



NEWS: Promoters are reporting increased ticket sales as the **SUMMER FESTIVAL** momentum picks up

News 4



NEWS: The first fruits of the **SPICE GIRLS'** third album were revealed to a Virgin International sales conference

International 6



ANALYSIS: The implications of the **MP3.COM** deal are sending ripples through a nervous industry

Analysis 11

CD KIOSKS: CAN THEY ATTRACT THE PUBLIC? - p.22

24 JUNE 2000 £3.60

FOR EVERYONE IN THE BUSINESS OF MUSIC

musicweek

Universal in French connection

RIAA action seeks to shut down Napster

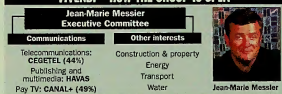
by Robert Ashton

France's media and communications giant Vivendi is staking the future of Universal Music Group on new technology and the eventual eradication of internet piracy after signalling it is just "weeks away" from pulling off the \$40bn takeover of the music group's parent Seagram.

Both sides admitted publicly last week that they were in discussions about a merger, which would help them provide a counterbalance to the proposed merger of Time Warner and America Online. If it were to go ahead, Vizzavi, the 50/50 joint internet portal venture with UK group Vodafone which launches in France today (Monday), would be used to distribute Universal music content to 70m subscribers throughout Europe. Meanwhile, Vivendi's cutting-edge wireless technologies are seen as being key to penetrating the Asian market.

One executive at Vivendi, which has a 25% stake in BSkyB, says, "We are betting a lot on the internet

VIVENDI - HOW THE GROUP IS SPLIT



Jean-Marie Messier

and the importance of music in its development. People are saying 'Are you crazy?' because there is a lot of piracy, but for us new technologies will play a greater role in the distribution of music and we need the content."

A senior source within Seagram also stresses the importance of these new distribution channels in persuading Seagram CEO Edgar Bronfman Jr to start informal discussions with Vivendi chairman/CEO Jean-Marie Messier at the end of last year. "This strategic alliance gives us powerful distribution levels we didn't have before and we

couldn't put that infrastructure in place," she adds. Content from other music providers will not necessarily be available on Vizzavi.

Under the deal Universal is expected to be integrated into Vivendi's 49%-owned Canal Plus operation, which already has some movies and sport content. It is expected that Bronfman would become vice chairman - to Messier's chairman and CEO - in the newly created \$100bn market capitalisation Vivendi Universal with responsibility for music. No changes within the structure of Universal are anticipated at this stage.

The proposed deal has been well received within Universal. UMG chairman/CEO Jorgen Larsen says that if it goes ahead the acquisition will move the balance of power in the music business back to Europe and will not be a "poison" merger like the Universal-PolyGram deal because of the minimal overlap between the two groups.

However, reaction from other quarters has been mixed. One media analyst says it is necessary to keep in the race following the proposed Time Warner/AOL deal. "Music is seen as being very much in demand and music content will be necessary to drive subscriptions of the portal," he adds. However, another analyst questions whether Universal offers a good deal for Vivendi.

"The value of the content will decrease if it is only going through Canal Plus. They could get it anyway on the open market. This way they get it cheaper, but in the process devalue its worth. Where is the upside there?" she asks.

The Recording Industry Association (RIAA) of America stepped up its campaign against MP3-swapping software company Napster last week by filing a temporary injunction to shut down the service ahead of its full lawsuit hearing.

The move follows an RIAA survey of 500 Napster users in which 13.6% said they had purchased fewer CDs or produced their own since they began using Napster. The injunction request is also understood to be aimed at deterring Napster's previous two lines of defence - that the software has other uses than piracy, and that, under the US Digital Millennium Copyright Act, it is not liable for copyright infringement on its network as an Internet Service Provider.

The RIAA claims that 87% of the 24m files accessible through Napster infringe its members' copyright.

● See MP3.com analysis, p.11

The music industry is keenly watching the release today (Monday) of Last One Standing, the much-touted debut single by RCA's Girl Thing (pictured). BMG has shipped 160,000 units of the single, which has attracted widespread press interest but has so far failed to find favour at radio. BMG A&R consultant Simon Cowell, who has put the project together, is looking to a string of TV appearances to boost the fortunes of the single, which faces competition from new releases by the likes of Kylie Minogue, David Gray and Damage, not to mention the continuing strong run of Sonique. Appearances include The Big Breakfast, SM-TV, Nickelodeon, London Today and the Disney Channel, with ads also running on MTV and The Box. "This is definitely the most pressure I've ever felt to achieve a high chart position," says Cowell. "I'm in no doubt that many people at other companies are hoping that this record will under-perform, but I'm confident in the group and the song, so that's all I need."



Lulu and Lonnie honoured in Queen's List

Two of the UK's most successful and enduring singers, who have collectively clocked up 26 domestic Top 10 hits, have been given awards in the Queen's Birthday Honours.

Lulu, whose run of chart successes crosses five decades, receives an OBE for services to music, while skiffle pioneer Lonnie Donegan is awarded an MBE in recognition of a career which has

influenced a string of acts. Lulu, who is one of only a handful of UK female solo acts to have topped the Billboard Hot 100, says she is "absolutely thrilled" by the honour. Donegan's chart career has also stretched into this century with the Van Morrison The Skiffle Sessions - Live in Belfast album on which he featured entering the Top 20 in January.

EMI and Warner prepare defence for merger

EMI and Time Warner have until around October 20 to persuade the EC that the proposed Warner EMI Music group will not dominate the European market after the Commission opened a full investigation into the merger last Wednesday.

The much-anticipated move by the merger task force to extend its review of the planned combination means the music groups face a series of key hurdles during the next four months to address concerns identified by the EC.

