



**NEWS:** Following its Boxman deal, **IMVS** is changing its name to **TALPLAY** and entering interactive digital TV



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**24 JULY 1999 £3.60**



# musicweek

## Top Of The Pops takes to the road

by Paul Williams  
**Top Of The Pops** is going on tour for the first time in its history as part of a wide-ranging series of initiatives to exploit the BBC brand further.  
 Around eight programmes are set to be recorded in club venues across the country from the end of next month to the beginning of October to allow the show's Estree set to be completely rebuilt.  
 The tour, which will start on August 26 at an as-yet-unnamed venue in Edinburgh to coincide with the city's International Television Festival, spearheads a further push by producer Chris Cowey to take the brand into previously-unexplored directions.  
 "TOP is now becoming a one-stop shop," he says. "I'm not content with it just being the best music programme we've got. I want people to recognise what a great national treasure it is."  
 To further that aim the BBC plans to launch an annual TOP



**Cowey: out on tour**

awards show, the first of which will take place around November next year. Although it is too early for firm details, Cowey says he would like to involve the TOP website, Radio One, TOP magazine and international versions of the show. "It wouldn't be intended to be a rival to the Brits, but something different in its appearance and execution," he says.  
 Six further one-off TOP specials are also in the pipeline between

now and the end of the year, with details to follow shortly. Cowey says a millennium edition of the programme will be broadcast on December 31, adding that it will not be a retrospective. TOP will additionally play a key role in the BBC's Millennium Music Live event next May, possibly including an arena-type show.  
 Meanwhile, TOP2 is moving to a new, extended slot at 6pm on Wednesdays from September 8, and work is now underway to create a new version of TOP which will be broadcast by BBC Choice on Sunday evenings and will contain that day's newly-published chart.  
 The new programme is expected to go on air by the end of the year with Kevin Greening a candidate for presenter. BBC head of music entertainment Trevor Dann says, "At the moment, as a digital channel, BBC Choice doesn't have many viewers, but clearly as the digital thing happens it's programmes like that which can drive it."

**Polydor storms in to top albums market share**  
 Polydor has become the third company in as many quarters to capture the albums market share crown after an amazing second period performance with the likes of Abba and Boyzone.  
 Lucian Grainge's team beat previous leader Columbia with an 11.1% market share, largely thanks to the quarter's two biggest artist albums, Boyzone's *By Request* and Abba's *Gold - Greatest Hits*. It further shakes up a sector which, up until the end of 1998, had been led by Virgin for four whole years. Columbia was second for the period with 6.7%, followed by Virgin in third spot with 6.2%.  
 Live held on to its singles title for a second quarter with 9.7% after releasing the period's biggest hit, Shanks & Bigfoot's *Sweet Like Chocolate*. Polydor finished second with 9.0% and EMI-Chrysalis third with 8.6%.  
 ● Full details next week

## Semel and Daly to quit Warner

Terry Semel and Bob Daly, chairman/ceo of Warner Music Group (WMG) and the Warner Bros movie group, sent shockwaves through the companies last week when they announced their decision to leave at the end of the year.  
 Their departure means that management of Time Warner's film and music divisions, which were combined under the duo four years ago, could be split again. Internal names now being suggested as possible candidates for the music post under this scenario include Atlantic chairman/ceo Val Azzoli and Warner/Chappell Music chairman and ceo Les Bider. A possible alternative would be to bring in an outsider such as former PolyGram chief Alain Levy.  
 Daly and Semel suggested they have given thought to the "possibility of pursuing new professional challenges and opportunities" which one Warner source suggests could be a new film group. The pair, who have been stung by a series of flops including last



**owner: music chief candidate**  
 year's *The Avengers*, are thought to have come under sustained pressure recently from Time Warner boss Ted Turner to produce another *Lethal Weapon* or *Batman*.  
 ● Soundtracks to the hit films *The Matrix* and *Austin Powers: The Spy Who Shagged Me* helped the Warner Music Group post a second quarter EBITDA of \$10.1m - 5% up on the same period last year - on revenue down 8.5% at \$828m. Earnings for the six months ended June 30 rose 7% to \$203m.



Rikky Martin brought rush hour traffic to a standstill and caused part of London's Oxford Street to be closed off after Columbia's Puerto Rican star attracted some of the biggest crowds seen for a PA at Virgin's Megastore. With an estimated 4,000 fans at the Thursday evening signing, a Virgin spokeswoman says Martin attracted at least as many fans as recent record signings by Boyzone and Take That. The fans also did good business with the retailer reporting sales of around 1,000 copies of the single *Livin' La Vida Loca* and the singer's first English speaking album, *Rikky Martin*.

## Blackhurst switches to RCA

Deconstruction joint managing director Keith Blackhurst has joined sister label RCA as general manager.  
 RCA managing director Harry Magee says the move will enable him to offload many of his operational functions, freeing himself to formulate a "strategic vision" for the label.  
 "I think it will take away a lot of the detail for me to develop and focus. There is a lot on my plate day-to-day with finance and legal and driving international," he says. Blackhurst says his new role

is a "marvellous opportunity".  
 The move leaves Pete Hadfield in sole charge of Deconstruction. Hadfield says he is now actively looking to recruit a new A&R person to help him in the label.  
 Meanwhile, Mike O'Keefe, head of music video at Sony, is shortly to take on the newlycreated role of head of video at BMG. O'Keefe, who replaces former video commissioner Fraser Kent, will work across both RCA and Arista. "He'll upgrade the whole video side and bring a real creative focus to it," says Magee.

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Sir Colin Southgate (pictured left) retired from his job as chairman of EMI in upbeat mood after the company's AGM last Friday (July 16), predicting the business was well placed to make the most of the Internet and continue its global expansion. "The future will be exciting thanks to both the Internet and to expansion geographically. Our two small offices in China will be turned into fully-fledged music businesses in the not-too-distant future," he told the meeting at London's Royal Lancaster Hotel. He praised his successor Eric Nicol (right), whom he said had impressed him with his ability to get to grips with the business in his first couple of months with EMI. "He's also developed an excellent working relationship with the team," he said. "I wish him every success in his new role."



# EMI counts on strong schedule to drive fourth quarter success

by Ajax Scott

EMI is counting on new albums by artists as diverse as Tina Turner, Vengaboys, Pet Shop Boys, Supergrass, The Beatles, Lynden David Hall, Eternal and Nat King Cole to drive its fourth quarter performance this year.

The line-up of key releases from the company's three divisions—EMI, Chrysalis, Parlophone and EMI Catalogue—was unveiled to senior retailers at an evening presentation at Brocket Hall last Tuesday. This will be followed by a more in-depth retail presentation in September.

EMI UK chairman and CEO Tony Wardsworth (inset above) highlighted how the company's performance has improved during the past year. In the first six months of 1999 he noted it had scored eight top 10 artist albums and 122 top 10 singles—double the levels of a year ago. And he stressed that the company has a stronger second-half release schedule in the pipeline this year.

## Tower set to roll out new smaller stores

Tower Records plans to launch its first Tower Express stores later this summer after taking over two sites from Sam Goody, which pulled out of the UK market earlier this year.

The 240 sqm stores in Weston-Super-Mare and Widsar are expected to open around August and are based on a new retailing concept which, if successful, Tower will look to extend further.

The smaller-sized stores take up about a third of a quarter of the space of an average Tower store but will continue to benefit from the company's wide selection of titles by offering customers direct access to the retailer's online site with its 800,000 product titles in in-store Internet terminals.

Andy Lyon, senior VP and managing director of Tower Europe, says, "This is a prelude to the future. We're linking our bricks and mortar stores with our online brand. We're not afraid of technology quite the contrary, we're embracing it."

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## EMI'S KEY RELEASES FOR AUTUMN

### EMI-CHRYSALIS

Gett Halliwell—*Gett Halliwell* (album, out now); *Precious—Stand Up* (album, Nov); *Vengaboys—tbc* (album, Nov); *Lynden David Hall—tbc* (album, Oct); *Robbie Williams—Blue—13* (album, out now); *She's the One/It's Only Us* (single, Nov 8); *Eternal—Eternal* (album, Oct 11).

### PARLOPHONE

*Blue—13* (album, out now); *The Beatles—Yellow Submarine* (album, Sept 13).

He also underlined the importance being attached to new technology: "New media is right at the top of our agenda—just below A&R." In particular he said that the company's recently-created new media division would enable it to find new ways of working with other parts of the industry including retail.

"The most important thing is that we all work together in this business and learn together. The inter-

net is an opportunity for everyone. We see the internet as a business that excludes no one," he said.

Earlier each of the company's three labels had run through their key releases (see box). EMI: Chrysalis managing director Mark Cullen started his presentation with Gett Halliwell, stressing that the company would build her into a "global superstar in her own right. We have the record to do it and we

have the know-how and guts to do it," he said. Other highlights include: Lynden David Hall; Vengaboys, who will release their second album of the year before Christmas; and Eternal, who have returned to a harder R&B sound. Meanwhile computer games teens and a new single will maintain Robbie Williams' profile through the end of the year.

EMI Catalogue outlined highly promotional campaigns for albums including a Bond theme set and best of Nat King Cole and Shirley Bassey, whose package will include a second CD featuring remixes from names such as Underdog, Basement Jaxx and Fatboy Slim.

Parlophone kicked off its presentation with Pet Shop Boys, whose forthcoming album frontman Neil Tennant describes as "dance-influenced music with strings". Meanwhile managing director Keith Wozniak revealed that Tina Turner's album includes songs written by Max Martin, Brian Rawling and Absolute.

## Andys plans website to build online sales

Andy Records is set to take on the multiples in the e-commerce market by launching an online service.

The retailer is in the process of designing a website to promote its "bricks and mortar" outlets and provide an online store. In launching a site it will join multiples including HMV, Tower and Virgin, as well as a growing number of independents such as 101 Records in Croydon and Bridport Records in Dorset.

Andy's operations director David Jones is keeping the exact timing of the launch under wraps. It is expected that the chain will fulfill all its own orders rather than striking a deal with a separate distributor to fulfil orders from the site.

## newsfile

### AMAZON EXAMINES MUSIC MARKET

Online retailer Amazon.co.uk has had discussions with record distributors with a view to them becoming fulfillment providers for music retailing. However, merchandising manager Bob Micalles denies the move means Amazon.co.uk will definitely move into the music market. "We have no firm plans to do music," he says. "We had initial discussions with a lot of different companies because it makes sense to suss out the market."

### ROBBIE FEATURES IN SEGA ADS

Games company Sega—headed in Europe by former EMI CEO/president Jean-François Celléon—is using two Robbie Williams tracks in the launch campaign for its Dreamcast console. Let Me Entertain You and Williams' forthcoming single She's The One feature in Sega's TV and cinema advertising for Dreamcast. The cinema ads kicked off last Friday, while the TV campaign is due to start in the next few months.

### MTV REJIGS FACILITIES DIVISION

MTV Networks Europe has restructured its European Operations Centre facilities division and relaunched it as MTV Broadcast Services in a bid to drum up business from companies outside the group.

### AT&T PREPARES ORDERING SYSTEM

AT&T has finalised the design of its new PC-based service which will replace the Electronic Record Ordering System (Eros). AT&T's music industry account manager Mike Sykes says the company is still on track for rolling the new service, which is connected to a web-based catalogue. In September prior to going live in October.

### ACTS JOIN WICKED WOMEN LINE-UP

Born Again, Big Country and Kele Le Roc have been added to the line-up at the July 24 Wicked Women concert in London's Hyde Park. Acts previously confirmed include Ronan Keating, Emma Bunton and Marlene McCutcheon.

### BPI PROMOTES MARTIN

David Martin, the BPI's chief policeman in the fight against piracy, is being promoted to the new position of director of anti-piracy. BPI director general John Deacon says the elevation of Martin to head of operations in the anti-piracy unit "reflects the growing importance we attach to the battle against piracy as well as the outstanding contribution that David has made".

### FLEMING CONNOLLY RECRUITS POWELL

Sophie Powell, formerly head of radio promotions at EMI, begins today (Monday) at independent promotions company Fleming Connolly in the acquisition role. The company's roster includes Steps and Britney Spears.

### ROCKET SPECULATION GROWS

A question mark is hanging over the future of EMI's Rocket label. The company's roster includes Steps and Britney Spears. Rocket Records Universal is reportedly aiming to offload or dismantle the label, currently part of the Island/Dor Jan group. In a newspaper interview published last week, EMI's CEO described his situation with Universal in the US as "frankly a disaster".

## Sony and Warner target e-commerce with investment in expanding CDNow

Sony and Warner have upped the stakes in the contest to gain a lead in e-commerce by acquiring CDNow, one of the biggest online music retailers, and announcing plans to merge it with their US-based Columbia House direct marketing joint venture.

The new company will bring together Columbia House's 16m club members with CDNow's 2.3m online customers and will become an integral part of Sony and Time Warner's e-commerce activities. They will each own a 37.5% stake in the public company, with CDNow shareholders owning the remaining 26%.

The deal, which comes four months after CDNow formally merged with online music company N2K, will significantly strengthen the two entertainment groups' positions in the fast-growing online music market. Last month EMI Group bought a stake in online



### CDNow: joining Columbia House

retailer Musicmaker.com, while earlier this year Universal and BMG announced a plan to join up to sell music to the public via the latter's GetMusic.com venture.

Sony and Warner will link their music sites to the new company's online retail websites, enabling customers to sample content and then make a purchase. They have also agreed to provide certain financing guarantees for the company.

Time Warner president and CEO

Gerald Levin says the alliance will be the centrepiece of its presence in music and video e-commerce.

"With the commercial arrival of the digital downloading of music, it also gives us an important platform for offering consumers the opportunity to order or download music instantly," he says in a statement.

Howie A. Stringer, chairman and CEO of Sony Corporation of America, says the deal will create a "unique, publicly-traded entity with two strong brands, broad distribution channels, powerful customer linkage and a seasoned group of executives".

A CEO is to be appointed to run the company, which has yet to be named. CDNow president and CEO Jason Olin will serve as CEO of its online/retail division and Columbia House chairman and CEO Richard Welter will continue to head the club operations.

**NICOLI: GROWING INTO THE ROLE**  
 or the United Discos again back in March, Eric Nicol (*above*) wore a regular issue white shirt and tie. For the EMI again last week he was kitted out in an altogether hipper shiny grey shirt with matching tie. It is a tiny detail, but one that perhaps suggests that EMI's new worldwide chief has already started to adapt to the ways of the industry that he now finds himself in. (For the record the man he has replaced, Sir Colin Southgate, was wearing a white shirt and tie.)



Nicoli certainly has his work cut out in his new job. But so far the former biscuit man has been quietly impressing senior colleagues across the company with his hands-on approach and his desire to lead the business. The overall impression is of a 'good bloke'. Luckily for Nicol, his arrival at the helm coincides with a rally in the company's share price driven by a couple of high-profile internet investments. The soaring value of music-related internet stocks alone should keep it there for some time, but Nicol will have to outline his vision before too long. In a sense EMI's music-only focus makes it an easier task than that facing whoever takes over at the Warner Music Group following the departure of Terry Semel and Bob Daly. No need for Nicol to worry about synergy with film, cable or any other sort of business.

Moreover in a new world order where joint ventures increasingly seem to be the order of the day, EMI perhaps has more speed of movement because it has a fairly simple proposition – ownership of music copyrights – to bring to the table. Put another way, it is not weighed down by any other baggage when striking deals.

Nonetheless Nicol will have to move quickly. Being a good bloke is all very well. Now comes the harder task of stamping his own mark on a company that has history, but now needs more hits.

*Ajax Scott*

**PAUL'S QUIRKS**  
**RETAILERS: PREPARE FOR CHANGE**

By the time you read this I should be lying on a beach on a remote island somewhere off the coast of Africa, enjoying the local music and unwinding after one of the most frazzled 12 months I've experienced since joining the music business in the late Sixties.

New challenges are there for all retailers either to meet or ignore and I fear that only the brave may survive the next few years as advances in new technology change the way we all listen to music, watch films and generally organise our lives. DVD and digital downloading are only the start of a revolution and both have made significant progress since last summer. So where will that leave the music business, and in particular retailers, in the year 2000 as more record labels and artists sell their fan base directly via the internet to promote and contact their albums?

This may be ideal for bands just starting out, but it is also proving a successful way for established bands who are out of contract to continue to produce albums and make money from them. Many rock bands (prematurely) dropped by short-sighted record labels are still touring and selling serious amounts of albums because their fans are prepared to search them out and support them via the internet or specialist retailers.

Maybe the answer for retail is to embrace all the technological changes and use them to our best advantage, especially if we can also provide that extra bit of service and knowledge that will bring the customers back on a regular basis.

Provide an interesting internet site and advertise it at specialist gigs and concerts. Link up to band sites and turn the tables by getting artists to advertise our stores and sites on their web pages. E-mail all the new students at the local universities, via their student unions, and introduce them to our stores.

Finally, batten down the hatches as the next 12 months will see more significant changes and possible mergers of major retail outlets as the competition between the High Street and the internet traders gets ever fiercer. Meanwhile, pass me another beer and rub the suntan oil on.

