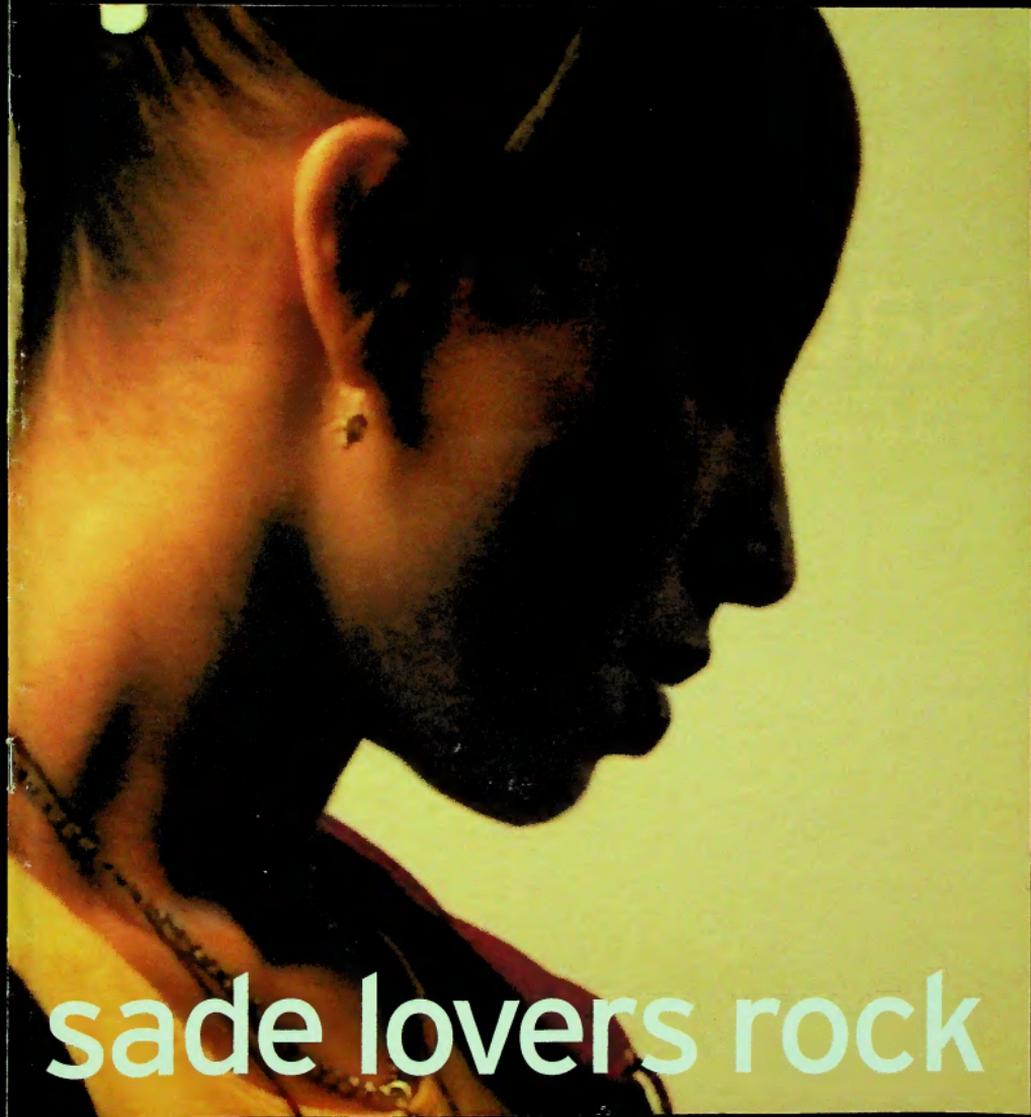


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News 3



NEWS: BMG is rush-releasing an **ELVIS PRESLEY** best of in a bid to upstage EMI's Beatles 1 album
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FOCUS ON THE SHEET MUSIC MARKET - P26

FOR EVERYONE IN THE BUSINESS OF MUSIC 18 NOVEMBER 2000 £3.60

musicweek

Middelhoff makes a move on EMI

by Robert Ashton
Bertelsmann chairman/CEO Thomas Middelhoff's pledge to become the number one music group in the world took a step closer to reality last Friday when EMI revealed it has received a merger proposal from the German group.
The approach by Bertelsmann was made "very recently" and EMI Group chairman Eric Nicoli and EMI Recorded Music chief Ken Berry were understood to be in New York last Friday where Middelhoff was also conducting meetings. Confirmation of the move follows the disintegration of the UK group's £20bn deal with Time Warner and comes just days after the sudden resignation of BMG worldwide chief Strauss Zelnick last Sunday and his replacement by former BMG international boss Rudi Gassner.

In a brief statement issued to the stock exchange EMI said the approach had been made "regarding a possible combination of Bertelsmann with EMI. The transaction proposed by Bertelsmann does not involve an offer being made for EMI". Bertelsmann confirmed the outline of the statement, while both groups add that no detailed discussions have yet taken place.
The sudden timing of the move caught out some London analysts, who had met with the Bertelsmann chief last Wednesday for an informal briefing about its recent link with Napster (see story, p3). However, it did not surprise them. Under one possible scenario Bertelsmann could shunt its music business into EMI for a stake in the UK group and preserve the group's

SHARES AROUND THE GLOBE

	Warner	BMG	EMI
France	9.6%	8%	7%
Italy	5.2%	10.5%	24.6%
Germany	18.2%	16.9%	12.0%
UK	10.7%	7.8%	20.3%
Australia	15.2%	8.5%	16.8%
US	15.6%	16.1%	9.5%
Pan-Europe*	11%	16%	11%

Figures are for 1999.
Source: MBI, EMI*, BMG*

allow it to concentrate on developing and marketing music. The restructuring is understood to be one of the key reasons for Zelnick's decision to leave, although senior BMG sources suggest that Middelhoff had been unhappy with his performance for some time. Gassner says, "I want to make repertoire and the development of artists BMG's main focus again."
A merger between EMI and BMG would give the combined operation a share of around 27% of the European recorded music market (see table). However, BMG's publishing operations are much smaller than Warner/Chappell, which may make it easier to achieve regulatory approval. In his meetings with analysts, Middelhoff confirmed that BMG's catalogue was "still relatively weak" and wants to

create the biggest e-commerce platform by providing the largest number of music downloads.
One analyst says, "It looks like the best deal right now. I think it's going to be the Warner deal all over again, but with EMI party on the board and without the regulatory problems."
Another analyst adds that the EC stance on competition may not be as stringent as when it looked at the Warner deal. "Although collective dominance and size will still be an issue, the publishing and vertical issues associated with AOL will probably not," he says. Other sources suggest the EC could favour a merger involving a German group or a US media giant such as Time Warner.
EMI's shares gained 27.50p on Friday to end the day at 571.50p.

Westlife (pictured) yesterday (Sunday) became victors of the most widely-publicised chart battle of the year, dubbed Super Monday. Following first-day sales of around 60,000, the Irish five-piece's *To Coast* was outselling Spice Girls' *Forever* at a rate of three-to-one throughout much of the week to put them on course for their first chart-topping album. RCA managing director Harry Magee says, "I understand the recent criticism of the pop genre, but Westlife stand out as having real talent and their continued success only underlines the demand for the best artists in this category." Meanwhile, RCA is this week due to confirm its plans for Westlife's Christmas single. See story, p8



UK acts help summer sales top 44m

UK-signed artists helped to lift album sales to their highest summer levels in quarter three since Oasis' August 1997 release rewrote the record books.
New albums by artists such as Robbie Williams, Craig David and Ronan Keating took the albums market above the 44m shipments mark for the first time since 1997 – according to newly-issued BPI figures – when the market had been boosted by record-breaking first-week sales of Be Here Now and

key new albums from Prodigy and Radiohead.
The increase in album sales represented an 8.1% increase in units shipped to the trade compared with the same period last year, although value rose by a less steep 2.8% as discounted product continued to fill the market.
Album sales for the 12 months to the end of September this year stand at 299m, just 1.4m units short of the highest 12-month figures to date set in 1998.

Widdecombe in a puff over UB40 cartoon

It's certainly food for thought. But, the Rt Hon Ann Widdecombe MP believes caricature is no labour of love and is threatening Virgin Records with legal proceedings over the campaign accompanying UB40's forthcoming single *Light My Fire*.
The shadow home secretary, who recently advocated on-the-spot fines for anyone caught in possession of marijuana, is upset about a "tongue-in-cheek" cartoon being used by the record company and depicting her holding a joint. The picture appears in posters and other promotional material advertising the Brum band's November 27 release.
On spotting the poster – an ad van has passed the Houses of Parliament on at least one occa-



Widdecombe: legal action – the Tory minister immediately instructed lawyers Vizard Olgam to fire off a letter to Virgin's legal department alleging the image was defamatory. They also demanded that all posters be "removed and destroyed" and that the label should immediately shut out plans to utilise the cartoon in

its promotional campaign. Failure to comply could, they threatened, lead to an injunction and request for damages.
Virgin is well advanced with its marketing, which also includes a limited edition Widdy-card 12-inch and had not taken any steps to tone down its campaign by last Friday. Widdecombe's office says it is still negotiating with the record company about the use of the caricature.
Group member Robin Campbell, who was "horrified" by Widdecombe's hard stance on gangs, adds that she could at least show a sense of humour. "I don't know what she's so fired up about," he says. "She should sit down and take the weight off her joints."



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McLaughlin takes up global position in HMV restructure

by Paul Williams
Brian McLaughlin has been given the chance of taking his retailing skills to the world stage after being promoted to the new role of HMV Media Group chief operating officer.

McLaughlin, who in his 13 years as HMV UK managing director and then European MD has tripled the retailer's UK market share, will handle the day-to-day global operations of the group from January next year in a role that will encompass HMV Europe, North America, Asia Pacific and Westerners's.

The HMV veteran will report directly to group chief executive Alan Giles in his new position, which McLaughlin says has been created in an attempt to strengthen the management of the group. "It will allow Alan in the CEO role to oversee the strategic direction of

the group and deal with the investors, shareholders and our banks while my role is to look after the stores," he says.

McLaughlin's promotion is the latest in a long line of career progressions within the chain, which he joined as senior sales assistant in its Portsmouth branch in 1968, becoming store manager three years later and HMV operations director in 1980 following spells as Leeds and then northern area manager. However, it is since becoming UK managing director in 1987 and then HMV Europe MD in 1996 that he has made his biggest impact on the business, overseeing its expansion from 49 UK stores to its current total of 126.

"The expansion programme has been terrifically exciting for everyone," says McLaughlin. "It's created tremendous growth and career



McLaughlin: the world beckons

opportunities for so many people in the business. Our turnover and market share have grown significantly and so have the opportunities for people working for HMV."

HMV has swiftly appointed a replacement for McLaughlin with current operations director David Pryde stepping into the breach as part of what will be a series of management changes. Finance director John Clark is promoted to the addi-

tional role of HMV Europe deputy managing director, although there is no announcement yet for Pryde's own replacement as operations director.

McLaughlin notes Pryde's progression up the ranks is similar to his own. "He started off as a trainee in Oldham and he worked his way up to store management and retail management through the product department to operations and now managing director. What is quite noticeable is when I spoke to the board and asked them who should be appointed they all put David's name forward," he says.

Universal Music chairman John Kennedy says, "The most interesting thing about Brian is that each of his competitors seem to acknowledge that he is the best there is in his field and that must be the ultimate accolade."

EMI's commercial marketing department, which scored a top five festive hit last year with the Cuban Boys' internet-led Hamster song Cognoscenti Vs Intelligentia, has gone online again in a bid to repeat the success this Christmas. Its EMI Liberty label has lined up a December 4 release date for i Kiss You, the debut single from Turkish "sex symbol" Mahir (pictured), who has become an unlikely favorite thanks to his website which attracts around 100,000 visitors a day worldwide. EMI Liberty special projects manager Mike McNally says much of the focus of the single's campaign will be internet-based, including the launch of a mirror site to Mahir's own website offering a stream of the single's video and a linked game. He has already been the subject of a feature on Channel 4's Eurotrash, while EMI is looking to secure more TV slots for a UK promotional visit set for the first week of next month.



BMA campaign to stress 'the true value of music'

British Music Rights is looking to raise awareness among the public of the true value of music with a high-profile campaign involving songwriters and composers from across the industry.

An awareness week, running from November 27 to December 3, will carry the strapline "Respect the value of music" as it aims to underline the impact file-sharing free music sites can have on the rights of individual composers and songwriters. By targeting specific events and media outlets including newspapers and TV programmes, the campaign will be looking to get across what can be done to respect and protect the value of music.

British Music Rights director general Frances Lowe says the campaign will aim to make members of the public aware that effect they could be having when searching out free music files on the internet.

"If we're going to continue to be creative and have a wide variety of music, they need to understand they play a part in this," says Lowe.

Middelhoff clarifies file sharing

Thomas Middelhoff has cast doubt over the Bertelsmann/Napster assertion that the Napster service would continue unchanged in principle by announcing that the pair plan to introduce a per-download track fee on the network.

Speaking to analysts in London last week, the Bertelsmann chairman/CEO sought to shed more light on the German media giant's proposals for legitimising the peer-to-peer file-sharing network by introducing revenue streams and royalty payment systems. He said users would still be able to access Napster for free to obtain selected promotional content, but would be required to pay a \$4.95 membership fee to gain access to the Napster "community". An as-yet-unspecified per-track download payment would be required to download music on top of the membership fee, according to one analyst present.

The move has caused surprise among some online music observers who initially viewed Bertelsmann's plan as emphasising the likelihood of the "ally-can-eat" subscription model replacing the traditional per-unit format



Middelhoff: new fee structure

revenues as the dominant model for music trading online.

Middelhoff added that he was close to securing deals with three other majors to co-operate on developing the "legal" Napster. Potential merger partner EMI is interested along with Warner, although Universal is "dragging its heels" on a possible tie-up, according to sources close to the companies. Sony, which is supposedly preparing to join Universal's recently-launched streaming subscription trials in the US, says it has no plans to work with the new Napster. Universal is set to learn the extent of damages it is due this week as the last leg of its trial against MP3.com begins in the US today (Monday).

Our Price staff move up to prepare for v.shops

Our Price v.shop has unveiled a rejig of its senior management structure, with the appointment of three key players to directors of the business.

Doug Martin, Kevin O'Brien and Brian Wang have been promoted by managing director Chris Ash to ensure the company has a strong team to take the business forward during its partial transformation of the chain from Our Price to v.shop.

As part of the changes, head of marketing Wang is made brand director, which will see him lead a three-year strategic plan for the two brands. Head of IT O'Brien becomes business systems director, while head of trading Martin is made trading director. Richard Lee, previously head of finance, becomes finance director in July.

Vital fined £10,500 after Health & Safety charge

Vital Distribution was fined £10,500 on Friday after pleading guilty to Health & Safety charges brought by Bristol City Council.

The west country-based distributor, which also had £6,000 costs awarded against it, faced the court case following an accident involving a step ladder at its old warehousing facility about 12 months ago.

According to a spokesman for the council, the company was prosecuted under the Health & Safety At Work Act 1974 and Management of Health & Safety At Work Regulations 1992 following the incident. He says the ladders "were dangerous and caused the employee using them to fall two metres on to a concrete floor. Luckily he was not badly injured."

It is understood that the employee still works at the company, which has subsequently moved to new premises. The council spokesman adds that Vital was fined £10,500 for failing "to ensure, so far as was reasonably practicable, the health, safety and welfare at work of their employees".

DEADLINE PUT ON AOL/WARNER DEAL

Time Warner and AOL have been given three weeks to produce new concessions to satisfy concerns thrown up by the Federal Trade Commission about their \$32.5bn merger. The US regulatory body has highlighted issues such as the merged group's dominance of the web.

BORCHARD TAKES SONY EUROPE ROLE

Paul Burger has made his first appointment since becoming Sony Music Europe president with the arrival of Columbia Records US international senior vice president Julie Borchard to the role of marketing senior vice president. She will oversee marketing for all Sony Music artists across Europe. Columbia's European marketing vice-president Holly Diener and Diener's Epic equivalent Frank Stroebel will report to her.

CAPITAL LOOKS TO EURO EXPANSION

Capital Radio says it plans to take minority stakes in other radio groups and proposes to finally carry out expansion plans into continental Europe this year, after announcing last Thursday greater-than-expected underlying pre-tax profits of £41.3m for the year to September 30.

TELSTAR JOINS THE HITS TEAM

Telstar has followed the launch of its compilations venture with BMA by joining the major in the Hits compilations partnership alongside Sony and Warner. Hits was set up in 1996 as a rival to the Now! partnership, which comprises EMI, Virgin and Universal.

TURNOVER RISES AT GWR

GWR has reported a 23.7% rise in turnover to £58.7m for the six months to September 30 this year. The company, which says it invested just over £3m in its digital radio and internet operations during the period, saw its earnings before interest, tax, depreciation and amortisation rise by 24.5% to its existing businesses to £18.5m during the six months.

FONTAINE TAKES IT WEEKEND SLOT

Seb Fontaine is set to join Radio One's weekend breakfast show on February 2 with a two-hour weekly show starting at 7pm on Saturdays. Danny Ramping moves to Friday night.

002 ADDS PLAYLOUDER TO ROSTER

Peter Gabriel's fledgling digital distribution company 002 has added cover music to its Playlouder to its partner list to develop an ecommerce solution - including payment collection, administration and royalty reporting and content hosting - for the site as it rolls out commercial downloads during the next few months. 002 already has deals with Mute, Muxmob and BVN.

LAN BROWN SIGNS TO MUSICSW

Ian Brown, his manager Steve Lowes and Chicane have become the latest signings to Marc Marc's web management startup MusicSW. Separately, Marc Marc's U2.com project has added 200,000 fans for its database just nine days after its full launch. It has received 25-30pm page impressions while 35GB of music and video have been streamed so far.

Super Monday blues for Spices as Westlife coast into the lead

EMI/BMG: THIS TIME IT FEELS RIGHT

Solid, conservative, German: Bertelsmann may have been one of the largest, but it has hardly been the most exciting of media companies for most of the past decade. Until now.

Part of the problem has been the conservative accounting policies on which it has been built and which have previously ruled it out of the bidding for companies including Virgin and, more recently, EMI. But there, like other areas of its business, have started to change since the arrival of CEO Thomas Middelhoff. It has been a slow process, but now it has picked up a real momentum.

With his early investment in AOL and his recent move on Napster he clearly has a vision for the company he is refashioning. Now, as EMI confirms an early approach, the question is: does he have a vision for music? The answer would appear to be yes. Last week's restructuring to remove responsibility for manufacturing, record clubs and e-commerce from BMG itself was interpreted in some quarters as paving a way for a music sell-off, but on the contrary his EMI approach suggests that music remains a key activity. On the face of it the philosophy seems to be going back to the future: making music a standalone activity – whether held privately or via a listed EMI – rather than attempting to shoehorn it into a box marked e-commerce. But at a time when a rival like Time Warner is still having to work out how its content will be integrated with AOL, it makes sense. Let the music guys worry about breaking hits. Let the internet guys worry about online distribution – so long as the value of those hits is protected.