The EC has not pinpointed these, but has identified the three areas where it will focus its investigation:

- in recorded music, where the EC suggests an oligopoly of four groups

KEY STEPS TO MERGER

- Up to two months of fact finding
- Statement of objections
- One to two week reply period
- Hearing in Brussels
- Draft decision
- EC commissioner rule on merger will be created.
- In publishing, where Warner EMI will control the largest number of copyrights in the world; and
- in the digital delivery of music, where there are "strong indications" Warner EMI could become dominant in view of the anticipated AOL/Time Warner link.

Convincing task force chief Gotz Drauz that Warner EMI will not con-

trol more than 15% of publishing will be one of the toughest tasks facing EMI's merger team, which is headed by executive vice president Roger Faxon and EMI Recorded Music senior vice president business affairs Shelagh Macleod.

Faxon claims this figure is the average share of revenue distributed during the past three years by Europe's collection societies, which he adds is the only logical way to measure market share. "Market share means power, but don't forget a lot of songs earn no money so what power do we have then? It can't just be based on the number of songs we have because a big slup of catalogue isn't active," says Faxon.

helicopter girl

HOW TO STEAL THE WORLD
the album 26 june 2000
SUBLIMINAL PUNK
the single july 2000



the difference is in the listening

Work the Groove

Work the Groove

Protect your music.
Project your offers.

Connect with fans.
Collect your money.

Work the groove with
DigiBox® containers.



INTERTRUST®
THE METATRUST UTILITY.

Leading Digital Rights Management

www.intertrust.com/partners

US (1) 408 855 0100 UK (0) 171 620 0329

IFPI highlights CD-R problem as net adds to global piracy

by Alex Scott

The growing threat of CD-R piracy has been underlined with the IFPI estimating that 60m discs were sold worldwide last year – the first time the format has appeared in the organisation's annual piracy survey.

According to the international record industry trade body, the number of manufactured pressed pirate CDs sold last year rose 13% to 450m units. With the addition of the CD-Rs (recorded on stacked portable replicating machinery), overall sales of pirate CDs passed 500m units for the first time. In total, one in five music products sold is now pirate.

Announcing the figures, IFPI chairman Jay Berman said that in 1999 CD piracy became an export business, with hundreds of millions of illegal CDs manufactured in South



Berman: CD piracy "export business"

East Asia entering Latin America. "CD-R piracy is beginning to look a lot like the cassette piracy we knew in the Seventies and Eighties with a lot of organisation that threatens a number of our domestic markets in Europe," he says. It is estimated that while 20m CD-R burners were sold worldwide during the Nineties, by the

THE 10 WORST OFFENDERS

Country	Piracy (\$m)	Piracy (mln)
China	620	96%
Russia	200	75%
Brazil	180	50%
Italy	115	28%
Mexico	75	40%
Taiwan	70	25%
Poland	55	50%
Israel	45	60%
Greece	45	45%
Hong Kong	25	50%

Source: IFPI

end of this year the total will increase five-fold to 100m.

Even more alarming to the industry is the mushrooming piracy on the internet. The organisation cites research estimating 25m individual files are available online, with 1bn downloads made per year.

Offline piracy is estimated to

account for 10%-25% of unit sales in developed European markets like Italy and Ireland, 25%-50% of sales in Greece, Poland and Cyprus, and more than 50% of sales in many of the former Eastern bloc territories. In the rest of Europe, Canada, the US, Japan and Australasia the total is below 10%.

Speaking at the announcement of the figures, Universal Music International chairman and CEO Jorgen Larsen criticised the most recent draft of the European Commission's Copyright Directive unveiled earlier this month. "It's disappointing that the current Copyright Directive has ended up falling so far short of what we're wanting. It doesn't provide what we need, which is uniform protection in member states," he said.

"R&B supergroup" Lucy Pearl made their live UK debut at the London Harver Grand last Tuesday ahead of the official launch on July 3 of their self-titled first album (see review p25). UK and overseas executives from Virgin Records, which is handling the release in a licensing deal with Beyoncé for the world outside North America, were among those attending the packed show, which coincidentally tied in with a Virgin International conference being held in London last night. Dance Tonight, the first single from the group comprising Dawn Robinson from En Vogue (pictured), Tony Toni Tone's Raphael Saadiq and Al Shaheed Muhammad from A Tribe Called Quest, will be released in the UK on July 17, while the follow-up Don't Mess With My Man has been scheduled for October 2. Virgin is anticipating that the trio, who performed tracks from the album plus material from their previous careers backed by a full live band, will be returning to undertake more UK promotion during the next few months.



Good to quit MTV for C4 enhanced TV unit

MTV's digital channels programming & production vice-president Peter Good is leaving at the end of the month after 11 years with the company to head Channel 4's newly-formed enhanced television unit.

Good – who will primarily focus on Channel 4's forthcoming digital youth channel and web portal E4 in his new role – is credited with launching and developing MTV's Interactive TV presence MTV2.

Good joined MTV Europe as an accounts assistant and moved up to music programmer and managing editor for M2. Marketing communications and on-air vice-president David Pulian is to be promoted to marketing & digital channels vice-president and Murray Boland will be elevated from programmes and scheduling director to director of programmes on-air.

Euro 2000 fails to hit overall music retailing

Euro 2000 has so far failed to have the same impact on music retailing as previous football tournaments when spin-off singles dominated the chart and overall business suffered.

Stevens reports that the concert has only had a minimal effect on trade in its first week with the handful of football-related singles failing to come anywhere near to matching the sales peaks of Three Lions during Euro '96 or the USA World Cup, although the evening scheduling of England's matches has prevented customers from staying away.

The Parlophone-issued Jerusalem by Fat Les 2000 last week comfortably led the field on Euro 2000 although it slipped from a mid-week position of eight at the end of business last Monday to 13 the next day following England's defeat at the hands of Portugal.

