 2000

Universal TV

7 11 BEGAINOVIN - NEW BEST OF EUROPEAN DANCE

Telstar TV

8 12 PURE R&B

Telstar TV

10 13 BEST DANCE ALBUM IN THE WORLD EVER VOL. 10

Virgin/EMI

11 14 HOT POP

Universal TV

9 15 CHILLED IBIZA

wamer.esp

16 THE LATE NIGHT MIX

Universal TV

17 SNATCH (OST)

Universal

18 LATIN FEVER

Sony TV/Universal TV

19 BEST IBIZA ANTHEMS EVER 2K

Virgin/EMI

20 CREAMFIELDS

Virgin/EMI

compilations

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19 BEST IBIZA ANTHEMS EVER 2K

Virgin/EMI

20 CREAMFIELDS

Virgin/EMI

1 Serenite [Day By Day

- 11

2 Florent-C [Mix Up Correct

- 7

3 Saltgrass [One In A Million

8

4 Stumble [Wait Don't Fire

5

5 Narco [Blackmaïler

9

6 Danny J. Lewis feat. Sara [To Be Strong (Radio Mix)

4

7 Tom McHae [You Cut Her Hair

8

8 Kemocontrol [Child Is My Name

2

9 Kathryn Williams [Tell The Truth As If It Weren't Lies

NEW 10

Deborah Mc Harp [Boom! Temple Of Flame

NEW 10

Deborah Mc Harp [Boom! Temple Of Flame

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Deborah Mc Harp [Boom! Temple Of Flame

NEW 10

Deborah Mc Harp [Boom! Temple Of Flame

NEW 10

Deborah Mc Harp [Boom! Temple Of Flame

NEW 10

20 20 ONKAY'S BIG MOKA Toploader



21 GREATEST HITS Pretenders

wamer.esp

22 AFFIRMATION Savage Garden

Columbia

17 23 VERDI Andrea Bocelli

Philips

22 24 THE HOUR OF BEWILDERBEAST Badly Drawn Boy

XL Recordings

25 25 SUPERNATURAL Santana

Arista

19 26 OOPS! I DID IT AGAIN Britney Spears

Jive

27 IT GOES WITHOUT SAYING Dum Dums

Good Behaviour

21 28 CALIFORNICATION Red Hot Chili Peppers

Wamer Bros

26 29 THE SLIM SHADY LP Eminem

Interscope/Polydor

23 30 RELOAD Tom Jones

Gut

31 NATURAL WOMAN - THE VERY BEST OF Carole King

Columbia

37 32 CAN'T TAKE ME HOME Pink

Arista

33 PARTNERSHIP OF COMMAND At The Drive In

Grand Royal/Virgin

34 SELMA SONGS Bjork

One Little Indian

35 YOU'LL LOVE TO HATE THIS Richard Blackwood

Hopefield/East West

27 36 THE WRITING'S ON THE WALL Destiny's Child

Columbia

32 37 PERFORMANCE AND COCKTAILS Stereophonics

V2

24 38 CRUSH Bon Jovi

Mercury

28 39 NO STRINGS ATTACHED 'N Sync

Jive

58 40 RAY OF LIGHT Madonna

Maverick/Wamer Bros

91 41 THE BEST OF BRITNEY Spears

Jive

92 42 THE BEST OF THE NOTORIOUS B.I.C. Notorious B.I.C.

Jive

93 43 THE BEST OF THE NOTORIOUS B.I.C. Notorious B.I.C.

Jive

94 44 THE BEST OF THE NOTORIOUS B.I.C. Notorious B.I.C.

Jive

95 45 THE BEST OF THE NOTORIOUS B.I.C. Notorious B.I.C.

Jive

96 46 THE BEST OF THE NOTORIOUS B.I.C. Notorious B.I.C.