*Paul Quirk's column is a personal view*

**German tour giant buys stake in Marshall Arts**

DEAG, the German stock market-listed promoter-to-venues group, has taken a 50% stake in leading UK promoter Marshall Arts in a move designed to increase its ability to stage international tours.

The Berlin-based group, which only moved into the touring business in 1996, currently led by the joint leader of the German live market, DEAG CEO Peter Schwenkow says the new partnership with Marshall Arts, which has handled tours for artists including Paul McCartney, Sting and Rod Stewart, moves it closer to becoming Europe's leading live entertainment group.

"With the worldwide expertise



Cheryl Johnson promoted

of Marshall Arts we can now step out our international expansion at a faster pace than planned," he says. A spokesman adds that the deal will increase DEAG's "pur-

chasing power" for landing name artists because of Marshall Arts' close relationship with top acts and their management.

The management at the London company will be unchanged, but founder Barrie Marshall will be invited to join DEAG's newly-created International Entertainment Strategy Board to spearhead global touring opportunities, Marshall says. "This new association will allow us to expand our worldwide touring opportunities and meet the global competition."

The first deal under the new partnership will be Cher's world tour, which Marshall is handling in the UK and DEAG in Germany.

**UK report values world music at £3.2bn mark**

by Tracey Snell

The music industry's £1.3bn annual overseas earnings is third only to that of Formula One racing and whisky in the UK, according to a report published last week.

In its long-awaited survey on the music business, the National Music Council (NMC) reports that the industry's contribution to the UK economy is £3.2bn. Total domestic spending on music in the UK was £3.7bn in 1997/98. This was led by consumers (£3.2bn), with the public sector spending £287m, private corporations £17m and public corporations £100m.

The report, sponsored by KPMG, reveals further that the industry continues to be a significant net earner overseas, with gross overseas earnings hitting £1.33bn in 1997/98 compared with payments of £81.3m, producing estimated net earnings in 1997 of £51.9m.

The domestic music recording sector is estimated to have generated £521m during the period, live performance £571m, publishing and collection societies £122m and retailing and distribution of recordings £365m. The value of the musical instruments sector was £344m.

**Virgin gives go-ahead to re-run rogue charts**

The dispute over missing data from CIN's charts two weeks ago appears to be reaching a conclusion with the Virgin group expressing no opposition to a re-run.

Virgin Entertainment chief operating officer Simon Wright has confirmed to MW his company does not object to revised versions of that week's charts being compiled, provided they do not directly reveal sales figures.

The pledge comes after the charts dated the week ending July 10 appeared without any sales information from Virgin or Our Price. Wright says he has no problem with the charts being re-run, although without the revised sales figures as this would give away Virgin and Our Price's combined market share to rival retailers.

Milward Brown's charts director Bob Barnes says he has earmarked the week beginning July 26 to start revising the data for the chart week in question, although he is waiting to receive the go ahead from C.I.N.

**UK MUSIC RETAILING BY NUMBER OF OUTLETS**

	1989	1997	% change
Specialist chains	338	502	+48.5
Independent specialists	1,792	1,085	-39.5
Multiple retailers	1,511	2,468	+63.3
(excluding supermarkets)			
Supermarkets	346	1,530	+342.2
Other outlets	800	300	-62.5
Total	4,787	5,885	+22.9

Source: A Sound Performance from Gallup/Milward Brown/PIPI data

managers, agents and promoters generated £159m and training £21.1m.

Overall it is estimated music generates around 130,300 jobs, of which some 3,688 are in publishing including 1,500 composers and songwriters.

The live performance sector employs 54,351, of which 40,453 are performers. Retail and distribution companies 18,668, record companies 11,538 and managers, agents and promoters 1,126.

Speaking at a press conference at London's Sadler's Wells theatre to launch the report last Tuesday, Foreign and Commonwealth Office minister Geoff Hoon said music contributes as much to the country's trade surplus as the steel industry.

"Few other industries produce a greater contribution to our balance of payments," said Hoon, who recently became a member of the Creative Industries Taskforce as part of a Government initiative to improve the promotion of British exports. "This is indeed a sound performance, particularly in view of the strength of the pound."

He added the Government was making unprecedented efforts to promote the music industry and taking active steps to combat piracy and remove restrictive trade barriers.

A Sound Performance: The Economic Value of Music To The United Kingdom draws on data from sources including industry and government statistics, questionnaires and published reports and accounts.

**Mobo finalises '99 awards show**

The Mobo Awards are returning to London's Royal Albert Hall this October with organisers already reporting huge interest from international artists approached to appear at the event.

Mobo Organisation founder and CEO Kanya King is confident the Mailbox-sponsored spectacular is set to make another leap forward having established itself as the premier UK event for black-originated music during its first three years.

"This year it's really coming of age because we've been absolutely inundated with record companies and managers wanting to fly in artists and celebrities from around the world," says King, who was honoured with an MBE in the Queen's Birthday Honours in June for services to the music industry.

She adds the event's main target this year is further building its international profile, having last year reached a worldwide TV audience of 1.00m viewers, according to the organisers. "We're linking up with a lot more broadcasters around the world," she says.



The Mobo team (from left): executive producer and managing director Andy Rufell, event producer Sharon Ali, King and event director Julia Kinross

"There will also be a big retail campaign... an album release with Universal and a magazine."

In the UK the October 6 event will again be televised by Channel 4, which is putting out a 90-minute special the following night. The nomination list for this year's event will be unveiled ahead of that at a launch party.

The Mobo name will be further exploited by the launch in August of a website through which the public will be able to buy tickets and vote. Public tickets go on sale on July 31.

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# Yalpal moves into digital TV

## Under new Yalplay marketing

by Tracey Snell

Yalplay, the online music and video retailer formerly known as IMVS, is expanding into the interactive TV market prior to its planned merger with rival Boxman at the end of the year.

The company has struck a deal with Open, the interactive digital television service set up by British Interactive Broadcasting and backed by BSkyB, BT, HSBC and Matsushita. Launching in the autumn on the Sky Digital platform, Open will offer services ranging from home shopping, TV banking and entertainment to e-mail.

Yalplay is the first online music brand to join Open, which will also feature High Street retailers including Dixons, Somerfield, WH Smith and Woolworths, which will be selling Top 10 music CDs.



Collingwood: branching out

Yalplay's managing director Jeremy Collingwood says, "It's very important that we are right at the

you know you need yalp when



this is your lunch hour

get your life back get your ads & videos from YALPAL

Yalplay: Joining the Open service forefront of these developments."

He adds that the company will offer an initial range of 250 back

catalogue titles but plans eventually to offer its full range of 250,000 music and film products.

Meanwhile, Yalplay has kicked off a £400,000 advertising campaign aimed at building brand awareness among consumers following its recent name change.

"Our focus thus far has been business-to-business but there has been a sea change in people's attitude to the internet over the past six months. We felt the time was right to launch the brand," says Collingwood.

The relaunch, funded out of the £5m IMVS recently raised in venture capital funding, was planned ahead of Boxman's proposed acquisition. Once this has gained shareholder and regulatory approval, it will be rebranded as Boxman.

Empag Metro's *Mixmag* will be touring an ice cream van around Ibiza during the coming weeks as part of the magazine's promotional activity at the island's annual dance festival. Called Mr Trippy, the van has been customised for the occasion and will be serving 'cheesy' house tunes instead of 99s. Parked at larger beaches during the day and club venues at night, it will be used to distribute copies of *Mixmag's* weekly Ibiza magazine, *Mixmag Out There*. It will also act as a messaging centre for clubbers. Empag Metro product manager Emma Cheong says, "We wanted to have something that was different and more interactive than a static billboard display."



## Capital Gold backs Carlton rock show

Capital Gold is sponsoring a new music TV series on Carlton in what is understood to be the first collaboration of its type between two media owners.

*Routes Of Rock*, an eight-part, half-hour documentary series starting this Wednesday (July 21), explores the history of London's rock music in the context of the places where it happened.

The programme will be promoted twice a week on the Mike & Denise breakfast show on 1.545 AM Capital Gold for the duration of the series.

Capital will also be running a competition on-air which requires listeners to watch the programme. A Capital spokesman says the collaboration draws on the core skills of each company. "The sponsorship credits feature cartoon images devised by Carlton, while the soundtrack has been done by us," he says.

## HMV boosts marketing team in drive for youth

HMV has strengthened its marketing team as the retailer's in-depth Music Of The Millennium poll with Channel Four and Classic FM reaches a climax.

Robin Burrows has joined from Bass Brewers to fill the role of promotions manager left vacant by the departure in February of Duncan Castle. And Richard Coles, previously assistant advertising manager at IPC's music titles, comes on board on August 2 as advertising manager, replacing Kerry Lee who left in June. Paula Taylor, meanwhile, moves within the department from planner to video, games and classical/minorities to planner for HMV's own label and special products.

HMV senior marketing manager Cormac Loughran says the external recruits will bring a different range of experiences to the department.

"These signings represent a big opportunity for us to bring more detailed knowledge of the youth



Burrows: in at HMV

market. Robin worked the Tennants portfolio and for us it's not only about music experience. It's about people who work in different areas." Burrows, a club DJ, also helped organise the T In The Park festival.

The changes to the marketing team comes as HMV prepares for the final stages of the Music Of The Millennium campaign, its biggest

## Younger Younger 28s set for Asda shop tour

Younger Younger 28s are embarking on a six-day tour of Asda supermarkets as the band prepare for the release of their second single.

The tour was set to kick off yesterday (July 18) at Asda's Wembley store, with the V2 act performing their debut single 'We're Going Out' as well as new material including the new single. It then moves to Asda stores in Edinburgh, Havant, Wakefield, Pudsey and Eastleigh later in the summer.

After the Wembley concert, the band and a cast of Asda staff will take part in a video shoot for the single, which is about a supermarket employee who dreams of becoming a star. The track is set for release on August 23.

V2 head of marketing Richard Engler says, "The band are great live and we wanted to get them in front of audiences. It's quite tongue-in-cheek and we thought it would be an excellent thing to do."

## EMAP's HEAT LOSES THREE STAR

EMAP's weekly entertainment magazine *Heat* has laid off three editorial staff, including music editor Martin Aston. A spokesman for the magazine, which has failed to hit its 100,000 a week sales target, says music coverage will now be handled by the various section heads but denies it will be reducing its coverage of the sector.

## MTV DEALS UP DIGITAL CARDS

MTV Networks UK is using new digital business cards, which contain electronically-stored promotional information to help to promote its six new digital services. The cards can present everything from music and videos to multi-language presentations when placed in a CD-ROM drive.

## ABSTRACT

The phone number for Anna Goodman's promotions company Abstract is 0181 968 1840 and not as stated last week.

## FATBOY HITS TRIPLE PLATINUM

50 Fatboy Slim's 'You've Got That Boom' has reached triple platinum status last week as Shania Twain's single 'The Real Me' and Don't Impress Me Much won a BPI platinum award. Silver awards went to The Cranberries' 'Bury The Hatchet' and the single 'Love's Got A Hold On My Heart' by Steps.

## HOW TV SHOWS' RATINGS COMPARE

Programme	this week	% change on 10/01/98
Top Of The Pops*	3,101	+6.8
TF1*	2,454	n/a
CD-UK*	1,688	n/a
Pop Zone	1,040	n/a
Planet Pop	608	n/a
Peppol Chart Show*	522	-5.6
Videochat	319	-45.8
The Mag	115	-32.4

\* combined weekly figures  
 Source: Broadcasters' Audience Research Figures '98 Friday show breakdown on Thursday due to France '98  
 Source: MediaScan TMB, Barby w/e June 29

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# Timing and TV are key to S Club 7's global rollout

● The declining influence of UK acts on European radio is present as illustrated by Jamiroquai's 'Canned Heat', which is top for the 10th consecutive week of *fonos*' airplay countdown of UK-sourced material (see below) but manages only seventh place on the overall *fonos* Hit 100 chart of all releases. The *Sony* 52 act's closest rival on the UK-only survey remains *Phats & Small* with *Turn Around*, though the *Pet Shop Boys* are hot on their tails... I Don't Know Who You Want... climbs from seven to three.

● Along with the *Pet Shop Boys*, *Blur* add to EMI's good fortune this week as their *Coffee + TV* becomes the highest new entry on *fonos*' UK-only survey at 15. EMI's tally of four of the 20 biggest UK hits is matched by *Sony* (including *Nude*) and beaten only by *Universal* with *Phats & Small* and three other releases and two tracks apiece from *Virgin* and *Warner*.

● Sheffield has generated many of the UK's biggest rock exports over the years, among them *Def Leppard* and the *Human League*, but the latest success oddly comes via southern Europe. *Ann Lee* is second in Italy, where she recorded the single 2 Times which climbs to 15. 12 this week on the French sales chart. In Denmark it loses the top spot this week to *Lo Brega's Mambo No 3*.

● The Manic Street Preachers' attempts to break the US have suffered something of a setback with serious family illness forcing the postponement of a three-week tour. The tour, which was due to start last Thursday, will be rescheduled for later this year. There is better news for the band in Finland, where their album *This Is My Truth Tell Me Yours* returns to the Top 20 at 15.

● Provided you locate the right countries, the glory days of chart success for UK acts in the US are still alive and well. Take, for instance, *Billboard's* music video chart, where last week UK or UK-signed artists supplied 10 of the 40 titles present. Seven of those were inside the Top 20, led by five appropriately at five with *Phats & Small's* *Sabbath's The Last Supper* at 10.

● Denmark is quite clearly getting in the mood for the first brand new Eurotrash album in 10 years with the band's 1991-issued Greatest Hits album climbing 23 places there to 13. Apart from *Boyzone's* *By Request* best of two, they are the only UK-signed act in the Danish Top 20. In Sweden, meanwhile, the *Boyzone* album makes an eight-place hike to four.

● Jamiroquai's popularity in the USA region was confirmed last week as *Synchronised* spent a week at one in Germany, held at two in Switzerland and climbed two places to runner-up spot in Austria.

● Fatboy Slim has come his furthest yet way on the French chart, where Norman Cook's latest album under that moniker climbed 23 places to finish 11. 'You've Come A Long Way, Baby' remains a big draw in Australia, last week re-climbing the chart with a three-place rise to 12.

by Paul Williams  
The plot to break S Club 7 into a global success story is the industry's project to match the uniqueness of the act itself as a complex web of release dates is lined up.

Simon Fuller's latest bid for worldwide success will follow the lead of the UK campaign, with releases being carefully timed to make the most of the Miami 7 television series and the availability of the act themselves to give promotional support.  
Chris E. Herwood, head of international at the 19 group of companies, says the strategy has meant heading back on the overseas release of *Bring It All Back* despite strong interest in the single, as BBC Worldwide is still in negotiations with interested broadcasters in a number of key territories. "I don't



S Club 7: TV-based campaign

believe anyone has said before it doesn't want a territory to release a number one record. It sounds crazy, but the logic of it is in the set-up of the campaign," she says.

Instead, 19 has been closely working with BBC Worldwide - which has already licensed the Initial Kids-produced series to

territories including the US, Australia, France, Canada and Poland - and the relevant Universal companies handling the group to come up with the most appropriate release dates for each territory. In Australia, for example, where the market is slower moving than in the UK, the show begins broadcasting on Channel 7 on July 26 at the same time *Bring It All Back* goes to radio. The single will be released commercially at the end of August. This compares to the longer two-month gap in the UK between the first episode going out and the single being issued.

In the US the Fox Family Network begins airing the series in October, though a release is not expected until the new year. Fuller, who has been behind some of the UK's biggest musical successes

Stateside during the Nineties including the Spice Girls and Cathy Dennis, was in the US last week talking to the act's US label Interscope. He has now been joined by the band, whose first US promotional visit includes a showcase at the Television Critics Association event in Los Angeles.

Continental Europe, meanwhile, looks likely to come on board in September with the series, which has been renamed *S Club 7* in Miami everywhere overseas except Australia and New Zealand. Despite a possible pan-European broadcast, release dates will again vary from territory to territory.

Initial Kids head Chris Pilkington, whose company is also behind the Cleopatra Comin' Atnal series, says a second series of Miami 7 is now being planned.

BMG's efforts to establish Another Level Internationally are being fought on two fronts at present with the Notting Hill single from The Heart and the band's first US release, a duet penned and co-performed by TQ called Summertime. The company's senior international marketing and promotion manager Thomas Halmovici reports an impressive start for *From The Heart* in Germany, where the single has entered the sales chart at 80 ahead of an appearance on the top-rated *All You Need Is Love* TV programme at the end of the month. Meanwhile, the group set last Wednesday (July 13) for a two-week US promotional trip to promote *Summertime*, which has won support on radio stations in San Diego, Portland, San Francisco and Los Angeles ahead of its commercial release on August 17. Their UK release is set for August 23. Their debut American album, simply entitled *Another Level*, follows a growing pattern of being a compilation of highlights from their first non-US album and its forthcoming follow-up.