V2's England Supporters Band's The Great Escape 2000 was the only other football song which locked on course to reach the Top 40 yesterday (Sunday) with the tournament's official theme, Camplone 2000 by Polydor's E-Type, a long way behind.

Aim offers innovative deal on online music streaming

The Association of Independent Music (AIM) has moved to avoid the confusion and high administrative costs faced by indie labels dealing with the web by offering a collective trial agreement for the online use of music.

The groundbreaking move, voted through at Aim's inaugural AGM last Friday, applies to the streaming of clips and audio tracks, but does not include downloads.

Aim legal advisor Helen Smith says it is aimed at encouraging a legitimate business environment and establishing a relationship between its 300 label members and internet groups while a structure for dealing with internet licences still remains piecemeal. Labels have yet to assign internet rights to any collection society, which means internet groups wanting to use music for the web need to approach copyright owners directly.

Smith adds that this can be time consuming and expensive for both users and indie labels. "The agreement is not a licence, but means internet companies can use mem-



Wenham: broadening Aim board's repertoire and we will not object," he says.

The terms and conditions of use are still being approved, although the collective internet trial is only likely to run for six months initially with Aim charging an administration fee for operating the trial.

The AGM also voted four new directors from 18 nominees to join Aim's 11-member board. Those voted on to the board are PIAS Recordings' Mike Heneghan, Mushroom's Korda Marshall, Nija Tune's Peter Quicke and Grand Central Recordings' Eliza Tynan. Aim chief executive Alison Wenham says the board is being expanded to broaden the experience and skills she can call upon.

paramore + postcards

PARAMORE

10% discount
if this advert is quoted

Copywriting written free on request

Paramore are the biggest poster company you've never heard of. We have fantastic posters with Blue Grass, Gomerch, Kozik, Mopey Beak and many more. Why not buy quality 100% legal product from us and save the pennies!

The Works, Park Road, Basing, Lanchester LE6 4EF, United Kingdom
Tel: 0115 9316 210 Fax: 0115 9316 214
www.paramoreposters.com www.paramore.com

MUSIC COMMENT

GIRL THING: LAST ONES STANDING?

Simon Cowell isn't the only person who will be watching the sales progress of Girl Thing closely this week. For their chart performance – wherever the record ends up on Sunday – will speak bundles about the state of pop.

Cowell, the deserved winner of our A&R title at this year's *Music Week* Awards, and the team at RCA have done just about everything right – a set-up stretching back months, teen mag support, a lively video, spunky showcase performances. And yet at the end of last week it was hard to guess with any accuracy where the record would chart.

This is partly because of the strange behaviour of the singles market in recent weeks and overall low sales levels.

But it is also because the pop business, and especially the recent vogue for girl groups, has become more of a lottery than ever.

Such is the inevitable front-loading of marketing campaigns that records which have been launched without a fanbase are widely seen as failures if they do not go Top Five. Meanwhile, others that do make the grade disappear within weeks. And no one makes money.

There is nothing wrong with pop – in fact *Music Week* has consistently supported new pop talent in recent years (including Girl Thing) whether it be by girl groups, boy groups, solo artists or any combination of the above. And we will continue to do so if the talent and songs are good enough.

But many of the acts launched this year reflect little more than the striking lack of imagination in some quarters of the record business at the moment.

Let's not forget that there are two key reasons for releasing records: either because of the sheer quality of the music; or because they are likely to make money. If a project doesn't meet either requirement in the cold light of day, then surely it is not worth bothering at all.

Ajax Scott

WEBBO

WHO'S MAKING MONEY OUT OF MUSIC?

It's a keep harping on about the Internet, but it seems no one talks about anything else these days, so here's a salutary lesson.

I'm sitting reading an article about Reel.com – and its demise. Two years ago Hollywood Entertainment in the US (the number two video rental chain after Blockbuster) paid \$100m for Reel.com, a rental store and website selling videos online. Last week they pulled the plug on the operation, having lost \$82m last year alone on revenues of \$40m. Say it slowly. It means for every video they sold they lost twice as much money as they sold it for.

Their explanation for the closure included the chilling observation that they could not compete with large supermarket chains selling videos (and CDs) as loss leaders to sell more profitable "tyres and underwear".

Is that what our industry, or at least the product we sell, has become? A loss leader? Well, I'm afraid it is.

Who is making money selling music? Not bricks and mortar specialist retail – otherwise why would they be closing? Not e-tailers – look at CDNow, a very similar case to Reel.com. Not supermarkets – music is just there to attract punters to buy high-margin items which can't or won't be bought over the net. The one saving grace in the story is that the original Reel store in Berkeley, which is highly specialist and has four times as many films to rent as any other video store, makes truckloads of money.

Are there parallels with music megastores here, especially after HMV's investment programme? Well, curiously not, because in music it is the breadth of stock and service offered by good e-tailers that makes them attractive.

I'm pessimistic. All these music sites are based on fundamentally unsound business principles, that is, we might make money someday. But will that day ever come? In the meantime music is available free on the net as downloads creating the vice (the PR battle that we are losing) that music should be free. We need to turn this round, but I'm sad to say I don't see the great and the good doing much about it.

Jon Webster's column is a personal view



by Robert Ashton

Blue skies and big names are helping to lift ticket sales for this year's crop of music festivals following a series of disappointing seasons.

Having suffered a couple of difficult years, when events were accused of fielding predictable line-ups and replicating acts, promoters are reporting faster ticket sales and some increases on last year.

Mean Fiddler festival director Melvin Benn, whose company is behind this year's Reading and Leeds festivals, Homeands, the Fleesh and the new Glasgow Green and Renaissance Live events, says that Homeands at the end of May was 20% up, with Homeands Ireland and Homeands Scotland up 25% and 40% respectively. He is also predicting a sell out at the 55,000-capacity Reading event held over August 25-27, and the 50,000-capacity sister Leeds festival more than doubling its attendance compared with a year ago.