Jive

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peoplesound.com top10chart

The peoplesound.com new music top ten chart

LW TV

1 Serenite [Day By Day

- 11

2 Florent-C [Mix Up Correct

- 7

3 Saltgrass [One In A Million

8

4 Stumble [Wait Don't Fire

5

5 Narco [Blackmaïler

9

6 Danny J. Lewis feat. Sara [To Be Strong (Radio Mix)

4

7 Tom McHae [You Cut Her Hair

8

8 Kemocontrol [Child Is My Name

2

9 Kathryn Williams [Tell The Truth As If It Weren't Lies

NEW 10

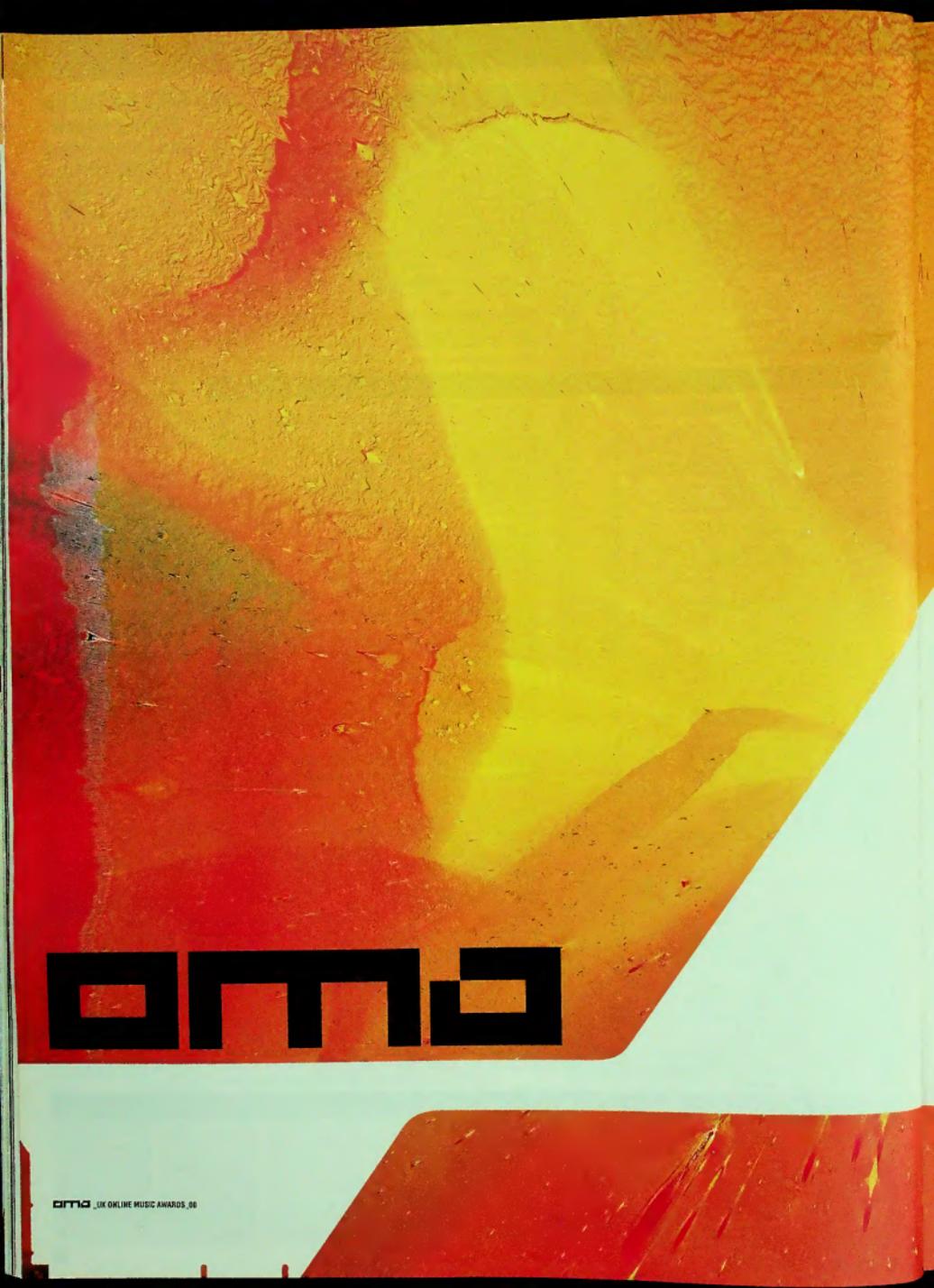
Deborah Mc Harp [Boom! Temple Of Flame

Hear the full chart at

www.peoplesound.com/top20

3028

peoplesound.com



oama



THE UK ONLINE MUSIC AWARDS_00

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- BEST COMPANY WEBSITE
- BEST A&R SITE
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- THE PEOPLE'S CHOICE AWARD*

- BEST ONLINE LIVE MUSIC EVENT
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A MUSIC WEEK EVENT



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RETAIL FOCUS: CHALKY'S

by Karen Faux

Since moving to more central premises in Banbury, Chalky's can no longer be described as "a good old-fashioned record store". Although owner Richard White says he went over budget with a radical refit, he is very happy with the results. Design input from an architect friend has resulted in a tastefully appointed, modern-looking store, with white floors and a curved counter, that provides a welcoming environment for all types of customers.

"In the old store, people had to negotiate a maze of racks positioned in the centre of the floor but now we moved everything on to the walls," he says. "It is very bright and accessible and we have central double doors with a ramp so that everybody has easy access."

Chalky's has been trading since 1987 and in that time has built up a solid core of loyal customers. Four months ago an HMV moved into the nearby shopping mall and White says he is now fighting to claw back business. A couple of weeks ago the store introduced a loyalty discount card and is using its 3,000-strong database to build awareness. "The card gives 10% off CDs and DVDs and also a loyalty



Chalky's building loyalty through discount card

point for every pound that is spent," says White. "Because we run the Oscar category system this kind of scheme is very easy to implement and customer take-up has already been very good."

This week, sales of Madonna's album have been slightly disappointing although White himself is a fan. The big album performers are still Robbie Williams and Craig David, which

FACING THE INTERNET PRICING ISSUE

For a specialist chart store like Chalky's the internet is still something of a conundrum. It has a site under construction but Richard White remains uncertain about the direction to take. "Price is very important and we don't want to lower our prices to the net's usual £9.99 because customers would quickly recognise the discrepancy with the store itself," he says. "We already have a successful mail-order operation that mirrors store prices and feel that a website would probably be most effective for special promotions."

have been flying out at £12.99. "Although the supermarkets and some chains are selling a lot of product at £9.99, I don't feel under any pressure to reduce my prices," says White. "Customers never complain about the prices here and are prepared to pay up to £16.99 for special catalogue. The whole debate about price essentially seems to be something that is going on outside of the industry."

IN-STORE NEXT WEEK (from 2/10/00)



Windows — Radiohead, Finley Quay, Price Hammer sale, He-Man — Tech O Day, Poozies, Radiohead, Finley Quay, Tchakovsky, Celtic Tenors, Placido Domingo, Vengaboys, Progression Sessions, Peace Division, London Calling; **Press ads** — Celtic Tenors, Placido Domingo, Vengaboys, Progression Sessions, Peace Division, London Calling, Everclear



Singles — All Saints, Eminem, Texas, Vengaboys, Whitney Houston, Delirium, Stephen Gately; **Albums** — Radiohead, Finley Quay, Paul Simon, Green Day, Billie Piper, Moby 2000, Dawson's Creek 2; **In-store** — music and movie sale



In-store — CDs from £5 including Celine Dion, George Michael and Steps, selected chart albums for £9.99 including Five, Cher, George Michael, Steps, Celine Dion and Martine McCutcheon



In-store display boards — Echoboy, Elevator Suite, Shawn Lee, Broadcast, Add N to X, Therapy?, Mark B & Blade, Nightmares On Wax DJ Kicks



Singles — All Saints (England), Texas (Scotland); **Windows** — sale, Delirium

Vengaboys, Whitney Houston, Stephen Gately, Everclear, Superstar, Ruf Harris; **In-store** — Ultimate Ibiza, Ministry Sessions 11, sale; **Press ads** — All Saints, Delirium, Vengaboys, Stephen Gately, Whitney Houston, Superstar