There is less of a sense of history about merging centenary EMI with relative youngster BMG rather than Warner, but it might yet make more sense. It certainly seems like it would have fewer regulatory problems (especially, say, if Virgin was paired off with Zomba leaving BMG with EMI), and there is plenty of room for savings in backroom functions. It's early days, but this one feels like a goer.



Alex Scott

by James Roberts

Discounting High Street retailers are claiming their own victory in the battle of the pop superstars as Westlife were yesterday (Sunday) set to trounce the Spice Girls by a margin of around three to one.

While the RCA band's Coast To Coast release led the Virgin-issued album for a significant margin, Westlife's "Super Monday" triumph was accompanied by widespread price-cutting on the two titles. It saw both Adda and Tesco selling the albums for just £9.97 each, with Adda claiming around 25%-27% market share for the Westlife album and about 22% for Forever – way above anything it has ever experienced outside its VAI-free campaigns.

Woolworths, meanwhile, held its nerve at £12.99, although it tried to lure customers in with a free stationary set with the Westlife album and a poster/calendar with the Spice Girls release. It experienced a further boost for Coast To Coast ahead of Forever above the general trend of three to one, established following first-day sales of around 20,000 for Forever and 60,000 for Coast To Coast.

There has obviously been a certain amount of hype and sales in the first couple of days were very good," says a Woolworths spokesman. "However, we have just launched our Christmas campaign, so it's hard to say for final total."

Interpol joins industry's fight against CD piracy

The music industry has found itself a new partner in its fight against piracy following Interpol's decision to take action against intellectual property crime.

The move, the first time the international police organisation has addressed ways to help stamp out the \$4.1bn pirate music trade, follows evidence that organised crime syndicates are becoming increasingly involved in CD piracy. Recently 500,000 illegally-manufactured CDs shipped from the Ukraine and bound for Uruguay were seized in Frankfurt. Meanwhile, a recent Italian report into organised crime found that around 400 Camorra gangs were heavily involved in music piracy.

In a mandate passed at its recent general assembly in Greece, Interpol said it will survey the resources tackling intellectual property crime and will also co-ordinate operations under the economic crime branch of its own general secretariat.

Myers launches file-share system which pays royalties

Multi-millionaire UK internet pioneer Paul Myers is set to launch a Napster-style peer-to-peer music file-sharing network that he claims will recreate the simplicity of Napster – but also pay royalties.

Myers – who sold his free ISP business Xtreme to Liberty Surf in March for £75m – says he is in negotiations with "significant major players" within record companies and UK collection societies about repertoire access and royalty distribution for his Wipit system.

The Wipit software can currently



Westlife: heading for number one increased because of these releases alone."

By the end of business last Thursday the Westlife album had surpassed 144,000 sales with the Spice Girls trailing at around 48,000 after a media blitz by the RCA signings, but a far less high-profile effort by the Spices. While the Irish five-piece aimed to win blanket exposure, including holding four Virgin Megastore signing sessions last Monday, the Spice Girls campaign was dictated by their timetable availability around the release.

It is not clear whether the band – who hosted TF1 Friday last week – adopted this approach following Victoria Beckham's collaboration with Trustbusters failing to beat Spiller to number one earlier this year, despite an unprecedented

HOW PRICES COMPARE

Store	Forever Coast To Coast
Asda	£9.87 £9.87
Sainsbury's	£9.99 £9.99
WH Smith	£10.99 £10.99
Tesco	£9.87 £9.87
Andys	£12.99 £12.99
Woolworths	£12.99 £12.99
HMV	£13.99 £13.99
Tower	£13.99 £13.99
Virgin Megastore	£13.99 £13.99
Our Price / shop	£14.00 £14.00
dealer price	£9.10 £9.15

Source: MW research

round of promotional appearances. However, it seems unlikely that Forever would have outsold Coast To Coast even if the group had made themselves available for a similar non-stop campaign of TV, radio and press appearances.

The Spice Girls were TV-advertised as part of a campaign that runs until Christmas, while a BMG spokesman claims it has not done any Westlife TV ads so far. Westlife's press campaign ensured blanket coverage across titles within their core fanbase demographic, with eight national magazine covers as well as extensive features. The Spice Girls press campaign was more selective, but included several titles with more general appeal, including covers on Q, Esquire and Heat.

WEBBO

KID A: IF IT AIN'T IN THE GROOVES...

A few weeks ago I wrote about the Radiohead album and how I didn't think it would sell as well as OK Computer. Watching the number one chart positions roll in from around the world made me think I was going to end up with an awful lot of egg on my face.

Now I'm not so sure. True EMI around the world seems to have done a great job in setting up this album using innovative marketing techniques, but how far is it crossing over to enable it to reach that 4.5m that OK Computer sold? Well I think the egg is fast disappearing because Kid A is not crossing over at all. This is despite radio focus tracks (or promo singles as we used to call them) appearing in all but name in many countries.

One thing though – I have rarely heard an album polarise people more. Many think it is the most innovation album they've ever heard in many a long year and just as many think it's a pile of self-indulgent crap. The few in the middle think there are some great songs there marked by almost too much music.

One retailer friend took a copy back off a good customer who filled in the "reason for return" box as "absolute shit". It's going to be an interesting debate for the Technics Mercury Music Prize shortlist meeting next year, especially considering OK Computer didn't win when it was eligible and then went on to become one of the albums of the century. That was mostly due to the album becoming lauded more in retrospect than when it was released.

Personally, I've never been a big fan of the band but can't get into this album at all, which after five or six plays has meant I'll never like it.

I can also see that all the innovative marketing techniques in the world aren't going to turn round the plummeting chart positions.

Maybe the end of the year critics polls will help, but if it ain't in the grooves...

Jon Webster's column is a personal view

Nevkla makes first PPL moves

PPL has begun to put in motion newly-appointed executive chairman Fran Nevkla's vision of the organisation, with the announcement at last week's annual general meeting of two online licensing facilities.

A "member-claims" facility, launched this January, will enable copyright owners to search a database of several thousand unclaimed tracks through PPL's website, identifying any tracks which they own. Further repertoire data will be added next year to enable members to update and correct entries. In a parallel development, users will be able to apply for PPL licences online for the first time from next week.

It was also announced that PPL has entered into data-sharing agreements with Sena in the Netherlands, and further arrangements with collection societies in France, Germany, Spain, Sweden and Italy are likely to follow.

The moves into the online territo-

ry come after the appointment of former Warner Music UK director and business affairs chief Nevkla at the helm of the collection society in October last year. Nevkla's move from head of external affairs to head of business. At the time of his appointment, Nevkla spoke of the threat of extinction if PPL and other societies did not move forward.

At last Thursday's AGM, Nevkla was hopeful of a spirit of co-operation throughout the industry as e-commerce increases, although he conceded that the music business as a whole is "driving somewhat in the dark" and cautioned online companies which are disrespective of copyright.

"Provided PPL gets the necessary mandates from its members, we shall be ready to conduct negotiations with those who are serious, rather than frivolous or anarchic," said Nevkla. "Nothing in this world is free and music must be no exception."



Myers: new Wipit system

ly be downloaded for beta testing, while the company plans to offer the service – which is due to launch

next year – to consumers on an annual licence fee basis, at a level "substantially lower than £50". Revenues will be supplemented by targeted advertising sales.

"Everyone thought we were mad when we launched the free internet access model two-and-a-half years ago," says Myers. "But what we know we could build it on advertising revenues and we're reviving the same formula to Wipit. We will be able to offer relevant promotions such as concert tickets and artist merchandise."

MOS and LWT in joint TV venture

The Ministry Of Sound (MOS) has formed a joint venture with LWT Entertainment to pitch ideas for new dance music shows to broadcasters around the world.

LWT is now the UK's biggest commercial supplier of music programming with formats such as An Audience With... The Record Of The Year, Live For You and the Mania series for ITV as well as The One & Only and Smash Hits TV for Sky One and the Videodrome strand for Channel Four.

The deal with MOS was brokered by LWT head of entertainment Bob Maslin and MOS's head of TV Ben Schaffer who set up the company's film and TV division in August.

"We met with pluggers three years ago and told them we wanted music to become an integral part of the LWT and TV schedule and we have done that while also making numerous music shows for other broadcasters," says Maslin.

The joint venture will enable the two companies to pitch ideas to broadcasters together and a few ideas have already been placed, including one suggestion for a dance music-based travel show.

It's Elvis vs Beatles in battle of the best ofs

by Steve Hemsley
BMG is rushing to release Elvis Presley's 50 Greatest Hits in a bid to upstage EMI's highly-publicised Beatles best of 1, this Christmas.

The double album comes out on November 20, one week after the Beatles compilation and is described as a priority autumn release by BMG even though it was not even mentioned at the company's sales conference in September.

It is backed by a £500,000 promotional spend, including the largest TV budget for any Presley album. And product manager Charlie Stanford insists the company has been planning the release for almost a year.

"We have kept things quiet because we had been undertaking consumer research to assess how much demand there would be. When we heard the Beatles album was to be released we quickly added a question to the survey asking if this would stop people buying the Elvis compila-



Presley best of: £500,000 spend

tion. In fact the feedback suggested that around 72% would be tempted to buy both as they are two ideal Christmas presents," he says.

Presley and The Beatles have both had 17 UK number ones and the combined sales of the last three Presley TV-advertised albums - Always On My Mind, The Essential Collection and All Time Greatest Hits - have totalled almost 1.5m units.

The commercial was created by the agency Big Chief Films which was unable to use any Presley footage because all images are strictly controlled by his estate. Instead the 30-second ad uses actors in everyday situations singing classic Presley songs and surrounded by subtle reminders of the artist, such as a Presley calendar in a cafe.

Edwin Berthold, who produced the commercial, says, "We have attempted to demonstrate that Elvis still appeals to all ages and all social classes even 23 years after his death."

The TV campaign is complemented by half-page advertisements in The Sun and The Mirror while a number of last-minute retail promotions have been awarded including one with Woolworths, which will give away an exclusive print with every album, and Tesco which will make it the Super Album of the Week offering customers extra loyalty Clubcard points.

BNTV IN AWARDS BONANZA
BNTV in London, UK was seven awards at the Promax UK 2000 Awards. Only the BBC collected more as the music channel's On-Air team collected three golds while two awards went to the MTV Dance Floor Chart. Balaicras 2000. MTV also won gold in the People's Choice category for The Kabab Shop Westsiders Britney Spears spot and the silver for best use of humour. Other awards went to VH1's On-Air team for Ideas promoting the channel's new look from March while the MTV2 website was also honoured.

VIRGIN RADIO GOES ON HEALTH KICK
Virgin Radio and the digital radio network Digital One have teamed up with health clubs to promote the digital format. Posters and leaflets will be distributed through clubs and each month one digital radio tuner will be awarded as a competition prize.

KIP AGENCY ATTRACTS GILSENAN
Former Slice PR director of youth and digital media Ziggy Gilsenan has joined media agency KLP as media director. She is working with clients including Guinness, Bass and Carling to develop music-related promotions and events targeting their youth audience.

MCKENZIE LANDS HD ROLE AT EMAP
Emap Performance has appointed Malcolm McKenzie as managing director for music and events. He joins from MTV Networks Europe where he was previously head of Eastern Europe. Among the events he will oversee are the Kiss club nights.

OASIS LABEL IN E-CARD PREHEY
The Big Brother label is backing today's (Monday) release of the Oasis live album Familiar To Millions with an interactive postcard featuring a selection of live video clips of tracks from the album.

COLDPLAY SCORE DOUBLE PLATINUM
Coldplay's Parachutes and Westlife's Coast To Coast were certified twice-platinum by the BPI in November as Russell Watson's The Voice turned platinum.

HOW TV SHOWS' RATINGS COMPARE

Programme	This week (000s)	% change on 1999
Top Of The Pops*	4,760	-12.6
Top Of The Hits*	3,170	-12.6
SMTV	2,115	39.2
CD:UK*	2,198	17.2
The Popul Chart	1,609	-6.8
Live & Kicking	1,022	-32.0
Top Of The Pops Plus**	1,011	n/a
Planet Pop (Sun)	548	-17.2
Later	560	-9.6
Videotack	522	n/a
World Clubbing	264	n/a
Dance 2000	210	n/a

*combined totals ** BBC2 Sunday ** BBC2 TV
Source: Mediamark TMB for 9 October 30 2000

Kerrang! redesign to target young readers

Emap Performance is redesigning rock title *Kerrang!* to appeal to its growing number of young readers.

Managing director for rock, Dave Henderson, says the growth in new US bands such as Blink 182 has prompted younger rock music fans to turn to *Kerrang!* for its authoritative editorial. In the last 180 issues for January to June 2000, the magazine recorded a 10% increase in its year-on-year circulation to 45,342.

"The design has been refreshed to make it more accessible to new readers while continuing its commitment to breaking new acts," says Henderson.

To mark the revamp, the latest issue has been guest edited by Marilyn Manson in a deal which will promote the artist's new album *Holy Wood* which is released today (November 13). The next six issues of *Kerrang!* will also carry promotions including cover-mounted CDs or posters.



Universal Jazz is sponsoring a London taxi for the next six months to promote its six imprints GRP, Verve, Emarec, Impulse!, Jazzland and Blue Thumb and the launch in the new year of its internet site www.ijazz.org. The cab will be sited around London's key jazz venues. In-car posters will ask passengers to press a red button if they want to hear music and speakers set up in the back of the taxi will play six CDs on rotation. This month passengers will hear previews of Al Jarreau featuring Phils Dawg (GRP), Courtney Pine (Blue Thumb) and Regina Carter (Verve). The taxi's driver - who is an expert on the genre and was also a jazz drummer - will distribute up to 4,000 copies of the label's magazine *Jazz Time* during the promotion. The deal is part of the label's sponsorship of the London Jazz Festival and Universal's head of jazz, Nathan Graves, says, "The best way to absorb music is in the car and this cab has been turned into the ultimate listening booth."

AUG/SEPT'S TOP TV ADVERTISERS

by STEVE HEMSLEY

The flood of dance compilation albums linked around the summer seasons in July as well as the main UK festivals ensured a big increase in TV advertising spend for music during August and September.

Record companies spent £6.4m over the two months, which was £1.3m more than in the previous year, while the number of albums given a TV budget this time was up by 28 (32%) to 216. The average expenditure, however, fell slightly by 6% from £58,000 to £55,000.

By the end of September, the Kiss In Ibiza 2000 album had achieved its aim of reaching number one in the compilation chart following a spend of around £220,000. However, the Ibiza Annual - Summer 2000 from Ministry Of Sound, which it replaced at the top in the same rundown, was supported by only around £100,000 according to media buying agency Mediamark which compiles the figures on behalf of Music Week.

Mediamark director Martin Cowie says, "The big-selling compilations always spend the most on TV, with the exception of Ministry who do not seem to need to spend as much because they are the brand."

The Kiss brand is also strong and is loaning Sam Emay to Ministry's Emap business development director John Mansfield's agency using the Kiss name ensures the album stands out in such a competitive market.

"There is a danger that the Ibiza sector is becoming saturated. You need a strong brand and TV ads to achieve the kind of sales we are looking for. The campaign has worked as the album is still in the compilation chart Top 20," he says. The label spending the most on TV advertising so far this autumn was Warnerzap which spent around £350,000 advertising Space. The campaign was strategic

TOP 10 TV-ADVERTISED ALBUMS - AUGUST/SEPTEMBER 2000

Artist	Album	Aug 00 campaign	Spend	Start date
1	VARIOUS: Space	£350,000	August 18	
2	VARIOUS: Breakdown	£290,000	August 21	
3	VARIOUS: Best Dance Album Vol 2D	£270,000	August 21	
4	VARIOUS: Creamfields	£240,000	August 27	
5	VARIOUS: Fresh Hits Vol 2	£240,000	September 3	
6	RONAN KEATING: Roman	£220,000	August 4	
7	VARIOUS: Kiss In Ibiza 2000	£220,000	September 9	
8	MELANIE C: Northern Star	£205,000	September 9	
9	VARIOUS: Ibiza Uncovered 2	£170,000	September 9	
10	THE CORRS: In Blue	£150,000	July 16	

Source: Mediamark TMB. Figures based on estimated average lifespan price.

with no ITV slots booked, but heavy support on Channel Four instead.

Polydor spent the most money advertising an artist album in August and September. A budget in the region of £220,000 helped to secure a new entry at number one in the album chart on August 12 for Ronan Keating's Roman after selling 176,000 copies in the first week of release.

MUSIC TO YOUR EARS

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Orders placed before 6pm

Delivered Next Day
4th to 22nd December inclusive

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Free of Charge
During November & December

Weekday pre-noon delivery

Free of Charge
from 27th November -end of December

Weekday Order Desk Opening

8.30 to 18.00
From 4th December and throughout 2001



Weekend Ordering - December

Saturday	2nd & 9th	12.00 - 16.00
Sunday	3rd & 10th	10.00 - 15.00
Sat & Sun	16th & 17th	10.00 - 18.00

Customer Care - December

Saturday	9.30 - 15.00
Sunday	10.00 - 15.00

Distribution Centre will be

CLOSED on

Saturday 23rd December
Sunday 24th December
Monday 25th December
Tuesday 26th December
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COLLEN FOCUSES ON A&R ROLES

EMI-Chrysalis managing director Mark Collen has announced details of a new A&R strategy, which is based around the decision not to appoint an A&R director to replace Sas Meftal, who left the company earlier this year. "I want to remove some of the unnecessary hierarchical layers to encourage more creative freedom and to open up more channels of communication," says Collen. The label intends to develop its range of affiliated repertoire sources – currently including Postiva, Heavenly and Robbie Williams, Geet Halliwell A&R manager Chris Briggs – along with adding creative strength to the existing A&R department.

BLACK GRAPES' KERMIT WINS NEW DEAL

Silverstone/IVE Records A&R manager Dave Wiberley has signed Big Dog, fronted by former Black Grapes vocalist Kermit, to a worldwide deal. The four-piece are currently working on material for their debut album in a cottage in the Snowdon area.

SALMON CONFIRMS MINISTRY MOVE

INcredible A&R manager Ric Salmon is leaving the Sony imprint to take up a similar role at the Ministry Of Sound label group. Salmon will work alongside head of A&R Ben Cooke across the range of labels within the Ministry group, including Data, Substance, Sport, Sound Of Ministry and Rulin'. Prior to joining Sony earlier this year, Salmon was label manager at Serious Records, whose successes include Universal-licensed Soulqu. **SONIQ.**

COPS LAUNCHES UNUSIONED COMPETITION

Music and software manufacturer COPS is organising a competition for unsigned bands with a first prize of an integrated recording and replication package. Demos are being accepted until January 15. Forms can be collected at Music Live 2000 at Birmingham's NEC between 17-19 November or from its website www.cops.co.uk. The competition is in support of the launch of On The Beat, a new recording, mastering and pressing service aimed at emerging artists.