"We're doing phenomenal business. It's all going very well despite the terrible weather we've had until now," says Benn. "I'm very confident Reading will be a sell out. We've had two or three lean years,



Stereophonics: summer stars

but more people than ever are now going to festivals and we've been lucky to catch the artists at the right times.

Acts appearing on the Reading/Leeds bills include Oasis, Primal Scream, Pulp and Stereophonics, while Paul Weller will be playing the urban-style August 25-26 Glasgow Green, which Benn predicts will also perform strongly.

However, he does say that The Corrs headlined Reading on June 10 did not bring in significantly more numbers this year than previously. "We were hoping for 30,000, but got a little less than 20,000, which

is about the same as last year," he adds.

Geoff Ellis, promoter and booker at DF Concerts/Big Day Out, on the team behind T in The Park, reports that ticket sales for the 47,500 capacity event are 30% up on last year and he expects to sell out "weeks before" the July 8-9 festival.

"Last year we sold out on the day so we are ahead of that," he says. "I think people are coming because they like the atmosphere. We've got some big draws like Travis and a wide variety of acts from All Saints and Lulu to Morcheeba, which appeals to the Scots because they want value for money," he says. "Also the weather forecast shows we are going to get some dry weather, which is always good for ticket sales."

However, Glastonbury founder Michael Eavis registers a note of caution. Although tickets are almost sold out for the June 23-25 festival, he says sales have been slower than in previous years. "It's the slowest we had for a long time, which is odd because we've got one of the best shows and the media has been really into it," he says.

Woolies latest to go for instore CD-burning

Woolworths is preparing to follow in the footsteps of HMV and Sainsbury by introducing CD-burning kiosks into its stores.

Jill Arch, who has been elevated from Woolworths ecommerce director to head up Woolworths, EUK and MCV's online music and digital technologies business, says the retailer is in advanced negotiations with labels and technology companies to deliver instore CD burning kiosks and "new ways of delivering entertainment".

The Kiosk talks have emerged

ahead of a planned relaunch this September of the chain's online store which will be focused around entertainment. Parent company Kingfisher, which also owns music distributor EUK, announced its revamped web strategy for Woolworths as part of its unveiling of a group-wide new media arm e-Kingfisher to analysts last week.

e-Kingfisher is split into four broad divisions with a £60m investment budget for the current financial year.

Arch says Woolworths' ecommerce relaunch will see the store split into lifestyle-grouped product categories such as events, while an entertainment-focused Web portal is in development for a simultaneous September launch. The group expects 17% of its total entertainment sales to be online – totalling £18m – by 2004.

However, she adds the group will be looking to work much more closely with the music industry as it moves into digital distribution. ● See retail supplement, p22

House Of Blues eyes first London venue

US concert promoter and venue operator House of Blues (HOB) is in negotiations with up to six state agents concerning the purchase of its first London venue before the end of the year.

HOB senior marketing vice president Chris Stephenson says the promoter, which bills itself as the second largest in the world, is in talks with several "entities" in Tottenham Court Road and the Battersea and Camden areas of the capital.

The promoter currently runs seven venues across the US, and handles bookings for more than 250 others. Stephenson says, after opening venues in New York and San Francisco, London would be the three-year-old company's first significant step towards international expansion.

"We've had tremendous interest from the label community in London. London is a real priority," says Stephenson. HOB venues have become known for their digital studio facilities, which allows labels to create a DVD, pay-per-view TV show and webcast and create digital downloads during a gig.

Radio regroups as GWR goes for DMG

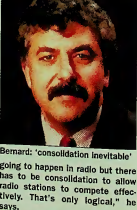
GWR's planned acquisition of DMG Radio is set to bring further consolidation to the UK radio market, just weeks after Capital swallowed up Border Television.

The commercial radio group, which operates Classic FM, will add another eight stations to its local radio portfolio as part of the proposed £145m deal with the proposed EMI and General Trust which, as a result, will see its own shareholding in GWR increasing from an already unbeatable 18.8% to 28.9%.

Ken Garner, radio critic for the *Daily and Sunday Express* and media lecturer at Glasgow Caledonian University, says the deal will further widen the gap between the big operators Capital, Chrysalis, Emap and GWR and the following pack. "It means one less smaller successful group," he says. "I can see the corporate reasons why it happens but whether it is the best about in the listeners' interests is another matter."

However, GWR chief executive Ralph Bernard believes consolidation of the radio industry is inevitable. "People are talking quite openly about there being a single ITV company. That's just not

going to happen in radio but there has to be consolidation to allow radio stations to compete effectively. That's only logical," he says.



As part of the proposed deal, Bernard adds GWR would have to dispose of some radio stations as it would push the group above its ownership limit under Radio Authority rules. Meanwhile, the group's stake in DMG Radio's Eastern Counties Radio, holder of the Vibe FM licence, will have to be below 50%. It will have to area overlaps with existing GWR stations.

MUSIC WEEK 24 JUNE 2000

EMI and First Avenue Records are embarking on an extensive marketing campaign for Louise (pictured) to broaden her fanbase after a two-year break. The single 2 Face is released on July 17 and the album *Evening Beach* on July 31, with Louise co-writing all the material with Matt Ellis. Although the single is already receiving radio airplay, the campaign will be TV-led with around 30 appearances confirmed including Jerry Springer, Planet Pop, Big Breakfast, 5M-TV, GMTV, FBI, Top Of The Pops and The Pepsi Chart Show. The press campaign will include advertising in national newspapers as well as front cover features in women's magazines such as *New Woman* in an attempt to market Louise to a female audience. "The album is different from anything she has done before and we want to tap into the women's market by showing how she is a successful career woman who is not in the shadow of her famous husband," says First Avenue Records chairman Oliver Smallman. A club tour is also being put together with the large male student fanbase, while a promotion is currently running with Burger King which is giving away a track from the album, *Better Back Off*, with 750,000 children's meals. A Louise Internet site (www.louiseonline.com) will launch this week.