## UK TOP 20 AIRPLAY HITS IN EUROPE

UK	EUROPE	Artist/Album (Label)
1	1	Canned Heat Jamiroquai (Sony 52)
2	2	Turn Around Phats & Small (Mushroom)
3	1	I Don't Know Who You Want... Pet Shop Boys (Polygram)
4	3	In Our Lifetime Tears (Mercury)
5	4	She's In The Mood (Nude)
6	4	All Of Nothing Cher (WEA)
7	12	Summer On Texas (Mercury)
8	6	Cloud 9 Bryan Adams (A&M/Mercury)
9	6	Now That You've Gone Mike & The Mechanics (Virgin)
10	10	Sweet Little Christmas Backstreet Boys (Jive)
11	5	Look At Me Get Hollywood (EMI)
12	11	As George Michael & Boy II Band (Epic)
13	13	Strong Robbie Williams (Chrysalis)
14	10	Bring It On Back Def Leppard (Polygram)
15	11	Coffee + TV Blur (Food/Parlophone)
16	18	Blame It On The Weatherman B'Witched (World Circuit)
17	17	Red Alert Basement Jaxx (XL Recordings)
18	16	Be Back Howie Day (Capitol)
19	19	You Don't Know Me Boyzone (Polygram)
20	15	You Needed Me Boyzone (Polygram)

Chart shows the 20 most popular UK signed acts on Europe's top 20. 100 more of 400 releases in issue context. To subscribe to this, call Area 51 on 0173 940 8548



## GAVIN US RADIO TOP 20

US	Radio	Artist/Album (Label)
1	1	Livin' On A Prayer Ricki Martin (Columbia)
2	2	I Want That Way Backstreet Boys (Jive)
3	4	All Star Smash Mouth (Interscope)
4	6	Who's Your Best Friend? Will Smith (Columbia)
5	9	No Scrubs TLC (A&M/Arista)
6	3	If You Had My Love Alicia Keys (A&M)
7	7	Sometimes Britney Spears (Jive)
8	8	Kiss Me Anyway N' Sync (Jive)
9	8	That Don't Stop Me From Bein' A Star (Def Jam)
10	11	Real Gone! Stringer Mobilia (Warner Music)
11	12	Hey Ladies! B2K (Mercury)
12	10	What's His Name? (Tommy Boy)
13	6	Genie In A Bottle Christina Aguilera (RCA)
14	15	I Will Remember You (Jive) Sami M/Lachlan (Arista)
15	14	Almost Doesn't Count Brandy (Atlantic)
16	13	The Hardest Thing 98° (Atlantic)
17	18	Better Days (The Roots) Clipse (Warner Bros)
18	20	Out Of My Head Fastball (Mercury)
19	19	She's So High! The Backstreet Boys (Jive)
20	-	I Could Not Ask For More Edwin McCain (Lava/Arista)

Chart shows the 20 most popular US radio top 20 radio for Source: Gavin Worldwide

## TOP UK-SIGNED SALES CHART PERFORMERS ABROAD

Country	Title/Artist (Label)	Chart pos. (W)
AUSTRALIA	single She's Once Upon A Time (East West)	4
	album Synchronised Jamiroquai (Sony)	7
CANADA	single Can't... Show You (RCA/A&M)	6
	album Synchronised The Chemical Brothers (Virgin)	27
	single Turn Around Phats & Small (Mushroom)	21
	album Synchronised Jamiroquai (Sony)	4
GERMANY	single Turn Around Phats & Small (Mushroom)	18
	album Synchronised Jamiroquai (Sony)	21
ITALY	single Look At Me Get Hollywood (EMI)	15
	album Synchronised The Chemical Brothers (Virgin)	7
NETHERLANDS	single Turn Around Phats & Small (Mushroom)	27
	album Synchronised Jamiroquai (Sony)	4
SPAIN	single World You're... Touch & Go (V2)	10
	album Gulaas Mike Oldfield (WEA)	12
US	single Strong Enough Cher (WEA)	82
	album Believe Cher (WEA)	37

Source: Music Business Worldwide. Chart shows the 20 most popular UK signed acts on Europe's top 20. 100 more of 400 releases in issue context. To subscribe to this, call Area 51 on 0173 940 8548



## AMERICAN CHARTWATCH

by ALAN JONES

Imp Bickel singer Fred Durst hit the headlines Stateside last week, being charged with aggravated assault after a bout of fistfury. Don't worry about him being able to pay the fine, however - Limp Bizkit's rap/rock hybrid album *Significant Other* defies the odds and spends its third straight week at the top of the *Billboard* albums chart this week. It was a close run thing, though, with the 263,800 copies it sold last week being 1,800 more than *Backstreet Boys'* album, which holds second place. Ricky Martin's self-titled album sold 218,000 copies to take third place and leaves the top three unchanged for the second week in a row.  
Def Leppard's *Euphoria* retreats only slightly this week, falling 44-7, and is still the top album by a British act, while *The Chemical Brothers'* *Surrender* slips 56-65. The best performance comes from Sarah Brightman whose *Aria - A Joyous Journey* Collection sold 10,000 copies last week, jumping 23 places to 110, its highest placement to date. Now five weeks into its life, the album has overhauled Brightman's *Eden*. Now five

which slumps 126-150 on its 12th frame. The good news is that *Eden* was certified gold last week, however, for sales of more than 500,000.

Phil Collins' *Tarzan* single *You're Be In My Heart* hits trouble and goes into reverse gear, slipping 21-23. It is likely to be the only record by a British act in the chart next week, as *Fatboy Slim's* *Praise You* - which peaked at number 36 - slips 83-87, and will be excluded next week under *Billboard's* chart rules.

But let's hear it for UK-based songwriter Pam Sheyne, who cowrote the number three single *Genie In A Bottle*, a fast rising hit for newcomer Christina Aguilera (see A&R news opposite). Like Britney Spears, Aguilera is a teenage 18 as opposed to Britney's 17 blonde former star of *The Mickey Mouse Club*. At the top of the chart, *Destiny's* *Child* for *Bills Ball* is dethroned for just one week. It is the first single to reach its peak in this year, and is replaced at the top by *Wild Wild West* by Will Smith (pictured), which rises 8-1. It's all good news for *Sony*, which released both records plus the Jennifer Lopez and Ricky Martin singles which preceded them at the top, and therefore has had four consecutive number ones for the first time in its history.



## newsfile

## ETERNAL BECOME THREE ONCE MORE

Eternal are a three-piece again following the recruitment of a new member, T.J. She replaces Kelle Bryan, who left to follow a solo career and subsequently signed to Mercury through 1st Avenue. The band have been recording in the US and release *What Cha Gonna Do*, the first single from their new album, on September 20.

## NEW RADICALS CALL IT A DAY

New Radicals frontman Gregg Alexander has confirmed he is folding the group to concentrate on producing and songwriting for other artists. He says: "Hanging and schmoozing with radio and retail people is definitely not for me." New Radicals' next release, *Some Day We'll Know*, will not be affected, according to Universal Island.

## BROTHER SIGNS DEAL WITH UNIVERSAL

Brother Records has signed a three-year sales and distribution deal with Universal Music. First releases under the deal include *No Apology* by Love To Infinity Vs. Lohanta featuring a brand new two-step garage tune *Girlfriend* and *Sunshine Day/Boogie Mi* by Vista by Matt Blanco.

## STARS RECORD TRIBUTE TO DENNIS BROWN

The cream of UK reggae stars past and present gathered in Stargay Studios, Perivale, last Sunday to record a tribute to Dennis Brown, who died earlier this month. Among those due to attend the session, coordinated by UK industry veteran Peter Hummidge, were lovers rock queens Janet Kay, Louisa Mark and Carol Thompson alongside members of UB40, Aswad, Third World and Top Cat, Glamma Kid and Mark Morrison.

## ELASTICA RETURN WITH SIX-TRACK EP

Elastica's first new material since their eponymous number one album in March 1995 will be a six-track EP on Deceptive on August 23. It features two songs by Fall frontman Mark E. Smith, including lead track *How He Wrote Elastica*, a reworking of the Fall classic.

## WYCLIF AND BONO WORK ON CHARITY SINGLE

Wyclif Jean is understood to have recorded a duet with U2's Bono last week intended for a charity single release. With the working title *Wyclif*, the pair will be split between Net Aid — which aids the poorest nations — and the Wyclif Jean Foundation for refugees. A spokeswoman confirms the pair spent a day in the studio.

## BETH ORTON HELPS OUT BECK WITH SONG

Beck has recorded a duet with Beth Orton intended for his next album, which is due for release in spring 2000. Beck recently turned up as Orton's surprise support act at Los Angeles' El Ray Club, where they debuted the untitled song live together.

## NEW PLAYLIST

Ocean Colour Scene — sampler (MCA)

Surprisingly modest take on retro (sampler, tbc); Daphne & Celeste

— Ooh Stick You (Universal-Island) Catlry pop (single, September 6); Shelby Lynne — I Am Shelby Lynne (Mercury US) Sheryl Crow meets Phil Spector (album, tbc); Sky — Love Song (Arista) Sounding like another Savage Garden (single, tbc); Terry Callier — Lifetime (Talkin' Loud) Sensuous sounds (album, tbc); Basement Jaxx — Miracles Keep On Playin' (Red Ant) (single, tbc); Jays, Red

Alexis with the Jackson Sisters (single, rare groove classic I Believe in Miracles (single, August 2); Leftfield — Rhythm & Steath (Hard Hands/Columbia) Gradually growing worth the wait (album, September 6); Caramel —

Leftfield (Brothers Records) Chocolate Boy-style take on the Peabody (single, single, tbc); Muse — Theatre Music (Mushroom)

Standout — Musée hall track on sampler (single, tbc)

## Warner/Chappell inks deal with Pam Sheyne



UK-based singer/songwriter Pam Sheyne has signed a worldwide deal for her Apple-Treesongs company with Warner/Chappell.

Sheyne (pictured right with Warner/Chappell executive director of creative and international Annette Barrett who struck the deal) has recently been writing for and with artists including Billie, M&M, Jai, Eternal, Justin, Imogen and Amber, Mcanville, Genie In A Bottle, the debut single by RCA US newcomer Christina Aguilera, which Sheyne co-wrote with David Frank and Steve Kipner, last week shot up Billboard's Hot 100 chart to reach number three in its third week. Sheyne's UK hits include songs performed by Billie, Kavana, MNS, Kim Wilde and Mary Kiari.

## Arista beats rivals to sign up Peppercorn

Ged Doherty last week completed his first signing — singer/songwriter Peppercorn — at Arista's two months after joining as managing director.

Moroccan-born Peppercorn became the subject of one of the most protracted and hard-fought signing battles among majors this year.

"I'm delighted Peppercorn is my first deal, because her six songs I've heard are the best by an unsigned act I fear since I returned from the US three years ago," says Doherty.

Peppercorn is currently recording her debut album with co-producer Mike Smith at her home studio Masepore in Fulham, London.

Major publishing interest in Marcella Detroit is growing after her unbridled performance at London's Kashmir Klub (pictured) last week — her first UK solo gig for nine years. The MCM-managed singer, writer, formerly one half of Shakespears Sister, says she has spent the last three years ending her partnership in the AAA label she co-founded after leaving London Records and her publishers Polygram/Island Music. Detroit, who intends to self-release her debut after signing her publishing, says, "I fell into Shakespears and learned a lot but it took me away from me. I feel very focused about what I'm doing now, and I have direction." The 95-minute acoustic set showcased brand new material, some of which written with London-based songwriter/producer John Alken-Bell at her home studio in Los Angeles, as well as performing hits she has written, including *Stay and Lay Down Sally*. Other recent projects have included co-writing with Billie Myers.

## Puffy to take on rock with P Diddy project

by Stephen Jones

Puff Daddy intends to develop a "rock alter-ego" P Diddy later this year after his forthcoming album *Forever* has been successfully established.

The 29-year-old rapper, producer and entrepreneur — real name Sean Combs — says that he intends to front a predominantly black rock band put together by himself — "the drummer's black, the bassist's black, I'm black" — and start by touring small underground clubs later this year.

"We'll be opening for acts that you wouldn't even expect to see me open for. Just real cool 'let's have some fun' type stuff. I mean [rock's] part of hip-hop culture — even rock artists know that, from Limp Bizkit to Korn. These are all rock bands that have DJs and rap-oriented stuff so it's all part of the hip-hop culture," he says.

Combs, who flew into London last week to promote his forthcoming album, adds that the alter-ego is a natural development since the it's "All About the Benjamins" rock remix with Foo Fighters (released in February 1998) and *Come With Me* (the Cadillac single with Jimmy Page). He says he intends to release at least a rock EP "of stuff that's been bubbling inside" next year.

It is hip-hop from a different point of view. Hip-hop is the only genre of music that can blend and mesh in with all types of music if you really break it down — classical, modern, reggae, anything," he adds.

His first outing as P Diddy appears on the rock remix of the first single from his new album, the Rubio *Enemy No. 1* sampled P.E.



Puff Daddy: new rock persona

2000 — which features Public Enemy's Chuck D on vocals — released on August 9 and featuring female rapper Hurricane G. All singles from *Forever* (to be released on August 23) will have a P Diddy remix and an accompanying video.

Other tracks on the follow-up up to 1997's *No Way Out* combine rap and pop with more recognisable samples from hits by artists such as Christopher Cross (*Sailing*), *On My Best Friend*, Earth, Wind & Fire (*Fantasy*), on Angels With Dirty Faces featuring Mase) and *The Luntz* (I've Got Five On It, on Satisfy You featuring R. Kelly).

Despite recent negative publicity surrounding his alleged assault on Nas manager Steve Stoute, Combs insists that he continues to be focused on running his Bad Boy label. He adds that the Stoute situation has now been amicably resolved.

● The complete Puff Daddy interview can be heard on [www.dtmusic.com](http://www.dtmusic.com)



Marcella Detroit performing live on stage.

Scott McLaughlin after he left to launch Live's Peppercorn imprint at the end of 1997 — product manager Heidi Laughton, promotions manager Simon Willis and co-ordinator Lucy Schofield. Hall says acts arrive via typical A&R sources, be it record stores or international label partners such as Scorpio in France or Roadrunner in Germany.

The label's run of four Top 40 records so far this year is set to continue this week with the debut release by London house trio the 3 Jays, featuring *It Too*, a Kiss Priority tune which has been listed at Capital and Clusted at Radio One. "They are definitely an album project as well. Jeff Patterson has such a great voice," adds Hall.

August projects include old-school progressive house act Helitropic's *Alive* featuring vocalist Verna V, supported to date by Radio One's Judge Jules and Kiss FM's Graham Gold. Tracee act Branchinall's *Symmetry*/Vernon and Vernon Wonderland receive a timely re-release by September.

"Anyone can sign an artist, but not everyone can break them," says Hall. "I'd like to think we're good at retail alongside all the other things we do. You can get a wrong, but we invest heavily and commit in artists."

## LABEL FOCUS

Multiplicity is hoping to recreate the rare feat it achieved in turning Sash! into a platinum dance album act with Phats & Small.

The letter's number one debut single *Turn Around* has so far sold 450,000 copies in the UK and the equivalent across Europe, where it has risen to two in *fonos* airplay chart of most played UK-signed singles across Europe. It is followed by *Feel Good* (released on August 2), which matches it in both commercial appeal and its 250,000 first-week shipment, and is this week's top of the Club Chart.

The label plans one more single before the October release of *Now Phats & Small Music Vol. 1*, the album the trio are currently recording in their home studio in Brighton. Multiplicity is hoping this will not only be a success in Europe — within 12 months the label wants to break its first album in the US and Asia, having only held UK rights to Sash!'s debut *It's My Life*.

Phats & Small is the latest success for Multiplicity managing director Mike Hall, who joined Testar in 1989 to set up its studios and promotion team Full Force, which he has con-



Hall: tending a steady stream of hits tried to run since launching Multiplicity in 1994. Since then the dance label has scored 32 Top 40 records (including seven Top 10s), selling 4M singles in the process.

He attributes the success to — a respectable 73% of all its releases have gone up to 40 — to a balance of marketing and A&R knowledge. "Breaking dance albums starts with getting them treated with respect and building the credibility and moving out from there. Phats & Small are DJs — and good DJs at that — and they do good mixes for other labels and acts."

Working alongside Hall at Multiplicity are manager Moussa Clarke — who took over from

With last month's announcement that it is to install 100 new listening posts across its seven-strong chain, Tower Records became the latest retailer to reinforce the message that what was once regarded as an expensive in-store luxury has now become de rigueur in the modern music marketplace.

Indeed, Tower's estimated six-figure outlay could soon be dwarfed by the investment that non-specialist retailers are making in listening posts as the High Street battle for CD sales heats up further. Recent converts include supermarket chains Tesco and Morrisons, as well as department stores such as Selfridges and Harrods.

"The listening post sector is not only growing fast, but it is moving into some important new areas," says Don Cowan, managing director of MicroVideo Services, which manufactures units for Tower, Andy's Records and EMI. "I don't think people realised the potential of listening posts when they first arrived here in the late Eighties."