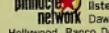
Singles — Muse, DJ Rolando; **Albums** — Radiohead, Paul Simon, MTV Ibiza, Green Day, Finley Quay, Therapy?, Maxing; **Windows** — Radiohead, Paul Simon; **In-store** — Pink, Shal's Snapsheet, Hugh Cornwell, Chris Rea, David Bowie, Tim 'Love' Lee



In-store — Kylie Minogue, Hard House Nation; **Listening posts** — Ruben Gonzalez, Morrisons, Willie Nelson, Carole King, Van Morrison, Björk, Courtney Pine, Waterboys, Barenaked Ladies



Singles — All Saints, Stephen Gately, Texas, Vengaboys, Delirium; **Windows** — Billie Piper, Radiohead, All Saints, Vengaboys, Texas, Delirium; **In-store** — Radiohead, Billie Piper



Album of the month — World Party; **Select listening posts** — Phil Spector, Phil Spector Dawg, Mungoliar Brothers, Frankie Goes To Hollywood, Banco De Gaja; **Major recommended retailers** — Eddie Hinton, Cherry Twister, Gwel-Lo, The Alan Price Set, Emerson Lake & Palmer, Woody Guthrie



Single — Everclear; **Windows** — Kylie Minogue, Radiohead, MTV Ibiza, Bob Dylan; **In-store** — Radiohead; **Listening posts** — Gomez, Green Day, Richey, "We know we must be doing something right when the kids are telling their parents to come to us." Chalky's, High Street, Banbury, Oxfordshire OX16 5JG, tel: 01295 271190, e-mail: richard@chalkys.co.uk



David Bowie, Radiohead, Bryan Adams, Kylie Minogue, MTV Ibiza, Bob Dylan, Camden Mix



In-store — Bhamen, Broadcast, CD/UK, Common, Delirium, Hefner, Hinda Hicks, Iceberg Slim, Lonestar, Lovelife, Regular Fries, Sanchez, Texas, Tomcat, Vengaboys; **Press ads** — All Saints, Eminem, Paul Simon, Stephen Gately, Superstar, Whitney Houston, Billie Piper, Cousteau, Dawson's Creek, Everclear, Kelis, Pitfitchner, Ato Medusa, Finley Quay, Frankie Goes To Hollywood



WHS Smith — **In-store** — Young Guns Go For It, Best Of Carole King, Best Garage Anthems In The World... Ever, Barbra Streisand, Kylie Minogue



WOOLWORTHS — **Singles** — Vengaboys, Texas; **Album** — MTV Ibiza 2000; **In-store** — Vengaboys, Texas, MTV Ibiza 2000, Paul Simon, Van Morrison, CD/UK, Moby 2000, Whitney Houston/Enrique, Tracey Nation 4, Finley Quay, Stephen Gately with free postcard. All Saints with free postcard, Dawson's Creek with free postcards, Billie Piper with free postcard; **Press ads** — Paul Simon, Van Morrison, Whitney Houston & Enrique Iglesias, Superstar

ON THE SHELF

STEVE BREWER,
owner, Round Sounds,
Burgess Hill, Sussex

ON THE ROAD

SHARON ORMOND,
EMI area account manager
for Essex and East Anglia



"It issues to do with pricing and parallel imports were discussed widely at Universal's retail forum in Hammersmith and it will be interesting to see how these are addressed. Universal reduced its prices on top lines for one week last week and we did about 100 units out of that. What we want to see are good discounts being set from now until Christmas across a wide range of catalogue. EMI's campaign is shaping up well and spans all of their product. It is easy to order because there are only two codes involved and each discount is automatically calculated at their end. We will be targeting certain types of EMI product in the run-up to Christmas and will continue to do well with EMI gold, for which we have recently done co-op ads in the local paper. A lot of key titles were held back in the summer so we are really looking to the next couple of months to be profitable. Robbie Williams was the first of the seasonal acts and there are plenty of other albums coming which

should be bankable. We have P65 up for Radiohead and are taking a lot of pre-orders, although it would have been good if there had been a warm-up single. The fact that Radiohead have been doing all their promotion on the internet is slightly worrying for a shop like ours, and there is a danger that we will be increasingly sidelined by this new channel. I reckon the retail prices of chart albums will have to go down due to the competition posed by the supermarkets and internet. Record companies need to take a proactive role in pricing and adjust their dealer prices so that all stores can make a decent margin. The fact that people now expect CDs to cost £10 is not ideal. This week Madonna has sold the most albums while singles sales have been led by Mariah Carey & Westlife. We've been playing the Kylie Minogue album a lot in the shop and it should fly out next week. It'll go a lot better than the last one because she has gone back and done straightforward pop."

"Today is a long day for me because I travel from Essex up to Great Yarmouth and don't usually get home until about 7pm. We've got a lot of big albums coming up and pre-sales have been fantastic on Kylie Minogue's album — out next week — and Radiohead (October 2)."

"Our current discount campaign has received a lot of praise — from other record companies as well as stores. It features the whole of EMI's full-price, mid-price and budget catalogue and we have made it as easy as possible for shops to place orders. It is simply a case of faxing it through to our Learning3 Spa office, including codes for the individual rep and the campaign. It's been doing very strong business since it started in August and it will run right up to December 29."

"Two John Lennon albums, Plastic Ono Band and Double Fantasy, are being reissued to mark the fact that he would now be 60 whilst the 20th anniversary of his death is coming up on

December 9. Both albums have bonus tracks and will benefit from TV and radio specials. Jane Horrocks' forthcoming album, Further Adventures Of Little Voice, has a duet with Robbie Williams, singing Black Magic, and is shaping up to be very successful."

"Damage are currently out on the road and their imminent single, Rumours, should provide a warm-up for the album which comes out on October 16. There is a lot of interest in the Blur best of and we are still waiting to hear whether it will include a brand new track. A marketing campaign to the tune of £2m will support what is looking like the biggest album ever — The Best Of The Beatles, scheduled for November 13."