MTV backs TV Hits in one-year deal

MTV has signed a one-year sponsorship deal with Attic Future's teen music site TV Hits.

The magazine will sponsor the music channel's new pop single of the week slot, while MTV's flagship request show *Select* will have its own monthly page within TV Hits with pictures and gossip from the set and interviews with presenters.

MTV marketing and communication vice president David Pullan says the link with TV Hits was agreed because it is one music magazine not linked with another television station as part of a large media group. "We have to be careful which companies we link with because our own brand is our most important asset," he says.

Pop single of the week is a daily video slot starting today (June 19) running after MTV *Select* at 6pm. "Pure pop is where the market is strongest at the moment and this will effectively be a 'MTV recommended... slot,'" says Pullan.

news file

POMONA OFFERS NATIONAL SERVICE
Specialist regional press company Pomona has launched a national PR department.

Based in Heddon Bridge, West Yorkshire, the seven-year-old company had previously claimed it could not offer a national service as it was not in London. However, founder Peter Hodkinson says new technology such as email and the Internet means its location is no longer a problem. Among its first national clients are Epic Records and its priority act Mirvalis.

ORANGE SIGNS WITH IBIZA CLUB
Mobile phone company Orange has signed a partnership agreement with Ibiza club promoters Manumission. As the club's official communications partner, Orange will provide the Orange Ibiza club guide and listings telephone line and a recharge area. The company will also install internet portals where clubbers can access the Orange Ibiza website at www.orange.co.uk/ibiza which will include webcasts from Manumission.

NOW DIGITAL WINS BATH LICENCE
Now Digital, a wholly-owned subsidiary of GWR Group, has won the local digital radio multiplex licence for the Bath and Bristol area. Its service will begin in January 2001, broadcasting to more than 800,000 people. Now Digital has already won the digital licence for Wolverhampton, Shrewsbury and Teatford.

STATIONS UP FOR CCRA AWARDS
95.8 Capital FM, 96.9 Viking FM, Scott FM and Classic FM have been nominated for the marketing excellence award in the Commercial Radio Companies Association's (CCRA) commercial radio awards. Classic FM and 95.8 Viking FM are also nominated for station of the year along with Red Dragon FM and Rutland Radio.

WESTLIFE MAKE DVD DEBUT
Westlife are to make their DVD debut on June 26 with the BMG release of *Westlife - The Westlife Story*, which will cover their rise to fame as well as promos for their first number one singles.

SIMON SHINES LIKE GOLD
Paul Simon's Shining Like A Lion album was certified gold last week by the BPI. *Chicago's* Behind The Sun album also went gold. A silver single award went to Black Legend for You See The Trouble With Me.

NOW TV SHOWS' RATINGS COMPARE

Programme	this week	% change on
	(000)	(000)
Top Of The Pops*	3,919	-12.7%
CD:UK*	2,243	+72.4%
SMTV	2,051	+58.8%
TI*	1,825	-15.4%
The Pepsi Chart*	1,229	+55.9%
FR	764	n/a
Planet Pop (Sun)	713	+35.4%
Videochat	396	+64.2%
The Ozzy (Sun)	349	+60.5%
Je Willy (Wed)	278	-67.5%

Source: Mediacoq TMB (Barb data) for week comming 29th, 29th, 2000

dotmusic
the insider's guide to music
www.dotmusic.com

Reef opt for the school tours route to promote new single

by Steve Hemsley

Sony S2 has taken the unusual step of using a school tour to promote a rock act with plans for Reef to play 10 school dates to promote their new single *Set The Record Straight*.

The medium is traditionally used to build fanbases for pop acts learning to play live, but product manager Kathryn Craddock says the band suggested the two-week tour in order to reach older children aged between 14 and 18 before the single is released on July 31.

"Children are not only interested in pop and the industry could be missing an opportunity to reach fourth, fifth and sixth formers who maybe cannot go to gigs but are still fans and buy the records. From a marketing perspective it makes sense to link a school tour with our ILR tour and it will generate a lot of regional media coverage. The Reef will begin their tour on June

28 in Glasgow and move on to Newcastle, Birmingham, Oxford, Nottingham, Stoke, Sheffield, Wolverhampton, Bristol and Brighton. The audience will be up to 500 children a day and the band will take part in Q&A sessions and guitar workshops.

The tour is being organised by School Touring, whose managing director Steve Andrews says more record companies should consider putting indie and guitar acts on the schools circuit. "The pop acts have many promotional avenues available to them, but guitar bands still have to do the long gruelling gig of pub and club gigs and support tours. School touring could put them in front of hundreds of 14- to 18-year-olds at 15 gigs during two or three weeks and give record companies a marketing framework to build on," he says.

Republic Media has organised



Reef: back to school days

school tours in the past for acts such as Delirious? and 958Mak, and co-ordinated acts Manna and Jamelia's involvement in the first domestic school tour organised by MW's sister consumer website.

"As a rule indie bands have tended to shy away entirely from the concept or have performed at schools and not wanted the fact to be publicised," says Republic Media director

Sue Harris.

Schools remain strict on which acts they will allow to perform and Local Education Authorities demand that there is an educational element such as the act hosting songwriting or instrument workshops.

Rob Nash, music services coordinator at Blackburn & Darwen Local Education Authority, says any opportunity for children to see live music must be encouraged. "In this context it does have educational value but while primary schools are keen to invite bands it can be harder for secondary schools to find time because of curriculum pressures," he says.