In the 10 years since Virgin Retail trialled the UK's first listening post at its Edinburgh store, the units have gradually become increasingly commonplace among High Street music retailers, and there are now an estimated 7,000 in operation. Multiple retailers account for about 75% of this total, with Virgin and HMV alone boasting more than 3,000 listening posts between them. "At a time when supermarkets and the internet are taking a growing share of the music retail market, record stores have to offer more than just racks of product," says HMV spokesman Gennaro Castaldo.

"Listening posts, like video walls and in-store DJs, play an important role in creating an overall ambience."

The most resounding endorsement of this view to date came in August last year when US retailer Borders opened its flagship store on London's Oxford Street, complete with 125 listening posts giving access to almost 800 CDs. Since then three more Borders

stores have opened in Brighton, Glasgow and Leeds, each of which offers around 110 listening posts. The chain's commitment to the strategy is all the more notable given that Borders' core trade is in books, with music and home entertainment accounting for an average of only 25% of floor space.

In recent years, it has become clear that listening posts can be used as far more than just a means by which individual stores can attract traffic. When Polygram bought 150 of its own posts to support releases in independent outlets in 1994, EMI swiftly followed with another 150, and three years ago Pinnacle became the first independent distributor to weigh in, with its investment in 115 units (see breakout). In all three cases, the aim was to add an important new arm to campaigns to promote new or low-profile artists in-store.

"It wouldn't be much use putting Boyzone's By Request on a listening station, as most people will have heard their songs on the radio anyway," says David Bartholomew, Universal general manager for pop sales. "Listening posts are far more appropriate for an act like Randy Newman, who is acclaimed in the press but is not widely known."

Nevertheless, apart from the relative handful of posts owned by third parties who dictate what releases are included on them, the vast majority of listening posts are owned by the retailers, most of whom update the selection on a weekly or fortnightly basis. And while listening posts are not capable of standing alone as a self-contained marketing campaign, chains such as HMV and Andy's Records have found they are a highly effective complement to press and in-store advertising initiatives.

"When we compare our own sales charts with the CMI ones, we find that albums we simultaneously advertise and feature on listening posts always sell proportionately more with us than they do nationally," says Andy's marketing manager Louise Gray.

## RETAILERS REAP REWARDS OF

The hefty investment in listening posts is paying off for many retailers. Now



Borders in Glasgow: offering 110 listening posts

As important as they may be to multiples and majors with a large marketing budget, listening posts can appear prohibitively expensive to smaller stores, and joining the queue for a Pinnacle, EMI or Universal unit is often the only option. For those who do choose to buy their own, the cost of a single-CD unit starts at around £600, while the cheapest multi-players retail for £1,000.

It is the larger players who are in perhaps the best position to recoup these initial costs by selling listening post space to record companies — a concept pioneered by Virgin and recently adopted by HMV. With rates of around £600 for a two-week placement in all 101 HMV stores, a large capital investment is quickly transformed into a healthy revenue stream.

Now that listening posts have not only proved their worth but are beginning to pay their way, manufacturers are continuing to push the technology forward. The next wave

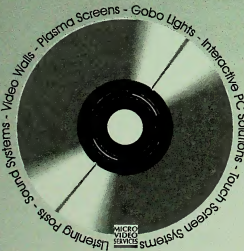
of machines will boast data retrieval capabilities, allowing retailers and record companies to keep details of consumers' in-store listening habits, from the albums and tracks they select, to the duration and frequency of use, to the location of the store.

The value of such data is potentially enormous, both for chain retailers trying to decide on the best geographical distribution for their stock and for record company marketing departments planning releases.

Lift, which supplies listening posts to Tower Records, WMI Smith, Pinnacle and Asda in this country, is currently trialling such a system elsewhere in Europe, although it declines to disclose where. The company plans to offer data retrieval to existing clients as an upgrade to their current posts for just 5% of the unit cost. Lift UK managing director Bjørn Pihmann believes the introduction of in-store data capture could revolutionise the

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## Selectas give lift to Waitis album

Three years ago Pinnacle, the UK's largest independent distributor, signalled its faith in the power of listening posts with an investment of £250,000 in 115 units.

The five-CD posts, supplied and fitted by Lift UK, were dubbed Selectas and offered free to Pinnacle's leading independent retailers.

Pinnacle marketing manager Simon Holland (pictured) says the prime purpose of the Selectas project has been to promote awareness of low profile acts, particularly those on the smaller independent labels among Pinnacle's 100-strong roster. The CDs are changed every two to four weeks, and sell-through is agreed on a sale-or-return basis.

Holland says the initial investment has been worth every penny, and cites a recent success with Mule Variations, Tom Waits' first album in six years and his debut for Epitaph, the Pinnacle-distributed US indie label.

In the weeks prior to the release of the record on April 15 there had been substantial coverage in music magazines and newspapers. Holland and his team decided to take advantage of the artist's high profile by featuring the album across all Selectas. Smaller independent retailers accounted for about a quarter of the 22,000 albums initially shipped, with the remainder split

equally between Virgin, HMV and others including MVC, Our Price and Andys.

On the strength of the press campaign and the listening post placement, Pinnacle doubted the expected sell-through to those retailers and was rewarded with impressive results on release.

Not only did Mule Variations chart higher than any of Waits' back catalogue at number nine, but it has so far sold 40,000 copies. Pinnacle achieved a 65% sell-through of all albums shipped out. But the most important statistic for the distributor was that the 150 independent stores which were fitted with Selectas accounted for nearly 11% of total sales.

"That is far more than we would normally expect from all the independent retailers put together, especially for a Top 10 album," says Holland, who has no doubt the Selectas played a crucial role in boosting sales of the album.

The waiting list of independent retailers who have applied to be fitted with Selectas is now longer than ever, and it is not hard to see why. As long as listening posts play a key role in generating the kind of sales Pinnacle enjoyed with Tom Waits, they will continue to be the most popular in-store marketing device on the block.



# POST POWER

technology is giving the machines extra marketing muscle. By Yinka Adegoke

## WHERE TO FIND THOSE LISTENING POSTS

Retailer	No. of posts	Suppliers	Programming
TOWER	200	MicroVideo Services, others	self-programmed
VIRGIN	2,100	Blackbox AV, in-house designs, various	self-programmed & paid
HMV	1,000	ADI, ES Video	self-programmed & paid
OUR PRICE	300	various	self-programmed
WH SMITH	150	LIR	self-programmed
JOHN MENZIES	150	various	self-programmed
MVC	200	Elektron	self-programmed
BORDERS	440	US imported	self-programmed
PINNACLE SELECTA	115	LIR	Pinnacle on behalf of retailers
EMI	150	MicroVideo Services	EMI sales reps
UNIVERSAL	150	various	Universal sales reps
ANDYS	120	MicroVideo Services	self-programmed
ASDA	40	LIR	self-programmed
OTHERS:	2,000	n/a	n/a
<b>NATIONAL TOTAL: 27,115 and growing</b>			

Source: Music Week research

UK music market. "Retailers can rent out their disc space to companies and provide information sufficiently valuable to cover the costs for both parties," says Pihlmann.

Virgin Retail development manager Richard Seymour has overseen the design of Virgin's own listening posts, combining research and development work by Blackbox AV and PSD among others to construct them. Recent developments include the 16-CD barcode listening post which can be found at its Oxford Street, King's Road and Bluewater Park Megastores. The listener

chooses a CD by swiping its barcode across a built-in scanner, which in turn triggers a CD-Rom player in the store's back room.

Virgin is also looking into a data retrieval system based on the database used by Virgin Retail France, which features a bank of 97,000 digitally-stored albums, accessible by barcode. Only copyright hurdles are holding the retailer back from initiating a full research programme.

In keeping with the increasingly sophisticated inner workings of the units, manufacturers have taken steps to make

## new talent gets new weapon

or many independent retailers the £1,500 asking price of a multiple-CD listening post can initially seem more like a cost than an investment.

But those who have bought their own listening posts, or else allowed major record labels or distributors to foot the bill, have benefited handsomely.

Darren Manns, assistant manager of Trax in Christchurch, Hampshire, says listening posts have rapidly become a valued retail marketing tool since two were installed by LIR UK last year as part of an overall store re-fit. Trax now has five posts, including two owned and stocked by Universal and EMI.

"We change the featured material every week," says Manns. "In general, we lean towards developing acts as the potential uplift is much greater than for artists who are already popular."

Manns believes the posts have been a crucial factor in the 25% sales increase the store has enjoyed since its refit.

Retailers agree that a careful choice of material is paramount if listening posts are to fulfil their potential, which is why some are wary of accepting free posts which will then be stocked by outside parties.

"The trick is to get the right product for the right kind of store," says Dougie Ander-

son, director of four-strong Scottish chain, Coda Music. "Many Indies prefer to have ownership. We like to maintain our independence and would only let record companies install their units if they stocked them with CDs that are appropriate for us."

EMI was criticised by retailers for putting Ged Halliwell's Schizophrenic album on its listening posts last month, when the first single, Look At Me, was receiving generous airplay and the album was virtually guaranteed healthy early sales. "In a case like that, it is a waste of good space," says one retailer.

Spillers in Cardiff has five posts, two of which it owns, allowing it to pursue a more idiosyncratic programming policy than many. Spillers achieved a significant success earlier in the year with the late Eva Cassidy (pictured) after tracks from the re-released Songbird album were played on Tony Wogan's Radio Two show. When customers began asking for Songbird, nearly three months after it was re-released, Spillers decided to put the album on its posts and was rewarded when sales quickly doubled.

It is this kind of flexibility independents depend upon if they are to offer customer service which marks them out from the well-funded, high-yield multiples. **YA**

single CD post for a year and £100 for a five-CD unit.

Listening posts may not break in the customer's hands any more and neither can they break the next number one act single-handed. Nonetheless, they have become an increasingly essential part of the music retail landscape. As the familiar units spring up across the shop floors of an ever more varied range of stores, the question for retailers is not whether they can justify the cost of investing, but whether they can justify not doing so. **■**



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## Digital Audio CD Listening Posts

10110011101001

For Sale, Lease or Hire

Contact David at DCEnterprises

Tel. 0181 255 9775

Fax. 0181 241 5704

e-mail. sales@dce.dircon.co.uk

See our web site [www.dce.dircon.co.uk](http://www.dce.dircon.co.uk)

THE OFFICIAL UK SINGLES CHART  
TOP 75

Table with columns: Rank, Title, Artist, Label, CD/Class, and Chart History. Lists 75 songs from 'Livin' La Vida Loca' to 'Flower Duet'.

As used by Top Of The Pops and Radio One

alanis morissette  
so pure  
the new single  
available on 2 of our cassette featuring previously unreleased acoustic tracks and brand new mixes ask at counter for details

Out 2nd August  
On 2 X CD and 12" Blu004cd1/cd2t  
Planet Perfecto  
Feat. Grace  
Not Over Yet 99  
Underground mix featured by 3% on mix  
RNE Without new entry  
RNE What was in chart  
19D 10 or more up to chart

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24 JULY 1999

# CHART COMMENTARY

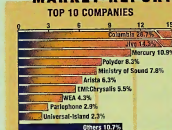
by ALAN JONES



**R**icky Martin's 'Livin' La Vida Loca' performed like a true chart champ last week, experiencing a tiny 4.6% decline in sales week-on-week, compared to an average decline of more than 30% for number one hits in their second week this year. Sometimes it can be a great deal more than that - AT&T's 'I'll Be Home' decreased 60% - admittedly from a much higher level - on its second week, while the Vengaboys' 'Boom, Boom, Boom!!' experienced a relatively modest 22% slide the week before.

Destiny's Child obviously believe that if a thing's worth saying once, it's worth saying three times. Their debut hit No No No reached number five last year, and they repeat the grammatical device and vary nearly the chart position this week, entering at number six with Bills Bills Bills. No other chart act has had a brace of hits whose titles comprise solely of the same word three times, though Abba must get a

## MARKET REPORT

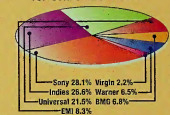


## SINGLE FACTFILE

A series of big-selling singles culminated in Steps' first number one via the double A-sided hit Heartbeat/Tragedy in January. Each of the singles since was expected to follow suit, and each managed number one for a couple of days in the midweek chart, but neither managed to hold on. After the number two success of Better Best Forgotten in March, they fall one place short of

pole position again this week, with Love's Got A Hold On My Heart. The latter sold nearly 102,000 copies last week, well down on the initial tally of nearly 140,000 registered by Better Best Forgotten, and some distance from the 125,000 sales which kept Martin's Livin' La Vida Loca on top. But all may not be lost - the last single to reach number one after debuting lower was Heartbeat/Tragedy.

## TOP CORPORATE GROUPS



## SALES UPDATE

VERSUS LAST WEEK: +3.8%  
YEAR TO DATE VERSUS LAST YEAR: +0.7%

## PERCENTAGE OF UK ACTS IN THE CHART

UK: 49.3% US: 34.7% Other: 16.0%

mention for charting Ring Ring, Money Money Money, Gimme Gimme Gimme (A Man After Midnight) and I Do, I Do, I Do, I Do.

Do, I Do. It's interesting to note that Bills Bills Bills and I Do's current smash No Scrubs... which also peaked at number six

were both co-penned by Kevin 'She'Kspere' Briggs and Kandi Burruss, the latter being a member of another female R&B group, namely Xscape, (who ironically have never had a Top 20 hit of their own, and fell short of the Top 40 with their last single, even though it was written by the Nineties most successful songwriter, Diane Warren).

The number 13 is lucky for Dina Carroll this week - her 13th chart hit Without Love debuts at number 13. This is three places higher than last October's One, Two, Three and her biggest hit since Escaping in 1996. She's still five notches behind new labelmates Yomanda's number eight debut with Synth & Strings - and it could have been an even bigger gap, as the Yomanda single sold 46,500 copies and was unfortunately to be the lowest placed of five records which were separated by just 1,800 sales. But the gap between Yomanda and Britney Spears, who is immediately behind Yomanda in the chart, was a huge 11,600.

## INDEPENDENT SINGLES

Pos	Title	Artist	Label ( distributor)
1	LOVE'S GOT A HOLD ON MY HEART	Steps	Real/Jive 1519372 (P)
2	SOMETHING	Britney Spears	Jive 052302 (P)
3	SWEET LIKE CHOCOLATE	Moby	Mute/LDCMTE 225 (V)
4	WILD WEST	Shanks & Bigfoot	Pepper 653629 (P)
5	IRIS	The Gap Duo Dubs	Hollywood 010265 (NRW) (P)
6	I WANT IT THAT WAY	Backstreet Boys	Jive 052302 (P)
7	HERE WE GO	FreeStyle/5	Freshkove/FND 15 (DMW) (P)
8	SHE'S IN FASHION	Seeds	Nude NUO 04021 (DMW) (P)
9	IMAGINATION	Jon The Dentist Vs Dine Jany	Tidy Trax TIDY25 CD (ADD)
10	VIP	Jungle Brothers	Gez Street/2 GEE 900795 (DMW) (P)
11	FLOWER DUET	Luminaire	Pelican PELICAN 001 (V)
12	TANTED LOVE	My Ruin	Mad Fish SMAXSD 106 (P)
13	NEEDLE DAMAGE	DJ Dan	Worldwide Uliminum/Edel 091780COX (P)
14	DOH LA LA	Wise Guys	Wall Of Sound WALLD GRX (V)
15	SHE'S NOT	ATB	Club Tonic CLL 06406 (Rep) (P)
16	DEAR MAMA	Neo	NEO 12015 (ADD) (P)
17	FOREVER	2Pac	Jive 052302 (P)
18	CREAM	Tina Cousins	Jive 0519332 (P)
19	CREAM	Blank & Jones	Deviant DVNT 31005 (V)
20	BABY ONE MORE TIME	Britney Spears	Jive 052302 (P)

All charts © DJM

To hear the chart hot-off-the-press on Monday morning, call 0891 505290. Calls cost 50p/min.



Pos	Title	Artist	Label
21	SUMMER SON	Therese	Columbia
22	COFFE & TV	Joe	Mercury
23	NO SCRUBS	Britney Spears	Jive
24	I WANT IT THAT WAY	Backstreet Boys	Jive
25	SHE'S IN FASHION	Seeds	Nude
26	TSUNAMI	Black Panther	Mercury
27	LONGINUM	Corona	Mercury
28	FROM THE HEART	Archer Band	Northwood
29	LOVESTRUCK	Marlene	VGA
30	YOU GET WHAT YOU GIVE	New Politics	Mercury
31	SWEET LIKE CHOCOLATE	Sugar Dubs	Orion
32	THE ANIMAL SONG	Stage Darts	Columbia
33	EVERYTHING IS EVERYTHING	Louise Hill	Columbia
34	FEEL GOOD	Paul & Simon	Mercury
35	AS GOOD AS NOTHING	Blizz	Mercury
36	HANGING AROUND	The Cardigans	Decca/Parlophone
37	IN OUR LIFETIME	Teasdale	Mercury
38	BEST FRIEND	Mark Ronson/Al Green/Revere	Mercury
39	BE THE FIRST TO BELIEVE	Cherish	Columbia
40	I KNOW WHAT I'M HERE FOR	James	Mercury

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WITH NEW MIXES FROM TUFF JAM & BUAMP AND LIPS  
TAKEN FROM THE FORTHCOMING ALBUM  
BEST OF LOCKED DOWN

**DOOLALLY**  
STRAIGHT FROM THE HEART

LOCKED ON

TOP 75

24 JULY 1999

Main chart table with columns for Rank, Title, Artist, Label, and Weeks on Chart. Includes entries like 'COME ON OVER', 'BELIEVE', 'LADIES & GENTLEMEN', etc.