"There is also a lot going on for Freddie Mercury fans. Our Platinum Collection is a lavish boxed set that features three volumes of Queen's greatest hits. This will also have a big campaign behind it as it is proven that there are a lot of Queen collectors out there."

by Andrew Stewart

VAUGHAN LAUNCHES REGIS INTO BUDGET
Regis Records, the brainchild of former Universal Classics national account manager Robin Vaughan, has entered the budget classical market with a promise to offer better margins to struggling classical retailers.

Initial Regis releases include titles licensed from the defunct Collins Classics label and medium-scale independents such as Vanguard, Unicorn, Olympia and CRD, sold to dealers at a price considerably lower than the £2.78 offered by Naxos and Universal's Eloquence label. Artists represented include pianists Alfred Brendel, Svatoslav Richter and Joanna MacGregor, violinist Salvatore Accardo, and The Siden.

"Real classical music faces a crisis of retail access to consumers," says Vaughan. "We recognise the withdrawal from the High Street rent regime of the independent classical specialist and also the danger of further reductions in classical offerings from the multiples for the same reason. So we offer a basic, much lower, no-fills dealer price and encourage the trade to support us for the simple reason that we care more about their margins. We don't believe it's beneficial to the business to lose so many retailers for lack of profit. This has happened on the pop side and the industry will pay dearly."

Clearly, he adds, any company offering low-price classical product with a high dealer margin is on the side of struggling independent specialist retailers.

Vaughan is convinced that most new

releases from the classical majors are of little value to specialist classical stores, whether judged in terms of A&R or profit margins.

"Senior executives in companies like Universal don't understand that classical retailers have to make a higher margin than those selling pop records," he says. "There simply isn't the volume in that part of the business, and most product tends to be slow moving."

CLASSIC FM'S £1m STRATEGY PAYS OFF

Classic FM's brand and marketing reach have already been turned to commercial advantage with the release of heavy-selling compilation albums and a series of composer-led releases packaged under the banner of The Full Works. Classic's summer chart hit, The Hall of Fame, achieved gold status in the first week of September. The company's latest concept album, Relax More, follows on from its gold-selling relative, Relax, released last autumn. The three-disc set, distributed in the UK by BMG Classics, is set to roll out on October 23 at low to mid-price. Classic's proven mainstream repertoire mix is revisited here to present popular works by Vivaldi, Rachmaninov, Chopin, Arvo Pärt and Stanley Myers, while the strong artist roster includes cellist Steven Isserlis, pianist Kathryn Stott, guitarist Simon Daniann and violinist Daniel Hope.

National television advertising on Channel 4, extensive promotion on The Classic FM network and website, and reader promotions in several national newspapers provide the backbone of an estimated £1m campaign. A single track from Relax More will be exclusively available for download at classicfm.com while three further tracks will be streamed on the website.

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



ALBUM of the week



VIVALDI: The Four Seasons; Three concertos for violin and orchestra. *Carmignola; Venice Baroque Orchestra/ Marcon. (SK 64384).* Giuliano Carnignola's expressive, affecting performance of Vivaldi's ubiquitous *Four Seasons* answers strikingly obvious questions about the need for another recording of this most recorded of all classical works. His Venetian colleagues are alive to Vivaldi's many narrative touches, using period instruments to highlight the barking dog in Spring and summon up the mother of all Summer storms. Above all, there is an improvisatory spirit about the playing here that leaves Vivaldi's music sounding freshly minted. There is nothing routine about this performance, nor about those of the three other fiddle concertos that here receive their premiere recordings. Sony Classical's marketing campaign, which includes ads in the specialist classical press, is boosted by the disc's selection as a November Gramophone Editor's Choice.



REVIEWS

For records released up to October 2 2000



CLASSIC ELLINGTON: Including *Sophisticated Lady, Harlem, Things Ain't What They Used To Be, etc.* Lena Horne, etc. CBSO/Rattle. (EMI Classics CDC 5 57014)

2) Sir Simon Rattle's jazz-playing father fostered his son's passion for the music of Duke Ellington and Billy Strayhorn at an early age. Clark Terry, Bobby Watson and Peter Washington are among the great jazzers to partner Rattle's former Birmingham band, with Lena Horne adding her voice in three Ellington standards. The release is backed by an extensive press and TV ad campaign.

BLESSED SPIRIT - MUSIC OF THE SOUL'S JOURNEY: Gregorian and Orthodox chants and works by Byrd, Sheppard, Victoria, Schutz, Harris, Tavener, etc. Choir of Clare College, Cambridge/Brown. (Collegium COLCD 127). For its

second appearance on John Rutter's admirable Collegium label, Clare College Choir and Timothy Brown present a programme that ranges from Abbess Hildegard's ecstatic O Felix Anima and the Orthodox Katakism of the departed to William Harris's Fair is the Heaven.

FRASER-SIMPSON: The Maid of the Mountains. Kelly, Maltman, Burgess, Suart, Maxwell, George; New London Light Opera Chorus; New London Orchestra/Corp. (Hyperion CDA 67190).

With an outstanding cast and impassioned, conducting and playing, the latest offering of British light music from Hyperion is a delight from first to last.

SIBELIUS: Symphonies 6 & 7; Suite No.2 from 'The Tempest'. Iceland SO/Sakari. (Naxos 8.554387). The fourth release in Naxos' cycle of the Sibelius orchestral works pairs the Finnish composer's desolate Sixth Symphony and the lyrical Seventh. Promoted as the label's October disc of the month.