Innocent used school tours as an integral part of the initial marketing campaign for Billie and Justin and product manager John Pewley says the medium helps acts hone their live performances as well as connecting with fans.

Virgin CD offer to fight summer slump

Virgin Megastores will rerun its five for £30 or two for £5 CD and video promotion from this Thursday (June 22) in an attempt to drive sales during the quiet summer period.

The campaign, which has the strapline *Mind-Blowing Value*, has been used three times before, the first occasion being in February when sales made it the most successful Virgin Megastores campaign to date.

Campaigning manager manager Vicki Davis says the promotion is an integral part of the chain's marketing strategy. "We have campaigns every month but what we have found with this one is that when people are encouraged to buy five CDs they tend to be more experimental - with the offer one they mental - and purchase something they otherwise might not. This can give many artists' back catalogue a boost," she says.

Albums within the sale will be individually priced at £9.99 and

AUTOMATIC FOR THE PEOPLE



REM: In Virgin CD campaign artists featured include Madonna, REM, Morcheeba, The Verve and Fatboy Slim.

The campaign is being advertised externally in the national press, while co-op ads with Vital Distribution are appearing in music titles such as Q and Select. Around 20 Vital albums feature in the campaign including titles from Moby, Divine Comedy and Prodigy.

The promotion will also be supported by advertising at key London Underground stations.

Nestle signs Kiss TV sponsorship deal

Nestle Rowntree has become the first sponsor of Emap's new venture Kiss TV in a £100,000 deal.

The six-month agreement, which starts on July 1, sees the Maverick chocolate bar brand sponsoring Kiss Close-Up, a daily five-minute programme where artists talk about themselves and their music. The first artist to feature will be Wildstar's Craig David promoting his second single *Seven Days* which is released on July 10.

Kiss TV launches next Monday (June 26) and the music programming is being created by the team behind Emap's The Box which linked with another Nestle Rowntree brand last November. Under that deal Drifter agreed to sponsor the channel's Boxtalk slot and The Box logo appeared on 3.2m Drifter packs.

Emap Advertising head of sales

Nick Downes says the Maverick deal also includes radio advertising on Kiss 100. "Nestle Rowntree does a lot of advertising and sponsorship across the Emap Network and we can act like an agency and suggest which of our brands is most suitable.

As Maverick is targeting the male clubber, Kiss TV and Kiss 100 were right," he says.

Nestle Rowntree brand manager Tomas Vesely says, "An association with the band and clubbing in the brand profile we are projecting for Maverick and we want to build awareness among 18- to 24-year-olds. We are also considering running a promotion in clubs," he says. Emap has also announced that mobile phone company Orange will be the first brand to advertise on Kiss TV.

● **Sonique** is pushing Virgin Records' Melanie C hard at the top of *fono's* survey of the biggest UK-sourced tracks on European radio with *It Feels So Good* rising 5-2 as *Never Be The Same Again* holds at one for a sixth week. *Serious/Universal* Island's *Sonique* track is the highest new entry at 15.5 on the Danish sales chart and moves 11-9 in the Netherlands, but it loses its chart-topping status in Norway.

● **Go Beat/Poljod's** Gabrielle is chasing herself on the same *fono* chart when *When A Man Progressing* 13-6, as its predecessor *Five* holds at four. The new track is already picking up support in Germany where *Five* remains a Top 10 airplay hit, while contributing to *Universal's* five-track tally on the *fono* UK-only Top 20. The indie sector appears six times, while there are three Virgin/Warner tracks, two from Sony and one BMG contribution.

● **Iron Maiden's** *Brave New World* is continuing to boost EMI's fortunes globally, last week entering the German chart at three while in Japan becoming one of a handful of UK-sourced albums this year to break into the Japanese Top 10 by entering at 17. The album this week remains in Finland's Top Five, climbs 15-12 in the Belgium Flanders chart, while the single *The Wicker Man* leaps 35-10 in Sweden as the album dips in Italy to 11. *Europe 5-7* and keeps its Top 10 status in Norway.

● **Jesper's** *Belle & Sebastian* further cement its popularity in Scandinavia with their new album *Fold Your Hands Child You Walk Like A Peasant* the highest new entry at 17 in Norway and doubling at 11 in Sweden. The single *Legal Man* last week remained in the Canadian Top 10, although it slipped 7-8.

● **Back In 1968** Eigelund *Humperdinck* sung about *Les Bicyclettes De Belsze*, but it is probably somewhere in Denmark currently on his mind following his *Hans Storste* hits album becoming the highest new entry at eight in the Danish chart. The group's a host of other hits, including *James Last* at seven, *EO, At 11*, *Don McLean* at 14 and *Beach Boys* 10.

● **Aravangana/Sony's** *Chicane* benefit from the continuing Top 20 Australian success of their *Ben Adams* collaboration. Don't Give Up with the parent album *Behind The Sun* returning at 42 to the Top 50. The same chart welcomes *Echo's* *Moloko* at 45 with *The 13* to Make *10*, *Do*, while the group's *Too Late* is now single slips 40-2.

● **Kyle Minogue** exchanges her biggest Danish radio hit since her 1995 *Nick Cave* duet *Where The Wild Roses Grow* with her first *Paraphone* release *Acid*. Around the highest airplay entry at six.

● **Veteran French** artist Johnny Hallyday who does not have one UK hit in his name, has 13 albums and seven singles in the top 50 charts this week following a series of remastered releases issued by Mercury.