NEW Highest new entry, HC Highest chart, Sales increase, Sales increase 50% or more

TOP COMPLICATIONS

Chart of top complications with columns for Rank, Title, Artist, Label, and Weeks on Chart. Includes entries like 'BEST DANCE ALBUM IN THE WORLD...EVER!', 'IBIZA 99', etc.

PHATMAN, GOLD, SEVEN, SILENT, etc. with descriptions of special features.

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ARTISTS A-Z

Index of artists and their chart positions, including ABBA, AC/DC, ADRENALIN, etc.

24 JULY 1999

# CHART COMMENTARY

by ALAN JONES



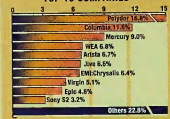
**Album Factfile**  
Sales of Ricky Martin's self-titled album have near enough doubled in each of the last three weeks, but the latest surge carries it from seven to three with more than 28,000 records sold last week compared to its previous tally of 40,000 spread over nine weeks. The success of Martin's chart-topping single 'Livin' La Vida Loca' - and UK promotion - is driving the album, though it is apparently also getting a useful uplift

from Madonna fans curious to hear how the pair's dust. Even though Martin has two previous hit singles under his belt here, none of his three previous albums charted. He's the first Hispanic artist to reach the top five of the album chart since Gloria Estefan in 1994, and the first packed to the Spanish office of a record company since Julio Iglesias in 1983. Whose son, Junior, is coincidentally being pushed by Sony at the moment.

For the second week in a row, **Boyzone's** By Request outsold **Shania Twain's** Come On Over by 20,000. Sales of both albums dipped by 2,000 last week, with the former selling more than 52,000, the latter upwards of 52,000. The Boyzone album has spent six of its seven weeks thus far at number one, and has sold 780,000 copies - a massive amount for an album issued at this stage of the year, and enough for it to move to the top of the year-to-date rankings, where it succeeds fellow Irish group **The Corrs' Talk On Corners**. The latter album, which has held pole position all year, has sold 742,000 copies this year - damned fine considering it had sold 3,750,000 copies before the year even started.

**Surprise** hits winners **Belle & Sebastian** - they took the Best Newcomers prize this year despite widespread expectations that Steps would romp home in the category judged by Radio One listeners - have the highest new entry on this week's chart.

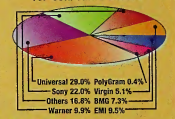
## MARKET REPORT



**SALES UPDATE**  
VERSUS LAST WEEK: -0.5%  
YEAR TO DATE VERSUS LAST YEAR: 0.0%

debating at number 13 with Tigermilk, a reissue of their first album, which was originally released on vinyl only in 1996 in a

## MARKET REPORT



limited edition of 1,000. Tigermilk sold more than 10 times that many copies last week, and very nearly matched the number 12

peak of their last album *The Boy With The Arab Strap*.

The eagerly awaited cinematic debut of *The Star Wars* prequel *The Phantom Menace* sent sales of the album soaring last week over 2,000 to 4,500. As more than a million people are thought to have seen the film in its first four days in cinemas here, it clearly has the potential to sell much more.

**Marvin Gaye's** *What's Going On* has had its price slashed from £9.99 to just £2.99 (HMV), as its summer sale continues, hence the arrival of the album in the chart this week at number 69. And the chain's continuing £4.99 offer on *Oasis' Definity* Maybe is responsible for that album's steep 75-38 climb this week.

## COMPILATIONS

Virgin Television's **Best Dance Album In The World...Ever!** series is not the fastest growing - it has just reached Volume 9 after six years - but it is one of the most successful. All nine albums have reached the top five, but the latest - which debuts at number one this week - is the first to reach pole position since that very first release in 1993. Volume 9 has already outsold Volume 6, which peaked at number two exactly a year ago, and sold 22,000 copies on its first week in the shops. Volume 9 sold nearly 32,000 copies last week, and ends **Fresh Hits 99's** three week run at the top. Volume 8 was up against **Fresh Hits 98**, but couldn't unseat it. Part of the reason for that was that **Fresh Hits 98** was selling at a furious pace, with 264,000 buyers in its first four weeks,

while **Fresh Hits 99** has been much more sluggish, with a mere 122,000 sales in the same time frame. **Fresh Hits 93** actually tumbles to number three this week, also being overtaken by **Itza 99 - The Year Of Trance**, the latest Global TV compilation, which sold over 23,000 copies last week to debut in the runners-up spot. Only one track appears on all of the top three albums - **ATB's '99PM (Till I Come)**.

It's rare for a tribute album to enter the compilation chart, but **Almo Sounds' Return Of The Grievous Angel**, a tribute to the late **Gram Parsons**, debuts at number 24 this week, with sales of more than 3,000. The album includes tracks from friends like **Emmylou Harris** and **Chris Hillman** and admirers like **Beck**, **Sheryl Crow** and **The Mavericks**.

## INDEPENDENT ALBUMS

This Week	Last Week	Title	Artist	Label (distributor)
1	NEW	TIGERMILK	Belle & Sebastian	Jeepster JPR60 397 (MMPV)
2	1	PERFORMANCE AND COCKTAILS	Steephronics	V2 VVR 100428 (MMPV)
3	3	BABY ONE MORE TIME	Britney Spears	Jive 052272 (P)
4	12	DEFINITE MAYBE	Dixie	Creation CRE60 169 (MMPV)
5	NEW	STEP ONE	Steps	Jive 051912 (P)
6	2	WELCOME TO THE PLEASURE DOME	Frankie Goes To Hollywood	BZT ZTT 1060 (MMPV)
7	4	YOU'VE COME A LONG WAY, BABY	Fatboy Slim	Skin BTRASS 1100 (MMPV)
8	7	MILLENNIUM	Backstreet Boys	Jive 952322 (P)
9	6	REMEDY	Benimsest Jaxx	XL Recordings XLCD 129 (V)
10	NEW	KILLING TIME	Tina Cousins	Jive/Epic/Blue Beat/RSJ (MMPV)
11	8	HEAD MUSIC	Suede	Nonesuch NUDE 1400 (MMPV)
12	15	VERTIGO	Groove Armada	Pepper 053032 (P)
13	11	WORD GETS AROUND	Steephronics	V2 VVR 100438 (MMPV)
14	9	GUERRILLA	Super Fly Animals	Creation CRE60 24 (MMPV)
15	10	GREATEST HITS	Primal	Jive 952962 (P)
16	NEW	SCHREAMEDELICA	Primal Screan	Creation CRE60 06 (MMPV)
17	17	EXPERIENCE	The Prodigy	XL Recordings XLCD 110 (V)
18	14	JURASSIC 5	Jurassic 5	Fun PAN 0558 (V)
19	NEW	FIN DE SIECLE	The Divine Comedy	Selene SELCD 052 (V)
20	16	BE HERE NOW	Dixie	Creation CRE60 219 (MMPV)

## MARKET REPORT



**SALES UPDATE**  
VERSUS LAST WEEK: +8.8%  
YEAR TO DATE VERSUS LAST YEAR: -1.1%

**COMPILATIONS' SHARE OF TOTAL SALES**  
Albums: 68.8%  
Compilations: 31.1%

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

24  
july  
1999

# THE OFFICIAL CHARTS

## singles

WV music week

AS USED BY  
**BIBCO RADIO 1**  
97-99 FM

TOP  
SOUND  
POPS!

MTV  
MUSIC TELEVISION



### 1 **LIVIN' LA VIDA LOCA**

- |    |   |                      |
|----|---|----------------------|
| 1  | <b>LIVIN' LA VIDA LOCA</b><br>Ricky Martin                  | Columbia             |
| 2  | <b>LOVE'S GOT A HOLD ON MY HEART STEPS</b><br>Ebu/Jive      | Ebu/Jive             |
| 3  | <b>9PM (TILL I COME) ATB</b><br>Sound Of Ministry           | Sound Of Ministry    |
| 4  | <b>WILD WILD WEST</b> Will Smith feat. Dru Hill<br>Columbia | Columbia             |
| 5  | <b>BOOM, BOOM, BOOM, BOOM!!!</b> Vengaboys<br>Positiva      | Positiva             |
| 6  | <b>BILLS, BILLS, BILLS</b> Destiny's Child<br>Columbia      | Columbia             |
| 7  | <b>MY LOVE IS YOUR LOVE</b> Whitney Houston<br>Arista       | Arista               |
| 8  | <b>SYNTH &amp; STRINGS</b> Yomanda 1st Avenue/Manifesto     | 1st Avenue/Manifesto |
| 9  | <b>SOMETIMES</b> Britney Spears<br>Jive                     | Jive                 |
| 10 | <b>THAT DON'T IMPRESS ME MUCH</b> Shania Twain<br>Mercury   | Mercury              |



- |    |   |                          |
|----|---|--------------------------|
| 11 | <b>BRING IT ALL BACK S</b> Club 7<br>Polydor                    | Polydor                  |
| 12 | <b>IF YOU HAD MY LOVE</b> Jennifer Lopez<br>Columbia            | Columbia                 |
| 13 | <b>WITHOUT LOVE</b> Dina Carroll<br>1st Avenue/Manifesto        | 1st Avenue/Manifesto     |
| 14 | <b>BEAUTIFUL STRANGER</b> Madonna<br>Maverick/Warner Bros       | Maverick/Warner Bros     |
| 15 | <b>SECRET SMILE</b> Semisonic<br>MCA                            | MCA                      |
| 16 | <b>VIVA LA RADIO</b> Lily<br>Polydor                            | Polydor                  |
| 17 | <b>HANGING AROUND</b> The Cardigans<br>Stockholm/Polydor        | Stockholm/Polydor        |
| 18 | <b>GROOVELINE</b> Blockstar<br>Sound Of Ministry                | Sound Of Ministry        |
| 19 | <b>GREATEST DAY</b> Beverley Knight<br>Polyphonia Rhythm Series | Polyphonia Rhythm Series |

24  
july  
1999

# THE OFFICIAL CHARTS

## albums



### 1 **BY REQUEST**

- |    |  |                  |
|----|--|------------------|
| 1  | <b>BY REQUEST</b><br>Boyz II Men                                 | Polydor          |
| 2  | <b>COME ON OVER</b> Shania Twain<br>Mercury                      | Mercury          |
| 3  | <b>RICKY MARTIN</b> Ricky Martin<br>Columbia                     | Columbia         |
| 4  | <b>MY LOVE IS YOUR LOVE</b> Whitney Houston<br>Arista            | Arista           |
| 5  | <b>GOLD—GREATEST HITS</b> Abba<br>Polygram                       | Polygram         |
| 6  | <b>SYNKRONIZED</b> Jamiroquai<br>Sony SZ                         | Sony SZ          |
| 7  | <b>SURRENDER</b> The Chemical Brothers<br>Virgin                 | Virgin           |
| 8  | <b>THE PARTY ALBUM!</b> Vengaboys<br>Positive                    | Positive         |
| 9  | <b>THE VERY BEST OF—CAPTOL/REPRISE YEARS</b> Dean Martin<br>Epic | Dean Martin Epic |
| 10 | <b>THE MAN WHO TRAVELS</b><br>Independiente                      | Independiente    |



- |    |  |                              |
|----|--|------------------------------|
| 11 | <b>BEYONCÉ</b> Britney Spears<br>Jive                          | Britney Spears Jive          |
| 12 | <b>PERFORMANCE AND COCKTAILS</b> Stereophonics<br>V            | Stereophonics V              |
| 13 | <b>TIGERMILK</b> Belle & Sebastian<br>Jeepster                 | Belle & Sebastian Jeepster   |
| 14 | <b>TALK ON CORNERS</b> The Corrs<br>Atlantic                   | The Corrs Atlantic           |
| 15 | <b>THE RUSH</b> Texas<br>Mercury                               | Texas Mercury                |
| 16 | <b>STEP ONE</b> Steps<br>Ebu/Jive                              | Steps Ebu/Jive               |
| 17 | <b>THE MISEDUCATION OF LAURYN HILL</b> Lauryn Hill<br>Columbia | Lauryn Hill Columbia         |
| 18 | <b>RAY OF LIGHT</b> Madonna<br>Maverick/Warner Bros            | Madonna Maverick/Warner Bros |
| 19 | <b>FEELING STRANGELY FINE</b> Semisonic<br>MCA                 | Semisonic MCA                |







24 JULY 1999

**COOL CUTS CHART**  
as featured on Pete Tong's Essential Selection **BTB RADIO**

1	2	<b>AFRICA</b> SMOX Letticed (Latest single from their forthcoming album)	Hard Hands
2	1	<b>KING OF SNAKE</b> Undercut (With mixes from Factory Slim, Slam and Ashby Beats)	JOBZU2
3	1	<b>FEEL GOOD</b> Phats & Small (Set to be a huge hit with mixes by Chris & James and Rhythm Masters)	Multiply
4	6	<b>HEAVEN SENT</b> Bedrock (Remixes from the album of the day and top of the pop progressive play)	White Label
5	5	<b>FIVE FATHOMS</b> Everything But The Girl (With mixes from Club 69, Kevin Youth and DJ Sneak)	Virgin
6	NEW	<b>THE WEEKEND HAS LANDED</b> Yellowish (First full-length dance track with clips from the Maxon Traffic soundtrack)	White Label
7	8	<b>HAPPY DAYS</b> P.J. (With mixes from M4W, Farley & Heller and Francois Kervakian)	Defected
8	11	<b>VIP</b> Gas Guz (With mixes from MAW, Farley & Heller and Francois Kervakian)	AOO
9	NEW	<b>MAS FITO/SO</b> DEEP Mombocaul (Party Club Chart Release because Harry 'Ted' Ted had the same house name)	Subliminal
10	NEW	<b>SECRETLY</b> Skunk Anansie (Remixed with mixes from a garage/dub)	Virgin
11	NEW	<b>RED SEA</b> Red Sea Willness (Epic track in the vein of their debut Happiness Happening)	Ministry Of Sound
12	NEW	<b>OPEN YOUR EYES</b> Nalin & Kane (Solid European progressive trance)	Superfly
13	NEW	<b>SUPERSTAR</b> DOG Curtis (French electro house cut with mixes from Si Begg)	Leadard
14	16	<b>IF I SURVIVE</b> Hybrid (Lush vocals and their trademark breakout production style)	White Label
15	NEW	<b>GOOD MORNING WORLD</b> INFATIGATED The Aloud (Two excellent tracks ahead of their new album)	Screening Target
16	12	<b>WISHING YOU WERE HERE</b> Blaze (From the Best Black remix CD with mixes from Jay Negro and ZCZP (80s))	Silp N Slide
17	NEW	<b>TELL ME IT'S REAL</b> K-Ci & JoJo (Urban cut gives top club mass by Astronaut and Club Asylum)	Universal
18	NEW	<b>DR LOVE</b> Smokin' Beats (Don't paste record in the First Choice classic)	Playola
19	NEW	<b>WE DON'T NEED NO SUMFUR</b> Cosmo Wilelli (Mellow French cut with mixes from DJ Spinn and DJ Hatzidaki & Alka Baras)	Solite
20	NEW	<b>IN MY HEAD</b> PT & Gemini (Frieded house groove with mix by the Freaks)	Classico

Compiled by DJ Matt and with additional tracks from the following sources: City Sounds/Young Pure Records/Black Music/Tap/Tour/Panic/Facets (London), Lashon/Black/Red/White/Young (Manchester), Duff/Dance/Club (Chicago), 3 Beat/Universe (Newcastle), Global Beat/Black/White/Black (London), Black/White/Black (London), The One/Double/Double/Black/White (London)

**URBAN TOP 20**

1	5	<b>BILLS, BILLS, BILLS</b> Destiny's Child Columbia
2	4	<b>TELL ME IT'S REAL</b> K-Ci & JoJo MCA
3	6	<b>WHERE MY GIRLS AT?</b> Motown
4	5	<b>I DO</b> Jamella Parlophone
5	5	<b>IT'S OVER NOW</b> Debarah Cox Arista
6	11	<b>LOVIN' WHOM? WHAT ABOUT SPARKIE</b> Jive
7	6	<b>DID YOU EVER THINK R</b> Kelly Jive
8	NEW	<b>P.E. 2008</b> Puff Daddy feat. Hericann G Bad Boy
9	NEW	<b>ALL THAT I CAN SAY</b> Mary J Blige MCA
10	7	<b>GREATEST GAT</b> Bentley Knight Rhythm Series/Parlophone
11	7	<b>BODY KILLIN'</b> Vincent J Alvin Project Matshak
12	5	<b>HOLLA HOLLANTS</b> The Murder Ja Rule Def Jam
13	6	<b>SOMEDAY</b> Charlotte Rhythm Series/Parlophone
14	8	<b>HUBBUD</b> Elze Tereza RCA
15	12	<b>GROOVE MACHINE</b> Marvin & Tamara Epic
16	7	<b>IF YOU HAD MY LOVE</b> Jennifer Lopez Columbia
17	4	<b>GUILTY CONSCIENCE</b> Eminem feat. Dr. Dre Interscope
18	8	<b>EVERYTHING IS EVERYTHING</b> Layn Hill Ruffhouse/Columbia
19	9	<b>NO PICKING</b> Spady Thelzy Ruffhouse
20	14	<b>MY LOVE IS YOUR LOVE</b> Whitney Houston Arista