DECCA

BLUEBIRD
MUSIC OF CONTEMPLATION

travelling

What Sweeter Music · Rutter
The Blue Bird · Stanford
Te Lucis ante Terminum · Casals
Crux Fidelis · Handel
Ave Maria · Bach/Gounod
Ave Maris Stella · Grieg
Amen (from "Lo, the Full, Final Sacrifice") · Finzi
Credo · Gretchaninoff
God be in my head · Davies
Lugebat David · Fauré
Lord, now testest Thou · Rachmaninoff
Beati quorum vita · Stanford
Song for Athene · Tavener
Blessed is the man · Rachmaninoff
Mater Christi · Tavener
Ave Maris Stella · Monteverdi
O Salutaris Hostia · Rossini
O Sacrum Convivium · Messiaen
O Weisheit · Pärt
And I saw a new Heaven · Bainton

The Choir of New College Oxford · EDWARD HIGGINBOTTOM

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DISTRIBUTORS INVEIL STRATEGIES DON'T GET FORTH-QUARTER RUSH

The Christmas season is already underway as far as distributors are concerned. Most have already developed their plans for coping with the sheer volume and quick turnaround demanded of their customers and now it is simply a question of fine-tuning and monitoring the effects, reports Karen Faux

A quiet revolution has been going on in the UK's distribution centres during the past 12 months and the resulting changes are about to become apparent. As Christmas business accelerates, distributors intend to meet the challenges of an ever-widening retail base with upgraded automation, well-honed logistics and sheer people power. If all goes according to plan, retailers will be halting their grace under pressure come the new year. Stores are rarely shy about pointing the finger when the Christmas chips are down and distributors now make a point of meeting up with their customers prior to the crucial period.

"One of the things that came out of our recent conference was the need to establish regular meetings with our key indie accounts," says Vital Distribution managing director Richard Anning. "Ongoing dialogue is extremely important." As far as Vital is concerned, the Christmas season kicked in at the beginning of September when it started picking and packing HMV's autumn campaign that involved 119 lines and 200,000 units. "We started on Monday and delivered on Wednesday," says Anning. Vital's efficiency has been enhanced by a recent move to a 20,000 sq m Bristol premises, where 110 staff are employed across finance, IT, logistics and customer services. The operation maintains close communication with the London-based sales and marketing office, although both have now developed separate identities.

"Part of the reason for moving was to increase our capabilities and reflect the scope of the industry," says Anning. "Currently, we are sticking to an optimum number of labels and keeping our active lines to around 11,000, while we are well set up to handle third-party work. This Christmas we expect to be very busy with the likes of Moby, Badly Drawn Boy and The Wombles spearheading Christmas sales."

Although EMI Distribution has for five successive years won Music Week's Best Distributor Award, it is willing to admit that there is always room for improvement. "We reviewed service levels for this peak season back in the summer and are currently putting them into place," says EMI customer services manager John Williams.

"We now have the ability to provide chart stock separately from back catalogue, while a 20-digit Paracode code offers a better track and trace service. Coping with the volumes efficiently comes down to a flexible work force, longer opening hours and shifts that span nights and weekends."

At Universal Music Operations, which puts 80m units through its 45,000 sq m site in Milton Keynes annually, distribution director Russell Richards believes that this Christmas will see even more product leaving its premises than last year.

"We have just finished recruiting an additional 70 warehouse people, who are already being phased in to cope with the increased throughput," he says. "During



Shelf life: Pinnacle handles audio dispatch from its warehouse in Swanley in Kent and is anticipating an increase in orders for the fourth quarter

October we run shifts from 6am to 10pm and then for the last two-and-a-half months of the year we go to 24 hours." Universal's own distribution website has just gone live, providing an additional channel through which the vast operation now has to process orders. However, Richards does not foresee that it will cause any problems. "Most of our major customers already order electronically and the website represents another order stream that is fed into our mainframe computer. These streams are fed into different order boxes and are automatically checked every 15 minutes. From there they go into holding slots where they are picked and reviewed."

Universal's Milton Keynes plant works in conjunction with a large systems team based in Romford and this year it is confident that picking errors will be kept to a minimum. "We had very good feedback from dealers last autumn about the level of service they received and this year we have put in a new barcode scanning system which checks the accuracy of our outgoing parcels. It has been in place for a couple of months and we are already seeing the benefits. Getting all orders 100% accurate is where the focus is."

Sony and Warner's joint distribution operation, The Entertainment Network (TEN), recently made a substantial

investment in Pick By Light Technology, to improve both the speed and accuracy of the picking process, and in upgrading its distribution management system. "We have also introduced a new quality assurance process and operator training that will assist our picking accuracy," says Paul Hazlewood, commercial services director, who recognises this is potentially one of the most hazardous aspects of service.

TEN says that its planning exercise and capacity expansion programme will facilitate the handling of very large volumes on the site this autumn. "Peak season services will be introduced from the middle of October," says Hazlewood. "TEN intends to provide the best possible service by a combination of thorough preparation, focused peak season services — including a range of new initiatives — and a responsive approach to our customers requirements."

For Pinnacle, the ability to provide a consistent and reliable service to every size and type of store is a top priority. Audio distribution is handled from its 21,000 sq m warehouse in Swanley, Kent while software and games are dispatched from a nearby depot at Padstock Wood. Pinnacle is anticipating that this fourth quarter will deliver bigger volume orders than the last and it has a typically wide range of new product that spans Björk, Everlast, Cradle

Of Filth, The Tweenies and Songs Of Praise, along with re-promotions for key albums such as Moloko and Tom Jones, an autumn discount campaign and promotions for the Ace and Epitaph labels. Its creation of two clearly delineated sales teams — the Sales Force and the Strikeforce — has proved an effective solution to handling its sheer variety of its releases.

"The Sales Force handles established artists, catalogue and campaigns while the

Strikeforce concentrates on new projects, dance and indie," says sales director Chris Maskery. "Although 95% of the customers they deal with are the same people, the Strikeforce ensures it calls on all specialist stores." Maskery is keen to underline Pinnacle's commitment to the independent sector.

"We have a sales team of 20 reps on the road and call on more independent stores than any other company," he says. "Face-to-face contact through weekly calls is vitally important and we recognise that the indie stores are the breeding ground for the next generation of artists."

For the Startie Group, which embraces Lightning Export and e-fulfillment outfit Startie 24-7, this peak season will be a testing ground for the £1.4m investment it has recently pumped into its physical and digital divisions.