Mercury UK's International department has been so encouraged by early Italian media reaction to its new artist *Mushtaq* (pictured) that it is pressing ahead with promotion and a single release three weeks before the UK. His first single *That Feeling* has been scheduled to appear in the UK on July 24 and internationally on September 4, but will come out in Italy on July 3 having last week entered the Italian Top 75 airplay chart on the back of strong support from national stations RTL and Radio Dimensione Suono. The former *Funda-*mental member, whose music takes in blues, reggae, rock and pop, is lined up to appear twice on *Festivalbar*, a series of multi-artists club nights and broadcast live on Italia 1 on Friday and Saturday nights. Other *Universal* UK acts scheduled to appear at the concerts, which run until September 5, include *Gabrielle*, *Stephen Gately*, *Ronan Keating* and *Mark Knopfler*. Meanwhile, his as-yet-untitled debut album is set to appear around September with Mercury's international marketing director *Sian Thomas* reporting an enthusiastic response from her company's overseas operations who see him as "a real artist, not just a record".



Virgin conference gets first taste of Spice Girls LP

by **Paul Williams**
 Virgin Records' bid to return the Spice Girls to the international charts has reached a crucial juncture with the first airing of new material to the company's senior worldwide staff.

Two Rodney Jenkins produced tracks, which are expected to be issued as singles from the group's forthcoming third album, figured in the UK presentation last Wednesday during the company's annual international conference, which took place at Virgin's west London offices and was attended by around 100 senior staff.

The company's UK president Paul Conroy, who was overseeing the UK section of the conference, says the album will be fully finished around August with its November release preceded by singles from Melanie C and Melanie B, whose debut solo



Conroy: taking nothing for granted album will also be appearing this autumn.

Conroy acknowledges that, with a gap of three years since the last album, nothing can be taken for granted this time. This is particularly the case in the US, where their first album *Spice* was the country's biggest seller of 1997, but where Melanie C's album has only to crack the *Billboard* 200. Especially since they've been off the scene for some

time, though they haven't really been away because the girls have got such a high profile," he says.

Among the other acts featured in the UK presentation were *Richard Ashcroft*, *Billie Piper*, *Placebo*, *McAlmont* and *Atomic Kitten*. The section also included *R&B* supergroup *Lucy Pearl*, whose debut UK performance at London's *Hanover Grand* last Tuesday was attended by conference delegates.

Meanwhile, a strong showing from Virgin's non UK and US operations included *Virgin France* with *Air*, *Cassius*, *Daft Punk* and *Phoenix*, who played a showcase at London's *Tokyo Joe's* last Wednesday.

Virgin Records America and Virgin Music Group worldwide vice chairman *Nancy Berry* says the company is increasingly seeing international successes emerging from outside

the UK and US, such as Norway's *Lene Marlin* and France's *Daft Punk*. "The mood at the conference has been fantastic because we've got some great music, not just from our main repertoire owners but elsewhere. In the past couple of years there's been much more of a presence for international artists who have been selling more than they would just as local artists," she says.

Among the releases which could be appearing next year is a new *George Michael* album. *Michael* is currently understood to be out of contract following the completion of his original two-album deal, but *Berry* says she anticipates his next record coming out on Virgin. "He's going to spend a little while working on writing and getting it together. We don't have it scheduled yet," she adds.

UK TOP 20 AIRPLAY HITS IN EUROPE

UK	Title/Artist (UK category)
1	Never Be The Same Again Melanie C (Virgin)
2	It Feels So Good Sonique (Universal/Island)
3	Sex-Bomb Tom Jones And Mousse T. (Gut)
4	Rise Gabrielle (Go Beat/Poljod)
5	Five Stories All Saints (Columbia)
6	13 When A Woman Gabrielle (Go Beat/Poljod)
7	The Time Is Now Moloko (Epic)
8	Control Round Travels (Independence)
9	Maverick Artful Dodger feat Busta Rhymes (London/Oxley)
10	Flowers Sweet Female Attitude (Mercury/WEA)
11	Day & Night Billie Piper (Virgin)
12	Fit Me In Cold Dead (Wizdom)
13	Still Believe Soledad Area (WEA)
14	Don't Give Up Chicane feat Bryan Adams (Aravangana)
15	Foot Aidan Westlake (RCA)
16	Two Wings Inspiring (Mercury/Poljod)
17	On The Beach Tony (Mercury)
18	Alma Tell Me... Tom Jones & Stereophonics (Gut)
19	Prickles Moby (Mer)
20	How To Turn Around Ashcroft (RCA)

Chart shows the 20 most played UK-sourced tracks on Europe's No. 1 radio over the week ending 13th June 2000. Data compiled by *fono*. See www.fono.co.uk for more details.

GAVIN ALTERATIVE TOP 20

UK	Title/Artist (UK category)
1	Hyptisium 4 Doors Down (Republic/Universal)
2	Soar Girl Steve Temple (Mercury/Atlantic)
3	With Arms Wide Open Creed (Wind-Up)
4	Adrenalize Slipknot (Geffen/Nonesuch)
5	Just A Perfect 10 (Mercury)
6	Wonderful World (Capitol)
7	Perdon Me Incubus (Interscope/Epic)
8	Last Resort Papa Roach (Darkmatter/Warner)
9	Orange Deftones (Atlantic)
10	Thru From Massin Impassible Limp Bizkit (holwood)
11	I Disappear Metallica (holwood)
12	Permit Me (RCA)
13	Boys In The Hood Dynamite Black (Universal)
14	Made Me Bad Kane (Interscope)
15	Obviously Red Hot Chili Peppers (Warner Bros)
16	Another Day In The Chair Of A Girl Mine (Epic)
17	Breakfast For Champions (RCA)
18	Simple Kind Of Life No Doubt (Interscope)
19	Right Now 9876 (RCA)
20	13 Voodoo Blackhead (Mercury/Universal)

Chart shows the 20 most popular UK acts in US alternative rock for the week ending 13th June 2000. Source: *Gavin*/Alternative