**CLUB CHART TOP 40**

1	1	<b>FEEL GOOD</b> Phats & Small Multiply
2	7	<b>TLL DO ANYTHING... TO MAKE YOU MINE</b> Holloway & Co iNcredible
3	1	<b>HONEY BILLIE</b> Ray Martin Creation
4	18	<b>YOU + ME</b> Technique Rhythm Series/Parlophone
5	13	<b>SOMEDAY</b> Charlotte Rhythm Series/Parlophone
6	NEW	<b>EVERY DAY, EVERY MOMENT, EVERY TIME</b> Agnelli & Nelson Xtanzagona
7	17	<b>SECRETLY</b> Skunk Anansie Virgin
8	NEW	<b>SING IT BACK</b> Infoklo Echo
9	12	<b>NOT OVER YET</b> Planet Perfecto feat. Grace Code Blue
10	2	<b>READY FOR THE WEEKEND</b> Nightvision Duty Free
11	4	<b>TOUCHED BY GOD</b> Katcha Hoop Chooms
12	NEW	<b>1999 Binary</b> Finary Positiva
13	6	<b>3 LOW FIVE</b> Sneaker Pimps Clean Up
14	NEW	<b>DEEPER SHADES 3: THE EXTRACTS</b> EP Various Hoop Chooms
15	10	<b>YOUR CARESS (ALL I NEED)</b> DJ Flavours All Around The World
16	NEW	<b>ON &amp; ON</b> Hurricane Essential Recordings/Art
17	3	<b>FEELING IT TOO 3</b> Jays Multiply
18	25	<b>PRISONER</b> All Blue WFA
19	NEW	<b>STOP THE ROCK</b> Apollo Four Forty Stealth Sonic/Epic
20	5	<b>NIGHT SKOOL</b> Mezzahedz Europa
21	NEW	<b>I DON'T KNOW WHAT YOU WANT...</b> Pet Shop Boys Parlophone
22	9	<b>MAKES ME LOVE YOU</b> Eclipse Azuli
23	NEW	<b>ALLIVE</b> Hellotrip Multiply
24	29	<b>COMPUTER LOVE</b> Supercat feat. Mikaela Pepper
25	14	<b>EVERYBODY (DANCE TO THE MUSIC)</b> Scott Mac Tidy Trax
26	15	<b>EVERYBODY (DANCE TO THE MUSIC)</b> De-Jay Junkee Federal Office New York
27	19	<b>MOTHERSHIP RECONNECTION</b> Scott Grooves feat. Parliament, Funkadelic Virgin
28	NEW	<b>GO WITH THE SUN</b> DBA Dtox
29	16	<b>DR LOVE</b> Mare Et Claude Positiva
30	8	<b>IMAGINATION (JUNGLE THE DENTIST</b> vs Ollie Jay Tidy Trax
31	27	<b>DOUBLE DOUBLE DUTCH</b> Dope Smegzag Perfect
32	NEW	<b>SIRIUS</b> Subtle by Design Boogman
33	22	<b>MANTRA (FOREVER)</b> Quake Essential Recordings
34	26	<b>SYNTH &amp; STRINGS</b> Yomanda Manifesto
35	23	<b>JUNGO</b> Candido Azuli
36	NEW	<b>FALL FROM GRACE</b> Shelley Nelson MCA
37	30	<b>TELL ME IT'S REAL</b> K-Ci & JoJo Low Sense
38	35	<b>VOODO ME</b> L.C.D.N. Euphoric
39	34	<b>HAVEN'T YOU HEARD</b> Indigo Pepper
40	NEW	<b>AT THE RIVER</b> Groove Armada Pepper

**CLUB CHART BREAKERS**

1	<b>TEARS</b> Frankie Knuckles Essential Recordings
2	<b>SEE YOU</b> Atlantis Infection
3	<b>BATACUDA</b> Spiller Positiva
4	<b>IT FEELS GOOD</b> Tiffany McCoy Rise
5	<b>GET DOWN</b> Paul Johnson London
6	<b>THAT'S WHAT LOVE CAN DO</b> TLF YANDEER/BEFLUNK Sasha
7	<b>THE LAUNCH</b> DJ Jean Me Bizz
8	<b>DOH TICKY</b> You Dagnine & Celeste Perfect Noise/Universal
9	<b>BODY KILLIN'</b> Vincent J Alvin Project Matshak

Releases are the 10 records outside the Top 40 which have registered the most improved DJ reactions. The Club Chart Top 50 (excluding mixes), Urban, Pop and Dance Charts can be obtained from AFN's website at [www.dfmusic.com](http://www.dfmusic.com). To receive the Club, Urban and Pop charts in full by fax call Kite Music on 01753 940366.

**CHART COMMENTARY**  
by ALAN JONES

**P**hats & Small's *Feel Good* advances 11.1 on the Club Chart this week, as DJs who didn't believe in the original mixes – by Phats & Small themselves and Chris & James were serviced – jump on the second 12-inch, featuring additional mixes by the Rhythm Masters and Mind Chime. Brighton-based producers Phats & Small become the second Multiply act to top the chart in three weeks, following the 3 Jays, and are the first act this year to have two number ones, having reached the summit in March with *Turn Around*. *Feel Good* was, however, 49% less popular last week than *Turn Around* was at its peak and, though the former seems likely to be a major hit, it seems certain to fall short of *Turn Around*'s excellent 476,000 sales tally, which makes it the biggest seller of the 40-plus singles that the Multiply label has released to date. *Feel Good* completes a notable double by being the highest new entry to the Pop Chart, debuting at number 10, one place ahead of *Billie Ray Martin's* *Honey*, the record it replaces at the top of the Club Chart. Meanwhile, *Supercat's* *Computer Love* establishes a very slender lead at the top of the Pop Chart, beating *DJ Flavours's* *Your Caress*. *Indigo's* *Haven't You Heard* and *Steps' Love Got A Hold On My Heart* by a handful of points. Italian house act *Supercat's* *Double Double Dutch* tonite reached number three in March. It is also very close at the top of the Urban Chart, but *Destiny's Child's* *Bills, Bills, Bills* holds on to take the honour for the third week in a row. Two of the song's writers – Kevin 'She'spère' Briggs and Kandi Burruss – helped to write TLC's *No Scrubs*, which also spent three weeks at number one earlier this year. *Burruss* – also, confusingly known as *Burgess* – is actually a member of another all-girl group, namely *Xscape*. There are two new additions to the Top 10 of the Urban Chart, with *Puff Daddy's* *P.E. 2008* at number eight immediately followed by *Mary J Blige's* *All That I Can Say*. *Puff Daddy's* single is another in his growing list of his heavily borrowing from others – this time *Public Enemy's* *Real Gone* *Public Enemy No.1* – while *Blige's* single was custom-written by *Tellow* *R&B* diva Lauryn Hill.

**POP TOP 20**

1	17	<b>COMPUTER LOVE</b> Supercat feat. Mikaela Pepper
2	12	<b>YOUR CARESS</b> DJ Flavours All Around The World
3	2	<b>HAVEN'T YOU HEARD</b> Indigo Euphoric
4	1	<b>LOVE'S GOT A HOLD ON MY HEART</b> Steps Jive
5	11	<b>FEELING IT TOO 3</b> Jays Multiply
6	5	<b>LAINE</b> Mare Et Claude Positiva
7	3	<b>SUNSHINE</b> Day Cook Power Station/Universal
8	6	<b>YOUNG THINGS</b> RUN FREE Candi Staton React
9	16	<b>SOMEDAY</b> Charlotte Rhythm Series/Parlophone
10	NEW	<b>FEEL GOOD</b> Phats & Small Multiply
11	NEW	<b>HONEY BILLIE</b> Ray Martin Creation
12	NEW	<b>I DON'T KNOW WHAT YOU WANT...</b> Pet Shop Boys Parlophone
13	4	<b>DOH TICKY</b> You Dagnine & Celeste Perfect Noise/Universal
14	10	<b>TLL DO ANYTHING...</b> Holloway & Co iNcredible
15	7	<b>SEPTEMBER '99</b> Earth Wind & Fire Epic
16	NEW	<b>YOU + ME</b> Technique Creation
17	15	<b>NOT OVER YET</b> Planet Perfecto feat. Grace Code Blue
18	16	<b>LIVIN' LA YOLA</b> LOCA Ricky Martin Columbia
19	13	<b>ALWAYS YOU</b> Jennifer Falgout Edele
20	NEW	<b>SING IT BACK</b> Infoklo Echo

**BASEMENT JAZZ**  
**RENDEZ-VOU**  
The new single available August 2

## AIRPLAY FACTSHEET

# CHART COMMENTARY

by ALAN JONES

**M**adonna's Beautiful Stranger tops the airplay chart for the fourth straight week, registering its largest audience (83.0m) yet, while declining from last week's all-time record play total of 2,462 to a still huge 2,408. Her lead of over 17m audience impressions has been slashed to just 5m however, with her future date partner Ricky Martin in hot pursuit with *Latin 'La Vida Loca*, which jumps 4-2 this week after increasing its play by a massive 567 and its audience by 15m. Martin looks set to take over next week, especially on the back of hanging on to pole position on the sales chart.

Both artists continue to get massive support from Radio One, where they are the second and third most-played tracks with 34 and 33 plays respectively. But the most-played track at the station for the fourth week in a row is *ATB's 9PM (Till I Come)*,

● The lowest play total is the 43 spins which earn *Colt's Wild Awake* 50th place, 18 of these came from Radio Two, as did all but 70,000 of its 14.12m audience.

● *Sixpence None The Richer's Kiss Me* looked to be on its way out of the Top 10 last week, but climbs 9-8 on its 12th appearance in the upper fifth,

despite the small but growing support for the group's upcoming single *There She Goes*, a cover of *The La's's* hit. ● *Elvis Costello's* cover of *She* reached number 19 a fortnight ago, and has added to number 39, though it's release today (Monday), on the back of the Notting Hill Project should turn it around.

which was played 35 times last week. These plays still generated a slightly larger audience than all the other 1,328 plays garnered by 9PM last week, but support for the track continues to improve, and it moves 7-6 to reach its highest position yet.

New singles from *The Divine Comedy*, *Travis* and *Cast* are all surprisingly among the 10 most-played records last week on Radio Two. The former's staid middle-aged sister *Radio One* continues its remarkable transformation into one of the hipper outlets on the dial, with few of its former core artists now finding favour. In addition to the above, *Madness's Lovestruck* is the most-played disc (20 spins), while *Juliet Roberts's* dancefloor stomper *No One Can Love You More* is the eighth most-played disc with 16 spins — this out of a grand total of 24 for the former number two club hit. All this at a time when

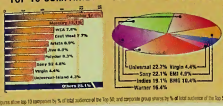
Kiss is playing the *Fifties* hit *Sway*, albeit in a remixed form.

*Texas's* *Summer Sun* is finally beginning to shine after a very slow start. It jumped 50-35 last week, and now speeds to number 16, with a 77% improvement in audience. The biggest contributors are *Radio One* (15 plays), *Capital* (45) and *Virgin* (30), while the track tops 50 plays on several U.K.s.

Nearly 90% of all records achieve a sales position which matches or exceeds their airplay chart peaks, but *Semisonic's* *Secret Smile* is one of the other 10%. It has, it should be said, had a very even start to its sales life, moving 13-4-15, but is doing increasingly better on airplay, where it has moved 13-12-11 over the same period. Some 17 plays from *Radio One* contributed a third of its 40m audience last week, while *Virgin's* 38 and *Capital's* 42 plays were also major

## AT A GLANCE WEEKLY MARKET SHARES

### TOP 10 COMPANIES TOP CORPORATE GROUPS



Shares are for 19 weeks to 11/7/99. % of total audience for the Top 10 and corporate groups plays to 11/7/99. Source: the BBC

factors.

After three weeks at number five, *Whitney Houston's My Love* is *Your Love* lost nearly 9m listeners last week — but climbed to a best-yet placing of number four. It's the biggest airplay success yet off *Houston's* album of the same name. The introductory single, *When You Believe*, which paired *Whitney* with *Maria Carey* was given a rough ride by radio, and peaked at number 32. *Houston's* last single *I'll Be Right Back* it's *Okay* climbed as high as number eight.

Widely tipped to enter the sales chart in the top five this coming week, *The Pet Shop Boys' I Don't Know What You Want But I Can't Give It Any More* is this week having a better airplay experience. It registered 301 plays and climbs 79-66 as a result, though more than half of all stations played it less than five times.

## MTV

Rank	Title/Artist	Label
1	WILD WILD WEST Wil Smith	Columbia
2	9PM (TILL I COME) ATB	Sound Of Ministry
3	BEAUTIFUL STRANGER Madonna	Maverick/Warner Bros
4	MY LOVE IS YOUR LOVE Whitney Houston	Arista
5	CANNED HEAT Jamiroquai	Sony
6	LVIN' LA VIDA LOCA Ricky Martin	Columbia
7	TSUNAMI Maria Street Preachers	Epic
8	WHEN YOU SAY NOTHING AT ALL Ronan Keating	Polydor
9	KISS ME Sixpence None The Richer	Epic
10	SOMETIMES Brinybears	Jive

 Most played videos on MTV UK/Media Research Ltd w/e 11/7/99  
 Source: MTV UK

## THE BOX

Rank	Title/Artist	Label
1	IF YA GETTIN' DOWN FIVE	RCA
2	NO PIGEONS SPINN Thrive	Columbia
3	BRING IT ALL BACK 3 Club 7	Polydor
4	QUALITY CONTROL The Roots	Interscope/Polydor
5	LVIN' LA VIDA LOCA Ricky Martin	Columbia
6	ROOM BOMB ROOM BOMB Vengaboys	Positive/EMI
7	SOMETIMES Brinybears	Jive
8	WHEN YOU SAY NOTHING Ronan Keating	Polydor
9	LOVE'S GOT A HOLD ON MY HEART Steps	Epic/Jive
10	9PM (TILL I COME) ATB	Sound Of Ministry

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

## BOX BREAKERS

Rank	Title/Artist	Label
1	MAN I FEEL LIKE A WOMAN Shania Twain	Mercury
2	IF I LET YOU GO Westlife	RCA
3	BILLS BILLS DESTINY'S CHILD	Columbia
4	NOTHING TO SCREAM	Gloabal
5	LONELY Mutha	Cision
6	WHERE MY GIRLS AT? Kelly Rowland	Motown
7	DID YOU EVER THINK I'd Jizz Feel, Nas	Jive
8	GROOVE MACHINE Marvin & Tamara	Epic
9	LET FOREVER BE THE Chemical Brothers	Virgin
10	IT MUST BE LOVE Mero	RCA

 Highest climbing videos on The Box in advance of single release w/e 11/7/99  
 Source: The Box

## TOP OF THE POPS

Rank	Title/Artist
1	Love's Got A Hold Of My Heart Steps; Lovestruck Madness;
2	Lovestuck Madness; Synth A Stings Yvonne; Hanging Around The Cardigans; Without Love One
3	Canoli; Bills Bills Destiny's Child; Lvin' La Vida Loca Ricky Martin

Draft line-up 23/7/99

## CD:UK

Rank	Title/Artist
1	Performance: When Ya Gettin' Down Five; Without Love One; Canoli; Magic Hour
2	Canoli; Lovestuck Madness; The Elvis Costello; Lvin' La Vida Loca Ricky Martin; Love's Got A Hold On My Heart Steps
3	Videos: Mi Chico Latino Gori Halliwell

Draft line-up date 17/7/99

## THE PEPSI CHART

Rank	Title/Artist
1	Performance: Without Love One; Canoli; Lovestuck Madness; Love's Got A Hold On My Heart Steps; When You Say Nothing At All Ronan Keating
2	Videos: Bills Bills Destiny's Child; Hanging Around The Cardigans

Draft line-up 22/7/99

## RADIO ONE PLAYLISTS

**A-LIST** Better Off Alone Alicia Keys; 9PM (Till I Come) ATB; Renda Wu Basement Jack; Coffee & TV Hour; Without Love One; Canoli; Catastrophe; Let Forever Be The Chemical Brothers; Bills Bills Destiny's Child; Double Dutch Dutch Duo; Snuggly; At The River George Armas; My Love Is Your Love Whitney Houston; I Know What Feels For James; If You Had My Love Jennifer Lopez; Beautiful Stranger Madonna; Tsunami Maria Street Preachers; Lvin' La Vida Loca Ricky Martin; Secret Smile Semisonic; All Star Secret Smells; Love's Got A Hold On My Heart Steps; Summer Sun Texas; Why Does It Always Rain On Me? Travis; Synth & Stings Yvonne D