'Efficiency comes down to a flexible work force, longer opening hours and shifts that span nights and weekends' — John Williams, EMI

'Most of our major customers already order electronically and the website represents another order stream' — Russell Richards, Universal

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DIGITAL DISTRIBUTION DOMAIN

> "The key areas of investment are in systems and people," says marketing manager James Butler. "To improve the efficiency and speed of our fulfilment, we have revamped our warehouse management and ordering system and brought in new executives — including Managing Director Rob Cain who was formerly with California-based company Valley Media. The current turnover of the physical division is £60m and we expect that to increase dramatically at the end of this financial year." Distribution of CDs, videos, minidisks, DVD, vinyl and accessories is handled from a site in

'We run electronic data interface twice a day which means that most orders leave the warehouse on the same day' — Simon Carver, Koch

Telford, under joint agreement with logistics specialist Tibbett & Britten and under the brand name Track One Logistics.

Customers include multiples such as HMV, Virgin, Tower and Impulse as well as single-site operators such as Harrods. "A lot of our customers — such as Andy's Records — have been with us a long time and naturally expect the best," says Butler. "In the ramp-up to Christmas we will be providing seven-days-a-week ordering, next-day delivery for orders placed up to 6pm the previous evening, a before 9am, 10am or 11am service and a low £75 minimum order level." Because automated customer service lines can be time-consuming and frustrating for hard-pressed store buyers, Startle has prioritised providing real human



Distributors rule UK: EUK Direct's Greenford warehouse (top and right), and the British headquarters of Sony and Warner's TEN

belongs at the end of every line and its customer services department will operate from 8am to 6pm during the peak period. Startle also expects to be handling substantial volumes through its e-fulfillment arm, which currently services Tesco.com, Amazon, IPC, NME.com and other smaller music sites. The service includes specialist music advice on promotions and features for non-music specialist customers and a

full pick, pack and ship service via Track One Logistics. "An advantage with working with Startle is that we have a digital design company under the same roof and we can prepare any design features required for the e-commerce customer," Butler says.

Looking ahead to the importance of e-fulfillment has been a factor in Entertainment UK's decision to rationalise its distribution with a massive new facility in Luton, Middlesex. According to Paul Ludlam, head of central marketing, 775 double decker buses could be comfortably accommodated in the main area of its new 87,000 sq m site which can pack and despatch more than 2m units a day for the UK. "Orders are just beginning to be fed through the site which was opened in August," says Ludlam. "Other centres in Hayes, Perivale and Colnbrook will remain open."

Despite the recent loss of Asda as a customer, the Kingfisher distribution arm continues to be a driving force in the non-traditional sector, supplying Woolworths, MCV and Comet, among others. Fulfillment for EUK Direct, a separately-branded but integrated e-fulfillment operation, will also be run out of Greenford. "The new centre has allowed us to thoroughly review our distribution strategy and set up a high-tech system that will ensure high levels of customer service in tandem with the developing entertainment market," says Ludlam.

As far as Koch International is concerned, the distributors' inability to second-guess across-the-counter demand means that it has to be prepared for every eventuality. Last Christmas, the Basingstoke warehouse had to cope with a last-minute 15,000 run for World Wrestling Federation: The Music Volume 4, with pressings being delivered from Austria. This year it is expected to despatch big volumes of Lesley Garrett's new boxed set along with the current album from Jimmy Page And The Black Crowes. "It is important to have a routine and protocol that works," says Koch sales and marketing manager Simon Carver. "We run electronic data interface (EDI) twice a day which

means that most orders leave the warehouse on the same day. We also prioritise on the integrity of our database so that any customer mistakes on catalogue numbers do not hold the process up."

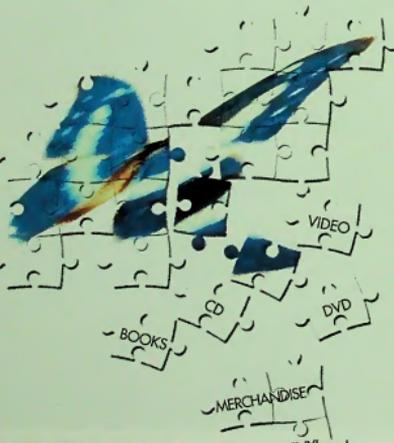
Although 3mv is not a physical distributor, it prides itself on providing a seamless service through both its sales and marketing departments and its distribution partners at Vital, Pinnacle and TEN. Marketing manager Roger Quail emphasises that all stores must receive the same high level of service.

"You have to be consistent with all your customers," he says. "With such a lot of business being done in a relatively short period you have to endeavour to create maximum visibility across the board. 3mv reps will have the stock on the cars that the shops want to buy and our telemarketing departments will be on the phone with a prompt and efficient service. It is what people expect from a dedicated sales company." In addition to maximising prospects for key releases from Fatboy Slim and Ministry Of Sound, 3mv is also working hard on profiling back-catalogue campaigns in-store this autumn.

"We've just enjoyed a fantastic dealer response to our Sound Judgement 2 campaign which debuted in early September," says Quail. "So far we've shipped 275,000 units to the trade across existing mid-price and special one-off orders. It allows stores to stock up on key catalogue titles from the likes of Garbage, Stereophonics and Oasis for the forthcoming period. We've produced point-of-sale and carrier bags to highlight the offer." 3mv considers itself fortunate not to have a huge roster of labels. "We are making sure that our sales force is focused on our autumn priorities and is actively working our best-selling catalogue lines and key development artists," says Quail.

A tighter focus on individual customers' needs is undoubtedly good news for all retailers. A top-notch seasonal service from suppliers will help to make this year's Christmas business significantly better than its Millennium-hyped predecessor and there is confidence that the key companies will stand and deliver.

'With such a lot of business being done in a relatively short period, you have to endeavour to create maximum visibility across the board' — Roger Quail, Vital



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COMPETITION HOTS UP ON VIRTUAL HIGH STREET

With a shorter selling season because of fulfilment considerations, electronic retailers have more stringent deadlines and are now facing greater competition as online sales rise, writes Karen Faux

Online retailers claim to have all the shopping solutions for the season of goodwill. Not only can Christmas presents be purchased without the time-consuming business of tramping around crowded shops, but they can also be automatically gift-wrapped and dispatched directly to family and friends. With the big e-tailers pledging a 24-hour turnaround on 90% of orders, the convenience factor of the internet is looking increasingly convincing. But despite the sector's increasingly sophisticated fulfilment capabilities, it is still a long way from wrapping up the music market – at Christmas or any other seasonal period.