INCENTIVE SNAPS UP GEBIUS KRU

Incentive has signed Genesis Kru – dubbed the first 2-step boy band – following the underground success of their track Boom Selection, which first appeared on Scott Garcia's Kronik label earlier this year. The track has already enjoyed heavy support from Radio One's Dream Team, which Incentive intends to build on quickly with a release in January following remixes of the track. The five-piece act was formed around a nucleus of two DJs – Trimmer and Sean T – who have built up their profile on popular London pirate Flex FM.

NW PLATIST

Eric Prydz – Get Down (Regal) The next step of funky house about to rock the disco-tech (single, tbc); M-Dubs feat Lady Saw – Bump 'n Grind (Telstar) The 2-step anthem is already destined for Zetland (single, Dec 4); Nelly Furtado – On The Radio (Dreamworks) A melting pot of influences with her own unique stamp on (single, Feb); Public Domain – Operation Blade (Blister) Anthem is already destined for Zetland (single, Nov 20); Ryan Adams – Heartbreaker (Cooking Vinyl) Solo debut and challenger for an country album of the year (album, now); Granger – The Quiet Vibration Land (Amazing) Grease/Poptones) Sunshined soaked psyche pop from Pavement's drummer's label (album, Nov 20).

East West is intending to leave Christmas exposure for Oxide & Neutrinio's Christmas single No Good 4 Me (featuring Muggman, Romeo & Lisa Mafia from So Solid Crew) as part of the long-awaited debut album of the band as an album act. The garage act start an extensive tour in December, including playing 2 PAs per day in under 18 garage clubs. They will also appear on The University tour during February/March 2001 and are planning a Glastonbury appearance. The single (released on December 18) is serviced to commercial radio next Monday (November 20) following widespread support across underground stations including Flex, Flex, Delight, Uddance, DeJavu, Uptown and Life.



Big Brother's Craig Phillips lines up Christmas chart bid

by James Roberts

Record companies are scrambling to finalise their Christmas singles plans as Craig Phillips – winner of Channel Four's Big Brother – becomes the latest contender to enter the ring following his signing last week to WEA imprint Eternal.

Phillips completed work on his single last night (Sunday), with the track due to be mastered today (Monday). This Time Of Year is an original song written by Steve Lee and Chris Anderson – one half of the Rive Droite writing team. The single – one of which a proportion of proceeds will go to the Downs Syndrome charity – is initially scheduled for release on December 11.

Eternal Records managing director Steve Allen says, "[the track] is not a million miles away from Westlife, a big vocal ballad that's a bit groovier than Robson & Jerome. I've always been a sucker for Christmas singles. The vocal sounds like a cross between Ian Brodie and The Beautiful South's Paul Heaton."

Allen also admits some surprise with the reactions to the single demo. "It's amazing to see how everyone has reacted so well to it. It here (WEA) and actually seen a bit of old-fashioned A&R coupled with a label really pulling out all the stops logistically to get it done," he says. William Hill was offering odds of 13/1 on



Phillips: "groovier than Robson & Jerome"

Craig Phillips being the Christmas number one at the time of going to press. However, the bookies favourite remains Westlife with odds of just 4/9 on them succeeding their second successive Christmas chart topper, following last year's 213,000 first week sales for I Am A Dream/Seasons In The Sun.

RCA has yet to officially confirm the choice of a Westlife Christmas single, though it is likely to be a track from the Christmas TV show Motown Mania, possibly an adaptation of the classic My Guy. However, several sources within the label suggest it may still be more sensible to hold back until the New Year

R&B producer to work on The Beta Band's next LP

The Beta Band have made a surprise move in choosing UK R&B producer C-Swing for duties on their second studio album, with recording on due to start in the New Year. The Regal act had spent several months looking for the right collaborator, initially talking with rock producers like David Navaro and accordion hook-ists Rick Rubin and Steve Mason was alerted to C-Swing by chance while visiting Parlophone's London office, where he heard a track C-Swing had produced for Parlophone labelmate Jamelia. The track which sparked the interest, the brass and accordion hook-laden Boiz, was initially intended as a B-side laden Boiz, but was later held back for release as a single. The track is expected to be released in summer 2001.

C-Swing is currently producing tracks with Beverly Knight for her next album, which is due out in the spring.

to release an uptempo track, so as not to saturate their fanbase that has given the record breaking act two number one singles and a number one album in just six weeks.

As it currently stands the rest of the field is wider confirmed than ever. Robbie Williams last week confirmed the release of Sing When You're Winning album track Supreme (odds 13/2) as his contender, while a shift in release date from late November to early December for Eminem's Stan (odds 7/2) has increased the chances of the Dido-sounding track sustaining its demand throughout the festive period.

Kismet/Arista's Touch Me by Rul Da Silva is leading the pack of dance tracks aiming for pole position, which also includes Xtravaganza's hard house anthem Operation Blade by Public Domain and Huelle's Phat Bass by Warp Brothers Vs Aquagen. Touch Me has already received support across the board from specialist DJs ahead of its full promotion later this month. Meanwhile East West is hoping that the release of Oxide & Neutrinio's second single (see above) – as part of the long-term development of the act – will stand out among the crop of dance and one-off singles.

The usual novelty angle is this year covered by the pairing of Winnie Jones & Jools Holland on Mad Bad Leroy Brown, with odds of 16/1.

LABEL TIPS

The year Go Beat had success with artists as diverse as Gabrielle and Architects. Now the label is preparing to head into 2000 with new signings.

Between management duties for Faithless' Rollo, Go Beat managing director Ferry Unger-Hamilton is continuing to push his eclectic roster forward, with several of the label's most recent signings enjoying breakthrough success.

Vocalist Nana has been reunited with garage duo Architects – who comprise Tre Lowe and City – for the follow up to their top three hit Body Grove, on which she made her debut. The single was the act's first official release following their widely acclaimed remix of Brandy & Monica's 'I'm a Mine, which sold more than 20,000 white label copies (plus an estimated 15,000 bootlegs) for the group. The follow up single Show Me The Money, scheduled for release in February, will be followed by a third single and album and is a clear priority for the label in 2001.

Looking ahead, Go Beat is continuing to mine the crossover R&B/garage vein with a yet-to-be



Russell Nash: Lynchpin of UK soul signing

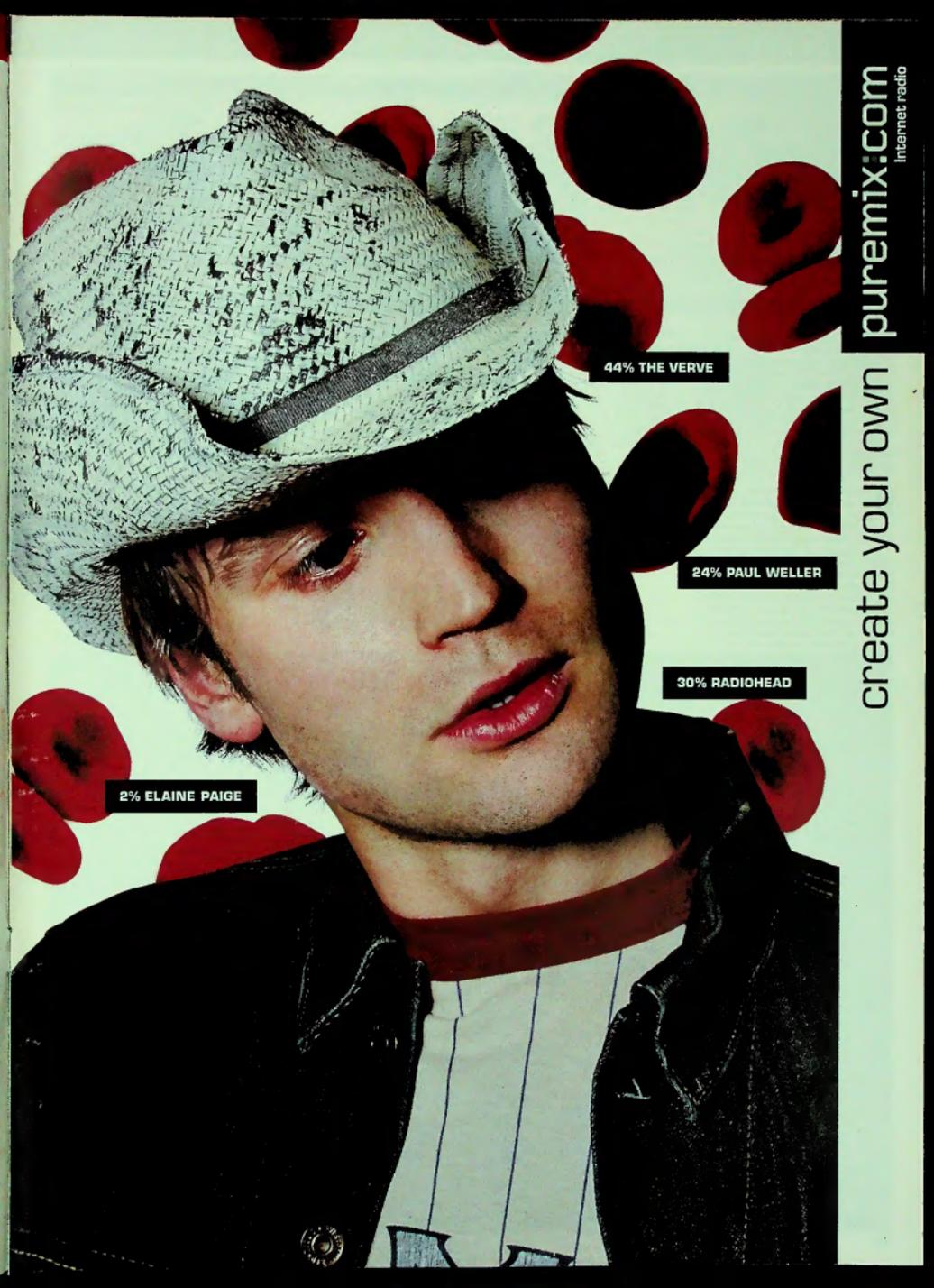
named project, based around two 20-year-old Asian Londoners, which was signed last week. The duo appeared ready-made with a track that £1,000 it will be a Top 5 hit next year.

While the label has associated itself with the 2-step scene through acts such as Architects and a string of credible Gabrielle remixes, it is also continuing to invest in UK soul in the shape of Nash, whose combination of folky-sweetly winning over the country, including a pining across the country, fans with continued gigs shows at London's Ronnie Scotts.

Unger-Hamilton was alerted to the singer-songwriter and his band after his debut single was released on Rotating, the label supported by long-running London club night Rotation. He later became convinced after seeing a performance at Notting Hill Carnival. "Nash has great talent, great songs, great style. It's as simple as that," he says.

While Nash is an obvious example of leading British soul, Unger-Hamilton is not complacent about achieving instant recognition for the five-piece given the current climate. "We might have to wait for Nash's time to come," he says. Nash's debut, single 100 Million Years is released in January, with an album to follow later in the year.

Amid these new artists, Gabrielle remains the highest profile mainstream act on the label. Her exposure will be maintained in the time between studio albums via new track Out Of Reach, co-written with Jonathan Shorter, who also cowrote her hit Sunshine. It is likely that Out Of Reach will appear on a forthcoming film soundtrack. "Two films want the track at the moment – Denzi Washington's Return Of The Titans film and Bridget Jones's diary," says Unger-Hamilton. Gabrielle is due to start work on her third album in the New Year.



2% ELAINE PAIGE

44% THE VERVE

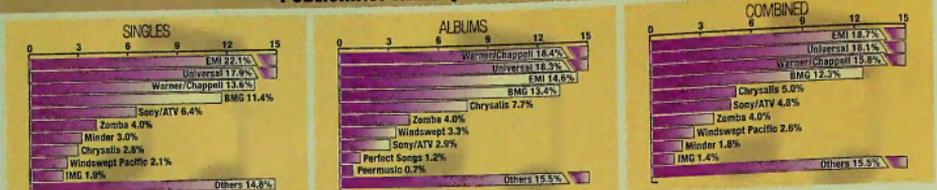
24% PAUL WELLER

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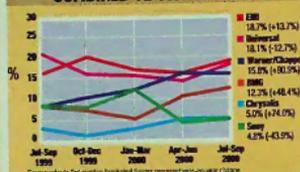


Source: Compiled by Ena from Midway Brown data. Based on chart panel sales from the A sides of the top 100 singles and top 50 albums from July to September 2000

TOP 10 SINGLES FOR Q3 2000

Rank	Title/Artist	Label	Publisher
1	ROCK DJ Robbie Williams	EMI	22%/BMG 18%/Minder 60%
2	GROOVEJ (IF THIS Ain't LOVE) Spiller	EMI	30%/IMG 23%/Universal 47%
3	7 DAYS Craig David	Warner-Chappell	50%/Windswept Pacific 50%
4	LIFE IS A ROLLERCOASTER Bryan Keating	EMI	50%/Warner-Chappell 50%
5	OUT OF YOUR MIND Tina Turner	EMI	50%/Universal 50%
6	FREESTYLER Benetton	BMG	100%
7	THE REAL SHAMUS	Bug	20%/BMG 50%/Enimem
8	LADY (YOU'RE ME TONIGHT)	Warner-Chappell	10%/Copyright Control 20%/Mindy
9	I TURN TO YOU Mariah C	Sony	25%/Universal 50%/EMI
10	MUSIC Madonna	Warner-Chappell	25%/EMI 100%

COMBINED 12-MONTH TREND



TOP 10 SONGWRITERS FOR Q3 2000

Rank	Writer/Artist	Label	Publisher
1	WILLIAMS/CHAMBERS/ANDREWS/PIGFORD/PARIS	EMI/BMG/Minder	
2	SPILLER/ELLIS-BETTOR/GIBBS/MONTANA/WALKER	Spiller/Universal/EMI/IMG	
3	DAVID/HILL/HLII Craig David	Windswept/Warner-Chappell	BMG
4	BERRYMAN/BUCKLAND/CHAMPION/MARTIN	Cooleyday	Chrysalis
5	GRAY David Gray	EMI	
6	GORR/CORR/ROD/CORR The Cors	EMI	
7	KEWELLS/ALEXANDER Ronan Keating	Universal/EMI	
8	HAMADZA/CIACCONE Madonna	Warner-Chappell	
9	DAVID/HILL Craig David	Windswept/Warner-Chappell	
10	COSTER/YOUNG/MATERS/ELIZONDO	Enimem	Warner-Chappell/BMG/Bug/Windswept

Universal may have swallowed up one of the world's biggest independent music publishers in August, but even that has not been enough to stop EMI Music taking its firmest grip on the market shares for two years.

The acquisition of Rondor helped Paul Connolly's team to deliver its best showing this year, but EMI's Charing Cross Road-based outfit is starting to dominate the top of the publisher chart in a way it did before PolyGram and MCA's respective catalogues merged to become the all-powerful Universal Music Publishing. Indeed EMI's victory in quarter three was its fourth in a row, completing its longest stay at the top since the first period of 1998 when it clocked up its eighth successive victory.

Since then Universal has muscled in on two occasions, but has not been able to take the lead since the third quarter of 1999 when it produced the highest market share in its history. This time it came the closest to overtaking EMI since then; however, its rise from 14.2% in quarter two to 18.1% was more than matched by EMI, which added 2.6 percentage points to hit 18.7%.

On singles, Peter Reichardt's operation rallied to reach 22.1% - its highest since the second quarter of 1998 - as it made claims on four of the quarter's five biggest hits. Robbie Williams led the way with Rock DJ, with EMI claiming 22%, BMG taking 18% for Guy Chambers' contribution and the remaining 60% going to independent Minder because of its use of the Barry White hit 'E's Ecstasy (When You Lay Down Next To Me)'. Elsewhere EMI boasted 30% of the Spiller hit Groovej (If This Ain't Love) - the second best seller of the quarter - 52% of Ronan Keating's 'Life Is A Rollercoaster' (fourth) and half of the True Steppers effort Out Of Your Mind (fifth).

EMI was brought back to reality, though, on albums, where its 14.8% was outgunned by both Warner/Chappell and Universal, both of which beat it by at least 3.7 percentage points. Outside of the quarter's overall biggest album Now! 46 - made up of 16.6% EMI repertoire - Williams was again the company's key contributor, giving it 46.6% of Sing When You're Winning's \$58.0 million sales to the end of the period. It was also represented on the likes of Keating's Ronan album, Whitney Houston's The Greatest Hits and S Club 7's 7.

Along with taking the overall runners-up crown, Universal also had to settle for second spot on both singles and albums. However, it had a more even spread than EMI in the two markets; just 0.4 percentage points separated its respective totals. It made its greatest progress on albums, gaining 6.1 percentage points from the previous

EMI dominates as Williams leads the field

Reichardt's team takes the crown for the fourth consecutive quarter, but Universal's challenge is its strongest this year

MINDER BENEFITS FROM ROBBIE SMASH



Source: Compiled by Music Week from GfK data

There surely can be few bigger fans of Robbie Williams (pictured) in independent music publishing at present than the team at Minder Music.

The singer's decision to rework Barry White's top five US smash 'It's Ecstasy (When You Lay Down Next To Me)' into what became the number one hit Rock DJ has propelled the company from nowhere into the indie publishing Top 10 to stand in fourth place in quarter three. Minder claimed a 60% share of the song, which was the biggest-selling single of the period and gave the company 5.8% of the indie market.

Chrysalis Music had an equally enjoyable third quarter, more than doubling its overall market share to knock Zomba off the indie league table with 16.6%. The company particularly impressed in the albums market, led by a 91% stake in David Gray's White

Ladder. It opened an 11.3 percentage point gap over nearest challenger Zomba to finish with 23.7%. Its 9.8% share of the indie singles market, though, was only good enough to place it third behind Zomba (14.0%) and Minder (10.4%).

The purchase of Rondor by Universal during the quarter saw the indie disappear from the rankings, leaving more of the cake to be shared between the remaining players. Among those to benefit was Windswept Pacific, which is quickly proving itself again to be a key independent publisher despite the sell-off last year of much of its catalogue to EMI. The main reason for its renewed strength is Craig David, with Windswept claiming 41% of his chart-topping Born To Do It album and helped it to Top 10 overall among Indies with 7%.

quarter following a run which included 90% of The Cors album In Blue, more than a quarter of the Keating album, 24% of Whitney Houston's best of, 23% of Madonna's Music and 25% of S Club 7's second album. Its progress on singles was less marked but still impressive, improving by 2.4 percentage points on quarter two's total to reach 17.9%.

Richard Manners' Warner/Chappell team may have dipped on singles, but it held onto its album crown for a second quarter as its share rose by 1.7 percentage points to 18.4%. Its triumph came out of a fiercely fought battle with Universal, which finished just 0.1 percentage points behind, but it was the company's wide spread of claims that helped seal victory. Indeed, Sing When You're Winning and In Blue were the only two of the quarter's 10 biggest-selling artist albums that did not boast a Warner/Chappell credit somewhere, with its claims ranging from just over 7% on Keating's album to 99.4% of Moby's Fly.