**B-LIST** Where My Girls At? 702; 'Dribbling In La Brian Van 3000; Gs Ga Mentos C; Hanging Around The Cardigans; Magic Hour Cast; The Pop Singer's Fear Of The Pollen Count The Divine Comedy; Makes Me Love You Kiprich; Sully Considine Eminem; Yesterday Went Too Soon Feeder; If Ya Gettin' Down Five; I Do

## RADIO TWO PLAYLISTS

**A-LIST** The Pop Singer's Fear Of The Pollen Count The Divine Comedy; Fragile Talking Bill Country; I Do; Eddy Redkey; Magic Hour Cast; 'If I Let You Go Westlife; Forget About It; Kiss Kiss Lovestruck Madness; Why Does It Always Rain On Me? Texas; When You Say Nothing At All Ronan Keating; No One Can Love You More Juliet Roberts

**B-LIST** Lvin' La Vida Loca Ricky Martin; Stronger Jeri Baylow; While Awake Colt's; 'Big Change Is Gonna Come Peter Green's Splinter Group; 'Nasty Dan Martin; 'Mi Chico Latino Gori Halliwell; 'Wear A Kisses Are Chubby Culture Club; Babyface David Gray; 'Alive Jennifer Brown; 'Paradise Robert Cray

## BIG RADIO 1

Jamiro: Canned Heat Jamiroquai; When You Say Nothing At All Ronan Keating; Did You Ever Think It'd Jizz Feel; 'Sling It Back; Back; Profit In Peace; Colour Sound; Good Phads & Small; Macho Mamba 'Shady; Lucky Shunk Ananie; 'I Wouldn't Be Without Your Radio Stereophonics; Unpretty TLC

**C-LIST** Step The Rock Apollo 440; All That I Can Say; Summer In Space Cosmos; Straight From The Heart; Doo-Wop; Her It Comes Down; So Long Francis; Dogmundo 2000 Field; Oh Jim Jay Doo; 'Mi Chico Lettin' Get Rid; Supersize Jamiroquai; So Pure Alicia Keys; 'Don't Know What You Want But I Can't Give It Any More Pet Shop Boys; 'Be 2000 P of Daddy; Fire in My Heart Super Fly; Animals; 'Better Days Top; King Of Snake Underwood

 R1 playlists for week beginning 19/7/99  
 © 2000s additions

## BIG RADIO 2

**C-LIST** So Many Ways Ellis Campt; Somebody Michael Laitman; Love The Rock; The Miracle Cliff Richard; Sometimes Lies Rhythms D'Angelo; 'Nik; 'Rushmore; Nashville McCabe; 'Va; 'Peasants; 'Zuchers; Return Of The Gloveus Anand; 'A Tribute To Gram Parsons (album); 'I Don't Know What You Want But I Can't Give It Any More Pet Shop Boys; 'Heav Of Her Own Will; 'Bills (album); 'Eric Clapton; 'Mary Lohan; 'Belly Crooked; 'Dragon' The Line R.E.M.; 'Sheila Copello

 R2 playlists for week beginning 19/7/99  
 © 2000s additions

## MTV UK PLAYLISTS

**A-LIST** Beautiful Stranger Madonna; My Love Is Your Love Whitney Houston; 9PM (Till I Come) ATB; When You Say Nothing At All Ronan Keating; Lvin' La Vida Loca Ricky Martin; Without Love One Canoli; Bills Bills Destiny's Child

**B-LIST** Coffee & TV Hour; Secret Smile; Love's Got A Hold On My Heart Steps; Feat It In 3 Days; All Star Smash Mutha; If I Let You Go Jamiro; If You Had My Love Jennifer Lopez; I Do Westlife; I Don't Know What You Want But I Can't Give It Any More Pet Shop Boys; Let Forever Be The Chemical Brothers; I Know What I'm Here For James; Wild Wild West Wil Smith; Tsunami Maria Street Preachers; American Womas Lenny Kravitz

## BIG RADIO 1

**C-LIST** Sully Considine Eminem; Lately Shunk Ananie; Body Rock Moty; Step The Rock Apollo 440; Magic Hour Cast; Lenny Mithak; Why Don't I Always Rate On UK Top 10; Real Talk; Renda-Wu Basement Jack; Fire In My Heart Super Fly; Without Love One; Love's Got A Hold On My Heart Steps; Godelma On A Heavy Mercury; Split On A Stranger; Parsons; Back Behind Our Eyes; Shana Noveck; King Of Snake Underwood; To Be In Love Masters At Work; The Pop Singer's Fear Of The Pollen Count The Divine Comedy



# SINGLE of the week

**BASEMENT JAXX: Rendez-Vu (XL Recordings XLS 110CD).** The South London duo live up to the hype with this irresistible follow-up to their Top Five single Red Alert. Grafting woozy vocals and lashings of summery flamenco guitar onto a pounding bassline, it has immense crossover appeal yet keeps its feet firmly in the underground. The flipside features the Jaxx's cheeky fusion of Red Alert with slices of the Jackson Sisters' rare groove classic *I Believe in Miracles*, plus the slamming *All You Crasies*. An A-listing from Radio One and increasing UK support will ensure this is the sound of the summer.



and abetted by jangly guitars, wonderful harmonies and a dark undercurrent — all of which leaves the song head and shoulders above the current crop of indie contenders. The group's debut album, *Luminate* Ver. Heil, will be released on August 16.

## SINGLE reviews

**RECORDED: CAPRICE: Oh Yeah (Virgin VSC1745).** In spite of the apparent obnoxiousness of the proposition — American model wears attention-seeking minimal clothing, becomes famous and discovers she is a serious musical talent — this looks set to give her a debut hit. Madonna's current incarnation is an obvious inspiration, with a spot of Halliwell-style self-absorption thrown in for good measure, but the big, bold chorus leaves nothing to chance.

**12 TREES: Izzy Wazza Groove (Regal REG2800).** 12 Trees' third single approaches the funk with top-notch eclecticism, taking in disco, electro and psychedelic pop over five mixes. Not exactly a release destined to scale the charts, but one that will bolster the band's club reputation.

**CEVIN FISHER: Music Saved My Life (SVMJ SM9098-1/2).** Fisher's disco-house sound again comes to the fore on this tribute to New York dance pioneers such as Larry Levan and François K. Club promotion has focused on mixes by Freesty Jam and Pete Heller, while the momentum of Fisher's Top 20 hit *Burning Up* should help at retail.

**RECORDED: SHACK: Natalie's Party (London LONCD436).** The critically-rated Liverpool act, led by the talented Michael Head, attempt another crack at the charts after the Radio Two-supported Comedy narrowly missed the Top 40. This is one of the more authentic tracks from the HMS Fable album, and while it apparently does not fit with Radio One's demographic, increasing of LR and Xfm exposure seem set to continue carrying the record.

**SPARKLE: Lovin' You/What About (Jive 0523452).** This close cover of Minnie Riperton's *Lovin' You* is pleasant enough while not adding anything new. The R Kelly penned *What About* is an accomplished ballad exploring typical heartbeat territory and showcasing Sparkle's exquisite vocal, and will appeal to the Kelly/Sparkle fanbase. **THE LANTERNS: It's Not Thursday Every Day (Columbia 667578 2).** The Edinburgh trio's third single is a great tune ably aided

and abetted by jangly guitars, wonderful harmonies and a dark undercurrent — all of which leaves the song head and shoulders above the current crop of indie contenders. The group's debut album, *Luminate* Ver. Heil, will be released on August 16.

**RECORDED: PHATS & SMALL: Feels Good (Multiply CDMLU754).** After the number two success of the Turn Around, Brighton-based duo Richard Small and Jason Phats return with this cracking disco-driven follow-up that matches its predecessor for crossover appeal. Boasting remixes by Chris & James and the Rhythm Masters, it is currently number one on the *MW* Club Chart. It has gained a Blisting at Radio One, plus support at Kiss 100 and Capital.

**FIXED STARS: Here Comes The Music (Mercury/A&M FXSCD1).** While Fixed Stars break no new ground for a post-Britpop band, this follow-up to the limited-edition *Blueprints* is certainly tuneful. The Lightning Seeds' Ian Brodie helps lift the production.

**PEARL JAM: Last Kiss (Epic 6674751/7).** Having started life as a fan-club-only single, this cover of the J Frank Wilson & the Cavaliers hit from 1964 now forms part of the No Boundaries benefit album for Kosovo refugees. Eddie Vedder delivers a rich, dark vocal over a gentle, infectious melody that might just make it a hit.

**DEAN MARTIN: Sway (EMI 7243 887464 2 7).** EMI Catalogue looks set to capitalise on the Top 10 performance of Martin's Best Of album with this swinging number, currently featured in a Eurostar advert. Both formats also include the classic *That's Amore*, recently featured in a Pizza Hut campaign.

**JENNIFER PAIGE: Always You (Edel 0044645ERE).** Paige's European smash hit *Crush* was a Top Five hit in the UK last September. Unfortunately, *Always You* does not stand out from the pop pack in the same way as its predecessor.

**MATT BIANCO: Sunshine Day/Boogie My Vista (Brothers CDBRVU10).** Matt Bianco are back with their first UK release in eight years following their Eighties hits *Get Out Of Your Lazy Bed* and *Half A Minute*. *Sunshine*

Day — a cover of Osibisa's 1976 hit — lives up to its name, offering a summery feel, latin influences and a hooky chorus.

**THE PRETENDERS: Popstar (WEA 3984284352).** The second single from The Pretenders' *Viva El Amor* album is entirely immodest, frankly asking for it with "It's not make 'em like they used to" refrain. It is entertaining nonetheless, and one of Chrissie Hynde's rawest records. Virgin has *Clisted* the track while Xfm has *Blisted* it.

**BIG COUNTRY: Fragile Thing (Track TRACK0004).** The Scottish rockers return after four years with *Eddie Reader* in tow and, mercifully, not an e-bow in sight. The first single from their *Driving To Damascus* album is a faintly gothic acoustic song with echoes of Chris Isaak. Radio Two has *played* it and, with the band's return to live action, a comeback is not out of the question.

**RECORDED: SUPER FURRY IN MY HEART: Fire In My Heart (Creation CRESC0323).** The second single from the Furies' Top 10 album *Guanilla*. Fire in My Heart is a delicate, understated ballad which has already been Mark Radcliffe's single of the week. While it will find it hard to match the number 11 placing of Northern Lites, it should help revitalise sales of the album.

**DOVES: Here It Comes (Casino the).** Currently the subject of *A&R* interest, the Doves move beyond their Sixties influences with this breezy third release. It has attracted support from Radio One's Jo Wiley and Mark Radcliffe.

**RECORDED: ECLIPSE: Makes Me Love You (Azuli AZNYCDX100).** Azuli celebrates its 100th release with this euphoric Italian disco-house production based around Sister Sledge's *Thinking Of You*. Radio support (including a Blisting at Radio One) will ensure it casts a shadow on the charts.

## ALBUM reviews

**RECORDED: 702: 702 (Motown 549526-2).** State-of-the-art R&B from the US all-girl trio. It includes the single *Where My Girls At*, which is on Radio One's *Blist* and at number two in the *MW* Urban Chart. Producers include Mark Kinchen, Missy Elliot and Rapture Stewart & Eric Seats.

This week's reviewers: **Dugald Baird, Brad Beattin, Michael Byrne, Hamish Champ, Andrea Daschner, Chris Finan, Tom FitzGerald, Simon Harper, Steven Jones, Sophie Moss, Simon Ward, Paul Williams and Adam Woods.**



**RECORDED: EMINEM FEAT. DR. DRE: Guilty Conscience (Interscope 4971282).** The rap sensation's second single consists of three sordid and violent moral quandaries, with Eminem and producer Dr Dre respectively acting the part of the bad and good voices in the head of the protagonist. The naggingly brilliant — if daft — chorus refrain ought to have undermined any allegations of irresponsibility, although it seems to have slipped below some commentators' humour radar. The video — one of the year's best — is enjoying heavy rotation on all networks, and the single is *Clist* at Radio One as well as being prioritised at Kiss and *played* at Choice.

**VARIOUS: The Chillout Album 2 (Telstar TV TIVCD3076).** Telstar follows the first volume of this laidback series with another eclectic double CD of quality tunes. Downbeat tracks from Groove Armada and Morcheeba collide with big beat from Fatboy Slim and The Wiseguys, house from Lettfield and Medway, and classic soul from Marvin Gaye and Quincy Jones.

**RECORDED: SMASH MOUTH: Astro Lounge (Interscope LCO6406).** Crazy Californians Smash Mouth follow their debut album *Fush Yu Mang* with another crass CD.

energetic ska-rock-rap anthems. Occasionally the album veers down tempo with ballads such as *Waste* and *I Just Wanna See*, but it is the vitality of tracks such as their current single *All Star* which grabs attention.

**GODSMACK: Godsmack (Universal UDD-51390/153 190-2).** Almost a million-seller in the US, Godsmack's album is *dirge* / trash rock in the Metallica mould. Songs such as *Time Bomb*, *Stress* and *Bad Religion* are delightfully relentless — metal fans will lap them up. The band play this year's *Oz Fest*.

**RECORDED: INNERZONE: CHESTRA. Programmed (Tatkin Loud 5461372).** Techno guru Carl Craig steps further into the abstract modern jazz arena with this sonic collage. The 14 engaging tracks include the classics *Bug In The Bassbin* and *At Les*, plus the excellent four-piece singing *People Make The World Go Round*.

**VARIOUS: Where The Wild Nings Are (Fierce Panda NONGCD1).** The follow-up to January's *Nings And Roundabouts* is an essential-for-ans limited-price purchase offering early indie and mid-pitched releases by acts such as *Environa*, *Ultrasonic*, *Regular Fries* and *The Unbelievable Truth*.

## Delayed releases

Releases previously reviewed in *Music Week* now set for release on August 2 include: **GAY DAD: Oh Jim (London) (reviewed in July 17 issue).**

## Here now releases

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

**RECORDED: THE CHEMICAL BROTHERS: Let Forever Be (Virgin CHEMS D9).** The second collaboration between the Chemicals and Noel Gallagher easily outclasses its predecessor, the 1996 number one *Setting Sun*, by virtue of its melodic, clear-eyed psychedelia, even if the colossal ballad is yet another bastard child of *Tomorrow Never Knows*. Following hard on the heels of the number two *Hey Boy, Hey Girl* — their best-selling first week to date — the resurgent Chemicals are emerging as one of 1999's best singles acts. Radio One, Atlantic 252 and Xfm have *list*ed the track.

The space raiders — New single

(I need the) disko doktor

3 AUG. 99

phats n' small groove armada clockwork voodoo freaks

Takes from the album... dont be daft — Out now on

www.dotnet.net distributed by Jive

## CLASSICAL news

## PROMS SERIES STARTS BBC BRANDING BLITZ

The BBC Proms Collection launches on August 16 with five albums featuring live performances from last year's Proms, each showcasing the work of the corporation's national and regional orchestras.

The mid-price series signals a general expansion in BBC Music's classical recording output, made possible following an agreement on artists' fees with the Musicians' Union.

"The Proms Collection is about unlocking the BBC archives and making them work commercially," says BBC Music marketing manager Alan Taylor. "There have been various Proms albums over the years, but this new series is clearly distinguished by the BBC brand."

A second batch of recordings from this year's Proms is set for release in the autumn. Product will be marketed by direct mail to names on the Proms database and advertised in Proms programmes and related marketing literature. "We are expecting a strong in-store presence for this series," says Taylor. "The response from retailers has been very encouraging so far."

Repertoire includes Shostakovich's Symphony No. 13 performed by the BBC Philharmonic (pictured) and Holst's Planets Suite by the BBC National Orchestra of Wales.

BBC Music has also developed an album of the Nation's Favourite Classical Music, with selections voted for by Radio Times readers. The project was prompted by the success of BBC Worldwide's The Nation's Favourite series of poetry, which sold more than 500,000 units in book and audio cassette form.

The album, which is due for release on September 6, will be backed by a Classic

FM radio and national press ad campaign, as well as further Radio Times coverage.

## ECLIPSE SPARKS ALBUM REISSUE

Composer David Bedford's workshop sessions at this year's Dartington International Summer School include the spontaneous creation of a piece inspired by the total solar eclipse on August 11.

The Classic Print offshoot of Rob Ayling's rock label Voice Print is to reissue Bedford's Star Clusters, Nebulae and Places in Devon (CPVPO11) album on the same day.

After its first appearance on Mike Oldfield's Tubular Bells label in 1981, Star Clusters achieved a cult following. The work surfaced later on Voice Print.

"Star Clusters undersold when presented as part of a rock catalogue," says Chris Thorpe, director of the Serendipity label and producer of most of Classic Print's titles to date. "It is a great piece but it wasn't reaching the right target audience."