According to a survey carried out by market researchers Taylor Nelson Sofres, specialist music multiples took 55% of the nation's expenditure on albums in the 12-month period ending last March, while e-tailers took a humble 1%. Supermarkets ranked second with 20% while traditional mail-order operations were responsible for 11%. With such

considerable potential for growth, it is hardly surprising that e-tailers are gunning for customers more aggressively than before. Crucially, many also have the fulfilment operations to back it up, even if the market was recently rocked by Global Fulfillment's decision to offload its entertainment arm, leaving Tower Records to route UK e-commerce sales through its US site and fulfil them accordingly.

Others are finding life somewhat less difficult. Since trumpeting the fact that it recently achieved 2m paying customers in an eight-month period, Amazon.co.uk is now expecting peak season sales to consolidate its position. Distribution is handled from its 76,000 sq m warehouse in Milton Keynes although there are plans to double that space with new premises before the end of the year. Amazon has refined its delivery service to the point where the customer never has to pick up the phone.

▶ On pre-orders credit cards are not



▶ Shipping out: Amazon plans to double its 76,000 sq m capacity by the end of the year

Vital.....Distributor of the Mercury Award winning Badly Drawn Boy.....Winner of the Music Week 'Best Sales Team' Award 2000.....Taken Moby 'Play' sales beyond 1.2 MILLION in the UK.....and organiser of the best Sales Conference of 2000*

*according to Tom from 'Reveal' in Derby



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charged in advance and every transaction is supported with an e-mail notification," says Amazon UK general manager Paul Zimmerman. "We have a no-quibble guarantee about returns and they are handled within 24 hours. We make sure that customers know what is happening with their parcels every step of the way."

Amazon expects to be handling hundreds of thousands of packages during the next couple of months although the order cut-off will come a lot sooner than for physical stores. "Internet retail suffers from the fact that the customer can only order up until December 20 to guarantee deliveries for Christmas, and it is our job to cover all distribution fronts and ensure that orders are 100% correct," says Zimmerman.

On the plus side, Amazon is able to gauge stock very accurately because so much of its business is based on pre-orders. "Whereas a High Street store will be trying to judge sales on the basis of back-catalogue performance and marketing support, we have the orders already in the bag," says Zimmerman. "Due to this we can bring the right quantities into our warehouse and deliver to customers on demand."

Bertelsmann's online entertainment retail offshoot, bol.com, is bullish about its seasonal prospects. "We have some innovative promotions lined up which follow on from our Free Copy For A Friend and two CDs for £10 campaigns, and customer awareness of these offers will be high through exposure outside the net," says Brad Askew, director of music. Askew has a clear view of the kinds of customers now buying from the virtual High Street. "They're music lovers who want that bit more in terms of content, or time saving. Not only does bol offer very competitive prices with a massive range of over 500,000 CDs, but we have gig reviews, artist interviews, streaming of tracks and an online community. What's more people can get their CDs delivered to their office or home — so we also offer convenience."

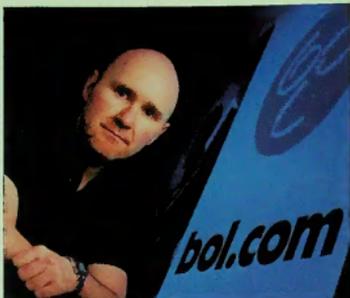
The fact that classical music is a mere click away from the fuzziest pop means that bol can comfortably balance both mainstream and specialist markets. Askew points to the recently launched Bollywood section on the site and an exclusive promotion to celebrate the 10th anniversary of Ninja Tune.

"We offered the Xen Cuts CD at a special release week price, along with ongoing discounts on the Ninja Tune back catalogue, an exclusive interview with label founders Coldcut and an exclusive mix by DJ Amon Tobin," he says. "The important thing is to direct browsers to areas of interest once they have clicked on to the site." E-tailers are keen to convey the message to record companies that without

'Internet retail suffers from the fact that the customer can only order up until December 20 to guarantee deliveries for Christmas'—

Paul Zimmerman, Amazon

large part of what we do and this makes us unusual as an internet operator," says recordstore.co.uk director Russel Coutlar. Recordstore.co.uk will be investing in promoting its online services through print media this autumn as the web has proved



Online: Bol's Brad Askew (top), whose site covers all genres, and Russel Coutlar of recordstore.co.uk (bottom) which specialises in dance music

the physical restrictions of space they offer infinite promotional possibilities. "We can feature any type of catalogue and any quantity," says Askew. "We could have 1,000 different product features on the site at one time if we chose to."

While bol is building business by covering all fronts, recordstore.co.uk is attempting to build its profile as the online destination for dance music. Product is sourced globally and at least half is shipped to the US.

"Vinyl accounts for a large part of what we do and this makes us unusual as an internet operator," says recordstore.co.uk director Russel Coutlar. Recordstore.co.uk will be investing in promoting its online services through print media this autumn as the web has proved

an ineffective way of creating awareness. At the beginning of November a mail-out will go to its 10,000-strong database with a breakdown of all its offers and a wide variety of payment methods.

"We've experienced two Christmases online and we are expecting our turnover will increase 500% from the last one," says Coutlar. "To cope with the additional throughput, we will be bringing in extra staff at our warehouse and in the sales office where opening hours will be extended."

The site's growth has been organic during the past three years, since online sales developed out of trance label, Transient. In addition to developing a fully-fledged, standalone store, it also hosts and fulfils individual web shops for labels including

Global Underground, Automatic, Xtreme, Platipus and Deviant. "This autumn we will be deal-driven," says Coutlar. "We'll be offering a whole range of online exclusives including pre-release copies and competitions. We are expecting our monthly customer traffic of around 1m hits to rise by at least 10% and we have the resources to handle increased traffic."

With High Street stores also anticipating an impressive level of service from their suppliers, there may be few disappointed customers pouncing the pavements this Christmas.