EMI - in fourth place on singles, albums and overall - has dramatically turned around its performance after a pretty disappointing start to the year, rising from just 5.1% in quarter one to 10.5% in the second quarter to 12.3% in period three - its highest combined figure to date.

The company has shown the most significant improvement on albums, improving by 5.2 percentage points between quarters two and three on the back of a run which included Guy Chambers' contribution to the Williams album, around a third of Enimem's Marshall Mathers LP and all of Cooleyday's Parachutes. In contrast, it fell back by a meagre 0.6 percentage points on singles compared with the previous quarter to give it 11.4% - more than double the share it achieved in the first three months.

Sony/ATV, which hit record heights in quarter one, has seen its market share more than halve since then. Its decline on albums is the most notable, having hit 16.3% in the opening three months, it dropped to just 2.9% in quarter three, a 562.1% decline which left it in eighth place.

The company has been more solid on singles, however, with its 6.4% in quarter three good enough for fifth place.

Others who have seen some real shake-ups in the market shares compared to the start of the year. With BMG and Warner/Chappell in the ascendancy and Sony/ATV now struggling, the order of the chasing pack has been reshuffled, while EMI has not only remained solid at the top but in quarter three hit its highest market share of the year. The fact that Universal achieved the same feat, too, helps set up the closing three months as the toughest quarter of the year to call.

Paul Williams

CLASSICAL news

by Andrew Stewart

VITAMINIC CLINCHES CLASSICAL DEALS

Digital distributor Vitaminic has expanded its range of classical repertoire following negotiations with a number of specialist independent labels. The music website provides internet surfers with a choice of free streaming sound files and high-quality digital downloads for sale.

Vitaminic's dedicated websites in seven European countries and the US will carry classical material from several UK-based labels, including the contents of Opera Rara's acclaimed sampler discs and key releases from Biddulph, Cala and Signum. The company is looking to attract other classical labels and establish further online deals, citing its multi-million monthly page view statistics and high profile as a pop website as powerful incentives to be associated with Vitaminic.

"We offer an online digital package for labels and individual artists to present their recordings," says Videl Bar-Kar, Vitaminic's UK-based head of classical content development. He adds that a track featuring Russian virtuoso violinists from Biddulph, albeit free of charge, has been downloaded more than a thousand times since August. "That is encouraging considering that we have done very little marketing so far towards the classical side of our operation."

Recordings by prominent artists – Sviatoslav Richter, Yevgeny Kissin, Yehudi Menuhin and Andrés Schiff among them – and such left-field contemporary composers as Harry Patch are included as part of Vitaminic's strikingly varied classical catalogue.

"We sign what is effectively an online distribution licence with labels," says

Bar-Kar. "That amounts to an agreement for tracks to be kept on our server and distributed throughout our sites. There are no demands that we should sign up an entire catalogue, but we are building relationships with particular labels."

UNIVERSAL CATALOGUE IS BOOSTED

Universal Classics, with the Decca, Philips and Deutsche Grammophon labels at its disposal, is responding to critics of its strategy for catalogue exploitation. Since his appointment last January as catalogue manager for the UK division of Universal Classics and Jazz, Graham Southern has worked to inject fresh life into neglected archive material and respond to the needs of domestic retailers. "I will be building UK ranges and introducing one-off back catalogue releases," he says.

With popular classical albums and crossover discs occupying an increasingly high-profile part of Universal's business, Southern is eager to underline the message that the company remains committed to its core catalogue. He points out that reissued material will take account of requests from specialist independent retailers and reflect the tastes of UK collectors.

"We listen to what they say on catalogue material and, within commercial reason, want to make the most of recordings that attract interest in the UK market."

A British music series, including such archive treasures as Walter's *Façade* with Dame Edith Sitwell and Peter Pears, is set for launch with 10 discs next spring, while the mid-price Decca "World of..." series returns to UK retailers in February 2001. Southern has also worked closely on the UK launch of Eloquentia, the Universal Classics budget line that has shipped more than 40,000 units since October 16.

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

ALBUM of the week

SHEPPARD: Missa Cantata; Verbum caro. Salisbury Cathedral Boy Chorists; Gabrieli Consort/McCreesh. (Deutsche Grammophon Archiv) 457 658-2. The latest liturgical reconstruction from Paul McCreesh (pictured) and his Gabrieli Consort offers the Procession and



Third Mass of Christmas Day as they might have been celebrated according to the Use of Salisbury during the reign of Mary Tudor. Attention to musicological and liturgical details give a convincing authenticity to this performance. Above all, John Sheppard's rich, highly elaborate polyphonic mass setting, the *Missa Cantata*, is made to shine within its plainsong framework, brought to life by full-blooded singing from the Gabrieli Consort.

REVIEWS

For records released up to November 27 2000

DVORAK: Cello Concerto; SAINT-SAENS: Cello Concerto No. 2. Du Pré, Swedish Radio SO / Cellidächte; Philadelphia Orchestra/Barenboim (Teldec) 8573 853402. Romanian conductor Sergiu Celibidache's son has finally agreed to release the last movement of Du Pré's 1967 Swedish performance of the Dvorak Cello Concerto, allowing Teldec to present the first complete commercial issue of an historical recording. The disc is backed by ads in the national press and December's Gramophone.

SECRETS OF THE HEAVENS – SEVEN HYMNS OF ORPHEUS TO THE PLANETARY GODS: Music by Agricola, Ghizeghem, Isaac, Josquin, Obrecht, etc.

Catherine King, Tucker, Markl Consort (Rivern Records RVRD 53). Globe Theatre artistic director Mark Ryland reads the words of Marsilio Ficino, said to be a direct descendant of Orpheus, who was heard of the Florentine Platonic Academy in the

15th century. The readings are accompanied by improvised Orphic Hymns and suitably Platonic works. It is backed by press ads and a concert in London on November 21.

CHRISTMAS MUSIC: Including cantatas by A Scarlatti and works Bödöcker, Pachelbel, JS Bach and Corelli. Kirky; London Baroque. BIS BIS-CD-1135. This new recording of Baroque Christmas pieces makes a virtue of the soprano Emma Kirky's eternally fresh-sounding voice and technical facility. It will be advertised in December's Gramophone.

ILLUMINARE – CAROLS FOR A NEW MILLENNIUM: Christmas works by Holten, Martland, Ades, Judith Weir, Bingham, MacMillan, Roxanna Panufik, Harle, Taverner, etc. BBC Singers; Quinney/Cleobury (BBC Music WMFE 0063-2). This release presents 20 contemporary carols and seasonal settings, sensitively moulded by Stephen Cleobury and warmly sung by his choir.

Correction: The label credits for Kennedy's *Doors Concerto* featured in last week's issue should have been Decca 467350-2.

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18 NOVEMBER 2000

CHART COMMENTARY

by ALAN JONES

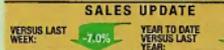


Boy bands continue to dominate the singles chart, with **A1's** Brand New Life just managing to topple Westlife's My Love, selling a mere 1,500 copies more than their rivals, while the **Backstreet Boys'** Shape Of My Heart trails a little further behind at number four. For much of the week, it looked as though all of the top three places would be held by boy bands for only the second time in chart history, but the Backstreet Boys single eventually slipped out of the frame.

The act who managed to push the Backstreet Boys into fourth place was the **Baha Men**, whose debut hit **Who Let The Dogs Out?** continues to change direction every week. The single has moved 3.3-4.2-2.3 so far. It sold slightly more copies last week than the previous week, despite slipping a notch – and was actually the biggest selling single by any act on Saturday, narrowly outselling **A1**, presumably as a result of a further Top Of The Pops airing for the Bahamian group. While record buyers love the



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

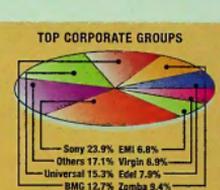


single (it has sold nearly 240,000 copies so far), radio support remains grudging, with the single still short of the Top 50, though only

SINGLE FACTFILE

In the increasingly competitive world of boy bands, **A1's** star continues to rise. The Anglo-Norwegian group register their sixth straight Top 10 hit in just 16 months, and their second consecutive number one, with Same Old Brand New You. It is only two months since the group first topped the chart with their cover of A-Ha's Take On Me, which sold 82,000 copies on its first week in the shops. Same Old Brand New You sold a

more modest 60,500, and tops the chart exactly a year after EveryTime/Ready Or Not entered with 65,500 sales – enough, at the time, only for a number three debut. Both Take On Me and Same Old Brand New You are taken from the forthcoming album 'The A' List, which is due to drop in a couple of weeks, and is expected to fare considerably better than their debut collection Here We Come, which peaked at number 20.



While the Spice Girls and All Saints continue to fly the flag for girl groups, the genre is undeniably overpopulated, with many groups underachieving and/or being dropped. Girl Group are one of the later arrivals on the scene and their debut single Last One Standing – widely tipped as a potential number one – was adjudged a flop when it peaked at number eight earlier this year. The follow up Girls On Top met with more resistance last week, and debuts at number 25 after selling fewer than 9,000 copies. Press and TV support for the project is excellent but once again radio is unimpressed, with Girls On Top not ranking in Music Control's Top 200 last week.

Single sales have been under a cloud all year, and in the last three weeks year-to-date declines of more than 20% have given way to downturns of 31% or 32%. However, this is offset by booming album sales, which are up by a consistent 10-11% over the same period.

INDEPENDENT SINGLES

This Week	Title	Artist	Label (distributor)
1	SHAPE OF MY HEART	Backstreet Boys	Jive 3251462 (P)
2	WHO LET THE DOGS OUT	Baha Men	Epic 0115245 ERE (V)
3	NUMBER 1	Twentynine	BBC Music WMSS 6032 (P)
4	SILENCE (REMIXES)	Deleham feat. Sarah McLachlan	Network 331082 (P)
5	STOMP	Steps	Epic/Jive 3251212 (P)
6	YOU NEED LOVE LIKE I DO	Tom Jones & Heather Small	Que CAGUT 36 (P)
7	WELCOME TO THE PLEASUREDOME	Frankie Goes To Hollywood	ZTT ZTT 166CD (IMV/P)
8	I WISH	R Kelly	Jive 3251262 (P)
9	DOOMS NIGHT	Azido Da Bass	Club Tonic/Jive 0120205 CU (V)
10	ALL GOOD	Da La Soul feat. Chaka Khan	F Communications P12 CDUK (V)
11	GREEN/YE MAN WITH THE RED FACE	Laurent Garnier	Skint Skint 58CD (IMV/P)
12	SUNSET (BIRD OF PREY)	JJZZ	Lakota LAKO181032 (IMV/P)
13	OCTOBER SWIMMER	Greenhouses	Y&K Y&K 019CD (V)
14	WAKE UP THE FUNK	Dons	Trippoli TTX TRAX 068CD (V)
15	DROP THE GUN	Dons	Trippoli TTX TRAX 068CD (V)
16	RISE IN	Slave Ladder	Bredrock BREDROCS 008 (V)
17	WHAT U DO	Colours	Inferno COLORES 30 (IMV/P)
18	NO WORRIES	WR	Mushroom MUSH 9025 (IMV/P)
19	TOO DEAD FOR ME	Azari Teenage Riot	Digital Hardcore DRHMCD 25 (V)
20	WHY DOES MY HEART FEEL SO BAD	Moby	Mute LCOMUTE 275 (V)

At charts © C/M

PEPSI Chart

This Week	Title/Artist	Label	This Week	Title/Artist	Label
1	SAME OLD BRAND NEW YOU A1	Columbia	21	COME ON OVER BABY... Christina Aguilera	RCA
2	MY LOVE Westlife	RCA	22	BEAUTIFUL DAY	Universal Island
3	WHO LET THE DOGS OUT Baha Men	Epic	23	TROUBLE G2	Puretone
4	SHAPE OF MY HEART Backstreet Boys	Jive	24	ROCK DJ Robbie Williams	Chrysalis
5	NUMBER 1 Twentynine	BBC Music	25	WALKING AWAY Craig David	Wiltshire
6	ORIGINAL PRANKSTER The O'Jays	Columbia	26	SEX	Sire/Universal Island
7	SHE BANGS Ricky Martin	Columbia	27	(BUT I GOT) COUNTRY GRAMMAS Holly	Universal
8	I'M OVER YOU Madeline McCulloch	Innocent	28	ONE MORE TIME East Park	Virgin
9	DON'T THINK I'M NOT Leah	Columbia	29	SHOULD I STAY Gayle	Epic/Bass/Island
10	HOLENLEAVE LET LEAD THE WAY Spice Girls	Virgin	30	OVERLOAD Superchick	London
11	BLACK COFFEE In Stereo	Island	31	YOU NEED LOVE LIKE I DO Tom Jones & Heather Small	Sire
12	I'M OUTTA LOVE Aventura	Epic	32	INDEPENDENT WAGON PART 1 Davon D	Columbia
13	LADY (HEAR ME TONIGHT) M24	Sire/Island	33	STOMP Steps	Epic/Jive
14	SILENCE Deleham feat. Sarah McLachlan	Network	34	MOST GIRLS Pink	Lakota/Island
15	MUSIC Medina	Maverick/Warner Bros	35	IRRESISTIBLE The Cars	MCA/Universal
16	BODY GROOVE Anika Nix, Nina	Epic	36	FOREVER MAN... Keshchuggery feat. C. Chapman	Sire
17	BODY 4 BODY Corina de Brando	Flyby	37	DISPENSABLE TENDS Mission: Impossible	Mercury/Puretone
18	GROUNDWAVE (IF THIS Ain't LOVE) Saffire	Puretone	38	PLEASE FORGIVE ME David Gray	HTL/Island
19	IN DEMAND Tens	Mercury	39	THE WAY YOU MAKE ME FEEL Brandy/King	Polydor
20	KIDS Nakula Williams & Kyla Mitchell	Orlyads	40	KENNKRAFF 400 Zanele Nelson	Columbia/Island

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TOP 75

Pos	Title	Artist (Producer)	Label/CD (Distributor)	Cass/Vinyl/MD
1	NEW COAST TO COAST	Westlife (Westlife)	RCA 7432193212 (BMG)	7432193214 (V)
2	NEW FOREVER	Spice Girls (The Spice Girls)	Virgin COVX 2308 (E)	TCO 2308 (V)
3	2 THE GREATEST HITS	Mercury 5402822 (E)	5420824 (V)	
4	1 ALL THAT YOU CAN'T LEAVE BEHIND	Idol #1 (Alanis Morissette)	Island #1 (Island/CD) 12111	UC2 12112 (V)
5	3 BLUR-BEST OF	Food/Parlophone FOOD033 (E)	Blurred (Various) (Parlophone/Various) 503068	FOOD033 (V)
6	4 BUZZ	Ebu (Linn) 2001172 (P)	2001174 (V)	
7	16 PARACHUTES	2 Coldplay (Coldplay/Atlantic)	Parlophone 5273832 (E)	5273834 (V)
8	NEW HALWAY BETWEEN THE GUTTER AND THE STARS	Fabry Sim (Fabry Sim)	Diret #8432 200106 (E)	BMASC 200106 (V)
9	13 BORN TO DO IT	2 Willard (D'Adda)	Willard CDV012 32 (E)	CDV012 32 (V)
10	25 THE MARSHALL MATTERS LP	4 The Marshall Mathers (Eminem)	Mercury/Parlophone 682620 (E)	Eminem (The Marshall Mathers) (The 45 King) 496294 (V)
11	17 WHITE LABEL	2 (The Notorious B.I.G.) (David G. (Ray/Capricorn/Polystar/Vine)	Notorious (Various) (Capricorn/Polystar/Vine) 85738315 (V)	
12	4 SAINTS & SINNERS	London 85739283 (E)	David Gray (David Gray/Capricorn/Polystar/Vine) 85739284 (V)	
13	11 SING WHEN YOU WINNING	3 Robbie Williams (Robbie Williams)	Mercury 529492 (E)	529493 (V)
14	14 THE BARRY WHITE COLLECTION	3 Barry White (Barry White)	Universal TV 857032 (E)	857034 (V)
15	13 THE VERY BEST OF - 1980-2000	4 U2 (U2)	Virgin CDUKX 3 (E)	CDUKX 3 (V)
16	NEW SOUND LOADED	10 (Various)	Ultravox 457769 (E)	457770 (V)
17	17 THE VOICE	3 (Various)	Decca 9467251 (E)	9467251 (V)
18	25 THE GREATEST HITS	4 Whitney Houston (Whitney Houston)	Anista 743217322 (BMG)	743217324 (V)
19	19 MUSIC	2 (Various)	Maverick/Warner Bros 830427022 (E)	830427024 (V)
20	11 PLAY 4	3 (Various)	Mute CDSTUM112 (E)	CDSTUM112 (V)
21	NEW TP-2.COM	1 (Various)	Live 5220262 (E)	5220262 (V)
22	15 RONAN	2 (Various)	Polydor 5481032 (E)	5481034 (V)
23	3 GREATEST HITS	1 (Various)	Virgin CDVUSX 183 (E)	CDVUSX 183 (V)
24	11 IN BLUE	2 (Various)	Atlantic 781235222 (E)	781235224 (V)
25	4 CHOCOLATE STARBUCH AND THE HOT GODS	1 (Various)	Mercury/Polydor 403761 (E)	403763 (V)

26	15 THE WHOLE STORY - HIS GREATEST HITS	1 (Various)	EMI 528222 (E)	528224 (V)
27	24 RISE	2 (Various)	Euro/Diret (Various)	547784 (V)
28	2 THE VERY BEST OF	1 (Various)	ATCO/East West 5458322 (E)	5458324 (V)
29	3 SOLE	2 (Various)	Parlophone 520472 (E)	520474 (V)
30	28 DROPSY I DID IT AGAIN	2 (Various)	BMG 922038 (P)	922038 (V)
31	2 AFFIRMATION	1 (Various)	Columbia 494839 (E)	494839 (V)
32	3 THIS TIME IT'S PERSONAL	1 (Various)	Universal TV 193782 (E)	193784 (V)
33	7 FAITH & INSPIRATION	1 (Various)	Ritz RZ92 (E)	RZ92 (V)
34	27 GOLD - THE BEST OF	2 (Various)	Polydor 548372 (E)	548374 (V)
35	16 GOLD - THE BEST OF	2 (Various)	Chrysalis 529702 (E)	529704 (V)
36	25 THE SQUAD'S BIG MOKA	2 (Various)	Toploader (Ernie/Groove) 494782 (E)	494784 (V)
37	6 BORN	2 (Various)	Decca 4670512 (E)	4670514 (V)
38	11 HEAR MY CRY	2 (Various)	Serious/Universal 159232 (E)	159234 (V)
39	11 CAN'T TAKE ME HOME	2 (Various)	Anista 730082622 (E)	73008264 (V)
40	56 THE HOUR OF BEWILDERBEAST	2 (Various)	XL Recording TMUO 123 (E)	TMUO 123 (V)
41	21 GOTTA TELL YOU	2 (Various)	Wild Card/Polydor 548222 (E)	548224 (V)
42	NEW CHRISTINA AGUILERA	1 (Various)	RCA RCA 67802 (E)	67804 (V)
43	25 ENCORE LINE UP - THE GREATEST HITS	1 (Various)	Melody Music 120 (E)	120 (V)
44	21 KID A	2 (Various)	Parlophone CDK104 (E)	104 (V)
45	11 PAINTING IT RED	2 (Various)	Go Discs/Polydor 548382 (E)	548384 (V)
46	30 GOLD - GREATEST HITS	2 (Various)	Polydor 510072 (E)	510074 (V)
47	11 POPULAR MUSIC FROM TV FILM & OPERA	1 (Various)	EMI Classics 0253062 (E)	0253064 (V)
48	10 THE COLLECTOR'S SERIES VOL 1	1 (Various)	Epic 500992 (E)	500994 (V)
49	53 RELOAD	2 (Various)	EMI GUTM 022 (E)	022 (V)
50	12 THE SLIM SHADY LP	1 (Various)	Interscope/Polygram 910262 (E)	910264 (V)
51	8 LIGHT YEARS	2 (Various)	Perihelion 528402 (E)	528404 (V)