## PHILIPS UNVEILS EASY LISTENING CLASSICS

Philips Classics is banking on a long, hot summer with the release of Spanish guitarist Pepe Romero's *Songs My Father Taught Me* (458 595 2), which it describes as its most beautiful easy listening album of the year.

"Pepe Romero's back catalogue has been selling well in the UK," explains Philips head of marketing Mark Wilkinson. "This is a great mix of classical arrangements and original Spanish works."

The disc is released on August 9, and will be advertised in the *Daily Mail* and the specialist classical press with substantial retail support.

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

## ALBUM of the week

**SZYMANOWSKI: King Roger; Symphony No. 4, Hampson, Szymyka, Langridge, CBSO/Simon Rattle [EMI CDS 5 66823 2]. This splendid two-CD**



account of Szymanowski's opera will be the first release to appear since the appointment of Rattle (pictured) as music director of the Berlin Philharmonic. It was recorded following acclaimed performances at last year's Proms and the Salzburg Festival. Marketing for the Szymanowski set will include an ad in September's *Gramophone* as well as in-store display posters.

## REVIEWS

for records released up to 2 August, 1999

**BISHOP: Shakespeare At Covent Garden - Henry R. Bishop's Songs (1816-21), The Musicians Of The Globe/Philip Pickett [Philips Classics 462 506-2].** Best known as the

composer of *Home, Sweet Home*, Sir Henry Bishop forsook a career as a jockey to make his name as music director at Covent Garden in the early 1800s. His grand settings of Shakespeare songs for soloists, chorus and orchestra are brilliantly recreated here by the Musicians Of The Globe and Philip Pickett. The disc is being promoted at the Globe Theatre and advertised in *The Globe* magazine.

**BYRD: Early Latin Church Music, The Cardinal's Music/Andrew Carwood (ASV Gaudeamus CD GAU 179).** A combination of a top quality recording and some fine performances by *Gramophone* Award-winners The Cardinal's Music makes the third instalment in ASV's complete edition of music by Tudor composer William Byrd the equal of its predecessors. It will be supported by ads in the September issue of

*Music Quarterly* and *Classic CD*.

**DWORAK: Rusaika (highlights), Fleming, Heppner, Czech Philharmonic/Charles Mackerras (Decca 466 356-2).** Sunday Times critic Hugh Canning voted the complete Rusaika recording as his "opera recording of the year, perhaps of the decade", and the set has been nominated for a *Gramophone* Award. Further plaudits in the specialist classical press and articles on US soprano Renée Fleming in the *Daily Telegraph* and *BBC Music Magazine* have prompted Decca to compile a selection of highlights.

**SIBELIUS: Finlandia, Karelia Suite, Four Legends, Iceland Symphony Orchestra/Petri Sakari (Naxos 8.554265).** Previous releases in the Naxos Sibelius series have been well received, despite strong competition from more illustrious performers. The latest outing features the popular Finlandia and powerful readings of other familiar works. Distributor Select is promoting it as Naxos CD of the Month for August, backed by countertop boxes and ads in September's *Gramophone*, *Classic CD* and *BBC Music Magazine*.



## THE FEEL GOOD FACTOR



## The 3 Jays' DEBUT SINGLE: "Feeling It Too"

REMIXES BY: Phats & Small, Lisa Marie, Hugstar & Philter  
Released: July 19th



## Phats &amp; Small's

## SECOND SINGLE: "Feel Good"

REMIXES BY: Rhythm Masters, Chris & James & MindChime  
Released: August 2nd



RECORDED CATALOGUE NEW RELEASES

THE BEACH BOYS: Pet Sounds (Capitol 72432452124)

Right up there with the Beatles... Revolver as one of the best pop albums of the Sixties...

ARETHA FRANKLIN: Amazing Grace - The Complete Recordings (Rhino R275627)

landmark among many in the career of soul queen Aretha... This 1972 recording captures her voice at its awesome best...

VARIOUS: 100% Rap (Telstar/Telstar TARC0 4108) A mid-price compilation drawing together some of rap's finest moments...

FLAMING EMER: Westbound No 9 (Suep NEMCQ 432) When Holland/Leland Motown and set up shop in the Jungle...

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ALBUMS FRONTLINE RELEASES

- 1 LITTLE BOOTS: LITTLE BOOTS (Capitol 72432452124)
2 THE BEACH BOYS: Pet Sounds (Capitol 72432452124)
3 ARETHA FRANKLIN: Amazing Grace (Rhino R275627)

- 4 THE BEACH BOYS: Pet Sounds (Capitol 72432452124)
5 ARETHA FRANKLIN: Amazing Grace (Rhino R275627)
6 THE BEACH BOYS: Pet Sounds (Capitol 72432452124)

- 7 THE BEACH BOYS: Pet Sounds (Capitol 72432452124)
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ALBUMS FRONTLINE RELEASES

- 10 THE BEACH BOYS: Pet Sounds (Capitol 72432452124)
11 ARETHA FRANKLIN: Amazing Grace (Rhino R275627)
12 THE BEACH BOYS: Pet Sounds (Capitol 72432452124)

RELEASES THIS WEEK: 27 JULY YEAR TO DATE: 7,906

- 1 THE BEACH BOYS: Pet Sounds (Capitol 72432452124)
2 ARETHA FRANKLIN: Amazing Grace (Rhino R275627)
3 THE BEACH BOYS: Pet Sounds (Capitol 72432452124)

CATALOGUE & REISSUES

- 1 THE BEACH BOYS: Pet Sounds (Capitol 72432452124)
2 ARETHA FRANKLIN: Amazing Grace (Rhino R275627)
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Table listing new releases with columns for artist, album title, genre, and release date.

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NEW RELEASE COUNTDOWN

Key album releases scheduled for the next six weeks

SINGLES

Table listing new singles with columns for artist, title, genre, and release date.

RELEASES THIS WEEK: 78

Table listing new releases with columns for artist, title, genre, and release date.

RECORDS PREVIOUSLY LISTED WHOSE RELEASE DATES HAVE BEEN PUT BACK TO 24/7/99

Table listing records whose release dates have been postponed to 24/7/99.

\* Previously listed in alternative format

SINGLES TITLES A-Z

Table listing singles titles in alphabetical order.

RECORDS PREVIOUSLY LISTED WHOSE RELEASE DATES HAVE BEEN PUT BACK TO 24/7/99

Table listing records whose release dates have been postponed to 24/7/99.

RECORDS PREVIOUSLY LISTED WHOSE RELEASE DATES HAVE BEEN PUT BACK TO 24/7/99

Table listing records whose release dates have been postponed to 24/7/99.

2 August 1999 (Friday); single: Where My Girl Is At - July 26

3 August 1999 (Friday); single: Where My Girl Is At - July 26

16 August 1999 (Monday); single: I Love You Like a Love Like a Love - August 2

23 August 1999 (Monday); single: I Can Sing - August 2

30 August 1999 (Monday); single: I Can Sing - August 2

6 September 1999 (Monday); single: I Can Sing - August 2

13 September 1999 (Monday); single: I Can Sing - August 2

20 September 1999 (Monday); single: I Can Sing - August 2

27 September 1999 (Monday); single: I Can Sing - August 2

4 October 1999 (Monday); single: I Can Sing - August 2

11 October 1999 (Monday); single: I Can Sing - August 2

18 October 1999 (Monday); single: I Can Sing - August 2

25 October 1999 (Monday); single: I Can Sing - August 2

1 November 1999 (Monday); single: I Can Sing - August 2

8 November 1999 (Monday); single: I Can Sing - August 2

15 November 1999 (Monday); single: I Can Sing - August 2

22 November 1999 (Monday); single: I Can Sing - August 2

29 November 1999 (Monday); single: I Can Sing - August 2

6 December 1999 (Monday); single: I Can Sing - August 2

13 December 1999 (Monday); single: I Can Sing - August 2

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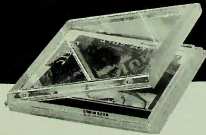
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RETAIL FOCUS: **ROUND SOUNDS**

by Karen Faux

Since its recent refit, Sussex indie store Round Sounds has adopted the catchphrase "Latest Releases - Low Prices" and judging by the increased customer flow through its doors, the message seems to have got across. Talking of doors, owner Steve Brewer believes that the new-style doorway providing easier access to the shop is making it more inviting to people in Burgess Hill. "The doorway used to extend into the store but now the front is completely flat," he says. "People can easily see right inside and know exactly what they are coming into."

Changing the frontage has not only enhanced Round Sounds' appearance but has also created more floor space. While conventional windows have been sacrificed, displays are created using specially-made hanging poster holders. "This is not a problem as we've seen a marked decline in the kind of elaborate window displays that record companies used to supply," says Brewer. "Posters look effective and we recently had some of our own designed for one of our campaigns."



Round Sounds: trying new flavours for price promotion

The shop facade now sports a bright yellow and red colour scheme with the Round Sounds logo prominently displayed. One of the most dramatic changes to the interior is the installation of an International Displays chart wall. It allows plenty of space for product to be viewed face-on and single

poster boards maximise display possibilities. A new carpet, counter and the Round Sounds T-shirts and sweatshirts worn by staff complete the new image.

A priority this summer has been to maximise catalogue sales with aggressive promotions. "Back catalogue from the likes of

**SINGLING OUT THE PRICING ISSUE**

While Steve Brewer testifies to the fact that singles sales are currently buoyant, he laments the fact that customers are increasingly being asked to pay up to £3.99 for some singles in Often singles now have less tracks and mixes and don't always represent particularly good value for the customer," he says. "In an increasing number of cases they are being asked to pay for two versions at a cost of £2.99 each." Brewer points to F5's latest release as a case in point. "Formerly their singles have sold at between £1.99 and £2.99 but now fans are being encouraged to buy two versions at £3.99 each. Between them they offer six tracks, with one track duplicated, and I can't see myself doing as well with them as before."

Massive Attack and The Chemical Brothers has flown out as part of our three-for-£21 deal," says Brewer. "We have also heavily promoted our own 'Make Mine A £3.99' promotion, which we launched in June with free ice cream. There is a wide cross-section of product offered in this, including albums from Britney Spears and Steps to Queen and Van Morrison Best Of's. The businesses are generating from these campaigns is helping to compensate for the poor performance of some of this year's big artist albums."

Brewer reports that demand for MiniDisc is growing. "We now display MiniDiscs on our chart wall and there has been a marked uptick in the past few months," he says. "People are frequently asking for new albums on MiniDisc which is an encouraging sign that it is becoming a popular portable format."

**IN-STORE NEXT WEEK (from 26/7/99)**

**Windows** - Marvin & Tamara, Universal campaign with two CDs for £20; **In-store** - Gang Starr, Cliff Richard, Beach Boys, La Bottine Soudente, Benjamin Britten String Quartet; **Press ads** - Machinehead, Ian MacDonald, La Bottine Soudente, Beach Boys, Benjamin Britten String Quartet



**Singles** - Ronan Keating, Doolally, Marvin & Tamara, Cast, Culture Club; **Albums** - Fat Pop Hits, Abba, Earth Wind & Fire, Aztec Camera, Best Ibiza Anthems, Clubbers' Guide To Trance



**In-store** - Now Millennium promotion with two CDs for £22, Sliding Doors, BBC Comedy Greats, Geri Halliwell, City Of Angels, three CDs for the price of two on Boots exclusive range



**In-store** - campaign with CDs at £6.99 including Les Rythmes Digitales, Elastic, Billy Bragg, The WiseGuys; **In-store display boards** - Dr Doom, Freddy Fresh, Moby, Squarepusher, Public Enemy, Joy Zipper, Red House Painters, Jean Michel



**Single** - Ronan Keating, **Windows** - Culture Club, Doolally, Dope Smugglaz, Marvin & Tamara, Skunk Anansie, Groove Armada, Cast, Topoliner; **In-store** - Gang Starr, Ibiza Album 99; **Press ads** - Gaterasher Wet, Classical own labels, Clubbers' Guide To Trance



**Windows** - Star Wars, Crazy; **Listening posts** - Crazy, Chillout Room 2, Now! 43, Shania Twain



**Albums** - Gaterasher Wet, Scritti Politti; **In-store** - Bob Marley, video promotion with three for £15; **Listening posts** - Aztec Camera, Gang Starr, Groove Armada, Peshay, Witness, Morcheeba, Semsion, Earth Wind & Fire



**Singles** - K-Ci & JoJo, Ronan Keating, Groove Armada, Culture Club, Cast, Travis; **Albums** - Aztec Camera, Destiny's Child, Clubbers' Guide To Trance, Cafe Del Mar Vol 6, Eyes Wide Shut



**In-store** - Pete Tong Essential Selection Ibiza 99, Chillout Room 2, Austin Powers, Gaterasher Wet, Culture Club, Candy Station, Destiny's Child, sale



**Selects listening posts** - DJ Hypo, Groo Go Go Dolls, Groove Armada, Breathless, Fastball; **Major recommended retailers** - StarKings, Chart Busters USA, Average White Band, Groo Go Dolls, Masters Of Reality, Magna Carta



**Singles** - Culture Club, Marvin & Tamara, Candy Station; **Album** - Star Wars; **Windows** - Top magazine; **Time-Out** museum promotion, summer sale with CDs, books and videos from £3.99, Ormus Press; **In-store** - sale, folk music promotion, 4 Front video promotion, Star Wars



**Singles** - Groove Armada, Cast, Five, Topoliner, Boys, Catalina; **Albums** - Gaterasher Wet, Now! 43, Belle & Sebastian; **Amorazzi!**; **Windows** - Gaterasher Wet, Pete Tong Selection Ibiza 99, Austin Powers, Friends; **In-store** - Gaterasher Wet, Now! 43, CDs at £11, sale; **Press ads** - CDs at £11



**Albums** - Star Wars, Crazy; **Listening posts** - Chillout Room 2, Now! 43, Shania Twain



**In-store** - Star Wars, Now! 43, Best Dance 9, Crazy Dance, Dixie Chickens, The Cardigans, Pete Tong Essential Selection Ibiza 99

**ON THE SHELF**

**JASON WHITE,**  
owner, Left Legged  
Pineapple, Leicester

"I've had a really strong run of singles has helped to compensate for the fact that artist albums have been quiet during the past few weeks. **ATB's** 9pm (Til I Come) was particularly good for pulling people into the store. As one would expect at this time of year, compilations are leading the way for album sales and we have done well with **Clubbers Guide To Ibiza** and **Trance Nation**. The fact that there are so many Ibiza compilations around is causing some confusion. A lot of customers come in and say they want the Ibiza album and have no idea which one. But as mine out of 10 of them have been TV advertised we can usually nail them down quite quickly.

The **Chemical Brothers** and **Jamiroqai** are both still selling well. We've sold a few copies of **Boyzone's** By Request but nothing like the quantities that the major stores would sell. **Stereophonics** continue to shift respectable amounts week in and week out,

and **Whitney Houston's** My Love Is Your Love has picked up on the back of the single.

One of the problems we have got around here is that 10,000 university students disappear during the summer and the town's population is comparatively small at around 60,000 people. Having said that, campaign titles always sell well at this time and we are currently seeing healthy returns on **Vital's** promotion which brings catalogue from the likes of **Rae & Christian, Elastic, The Chantals, Apex** Twin and **Jurassic 5** down to £5.99. We are planning a campaign with **Direct Distribution** which will feature folk and blues product.

Meanwhile our website is going from strength to strength and we are finding it very useful to be linked to other sites, such as those run by **The Shamen** and the **Universal Egg** label. We get a good throw-through of orders from them and so far we have done around 1,000 mail-order transactions."

**ON THE ROAD**

**NEIL SCOTT,**  
EMI area account manager,  
South West & Wales

"In April EMI restructured its sales force within the independent sector. As a result I have ceased calling on all multiple stores and am now solely responsible for 30 independent accounts from Oxford across to South Wales and down into Cornwall.

Due to this heavy exposure on Radio, Tee and is confirmed for **ITV's** Des O'Connor Tonight. We are also selling in the **new Rico** single Smokescreen, taken from his forthcoming album Sanctuary Medinies.

Next week sees the release of the eagerly-awaited new single from the **Pet Shop Boys**, I Don't Know What You Want But I Can't Give It Anymore. There's also a lot of demand for the **Alice Deejay** single Better Off Alone,

which is shaping up to be another hit for Positive. The labels are already getting demand for forthcoming singles from **Marc Et Claude** and **Binary Fiction**, both due in August.

Throughout the summer the majority of my new album releases are catalogue product. Some of the highlights include the **Beach Boys** Pet Sounds, a **Hawkwind** anthology, several early **Xanax**, **UFO** and **Black Sabbath** CDs and nine reissues on the classic **Havard** label. During the autumn we're scheduling albums from **Supergas, Bentley Rhythm Ace, The Beatles, Pet Shop Boys, Erna Shapiro, Ennio** and **Raul Malabar**.

With a lot of our key albums being released in the final quarter we're aggressively targeting catalogue with some unique generic national campaigns. We recently offered a successful "one-off" order across our mid-price catalogue and our current month-long "Full 2 Mid-Price" campaign is being well supported by stores."



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