If that is the case then internet competitors will have to be fast on their feet to ensure that their shorter window for sales is a profitable one.

'To cope with the additional throughput, we will be bringing in extra staff at our warehouse and in the sales office'— Russel Coutlar, Recordstore.co.uk

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In scenes more akin to a Super Mario video game than Brands Hatch, the second SONOPRESS UK and Music Week go-karting outing at Daytona (no, the one in London's Wilden Junction) proved to be exhilarating for some, dizzying for many, and victorious for a few – as these photos reveal. The event was almost postponed due to the petrol crisis, but thanks to the siphoning skills of some participants, it went ahead as planned. However, TEAM PINNACLE were non-runners as they didn't make it to the track for lack of petrol. (1) First to the chequered flag were distribution company CAROLINE 2 shown on the top level of the podium, second place went to POLYDOR RECORDS on the second level and bronze was picked up by V2 RECORDS on the lower step. The combined efforts of team Sonopress/MW resulted in only fourth place while fifth place TEAM MUTE are still in need of their Lpplates. (2) Mute Records' ANGELA HAYWARD and NOGGIN give Sonopress sales exec ANTHONY DALEY a hard time for his alleged dodgy track etiquette. (3) Sonopress UK managing director TIM BEVAN let everyone know that he is in the driver seat as he handles a hairpin turn. (4) In kart 9 MW events assistant NATASHA MANLY pulls ahead of the pack (for a brief moment) after sending two competitors crashing into the barriers. (5) V2 Records' DAN PAMMENT, GIARA GAYNOR and JUSTIN DEALY cheer their team on to victory – well third place, anyway. (6) All seemed so friendly among the competitors moments before the roar of the engines.

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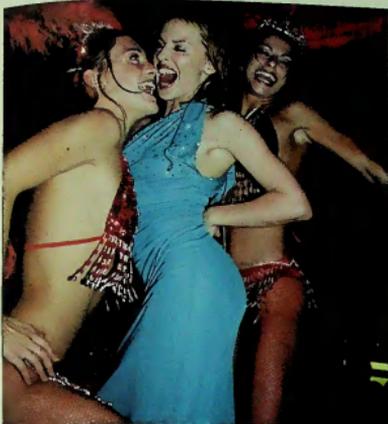
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It all kicked off for the launch of KYLIE MINOGUE's new album *Light Years* last Tuesday in the swanky surroundings of Isola, restaurateur Oliver Peyton's latest Knightsbridge venture. The packed venue was heaving with the music and fashion crowd you would expect. More notable was the presence of a relieved EMI chairman ERIC NICOLL, fresh from days of grilling at the hands of EC bureaucrats. When DJ Harvey dropped the Intro to Spinning Around, Brussels it certainly wasn't.

Remember where you heard it: It doesn't pay to be late for EC big man Mario Monti. Apparently, every request for information, statements or evidence is accompanied by a deadline and a warning that those who don't comply will be fined – heavily...And about that EMI/Time Warner deal, there were signs of relief at the notoriously sieve-like EC at last Friday's media briefing. As the journals grilling the commission spokespeople left the meeting, one official – referring to the widely distributed, but supposedly confidential "statement of objections" to the

proposed merger – joked that at least there had been "no leaks today"...Richard Branson didn't have a good week last week, what with the High Court resurrecting Camelot's chances of keeping the National Lottery and the publication of Tom Bower's unauthorised biography, Branson. Unsurprisingly, Branson's spokesman Will Whitehorn was fuming when contacted by Dooley to ask his reaction to the tome. "It's a total picture of inconsistency," he thundered after relying on the *Daily Mail* serialisation because Virgin hadn't been issued with a copy. "Don't think I'll waste my money on it," he added...Dave Dorrell may have split with Bush, but his son has some ideas about whose career he should guide from now on. "He'd like me to manage Craig David and it just happens that I don't think he has anyone at the moment," says the DJ-turned-manager...After weeks of speculation over the identity of weekly email terrorist Popbitch, Dooley can exclusively reveal one half of the seedy star-secret unveiling racket has a female name not unlike a certain royal mistress and masquerades as a financial consultant in the City. Watch this space for the next enthralling Popbitch installment...One person who won't be attending the opening of the new Virgin store in Milton

Keynes is Big Brother winner Craig. The store attempted to secure his presence but was stunned to hear his going rate is a meagre £45,000. Surprisingly, the retailer politely declined...it would appear that trendy London nightclub Fabric's owner Keith Reilly is definitely not a Big Brother fan either. In a colourful email Reilly slammed into a hapless RCA executive for daring to ask for guest list passes for himself and Big Brother contestants Nichola Holt (a recent RCA signing) and Caggy: "I am not sure in what capacity you represent the mingling blind date rejects mentioned," he fumed. "However I am sure it has little to do with any area of music that is concern to Fabric...my guess would be that you are intent on manufacturing some more mindless drivel that you and your like pollute young minds with...in which case why the **** do you think we would ever be prepared to let the brainless twats in this club, let alone for free." Blimey O'Reilly...Look out for new Arista boss and R&B pioneer LA Reid to be the recipient of the Mobo outstanding achievement award at this year's event at the Ally Pally on October 8. Meanwhile, someone else may just be arriving via a midnight train from Georgia.....

(1) DAVID GRAY and Orbital manager ROB HOLDEN (pictured centre) ponders what to do with his manager of the year award at last week's British Music Roll Of Honour bash. On hand to offer some advice are M&P chief KEITH HARRIS



(left) and RICHARD HARVEY from award sponsor BDO Stoy Hayward. (2) LIONEL RICHIE (left) was so worried about BARRIE MARSHALL'S normal life profile that he warned the audience "This could be the shortest acceptance speech in history." In the end it wasn't, with Marshall thanking "The people that really matter – the people on stage and the people who buy the tickets.

The other people who matter are the people in my office." Pictured Looking on to compare PAUL GAMBACCINI, who was on as sharp form as ever, quipping, "Contrary to expectations the first time I ever met Peter Grant he didn't actually throw it at me – he asked me to sit in." The chair, that is."



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