52	54 SUPERNATURAL	2 (Various)	Anista 0782219022 (BMG)	078219024 (V)
53	50 WE'LL KEEP A WELCOME	2 (Various)	Deutsche Grammophon 482034 (E)	482036 (V)
54	7 SAILING TO PHILADELPHIA	2 (Various)	Mercury 545912 (E)	545914 (V)
55	51 WESTLIFE	1 (Various)	RCA 7432173212 (BMG)	7432173214 (V)
56	10 COME ON OVER	2 (Various)	Mercury 700012 (E)	700014 (V)
57	52 NORTHERN STAR	2 (Various)	Virgin COVX 2830 (E)	TCO 2830 (V)
58	52 THE WRITING'S ON THE WALL	2 (Various)	Columbia 494842 (E)	494844 (V)
59	67 THE MAN WHO	2 (Various)	Independents 1500 (E)	1500 (V)
60	77 STORIES FROM THE CITY STORIES	1 (Various)	Island/Island/CD 889 (E)	889 (V)
61	44 PLAY MY GAME	2 (Various)	Virgin CDUKX 80 (E)	CDUKX 80 (V)
62	11 NO STRINGS ATTACHED	2 (Various)	Live 922072 (E)	922074 (V)
63	5 RENAISSANCE	1 (Various)	Island/Island 540222 (E)	540224 (V)
64	4 NO ANGEL	2 (Various)	Anista 743217322 (BMG)	743217324 (V)
65	4 THE REMIXES	1 (Various)	Silverstone 927012 (E)	927014 (V)
66	11 GREATEST HITS	1 (Various)	Parlophone CD 709542 (E)	709544 (V)
67	5 VERO	2 (Various)	Philips 464002 (E)	464004 (V)
68	7 THE MARK TON & TRAVIS SHOW	1 (Various)	MCA/Island 112232 (E)	112234 (V)
69	NEW BLACK MARKET MUSIC	1 (Various)	Fluorite CD100 (E)	100 (V)
70	75 STEPTACULAR	4 (Various)	Ebu (Linn) 951942 (E)	951944 (V)
71	25 WITH EVERYBODY	4 (Various)	Virgin CDUKX 183 (E)	CDUKX 183 (V)
72	42 PLAY/THE B SIDES	1 (Various)	Mute CD035100 (E)	035102 (V)
73	44 2001	2 (Various)	Interscope/Polydor 490862 (E)	490864 (V)
74	21 GREEN DAY (Dr. Dr.)	1 (Various)	Republic 93062002 (E)	93062004 (V)

Legend: NRE Highest new entry, NC Highest chart, Sales increase, Sales increase 50% or more

TOP COMPILATIONS

1	NEW THE ANNUAL 2000 - JUDGE JURY/TALK PAPER	1 (Various)	Universal TV 96038262000A (E)	96038262000A (V)
2	2 NOW DANCE 2001	1 (Various)	EMI VTDCC331 (E)	VTDCC331 (V)
3	3 HUGE HITS 2000	1 (Various)	Warner/BMG TV Sony WSMCDD01 (E)	WMSM01 (V)
4	4 TOP OF THE POPS 2000 - VOL 3	1 (Various)	Universal TV 506762500954 (E)	506762500954 (V)
5	5 KISS GARAGE PRESENTS DU LUCK & MC NEAT	1 (Various)	Universal TV 506939250954 (E)	506939250954 (V)
6	NEW O AWARDS: THE ALBUM	1 (Various)	EMI/Universal VTDCC330 (E)	VTDCC330 (V)
7	6 RELAX MORE	1 (Various)	Classic FM CDV0202 (E)	CDV0202 (V)
8	NEW KISS HOUSE NATION 2001	1 (Various)	Universal TV 506925250954 (E)	506925250954 (V)
9	9 STEVE WRIGHT'S SUNDAY LOVE SONGS	1 (Various)	Universal TV 506925250954 (E)	506925250954 (V)
10	NEW WOMAN 3	1 (Various)	Sony TV/Universal TV 96038262000A (E)	96038262000A (V)
11	7 PEPSI CHART 2001	1 (Various)	EMI VTDCC331 (E)	VTDCC331 (V)
12	4 THE HIT FACTORY	1 (Various)	Universal TV 506925250954 (E)	506925250954 (V)
13	NEW DECADES - STORY OF THE 60'S/70'S/80'S	1 (Various)	Virgin/EMI VTDCC331 (E)	VTDCC331 (V)
14	NEW JAMIE OLIVER'S COOKIN' - MUSIC TO COOK BY	1 (Various)	Columbia SonyTV9502 (E)	9502 (V)
15	10 STREET VIBES 6	1 (Various)	Sony TV/BMG TV 7432173251 (E)	7432173251 (V)
16	3 COYOTE UGLY (OST)	1 (Various)	Curly/Diret 857383242 (E)	857383242 (V)
17	14 NOW THAT'S WHAT I CALL MUSIC! 46	1 (Various)	EMI/Universal TV CDV0202 (E)	CDV0202 (V)
18	15 CLUBMIX 2000 VOL 2	1 (Various)	Universal TV 506872500954 (E)	506872500954 (V)
19	2 TRANCE NATION 4	1 (Various)	Mercury (Various) (Mercury/Various) 5458322 (E)	5458324 (V)
20	8 HARD HOUSE NATION	1 (Various)	Mercury (Various) (Mercury/Various) 5458322 (E)	5458324 (V)

Pos	Artist	Label	Pos	Artist	Label
21	ASIA	4	MERCURY	4	Mercury
22	AKTION	12	BRITNEY	12	Mercury
23	ALANIS MORISSETTE	72	MUSICA	72	Mercury
24	ANDY CUBO	10	NIRVANA	10	Mercury
25	BAD COMPANY	8	PRINCE	8	Mercury
26	BALANCE	5	PRINCE	5	Mercury
27	BELLY	5	PRINCE	5	Mercury
28	BELLY	5	PRINCE	5	Mercury
29	BELLY	5	PRINCE	5	Mercury
30	BELLY	5	PRINCE	5	Mercury
31	BELLY	5	PRINCE	5	Mercury
32	BELLY	5	PRINCE	5	Mercury
33	BELLY	5	PRINCE	5	Mercury
34	BELLY	5	PRINCE	5	Mercury
35	BELLY	5	PRINCE	5	Mercury
36	BELLY	5	PRINCE	5	Mercury
37	BELLY	5	PRINCE	5	Mercury
38	BELLY	5	PRINCE	5	Mercury
39	BELLY	5	PRINCE	5	Mercury
40	BELLY	5	PRINCE	5	Mercury
41	BELLY	5	PRINCE	5	Mercury
42	BELLY	5	PRINCE	5	Mercury
43	BELLY	5	PRINCE	5	Mercury
44	BELLY	5	PRINCE	5	Mercury
45	BELLY	5	PRINCE	5	Mercury
46	BELLY	5	PRINCE	5	Mercury
47	BELLY	5	PRINCE	5	Mercury
48	BELLY	5	PRINCE	5	Mercury
49	BELLY	5	PRINCE	5	Mercury
50	BELLY	5	PRINCE	5	Mercury

18 NOVEMBER 2000

CHART COMMENTARY

by ALAN JONES



Exactly a year since Westlife delivered their only previous album, and precisely three years since the Spice Girls' last record, the group's decision to go head-to-head has ended in a famous triumph for Westlife. After selling 60,000 copies on its first day, almost three times as many copies as the Spice Girls' Forever, Westlife's Coast To Coast strengthened its grip, finally selling nearly 235,000 copies – well over three times as many as Forever's final tally of just over 73,000. For Westlife, it gets their album chart-topping career off the ground, after their incredible run of seven straight number one singles. For the Spice Girls, it's the first time they have failed to take the album prize. Their debut album Spice sold 155,000 copies on its first week in the shops in 1996 (four years ago this week) while Spiceworld's 1997 debut attracted a first-week sale of 192,000. There are some crumps of comfort for the Spice Girls, however. Firstly, although it is their first



Figures show top 10 companies by % of total sales, and separate group shares by % of total sales, of the top 25 artist albums



album for three years, Forever has so far spanned only one single, and may yet prove to have legs. Secondly, although 73,000 is

ALBUMS FACTFILE

It probably cost them a second week at number one on the singles chart, but Westlife's decision to release their second album last week was otherwise a total triumph. Released exactly a year after their self-titled debut album, Coast To Coast storms to number one, with first week sales of nearly 235,000 giving it the third biggest opening week of the year, trailing only Robbie Williams' 313,000 debut with Sing When You're

Winning and Oasis' 311,000 start with Standing On the Shoulder of Giants. It far exceeds the 83,000 first week of Westlife, which narrowly failed to dethrone Steps' Stoptacular on its debut, and has never managed to reach number one, although it has sold a creditable 1,150,000 copies to date. Coast To Coast's opening tally also exceeds the 164,000 start of fellow Irish act U2's new album last week.

is well ahead of the median figure for number one albums this year. Incidentally, both the Westlife and Spice Girls albums succeed in becoming the two biggest sellers last week is despite an almost unanimously bad press, with the Sunday Times' dismissal of Forever ('nothing special') and Coast To Coast ('it stinks') being mild by comparison to some of the vicious press both groups have had to endure.

R. Kelly's R album (another anniversary record, two years old next week) somehow never managed to climb higher than number 27 in the chart, even though

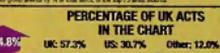
it spawned an incredible nine hit singles (and was a double album for the price of a single). His new album 12.01.00 instantly beats that peak this week, debuting at number 21, with first week sales of nearly 16,000, although the only single from the set to date, I Wish, only reached number 12 last month.

COMPILATIONS

Sales of The Annual 2000 dip by 20% week-on-week but the Ministry Of Sound's hardy annual remains at the top of an unchanged top five, in which every other album also experiences significant shrinkage. The Annual 2000 has sold more than 85,000 copies so far and, if it emulates the performance of previous albums in the series, it will continue at a high level until well into next year. Mixed by Judge Jules and Tall Paul, it includes high profile number one crossover hits like Growoutta (It This Ain't Love) by Spiller and Toca's Miracle by Fragma, as well as less widely appreciated cuts (Afro Medusa's Paslida and Hi-Gate's Canned And Unlabeled) plus yet-to-be-released gems like Camels by Santos and Can You Dig It by Journeyman DJ. The top five continues leaves the EMI/Virgin/Universal compilation Q Awards

– The Album to claim top debut honours in sixth place after selling nearly 14,000 copies. The album includes tracks from icons old and new, including U2, Oasis, Blur, Coldplay, Bady Drawn Boy and JJJ2, and doesn't exclusively feature acts nominated for this year. Its sales suggest it, like the awards it celebrates, could become another annual fixture.

React Music's celebration of its 10th anniversary continue apace with React 10, a compilation of former 60'sies and future classics' compiled into a double CD – one mixed, the other not – with a dealer price of just £1.62 and a rrp of £2.99 – which has been selling fast enough to be the biggest selling budget album for the last fortnight, with 6,000 copies being snapped up already. The album includes tracks by Candi Staton and Mrs Woods, among others.



well on the opening tallies of their first two albums, it is, the second highest sales figure for a number two album this year, and

INDEPENDENT ALBUMS

This	Last	Title	Artist	Label/Distributor
1	NEW	HALFWAY BETWEEN THE GUITTER AND THE STRAPS	Fabry Slim	Skin! BRASSIC 2000 (DMP)
2	1	BUZZ	Steps	Eba/Jive 50112 (P)
3	NEW	TP-2.COM	R Kelly	Jive 922032 (P)
4	2	PLAY	Body Drawn Boy	Mute COSTUMM 172 (V)
5	5	THE HOUR OF BEWILDERBEAST	The Stone Roses	XL Recordings TNLCD 133 (V)
6	3	THE REMIXES	Moby	Silverstone 509152 (V)
7	4	PLAYTHE B SIDES	Moby	Mute LCDSTUM112 (V)
8	10	OOPS! I DID IT AGAIN	Britney Spears	Jive 922032 (P)
9	13	RELOAD	Tom Jones	Gut GUT009 009 (P)
10	8	JJJ2	JJJ2	Lakota LAK C00017 (DMP)
11	6	PERFORMANCE AND COCKTAILS	Stereophonics	V2 VVR 100402 (DMP)
12	11	SHOWBIZ	Musiq	Mushroom MUSH 5000 (DMP)
13	18	NO STRINGS ATTACHED	Hi-Sync	Jive 922032 (P)
14	NEW	THINGS TO MAKE AND DO	Moloko	Echo ECHO 31 (P)
15	7	MIDIAN	Craze Of Fith	Magic For Nations COMMO 666 (P)
16	20	ART OFFICIAL INTELLIGENCE: MOSAIC TRUMP	De La Soul	Tommy Boy TBDC 1348 (P)
17	14	WORD GETS AROUND	Stereophonics	V2 VVR 100408 (DMP)
18	NEW	MISSION ACCOMPLISHED	Tricky	Aes 8952 (P)
19	15	WODKIE	Wackie	Soil II Soul/PIAS S2900118 (D)
20	12	YOU'VE COME A LONG WAY, BABY	Fabry Slim	Skin! BRASSIC 11CD (DMP)

MARKET REPORT



Figures show top 10 companies by % of total sales, and separate group shares by % of total sales, of the top 25 artist albums



Figures show top 10 companies by % of total sales, and separate group shares by % of total sales, of the top 25 artist albums



THE YEAR SO FAR...

TOP 20 SINGLES		TOP 20 SINGLES	
1	PURE SHORES	ALL SAINTS	LONDON
2	IT FEELS SO GOOD	SONIC GUN	UNIVERSAL
3	ROCK DJ	ROBBIE WILLIAMS	CHRYSLER
4	TOKA'S MIRACLE	FRAGMA	POSITIVA
5	GROOVEJET (IF THIS AINT LOVE)	SPILLER	POSITIVA
6	FILL ME IN	CRAIG DAVID	WILDSTAR
7	REACH	S CLUB 7	POLYDOR
8	RISE	GASPERLE	GO BEAT/POLYDOR
9	THE REAL SING SHADY	EMINEM	INTERSCO/POLYDOR
10	OOPS! I DID IT AGAIN	BRITNEY SPEARS	JIVE
11	7 DAYS	CRAIG DAVID	WILDSTAR
12	NEVER BE THE SAME AGAIN	MELANIE CUSA LEFT EYE LOVES	VIRGIN
13	LADY (HEAR ME TONIGHT)	MADONNA	POLYDOR
14	AMERICAN PIE	BLOODHOUND GANG	MAVERICK/WARNER BROS
15	THE BAD TOUCH	RONAN KEATING	GEFFEN
16	LIFE IS A ROLLERCOASTER	TRUE STEPPERS/BOWERS/BEEKHAM	POLYDOR
17	OUT OF YOUR MIND	BOMFLANK MCS	INCREDIBLE
18	BREASTLIER	GARIBUE	NEO
19	ANGSTORM	MELANIE C	VIRGIN
20	I TURN TO YOU		

© CML Last week's position represents chart from three weeks ago

18 sept 2000

THE OFFICIAL CHARTS

music week

albums

THE OFFICIAL UK CHARTS
 BIC RADIO 1
 97.5-99.1H
 TOP 100
 SUPPORTED BY **worldpop.com**



- 1** **SAME OLD BRAND NEW YOU**
At Columbia
 RCA
- 2** MY LOVE Westlife
 Ediel
- 3** WHO LET THE DOGS OUT Batha Men
 Jive
- 4** SHAPE OF MY HEART Backstreet Boys
 Jive
- 5** NUMBER 1 Tweenies
 SBC Music
- 6** ORIGINAL PRANKSTER The Offspring
 Columbia
- 7** SHE BANGS Ricky Martin
 Columbia
- 8** I'M OVER YOU Marianne McCutcheon
 Innocent
- 9** DON'T THINK I'M NOT Kandi
 Columbia
- 10** HOLLER/LET LOVE LEAD THE WAY Spice Girls
 Virgin

- 11** (HOT S**T) COUNTRY GRAMMAR Nelly
 Universal
- 12** DISPOSABLE TEENS Marilyn Manson
 Nothing/Polydor
- 13** SILENCE (REMIXES) Delerium feat. Sarah McLachlan Netwerk
- 14** COME ON OVER BABY (ALL I WANT IS YOU) Christina Aguilera RCA
- 15** I'M OUTTA LOVE Anastacia
 Epic
- 16** STOMP Steps
 Ebu/Jive
- 17** BY YOUR SIDE Sade
 Epic
- 18** BODY GROOVE Architects feat. Nana
 Go! Beat
- 19** FRODO BAGGINS
 New Line
- 20** SHOULD I STAY OR SHOULD I GO
 The Notorious B.I.G.

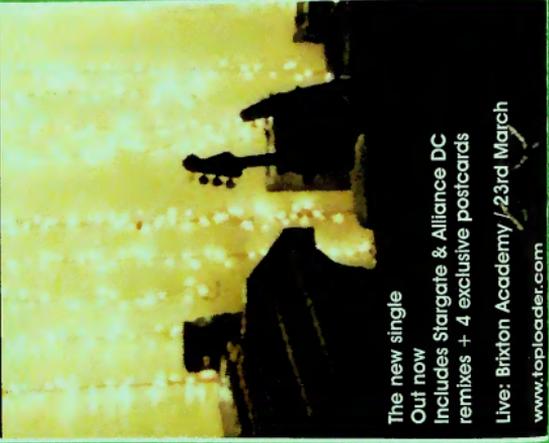


- 1** **COAST TO COAST**
Westlife
 RCA
- 2** FOREVER Spice Girls
 Virgin
- 3** THE GREATEST HITS Texas
 Mercury
- 4** ALL THAT YOU CAN'T LEAVE BEHIND U2
 Island/Uni-Island
- 5** BLUR-BEST OF Blur
 Food/Parlophone
- 6** BUZZ Steps
 Ebu/Jive
- 7** PARACHUTES Coldplay
 Parlophone
- 8** HALFWAY BETWEEN THE GUTTER AND THE STARS Fatboy Slim
 Sirt
- 9** BORN TO DO IT Craig David
 Whitstar
- 10** THE MARSHALL MATHERS LP Eminem
 Interscope/Polydor

- 11** WHITE LADDER David Gray
 IHT/East West
- 12** SAINTS & SINNERS All Saints
 London
- 13** SING WHEN YOU'RE WINNING Robbie Williams
 Chrysalis
- 14** THE BARRY WHITE COLLECTION Barry White
 Universal TV
- 15** THE VERY BEST OF - 1980-2000 UB40
 Virgin
- 16** SOUND LOADED Ricky Martin
 Columbia
- 17** THE VOICE Russell Watson
 Decca
- 18** THE GREATEST HITS Whitney Houston
 Arista
- 19** **THE**
 Atlantic
- 20** **PLAY**
 Atlantic

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dancing in the moonlight



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THE OFFICIAL UK CHARTS SPECIALIST

18 NOVEMBER 2000

CLASSICAL ARTIST

This Week	Title	Artist	Label (distributor)
1	1 THE VOICE	Rachel Watson	Decca 9467252 (U)
2	2 POPULAR MUSIC FROM TV FILM & OPERA	Maria Callas	EMI Classics CDS57002 (U)
3	3 WE'LL KEEP A WELCOME	Bryna Teitel	Deutsche Grammophon 463552 (U)
4	4 VERDI	Andreea Busuila	Philips 464002 (U)
5	5 PLAYS BACH	Kenneth GPO	EMI Classics CDS57002 (U)
6	6 SONGS OF LOVE	Pedro Domingo	EMI CDC 571942 (U)
7	7 GIFT COLLECTION	Lesley Garrett	Silver Silence SYLSDA061 (KO)
8	8 POPULAR MUSIC FROM TV FILM & MUSIC	Maria Callas	EMI Classics CDS57002 (U)
9	9 CHARLOTTE CHURCH	Charlotte Church	Sony Classical SCS 6903 (TEN)
10	10 SACRED ARIAS	Andrea Bocelli	Philips 464002 (U)
11	11 TAVERER: ENGLISH CHORAL MUSIC	St John's College Choir/Robinson	Naxos 850266 (S)
12	12 CAROLS AT CHRISTMAS	Venues	Crisono CRMCD167 (EUK)
13	13 THE DOORS CONCERTO	Kennedy/Prague Symphony Orchestra/Scholes	Decca 467826 (U)
14	14 BLUEBIRD - MUSIC OF CONTEMPLATION	New College Da Chii/Prabhakar	Decca 9468742 (U)
15	15 CLASSIC KENNEDY	Lesley Garrett	BBE/EMI Camden 756953252 (BMG)
16	16 VOICE OF AN ANGEL	Kennedy/English Chamber Or	EMI Classics CDS56892 (U)
17	17 LA BOHEME	Charlotte Church	Sony Classical SCS 60957 (TEN)
18	18 WATSONHOE: CELLO CONCERTO	Bocelli/Fritoli	Decca 464002 (U)
19	19 PAVANOTTI/DOMINGO/CARRERAS	Ballestrino/Lloyd-Jones	Naxos 850436 (S)
20	20 PAVANOTTI/DOMINGO/CARRERAS	Pavarotti/Domingo/Carreras	Empire EMTBC20 (DISC)

CLASSICAL SOUNDTRACKS & COMPILATIONS

This Week	Title	Artist	Label (distributor)
1	1 RELAX	Various	Classical FM CMCD2 (BMG)
2	2 GLADIATOR (OST)	Hans Zimmer & Lisa Gerrard	Decca 467094 (U)
3	3 HALL OF FAME 2000	Various	Classical FM CMCD2 31 (BMG)
4	4 THE BEST FROM ALBUM IN THE WORLD EVER	Various	Classical FM CMCD30 (BMG)
5	5 RELAX...	Various	Venture CDV93 (E)
6	6 ADIEMUS IV - THE ETHERAL KNOT	Adriamus	RCA Victor 756951362 (BMG)
7	7 THE ONLY FAND ALBUM YOU'LL EVER NEED	Various	Virgin/EMI VTDCD 260 (E)
8	8 THE BEST OF OPERA: THE WELLSHOW...EVER	Various	Naxos 85500786 (S)
9	9 THE ONLY GUITAR ALBUM YOU'LL EVER NEED	Various	RCA Victor 756951362 (BMG)
10	10 CLASSICAL ALBUM	Various	Universal/EMI 4674122 (U)
11	11 A-Z OF CLASSICAL MUSIC	Various	Naxos 85551390 (S)
12	12 A-Z OF CLASSICAL MUSIC	Various	Criffine Music MDCS051 (U)
13	13 100 POPULAR CLASSICS	Various	Castle Music CMC0234 (EUK)
14	14 CAROLS FROM ST GEORGES CHAPEL	Various	Decca 467919 (U)
15	15 CALM	Various	Criffine Music MDCS051 (U)
16	16 UPLIFTING CLASSICS	Various	Empire EMTBCX9 (DISC)
17	17 MOST RELAXING CLASSICAL ALBUM...EVER!	Various	Virgin/EMI VTDCD 155 (E)
18	18 CLASSICAL CHRISTMAS	Various	Criffine Music MDC0291 (EUK)
19	19 THE ONLY CLASSICAL ALBUM YOU'LL EVER NEED	Various	Criffine Music 756951332 (BMG)
20	20 BRASSED OFF (OST)	Crimsbottom Colliery Band	RCA Victor 00266752 (BMG)

JAZZ & BLUES

This Week	Title	Artist	Label (distributor)
1	1 RIDING WITH THE KING	B.B. King & Eric Clapton	Reprise 830474232 (TEN)
2	2 BACK IN THE 50S II	Country Fire	Blue Thumb 543882 (U)
3	3 TOURIST	St Germain	Monster Magnet
4	4 DREAMSVILLE	Suzie Kant	Canfield CD3 7575 (DIR)
5	5 BEST JAZZ ALBUM IN THE WORLD...EVER!	Various	Virgin/EMI VTDCD 294 (E)
6	6 KIND OF BLUE	Miles Davis	Columbia CK 4935 (TEN)
7	7 MILES - THE BEST OF	Miles Davis	Columbia 462922 (TEN)
8	8 WHISPER NOT	Jarrett/Pacek/Da Johnette	ECM 543612 (NUN/P)
9	9 YES PLEASE	Fourplay	Warner Brothers 536247842 (TEN)
10	10 SHINE EYE MISTER ZEN	Kelly Joe Phelps	Nonesuch 83C 10476 (U)

R&B SINGLES

This Week	Title	Artist	Label Cat. No. (Distributor)
1	2 (NOT S**T) COUNTRY GRAMMAR	Nelly	Universal MCDST 4042 (U)
2	3 DON'T THINK IM NOT	Kandi	Columbia 676101 (TEN)
3	1 HOLLERAY LEAD LOVE THE WAY	Spice Girls	Virgin V5CDT1188 (E)
4	BY YOUR SIDE	Elio 668999 (TEN)	
5	4 COME ON OVER BABY (ALLI WANT IS YOU)	Christina Aguilera	RCA/Polystar 797792 (BMG)
6	5 BODY I BODY	Shamanda Mumbe	Wild Dog/Polystar 587752 (U)
7	1 SINGLES	Mary Mary	Columbia 66924 (TEN)
8	6 SHOULD I STAY	Gabriel	Go Beat/Polygram GCL0322 (U)
9	7 I WISH	R Kelly	Live 952582 (E)
10	8 ALL GOOD	De La Soul feat. Chaka Khan	Tommy Boy TBCD 2154B (U)
11	10 THE WAY I AM	Eninam	Interscope 697422 (U)
12	9 I DON'T REALLY CARE	K Goe	Instant Karma KARMA3CA (TEN)
13	11 MOST GIRLS	Pink	LaFace/Arista 7432173012 (BMG)
14	13 BOURMERS	Damage	Coatempo CD00045352 (E)
15	12 GETTIN' IN THE WAY	Jill Scott	Elio 678222 (TEN)
16	14 PUT YOUR LIGHTS ON	Samara feat. Everlast	Arista 7432180832 (BMG)
17	16 LET THE MUSIC PLAY	Bazzy White	Wendyboy WB0Y020 (U)
18	15 UNLEASH THE DRAGON	Sisqo	Def Soul 572942 (U)
19	20 TRY AGAIN	Aaliyah	Virgin V35CD 101 (U)
20	18 NOT EVEN GONNA TRIP	Honest	1st Avenue/Mercury NHD10 (U)
1	10 IT DOESN'T MATTER	Mykel Jean	Wilder 669782 (TEN)
2	7 DAYS	Craig David	Wilder CDWLD 30 (TEN)
3	12 TELL ME	Melanie B	Virgin V5CDX 1777 (E)
4	10 YOU SHOULD HAVE KNOWN	Artyl M	Satellite 7432181381 (BMG)
5	23 WHATEVER	Idol US feat. Lil' Mo	Virgin V5T 172 (E)
6	25 FORGOT ABOUT DRE	Dv Dra feat. Eninam	Interscope/Polygram 487942 (U)
7	21 MISS FAT BOOY - PART II	Mus Def feat. Ghosface Kilah	Rakawa RW023CD (U)
8	26 GO YOUR MONEY	Of'Dity feat. Kals	Elektra E 776231 (BMG)
9	22 GET ALONG WITH YOU	Kelis	Virgin V5CDX 174 (E)
10	28 8 DAYS A WEEK	Sweet Female Attraction	WEA WEAK21 (E)

ROCK

This Week	Title	Artist	Label (distributor)
1	1 PARACHUTES	Coldplay	Parlophone 527822 (E)
2	2 CUCUKATE EYES AND THE HOT ICE/FLAWED WATER	Limpe Bizik	Interscope/Polydor 697032 (U)
3	3 GOS SAYS NO	Monter Magnet	AA/Mercury 492782 (U)
4	5 WARNING	Green Day	Reprise 83046302 (TEN)
5	7 INFEST	Playa Roshch	Dreamwork/Polygram (U)
6	3 NIGUAN	Castle Of Fish	Music For Nations CMN146 (U)
7	4 WE HAVE COME FOR YOUR PARENTS	Armen	Virgin CDV15 179 (E)
8	16 NEVERMIND	Nirvana	Geffen/Polygram DGD 2445 (U)
9	8 CROSS ROAD - THE BEST OF	Jon Jovi	Mercury 522082 (U)
10	10 EXPERIENCE HENDRIX - THE BEST	Jim Hendrix	Universal TV/MCA 112382 (U)

DANCE SINGLES

This Week	Title	Artist	Label Cat. No. (Distributor)
1	1 THE TREK	DJ Zinc	Phase One PHAZE 03 (MNY/TEN)
2	1 ALL GOOD	De La Soul feat. Chaka Khan	Tommy Boy TR 2154 (P)
3	3 FOREVER MAN (HOW MANY TIMES)	Beatchuggers feat. Eric Clapton	HR FX 306 (TEN)
4	3 LOVE SHY	Reinhold Klement	Relentless RELENT 41 (MNY/TEN)
5	17 SILENCE (REMIXES)	Delerium feat. Sarah McLachlan	Network 331861 (P)
6	7 ROUND THE MOON	Yorl	Manifesto FESK 76 (U)
7	10 ROUND THE COINER	Nord	Hospital NKS28 (SMB)
8	10 COUNTRY GRAMMAR	Nelly	Universal MCD 4042 (U)
9	9 WELCOME TO THE PLEASUREDOME	Frankie Goes To Hollywood	217 271 1667 (MNY/TEN)
10	30 COMING HOME	Warren K. feat. Leo	FE FL1003 (E3D)
11	5 AND A DRUM MACHINE	Phatt B	Null/Arista 7432180160 (MNY/TEN)
12	12 DROP THE MOON	Oons	Tigali Trax TRAX 068R (U)
13	4 RISE IN	Stavie Lawler	Backrock BEBTR 008 (U)
14	10 WHAT U DOWN	Ruff Cutt/Bias feat. Nicky Prince	Inferno IFFRN 30 (MNY/TEN)
15	5 U DOWN	Coloured	Locked On LOCKED029 (P)
16	8 SUNRISE	Goldensun	Red Recordings WRT 19 (U)
17	6 SOMETHING IN YOUR EYES	Ed Cass	Vol Base BROSE12003 (IRU)
18	13 I'VE GOT A RIGHT	Only Child feat. Kriminal	Grand Central GC133 (U)
19	20 CONTACT	Sigra Of Life	React 12R/ACTX136 (U)
20	20 DOOMS NIGHT	Azido De Bass	Club Tools/Etel 0128290 (U)

DANCE ALBUMS

This Week	Title	Artist	Label Cat. No. (Distributor)
1	1 TR-200M	R Kelly	Elio 522051/522034 (P)
2	2 HALFWAY BETWEEN THE GUTTER AND THE STARS	Fabryu Slim	Skin BRASSIC 20LP/BRASSIC 20 (MNY/TEN)
3	9 BORN TO DO IT	Jill Scott	Wilderstar - CARWLD 30 (BMG)
4	4 WHO IS JILL SCOTT?	Craig Z	Elio 686514 (E)
5	3 THE DYNASTY - ROC LA FAMILIA	Def Jam 54203131 (U)	
6	6 BEST BY FAR	Omar	Oyster Music OYSCD42 (MNY/TEN)
7	7 THE MARSHALL MATHERS LP	Eninam	Interscope/Polydor 696231/696234 (U)
8	8 THE GARGH: PRESENTS DJ LUCK & MC NEAT	Various	Universal TV 54659934 (U)
9	5 STANKWONK	DuKast	Arista 7302826122 (BMG)
10	10 MILKED ALBUM: 7-12	Various	Tidy Trax TIDYMY 127 (ADD)

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

MUSIC VIDEO

This Week	Title	Label Cat. No.
1	1 STEPS: Live At Wembley	Jive 522035
2	2 ORIGINAL CAST RECORDING: Jesus Christ Superstar	Universal/Video 079283
3	4 SHAKIA TWAIN: The Platinum Collection	Universal Video 079283
4	2 MICHAEL BALL: The Time Is Personal	Video 079283
5	5 CLIFF RICHARD: Dawn/Dream	Video Collection V41892
6	6 ROBBIE WILLIAMS: Rock DJ	Olympic 694743
7	7 ENGELBERT HUMPERDING: Live At The London Palladium	Universal Video 079283
8	12 BARRY MANLOW: Live	Direct Video 853253/LAV
9	8 FIVE: Five Live	BMG Video 7432170163
9	9 ORIGINAL CAST RECORDING: Joseph & The Amazing Technicolor	Universal Video 016123
11	8 THE CORRS: Live At Lansdowne Road	Warner Music Video 833631703
12	10 DANIEL O'DONNELL: Live In Concert	Re: MVD 001
13	11 ORIGINAL CAST RECORDING: Cats	Universal Video 525763
14	16 FREDIE MERCURY: The Video Collection	Parlophone 634403
15	25 SHAKIA TWAIN: Live	Universal Video 059543
16	12 NABUCCO ARTISTS: Andrew Lloyd Webber - Celebration	PolyGram Video 059543
17	16 CLUB 2: It's As Cool Thing	Warner Music Video 83788303
18	8 BLINK 182: The Intra-Chromatics	VAL 026243
19	14 WURDZ: Death Row	Real 143 30035
20	18 BRITNEY SPEARS: Time Out With	Jive 522035

18 NOVEMBER 2000

COOL CUTS CHART
as featured on the Top 100 Saturday night show on Kiss 100 and Kiss 94 City Network

1	2	LOVE YOU SOME MORE	Cevin Fisher	Subversive
<i>(Prompts) American R&B duo with a remix from Steve Lawler</i>				
1	1	HEAVY YOU IN DAVID MORRISSEY PRESENTS THE FACE MASCOT	The Face	Mascot
<i>(The anthem is back around again with new vocals from Alvin Robinson)</i>				
4	1	DON'T TELL ME Madonna	Maverick	
<i>(Featuring Mos Def and The Roots mix)</i>				
5	1	PISTOLWHIP	Joshua Ryan	Na/He
<i>(With mixes from James Holden, Way Out West and Arca)</i>				
6	1	BEAUTIFUL STRANGE	Deborah	Bedrock
<i>(Single progressive groove from John Digweed and Nick May)</i>				
6	1	ONE LAST TIME Quiliver	VC Recordings	
<i>(With mixes from Redeka & Lind Lee Combs)</i>				
9	1	ALL NIGHT PARTY	Cristall	R'sneal
<i>(Dance-rap sampling chunky house groove)</i>				
6	1	MY DESIRE	Amira	Virgin
<i>(UK garage anthem in new mixes from Timex Mafia and David DeLuca)</i>				
9	1	PHAT BASS WARP BVS	Aquagen	Na/He
<i>(Ultra-cheesy jump-up Euro trance)</i>				
10	7	SEVEN DAY WEEKEND	EP Silicon Soul	Soma
<i>(Featuring Nipsey and Hall's remix of Chic-O-La)</i>				
10	1	KOMODO (SANE & SOUL)	Mauro Picatto	NukeKuc
<i>(With mixes from Rob Squire and Nick Combs)</i>				
10	1	NAIVE SONG	Mirwals	Virgin
<i>(Nude's pop producer with another spin from his own album arrived by Eric Siedel)</i>				
10	1	HOME COOKIN'	EP Hakan Lidbo	Loaded
<i>(Fused four-tracker from the unstoppable Swedish)</i>				
11	1	THE SERMON	Ron Carroll	Subliminal
<i>(Strong gospel-inspired house with Subliminal mix)</i>				
15	1	THE OKCROFT	EP THE REMIXED DAVE JAY & JAVIER KILMER	Rasialist
<i>(Tough and tech-tech-disco tracks)</i>				
16	1	AFRODIZZACT	Bushwacka vs Cry Disco	Underdog
<i>(Bushwacka turns this old Baltimore track into a block-party bop)</i>				
17	1	MES VACANCES	A Rio Blindredde	V2
<i>(With mixes from Focuz's 'Kiss Me At Midnight')</i>				
18	1	BLACK RUSSIAN	Lipsa	Carbone
<i>(Tough deep underground house groove from Dylan Rzymiec)</i>				
18	1	LOWRIDERS	Dynamic Shadows	Mob
<i>(Black Science Orchestra's Ashley and Mark in some of his break-house raves)</i>				
20	1	REVENGE	EP Espionage	Rosenberg
<i>(Carroll's techno and reggae progressive tracks)</i>				

URBAN TOP 20

1	3	POP YA COLLA	Usher	LaFace/Arista
1	4	INDEPENDENT WOMEN	Destiny's Child	Columbia
4	4	ALL I GOTT	De La Soul feat. Chaka Khan	Tommy Boy
4	4	SINGS	Mary Mary	Columbia
10	2	HEAVY IS GONNA BE	THE DUANEZ	Arise/Interscope
12	2	STAN	Eminem	Interscope/Polydor
12	7	HOT 'S' 'T	COUNTRY GRAMMAR	Kelly Rowland
13	6	GRATE	PRINCE & NEW POWER GENERATION	Capitol
13	6	NOSTALGIA	PROSPERITY	Stratford
13	6	LOVE	RAY (LP)	Sade
13	6	FANTASIZE	Mya	Southside Collective
14	3	BETWIXT	IN THE WAY	Jill Scott
15	4	TELL ME HOW YOU FEEL	Jay Electronix	LaFace/Arista
16	6	BY YOUR SIDE	Sade	Epic
17	5	I WISH	R. Kelly	Virgin
18	2	STRAIGHT UP	Classic Moore	MCA
19	2	DON'T THINK I'M NOT KING	Notary Kane	Columbia
20	3	911	Wyclef Jean feat. Mary J. Blige	Columbia

CLUB CHART TOP 40

1	15	6	SAVING MY FEELING Fused	Columbia
2	31	2	GIVING UP GIVING IN Sheena Easton	Universal
3	3	4	DAY TIME 4 Strings	AM-PM
4	24	1	MY DESIRE Amira	VC Recordings
5	16	2	TEHSHI Courtney B	Code Blue
6	11	2	EUCOMA Salt Tank	Leak
7	1	3	OPERATION BLADE Public Domain	Slits/Xtravaganza
8	1	1	MY FEELING JUAN JOE	Defected
9	12	3	POSITIVE EDUCATION Slam	Soma/Virgin
10	14	3	PLEASE DON'T TURN ME ON Artful Dodger featuring Lifford	Defected
11	11	1	STRONG ANIMAL Stern	Ftra
12	4	4	TRACEY IN MY ROOM EBTG vs Soul Vision	VC Recordings
13	2	4	FALL/SPIKE Way Out West	Arista
14	1	1	VICIOUS CIRCLES Vicious Circles	Platipus
15	1	1	INTRO Alan Braxe & Fred Falke presents Running	Vulture/Credence
16	3	3	ROMPA STOMP Perpetual Motion	Radar
17	5	4	WE ARE ALIVE Paul Van Dyk	Deviant
18	13	3	MINE The Grove Cartel	WZ/Edel
19	1	1	KOMODO (SAVE A SOUL) Mauro Picatto	NukeKuc/VC Recordings
20	1	1	PHAT BASS WARP BVS	Do Or Die/Na/He
21	1	1	IT'S A GOOD LIFE Kevin Fisher feat. Ramona Keller	Wonderboy
22	1	1	UN-FIXTION Darren Christian	Duty Free
23	6	1	SONG BOOM (LIFE'S TOO SHORT) Quo Vadis	Serious
24	7	1	THE FLYING SONIC POM feat. Cicca	Renaissance
25	7	3	INDIGO Malo	Echo
26	1	3	I CAN'T WAIT Dave Aude	Duty Free
27	1	1	NAIVE SONG Mirwals	Epic
28	2	2	CHARLIE'S ANGELS 2000 Apollo Fourtury	Epic
29	4	1	SHUT THE F**K UP AND DANCE Adrenaline	Tommy Boy Silver Label
30	22	1	DREAMING Loletha Holloway	Defected
31	18	4	TIME Dajae	Credence
32	19	2	HELSINKI Astrax	Deviant
33	2	2	FUTURE Halo Varga	Hoop Cheons
34	2	1	ONE MORE TIME Datt Punk	Virgin
35	2	1	IT'S SUGGY DJ Discipline	Azuli
36	1	1	SALSOU! NUSSET (IF U WANNA) M&S presents...	ftra
37	3	1	SLEDDER Pong Kings	All Around The World
38	6	1	IN YOUR ARMS (WE GONNA MAKE IT) Benjamin Diamond	Epic
39	2	1	PULL UP TO THE BUMPER Grace Jones vs Funkstar De Luxe	Columbia
40	1	1	ALL I DO Cleptomaniacs feat. Stevie Wonder	white label

CLUB CHART BREAKERS

1	PULSATION	Illlicit feat. Shannon	99 North
2	LOVE IS WHAT YOU NEED	(LOOK AHEAD) King Under the Sun	Defected
3	OUTDRUM	ATTACK E Craig	Y2K
4	THE FUTURE	Formania	A7
5	SAME OLD BRAND NEW YOU AT		Columbia
6	POOF, YOU'RE GONE	WITH THE WIND Tyrrell	Nothingmusic
7	DANCING IN THE MIDDLE	Toploader	SZ
8	LADY D& (JOHN COLTRANE)	Courtney Pine feat. Lynden David Hall	Blue Thumb
9	STRONGER	Britney Spears	Jive
10	WORKING	Dave McClintock	Hul

Breakers are the 10 records outside the Top 40 which have registered the most Internet DJ mentions. The Club Chart is 40 (including breaks), Urban, Pop and Cool Cuts charts can be obtained from www.drmusic.com. To receive the club charts in full by fax contact Kim Rendall on tel: (020) 7940 8560, e-mail: krendall@knead.com

CHART COMMENTARY
by ALAN JONES

Considering the number and quality of dedicated dance acts with club hits at the moment, it is something of a surprise to find the top two records in the Club Chart are by out-and-out pop acts, albeit in mixes which give them some credibility. Topping the list is Swedish group Fused's Saving Mary, an altogether much tastier follow-up to last year's 'This Party Sucks' release. A nicely crafted song in its original version, Saving Mary gains considerably from the attentions from in-demand remixer Robbie Rivera and Bob Sinclair... This week's runner-up is former pop pixie Sheena Easton, who used to be a wholesome singer of MOR pop but has undergone some kind of transformation, and has put together a whole album of disco covers under the title Fabulous. From the album, the first single is an enthusiastically delivered version of the 'Three Degrees' hit Giving Up Giving In, a risky choice given that Mirrors/Bliss's Given Up (a number 12 hit) sampled the original for profitable effect only last year. Runners from Joey Negro as well as Sharp and the Sleaze Sisters, Easton's single is number two on the Club Chart, and is doing even better on the Pop Chart, where it debuts at number one, narrowly outpacing a trio of Sony signings - Apollo Four Four, A3 and Fused, who follow in hot pursuit at two, three and four respectively... On the Urban Chart, Destiny's Child's Independent Women increases support by 3% but still gets dumped from the summit, being replaced by Pop Ya Colla, the introductory single from Usher's third album. Usher is still very young but has a magnificent track record in urban clubs, having spent more than nine months in the chart with his memorable 1998 chart-topper You Make Me Wanna. The fastest mover here is Stan by Eminem feat. Dido, which jumps 14.6 with support more than doubled. It is one of four records in the Top 10 this week which were not there a week ago, a rare rush of (new) blood for the Urban Chart, and one of the main reasons why the New King of Swing's Don't Think I'm Not King is a spectacular tumble from two to 19 - in the kind of decline which sometimes happens in our other club charts but never in the more sedate world of our music.

POP TOP 20

1	1	GIVING UP GIVING IN	Sheena Easton	Universal
2	1	CHARLIE'S ANGELS 2000	Apollo Fourtury	Epic
3	2	SAME OLD BRAND NEW YOU AT		Columbia
4	1	SINGS MARY Fused		Columbia
5	2	3 GIRLS ON TOP	Girl Thing	RCA
6	1	THE WAY YOU MAKE ME FEEL	Ronan Keating	Polydor
7	4	3 IN YOUR ARMS	(WE GONNA MAKE IT) Benjamin Diamond	Epic
8	7	GIVE ME JUST ONE NIGHT	(I'VE GOT) Niche'N'N	Universal Island
9	2	OPERATION BLADE	Public Domain	Slits/Xtravaganza
10	1	STRONGER	Britney Spears	Jive
11	5	DAY TIME 4	Strings	AM-PM
12	3	THE BOMB	Love Connection	Multiply
13	2	INDIGO	Mallo	Echo
14	5	WE ARE ALIVE	Paul Van Dyk	Deviant
15	7	7 COLOURS	Lost Willness	Virgin
16	1	MY DESIRE	Amira	VC Recordings
17	2	SHUT THE F**K UP AND DANCE	Adrenaline	Tommy Boy Silver Label
18	1	PLEASE DON'T TURN ME ON	Artful Dodger feat. Lifford	ftra
19	1	SLEDDER	Pong Kings	All Around The World
20	2	IT'S I PROMISE YOU	N' Sync	Jive

POP TOP 20

CLUB CHART TOP 40

1	15	6	SAVING MY FEELING Fused	Columbia
2	31	2	GIVING UP GIVING IN Sheena Easton	Universal
3	3	4	DAY TIME 4 Strings	AM-PM
4	24	1	MY DESIRE Amira	VC Recordings
5	16	2	TEHSHI Courtney B	Code Blue
6	11	2	EUCOMA Salt Tank	Leak
7	1	3	OPERATION BLADE Public Domain	Slits/Xtravaganza
8	1	1	MY FEELING JUAN JOE	Defected
9	12	3	POSITIVE EDUCATION Slam	Soma/Virgin
10	14	3	PLEASE DON'T TURN ME ON Artful Dodger featuring Lifford	Defected
11	11	1	STRONG ANIMAL Stern	Ftra
12	4	4	TRACEY IN MY ROOM EBTG vs Soul Vision	VC Recordings
13	2	4	FALL/SPIKE Way Out West	Arista
14	1	1	VICIOUS CIRCLES Vicious Circles	Platipus
15	1	1	INTRO Alan Braxe & Fred Falke presents Running	Vulture/Credence
16	3	3	ROMPA STOMP Perpetual Motion	Radar
17	5	4	WE ARE ALIVE Paul Van Dyk	Deviant
18	13	3	MINE The Grove Cartel	WZ/Edel
19	1	1	KOMODO (SAVE A SOUL) Mauro Picatto	NukeKuc/VC Recordings
20	1	1	PHAT BASS WARP BVS	Do Or Die/Na/He

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SINGLE of the week

MADONNA: Don't Tell Me (Maverick W547CD1). French production guru Mirwais shines on this second single to be lifted



from Madonna's double-platinum album *Music*, managing to convince listeners that the CD player is sticking. Given the head of steam that the latest Madonna bandwagon has built up, this is another guaranteed smash that will benefit from further media attention surrounding her Britton Academy show on November 28. It is A-listed at Radio One. ————



BIG SUR: Big Sur EP (Arista 74321 796 132). This is a pleasantly whimsical if unchallenging debut from the Kingston four-piece, of which the piano-driven Restless shows most promise. It has initial support from Radio One, but is unlikely to chart.

S CLUB 7: Never Had A Dream Come True (Polydor 5879032). S Club 7's shot for a Christmas number one is a big ballad, co-written with Cathy Dennis, and is B-listed at Radio Two. A percentage of the profits is going to the BSC Children In Need Campaign.

JUNIOR JACK: My Feeling (Defected DFECT24). Defected rolls out another slice of quality filtered house. Featuring samples from Alexander O'Neal, it is a Phats & Small-style anthem that could well cross over thanks to a B-listing at Radio One.

MELANIE C: If That Were Me (Virgin VUSCD1786). This fifth single from Melanie C's Northern Star album is co-written with Rick Nowels. The song is a tribute to the homeless, but its strong melody is overshadowed by cringeworthy lyrics. Nevertheless, it is A-listed at Radio Two and C-listed at Radio One. ————

FREDI KRUGA: Care (Kai KASTCD001). A name to watch in UK R&B follows his recent In The City performance with a take on the Gary Numan classic, featuring strong



SO SOLID CREW: Oh No (Sentimental Things) (Relentless RELENT8CD5). The debut release from the M25 collective who, along with offshoot project Onda & Neutrino, are kick-starting the next wave of UK garage. The infectious mix of nursery-rhyme hooks, hardcore basslines and the trademark 'Oh No' call-out has won over Radio One, which has C-listed the track. The true sound of urban Britain today. ————

production that hits home somewhere between Glimma Kid and Destiny's Child.

BOARDS OF CANADA: In A Beautiful Place Out In The Country (Warp WAP144CD). This is the first new offering since 1998's Inspired Music Has The Right To Children sees this Scots duo in dazzling form. The four tracks mix ambient textures with a sprinkling of pastoral electronics.



GORILLAZ: Tomorrow Comes

Today (Parlophone CDR 6545). Previously reported as Damon

Alan's solo project with Dan The Automator, in fact this is the product of a collective which includes Del The Funky Homosapien. The tracks are a mix of influences including hip hop, dub and Blur-style laments. ————

FOO FIGHTERS: Next Year (RCA 74321 809262). Proving that medium-tempo rock doesn't have to be bland, Dave Grohl & Co deliver another fine laidback tune from their current album. It is C-listed at Radio One.

SONIQUE: I Put A Spell On You (Serious/Universal MCST040245). Using the same dance-pop formula as her two recent hits, this includes remixes by Quo Vadis and Hito. It is currently enjoying widespread playlist support, including Capital (where it is used in their new marketing campaign)

and an A-listing at Radio One. ————

AIM: Cold Water Music EP (Grand Central GC134). This is the title track from Aim's debut album, released last year. It is an instantly beguiling, downtempo string-flecked number which should appeal to fans of labelmates Rie & Christian.

APOLLO FOUR FORTY: Charlie's Angels 2000 (EPC6697622). The guitar-driven dance act follow their last hit theme tune, Lost In Space, with this update of the Charlie's Angels theme. Released amid the hype around the film, it samples the original while adding Apollo 440's original touch.

PUBLIC DOMAIN: Operation Blade (Bass In The Place London) (Xtravaganza X2H1CD5). Born out of the Sinky club/label, this has erupted across clubland and into the hands of Alex Gold's label. Sampling New Order's Confusion as featured in the Blade movies, it looks set to be huge. It is B-listed at Radio One.

BILLIE PIPER: Walk Of Life (Innocent SINCD23). This ballad should sustain Billie's media profile (it is already B-listed at Radio Two and C-listed at Radio One) until the release of her cover of Blondie's Tide Is High — set to be re-recorded with a guest rapper — in the new year. ————

BRITNEY SPEARS: Stronger (Jive 9251602). One of the highlights of Spears' live show is released as a single. Punchy

SINGLE reviews



STORM: Storm

Animal (Data Recordings DATA20).

Following the silver-selling

Time To Burn, Jam &

Spoon's alter-ego present

another driving trance

track, already picking up support from the

likes of Radio One's Judge Jules.

PISTOL GRIP: Roll That Shit, That Shit

(Defected DTFGE001). This six-track

EP is creating a storm on breakfast

dancefloors. Mixing breaks, disco and hip

hop, Pistol Grip are bang on target.

AT THE DRIVE-IN: Rolodex

(Propaganda Grand Royal/VGIN VUSCD189).

The US punks release this

Radio One C-listed limited-edition single to

coincide with a UK tour in early December. A

typically lightly-wound, revolutionary rant, it

features leggy Pop on backing vocals.

DA MUTTZ: Wassuppi (Eternal

WEA319CD). Following the recent

Budweiser campaign, Alex Rizzo and Elliot

Ireland are attempting to cash in on the

nationwide Wassuppy fever with this MC

Hammersampling novelty track.

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VARIOUS: Gatecrasher - National Anthems (Incredible/Sony INC22CD). The Sheffield club famous for its day-glo clientele follows up the 2000-selling *Global Sound System* album with its most commercial collection to date, paying homage to the dance classics of the year. Having Kick started demand for Delerium's current smash *Silence*, the influence of the club continues to grow, with the US now warning to its wiggled-out ways.

be seen as a tribute to other political rockers, such as Minor Threat, The Stooges, The Rolling Stones and Bruce Springsteen.

VARIOUS: Trigger Happy TV (Channel 4 Music CAM00082). This compilation is released to tie in with repeat of series one of the cult comedy show *Trigger Happy TV*. Dom Joly provides an eclectic mix of tracks from the show, including the theme tune, *Connection*, by *Elastica*. Other highlights include tracks by *Faithless*, *James*, *Gomez* and the *Stereophonics*.

ALBUM reviews



TRUESTEPPERS: True Stepping (NuLife/Arista 74321803182). Following

their number two collaboration with *Victoria Beckham* and *Darin Bowers*, *Truesteppers* finally deliver this album. Their brand of UK garage is an acquired taste, perhaps a little too synopicated in the rhythm department and a bit too low on melody. Guests include *Brian Harvey*, *Kele La Roc*, *Neutrino*, *Top Cat* and *The Enforcer*.

RAGE AGAINST THE MACHINE: Renegades (Epic 4999210). The final album from *RATM* (after almost 10 years, *Zack De La Rocha* recently announced the split) is a 12-track covers album which can

be seen as a tribute to other political rockers, such as Minor Threat, The Stooges, The Rolling Stones and Bruce Springsteen. **VARIOUS: Trigger Happy TV (Channel 4 Music CAM00082).** This compilation is released to tie in with repeat of series one of the cult comedy show *Trigger Happy TV*. Dom Joly provides an eclectic mix of tracks from the show, including the theme tune, *Connection*, by *Elastica*. Other highlights include tracks by *Faithless*, *James*, *Gomez* and the *Stereophonics*.

VARIOUS: Contenders for Record Of The Year 2000 (Volstar TV TVCD3154). This 42-track compilation is aiming to capitalise on interest in the TV music show, scheduled for December 9. With sales figures as the criteria for selection, the tracklisting reads as a predictable sammy of a year in pop, featuring 12 number one hits.

THE BEAT: The Best of The Beat (London 8573 853582). After the *Specials*, *The Beat* were the most consistent producers of ska-pop in the early Eighties. It is only when one listens to this collection that one realises how infectious and powerful their music was. Time for a revival?

MOODYMANN: Forevermore (Peacefrog PF095CD). Detroit's *Kenny Dixon Jr* returns with an album of deep house flecked with jazz, techno and soul influences. Comparing well with the likes of

ALBUM of the week

SUGABABES: One Touch (London 8573861071). The London teen trio surprised many with their recent top



10 hit *Overload* and look set to provoke similar responses with *One Touch*, their debut long-player. Produced mainly by *Cameron McVey* (*All Saints*, *Neneh Cherry*) and *Matt Rowe* (*Spice Girls*), *Sugababes* deliver a sassy blend on *One Touch* that belies their age, and on tracks such as the next single, *Next Year* (released on December 11), they look like prime contenders to challenge for the UK pop/R&B crown from labelmates *All Saints*.

St Germain. *Moodymann* deserves respect as one of the scene's innovators.



VARIOUS: Tribal Futures - The Way Ahead (Yomho/Survival TRIBECD3). Released to support *Survival International's* fight for tribal peoples worldwide, these features tracks inspired by native music from the likes of *Zion Train*, *Jun Reactor* and *Yothu Yindi*. Including remixes from acts such as *Leftfield*, *Barco De Gloria* and *The Orb*, it should have a high profile.

THE CULT: Best Of The Rare Cult (Beggars Banquet BBL 2029CD). Featuring highlights from the forthcoming six-CD box set, *Rare Cult 1984-1995*, this is merely a sneak preview of what is to follow. Including previously unreleased material and new mixes of old favourites, this is a must for fans of the late Eighties rock group.

VARIOUS: Nitelife 03 (NRK Sound Division NRKX03). The don of all things deep in San Francisco, *Miguel Migs*, mixes up a blend of deep house and downtempo

beats with a splash of reggae. This late-night mix features acts such as *Migs* himself, *The Discowboys* and *Rosa Garcia*. **VARIOUS: Platinum Christmas (Jive 9221282).** This poses no threat to *Phil Spector's* classic, although there are some classic performers, namely *Santana*, *Dido* and *TLC*. On the downside is *Stevie Nicks's* treatment of the *Slade* classic, *Merry Xmas Everybody*, but it is the season of goodwill so a little forgiveness goes a long way.

VARIOUS: Must Be The Music (Hervous HRV20462). Mixed by *DJ Paulette*, this 20-track CD features a slamming selection of funky house and garage. Ranging from the soulful sounds of *Byron Stingily* and *Kerri Chandler* to tougher cuts from *Josh Wink* and *Steve Lawler*, it is an energetic, joyful journey through quality music.

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This week's reviewers: *Simon Abbott*, *Dugald Baird*, *Claire Bond*, *Phil Brooke*, *Jimmy Brown*, *Hamish Champ*, *Chris Finan*, *Tom FitzGerald*, *Owen Lawrence*, *James Roberts*, *Alex Scott*, *Nick Tesco* and *Simon Ward*.

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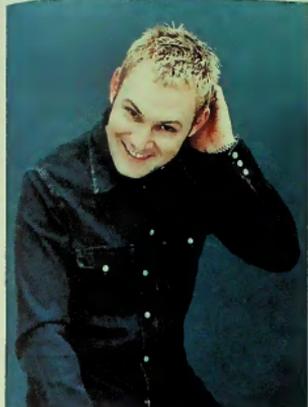
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David Gray has enjoyed impressive sheet music sales in 2000



There is always huge interest in The Beatles' songs



Chart star Craig David's sheet music is also a strong seller

SHEET MUSIC ENTERS THE DIGITAL AGE

Some key players in the sheet music market are taking their first tentative steps into the e-commerce arena, reports Matt Pennell

While many in the recorded music industry came aboard the internet reluctantly and are still unsure of how to add real value to their online offering, sheet music publishers are faced with a far less compromising situation. The number of digital sheet music retailers is increasing on both sides of the Atlantic and the products on offer promise to provide an interactive experience that their physical counterparts could never achieve.

The digital sheet music market in the US is already far advanced, with sites such as Net4Music and Sunhawk offering up to 60,000 titles for download. Indeed, Net4Music is a start-up operating solely online, with no bricks-and-mortar retail outlets. UK sheet music suppliers are increasingly following suit. At the beginning of last month, Music Sales relaunched Sheet Music Direct in collaboration with US publisher Hal Leonard Corporation. The site offers purely downloads and aims to deliver short pieces of music to internet users worldwide around the clock. Its product offering consists of more than 2,000 single and album tracks, most of them rock or pop, with a repertoire ranging from The Beatles to Craig David. At the moment, the site is in its infancy — Music Sales has a catalogue of around 30,000 titles, all of which are available in paper form from its e-commerce site musicroom.com. The company plans to expand the site, adding more than a thousand titles over the next 12 months. It is unlikely that all of the downloads are long classical and jazz pieces made for laborious downloads and lengthy print-outs.

"Pieces of pop music of three or four pages in length work best for downloads," says Music Sales general manager Chris Butler. "A longer piece such as Handel's Messiah, for example, would be less appropriate, so not everything will be

applicable for digital downloads. Ours is a very pop-orientated site and that really reflects where the weight of the printed music market is. I like to think it is where the money is as well."

The product on offer through Sheet Music Direct is identical to its physical equivalent in most respects and it can incorporate certain extra features. Sound clips of the pieces can be played back at a variety of speeds and transposed into a different key or a number of different instruments.

Some titles also offer a choice of notation, with either PGV (piano/guitar/vocal) or guitar tablature, although certain titles — such as those by Jimi Hendrix — only come in guitar tab. At the moment the downloaded product consists of printed music only — though there are plans to add playback to the package. Music Sales Direct's downloads are priced at £2.95 each. While this may seem steep compared to the mooted price of

audio downloads, it is roughly equivalent to the \$4.95 charged by US websites, and compares favourably with the £12 to £20 retail cost of songbooks.

Butler faces the competitive position of publishers is relatively secure in a market which has its share of unofficial sheet music, posted by fans. "Because we are publishing under licence, accuracy is incredibly important," he says. "There are a lot of pirate sites on the net, but a lot of the music they offer is wide of the mark."

He anticipates that the global reach of downloads will be a telling factor in their success, as the cost of mail-order restricts the import and export of physical goods. "Because musicroom.com is a hard goods site, its primary field of activity is Europe. When selling a download, the other side of the world is inconsequential."

In the US, internet sheet music specialists such as Net4Music are ready to

eschew the lucrative sales accruing to lavishly-produced songbooks for the easy pickings of the web. As an initiator of downloads in the UK, Music Sales is in an interesting position, as it also owns or exclusively supplies 175 retail outlets.

Butler feels that downloads won't cannibalise the traditional retail market. "This has the potential to grow the market," he says. "We try to persuade retailers of the benefits of digital downloads and make them available in-store. This is a dealer resource as well as an end-user resource — we are trying to make the pie bigger for everybody. We have a store in Denmark Street which now has four internet points. You can still be interesting and competitive as a physical retailer."

Non-publishing traditional retailers that are excluded from the download market are not so sanguine. Most expect that, given the choice of buying the music for one hit single or buying the songbook for an entire album, consumers will opt for the former.

"I can't foresee how downloads aren't going to wreck retailing," says a senior source at a major sheet music retailer. "The reason we survive is through easy sales, but we're going to be reduced to selling stuff that is totally esoteric. Most people will take the opportunity to buy only one song at a time. We deal in entire books and people will soon get used to downloads if they save £20 each time they buy one. That is a lot of money to a music student."

The likelihood of a major expansion in the overall market is a key issue. Butler points to the round-the-clock availability afforded by digital delivery, as well as the wide range of product available — musicroom.com carries twice the number of titles as the average retailer — as factors that will drive the online market. Scaplica points to the fact that the size of the market is determined by the numbers of people playing instruments and performing music and that these >



'Pieces of pop music of three or four pages in length work best for downloads. A longer piece such as Handel's Messiah would be less appropriate'
— Chris Butler, Music Sales

Why sheet music is no fashion victim

While songwriters and guitar bands may go in and out of fashion, the sheet music market is so mature that oscillations in chart trends hardly make a dent in the market's size. Well-established genres such as classical, jazz and 20th Century classics in the vein of Rogers and Hammerstein and Cole Porter make up half of the market. The rest is classified as pop, taking in just about everything from the past 35 years, from the Rolling Stones to David Gray. This trendless amalgam of old and new has given stability to an industry that used to be closely allied to chart hits.

"Sales trends in the sheet music business are not influenced by the charts," says Charles Alexander of Jazwise. "Around 30 years ago sheet music used to follow the charts. Now sales trends are not influenced by the charts. Today things are more specialised. Something like the Pat Metheny songbook, which is a high quality product that includes everything he has ever done, has a big impact. A lot of music tutorials such as How To Play Guitar Like BB King are doing well."

Music Sales releases around 600 sheet

numbers are static. Furthermore, just as most record contracts formerly took no account of digital distribution, so sheet music publishers must strike new licensing deals if they wish to sell downloads.

"Most print catalogue deals do not cover digital distribution, although these may be licensed on a title-by-title basis," says Mark Mumford, vice president of publishing and education at Net4Music.

"Our agreements are for global digital print rights only. I would think that almost



Ron Keating: strong pop demand

music titles a year and claims to have had much of its success this year with well-established artists. "In terms of best-sellers, the Bryan Adams songbook has

all digital print right agreements will be non-exclusive. I think that it is extremely important for publishers to ensure that they have a dedicated digital strategy that is fully realised in any licensing agreement."

At present, the sheet music e-commerce market is taking its first steps in terms of market penetration. "In 1999 only 1% of retail sales were done online, but that figure is expected to double this year," says International Music Publications

sales director Richard Martin. "This year has been a mixture of boys bands and girl bands, good singer-songwriters, good American country acts, and the perennial — the Beatles, Bob Dylan, Paul Simon and Leonard Cohen. These artists all produced beautifully-turned-out songs and are going to last forever."

"There hasn't been a wonderful new guitar band that has had an effect. It is a sales director Richard Martin. "IMP takes a rather more circumspect attitude to the online space than its rival Music Sales. "Music is a personal thing, emotion plays a major part in this business," says Martin. "People who play the piano don't want all their music in A4 folders. The majority of consumers of print music want to see and touch quality product than an A4, plain white paper copy of the music."

Butler believes online sales will soon come to account for a significant proportion of the \$1 billion global market for sheet music.

Two years ago, people were saying they would never use their credit card online, but now the barriers are coming down. The download market will be dominated by pop music, which makes up perhaps half the overall market for sheet music.

In five years, 20% of pop sheet music could be sold as downloads. That market would be worth \$100m, although that is at the aggressive end of expectations. In the long term, the online market is likely to be account for about 20% of the market as a whole, but that is going to be shared between hard goods and downloads."

By contrast, Martin says IMP has no plans to sell direct and he points out that the market for downloads is an untested one. "There is a market but we don't know how big," he says. "What we are doing is concentrating on building a website to support our retail network."

Similarly, most specialist publishers in the classical and jazz market have no plans

to migrate to downloads. "We are developing an e-commerce site, but we are not planning to offer downloads," says Charles Alexander, managing director of Jazwise. "The sheer volume of paper you would need to print out is a deterrent."

The added functionality of digital software may give downloads a foothold in these genres, however. "A classical orchestral score of 100 pages may never be particularly practical to download, but the majority of easy to intermediate classical instrumental repertoire used when learning an instrument would," says Mumford.

"If, in addition, you can interact with the piece and change the key, or make the arrangement easier and generally create the music that works best for you, the internet may well become the first port of call."

While downloads are not appropriate for every player in the sheet music industry, every major company has developed a detailed internet strategy of some kind. Those that are not involved in downloads are developing e-commerce and, interestingly, those that are focused on downloads, such as Net4Music, are still offering mail order.

Impressively, at this stage it would seem that there is little conflict between what the public wants to buy and what the publishers would like to sell. At this early stage, the tension between retailers and publishers is the only cloud in the sky as the sheet music sector works towards becoming a genuine hybrid of physical and digital sales.

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MUSIC WEEK NOVEMBER 18TH 2000



Ocean

music making waves

Ocean will be a vibrant new music venue in the heart of East London. Opening in Spring 2001 it will have three performance spaces, a Music Training & Resource Centre and a Café Bar with a combined capacity of 2,700.

Ocean's artistic policy will balance traditional, contemporary, classical and popular music and reflect different ethnic and cultural traditions. It will host everything from bhangra to blues, classical to country, rock to reggae, as well as jazz, latin, soul, hip hop and much more. We are seeking to appoint the following dynamic individuals to ensure Ocean becomes a world class music venue.

ADVERTISING OFFICER

Having worked in a busy venue, concert promotion company or music advertising department, you will possess the necessary skills required to ensure that Ocean's four in-house promoters market all of their concerts, club nights, events and projects successfully. Liaising with our Ad Agency you will possess extensive market knowledge of all forms of entertainment advertising including national, regional and local press, specialist press and all types of outdoor and broadcast media. An understanding of on-line advertising opportunities would also be desirable. Possessing all relevant I.T. skills, you will also be required to work alongside our press officer ensuring that Ocean meets its maximum potential with all of our media partners.

BOX OFFICE WORKER F/T

Having worked in a busy music venue you will have developed experience in co-ordinating advance ticket sales, along with 'on the night' selling using a computerised ticketing system. The successful candidate will be experienced in full reception duties, possess an excellent telephone manner and have a developed understanding of customer care, cash handling and promoter reconciliations. You will also be responsible for monitoring customer profiles and sales patterns, including processing Ocean's customer database. Possessing a wide understanding of all musical genres and audiences, you will be skilled at advising the public on the types of events we are programming.

EDUCATION MANAGER

We are looking for a dynamic leader to take forward Ocean's existing music education, training and professional development programme and help it reach its full potential as an integral part of London's premiere music venue.

You will need extensive experience of managing projects in a community music setting as well as demonstrating knowledge of the mainstream music industry. You will relish the challenge of delivering innovative and accessible participatory music activity to a wide range of potential users.

As a member of Ocean's senior management team you will be responsible for ensuring activity is delivered on time and within budget, identifying funding opportunities and implementing effective monitoring procedures.

FINANCE MANAGER

Ocean is now seeking an enthusiastic, dedicated qualified accountant to set up the complete financial function of Ocean's business.

You will be responsible for the development of Ocean's business plan and planning strategies with senior management.

You will be experienced at establishing financial controls and familiar with the recruitment and management of a finance department.

The successful candidate will report directly to the general manager and need to have either a keen interest or experience in event management. The ability to contribute and assist in developing a dynamic business that fulfils Ocean's artistic, educational and community objectives is essential.

Previous applicants need not apply.

BARS & CAFE BAR MANAGER

The successful candidate will have experience and a proven track record as a bar & café manager for a live music venue/ concert promoter.

Ocean will comprise of three performance spaces ranging from 100 to 2,100 capacities with a music resource and training centre and café bar 200 capacity. There will be six bars throughout the building.

The successful candidate will have experience in managing bars for major venues and will need the necessary skills and qualities required to lead and manage six full bars and a catering team comprised of up to 100 staff. Extensive experience of staff rotas, café bar operations and sales/ stock control using an EPOS system is essential.

PRESS OFFICER

The successful candidate will have at least two years experience and a proven track record as a press officer for a live music venue/ concert promoter.

Being responsible for press for all of Ocean's in-house promotions, concerts, club nights and performance spaces, you will be familiar with all music types and possess an extensive list of press contacts within the music industries, press and media producers.

Reporting directly to the marketing manager, whilst working alongside Ocean's promoters, you will have the skills and personality to make Ocean a global brand and our events an international success.

Interested candidates should forward their CVs in the strictest of confidence for the attention of Neil Mackey, clearly stating which post is being applied for.

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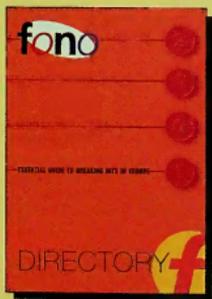
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She probably remembers Noel Edmonds' very first beard. And – by the evidence of this picture (1) – is still waiting patiently for ANDY PETERS' first one to arrive. But what is certain is that when it comes to Saturday morning kids' TV on the BBC, no one has been able to top CATHY GILBEY for a quarter of a century. However, after demonstrating the kind of staying power within kids' pop that the Spice Girls and Westlife can only dream of, Cathy is now finally calling it a day in a career as producer that has stretched from the pioneering days of Swap Shop to Live & Kicking. Her many industry friends celebrated her retirement in some style last Wednesday with a bash at Virgin Records' boardroom where MC GARY FARROW – who also – showed that, on his day, he can even be as witty as John Craven. "The only person ever to have appeared live on Spitting Image," he generously said of the person he claimed had booked everyone on her show from Bernard Sumner to Compo from Last Of The Summer Wine. Among those turning out at do were First Avenue's OLIVER SMALLMAN and Sony's new UK boss ROB STRINGER (2), Top Of The Pops executive producer CHRIS COWEY, Top Sheer's MARTIN NELSON and FARROW (3).

Remember where you heard it: Gossip that new BMG music boss Rudi Gassner will have to leave Bertelsmann in three years' time – when he is 60 – has been scotched by senior company sources. Dooley readers will remember the fuss thrown up about Clive Davis and the Bertelsmann policy of not having anyone serving on the executive board when they reach pensionable age. But, word from Germany is that Gassner will serve his full five-year

As if his latest big promotion weren't already enough to get him excited, now BRIAN McLAUGHLIN last week had the bonus of adding one of those



...nice, shiny platinum discs at his office wall. The HMV Media Group's incoming chief operating officer is given the present by rising tenor star RUSSELL WATSON at the retailer's Oxford Circus branch last

Thursday as a thank you for McLaughlin's part in his glittering career. As an unknown Watson was given a big break by the HMV chief last year when he led him perform Nussan Dorma at the HMV Football Extravaganza. Just to make it 1-1 on the night, Watson also received a platinum disc from McLaughlin for 300,000 sales of The Voice at the store, where he also performed two pieces.

CUSTOMER CARELINE
If you have any comments or queries arising from this issue of Music Week, please contact Alex Scott at e-mail – ascott@unim.com fax +44 (020) 7407 7094; or write to – Music Week Feedback, Fourth Floor, 8 Montague Close, London SE1 9UR.

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contract at the very least. Unsurprisingly, when Dooley caught up with Gassner the day before his return was officially announced, he sounded like the happiest man in Bavaria... Potential "partner" EMI is unveiling its first-half interim this week, but word in the Square Mile is "don't get too excited". Sales are apparently quite flat and profits may even be slightly down on expectations. Still, the confirmation of the Bertelsmann approach did wonders for the share price... With Westlife trouncing the Spice Girls in the big race to the top spot last week, word reaches Dooley that Victoria Beckham may not be too happy with the support Virgin has been giving the ladies. Despite Vicki's hardworking effort to secure the number one against Groovejet, one insider says the solo Spice felt the record label hadn't pulled quite as much promotional weight as she thought they should have... Meanwhile, Asda here is vowing to do all it can to break UK-signed acts across the Atlantic

and is currently in discussions with parent Wal-Mart about staging the kind of in-store appearances there for Westlife and co which helped to break the likes of the Backstreet Boys Stateside... The Beeb's Watchdog programme apparently understands the BPI's argument that British consumers need to buy British-originated music product in order to keep the UK industry from becoming Smurfed-out – but not enough to broadcast the full 90-minute interview representative Andrew Cleary gave them for last Thursday's special report on the record companies' "pricing off" consumers... HMV has obviously got luring charms that the FA can only dream of. While the footballing body was turned down flat by Newcastle to get hold of Bobby Robson again for the England team, the mighty retailer has signed up the legend as its lifetime achievement recipient at next year's HMV Football Extravaganza. For ticket details of the March 22 event, ring Karen Little on 020 7432 2000... Some artists would run a mile when they discover their classic tune has been covered by some young up-starts. Not Tom Robinson, who is actually lending a hand to personally plug four-piece Passionfish's reworking of his 2-4-6-8 Motorway... Gabrielle and Samantha Mumba are among a group of celebs to design their own spectacles in aid of November 22's Children In Need.....



No doubt after CREATION RECORDS moved out of its London Primrose Hill offices, the local boys in blue breathed a sigh of relief thinking it would put a stop to endless visits to placate troubled neighbours by the rock 'n' roll antics of Alan, Liam and crew. Alas, it was not to be. Just several months down the line and Sony S2's REF caused so much bother to the local fraternity that they provoked a visit by an armed response unit after an alarmed neighbour objected to their balalaclas and fake guns. Fortunately for them, the band remain at large, their only crime being taking part in a fake raid of the Student Broadcast Network offices for a CHANNELTV TV show in a shameless promotion of their forthcoming single Superhero.

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