TOP UK AND UK-SIGNED SALES CHART PERFORMERS ABROAD

COUNTRY	Title/Artist (Label)	Weeks on Chart	Peak
AUSTRALIA	Never Be The Same Melanie C (Virgin)	6	2
ALBUM	Play Me Myself (Mer)	8	9
CANADA	A Song For... Richard Ashcroft (Poly)	6	8
ALBUM	Brave New World Iron Maiden (EMI)	3	—
FRANCE	Single Darling... Tom Jones/Capitol (Cap)	22	7
ALBUM	Brave New World Iron Maiden (EMI)	20	10
GERMANY	Never Be The Same Melanie C (Virgin)	6	3
ALBUM	Brave New World Iron Maiden (EMI)	3	—
ITALY	Single Never Be The Same Melanie C (Virgin)	6	14
ALBUM	Brave New World Iron Maiden (EMI)	3	—
NETHERLANDS	Single Never Be The Same Melanie C (Virgin)	7	7
ALBUM	Play Me Myself (Mer)	10	18
SPAIN	Single Never Be The Same Melanie C (Virgin)	12	12
ALBUM	Brave New World Iron Maiden (EMI)	8	—
US	Single Back Home BBK Mak (Mercury)	21	20
ALBUM	Brave New World Iron Maiden (EMI)	3	—

© Sources: *Billboard*, *Sony*, *BMG*, *Capitol*, *Epic*, *Interscope*, *Mercury*, *Republic*, *Universal*, *Warner Bros*, *Wind-Up*, *Wizdom*. *fono* charts are based on the 1000 most popular UK acts in each country for the week ending 13th June 2000. Source: *Gavin*/Alternative

AMERICAN CHARTWATCH

by ALAN JONES

The long-held belief that hip-hop has a short shelf life gets another bashing this week as *Dr Dre's* 2001 album tops the *5m* sales mark while holding a Top 20 spot for the 30th week in a row, while his protégé *Eminem's* *The Marshall Mathers LP* enjoys a third straight week at number one. *Eminem*, who proved he is bad enough for the boys in the hood by committing two shotgun offences earlier in the month, sold more than 598,000 copies last week to retain pole position on the album chart. With *Kid Rock's* *The History Of Rock* showing considerable slippage, *Britney Spears* stormed back with sales of 370,000 to reclaim the runner-up spot in a strangely calm chart where the highest new entry is veteran up-country artist *Steve Earle*, whose *Transcendental Blues* album debuts at number 66 with 20,000 copies sold.

That is 14 places and 3,000 sales higher than *Belle & Sebastian* (pictured), who debut at number 80 with *Fold Your Hands Child, You Walk Like A Peasant*. It is their first entry on the chart, although their last album *The Boy With The Arab Strap* has sold more than 84,000 copies since 1998. Other Brits in the top half of the album chart are *Sting*, rebounding 37-31 with *Brand New Day*, and *Iron Maiden* who slide 39-74 with *Brave New*

World. An even older British metal institution, *Black Sabbath*, is the subject of the debut release on the new *Deluxe* label, away from Sabbath vocalist *Ozzy Osbourne* and wife Sharon. Their first album, *Live Through This*, sold 13,000 copies last week, enough to earn it a number 96 *Machine Head*, *Megadeth*, *Slayer* and (surprisingly) *Busta Rhymes*.

On the Hot 100 singles chart *Santana's* *Maria* was number one for 10 weeks before being ousted by *Aaliyah's* *Try Again* last week, but her reign is over again as *Enrique Iglesias' Be With U* darts to the top.



BBMak and *Westlife* continue to make excellent progress. *BBMak's* *Back Home* improves 21-18 while *Westlife* jumps 25-21 with *Swear It Again*. Both notch on the sales chart with impressive slippage as increased sales activity. *Swear It Again* climbs 2-3 and *Back Home* 4-5 on the list, their setbacks likely due only to the arrival at retail of the *Enrique Iglesias* CD.

Carey's *Crybaby*. Their albums continue to respond to the boys' growing celebrity, and both hit new peaks, with *BBMak's* *Sooner Or Later* springing 138-11 and *Westlife* springing 163-129. *Airplay* for the boys is still played enough to earn a place on the chart.



THE MASTERCARD



MOBO™ AWARDS

WWW.MOBO.NET

WEDNESDAY 4TH OCTOBER, 2000
ALEXANDRA PALACE, LONDON



BROADCAST: OCTOBER 5TH, CHANNEL 4

* TICKETS TO THE AWARDS DINNER ON SALE NOW
CONTACT ADAM STAPLES AT TICKETMASTER: 020 7413 3520

ticketmaster *

* ENTRIES ARE CURRENTLY BEING INVITED FOR THE MOBO 2000 UNSIGNED ACT COMPETITION
CLOSING DATE - 14TH JULY. FULL DETAILS AT WWW.MOBO.NET

* TO ADVERTISE IN MOBO MAGAZINE (PUBLISHED 4TH SEPT) CONTACT
KATHY LEPPARD ON 020 7228 2010 EARLY SPACE RESERVATIONS RECOMMENDED *

* RETAILERS - TO RESERVE FREE COPIES OF MOBO MAGAZINE FOR FREE DISTRIBUTION AND TO
PARTICIPATE IN THE MOBO 2000 IN-STORE CAMPAIGN PLS EMAIL PHIL.GRAHAM@MOBO.NET

* MOBOFEST 2000 - THE FIRST OUTDOOR MOBO FESTIVAL, AUGUST 12TH, THREE MILLS ISLAND,
LONDON. FOR FULL DETAILS CONTACT DAWN THOMPSON ON 020 7419 1800 OR WWW.MOBO.NET

newsfile

CHANNELNELLY.COM LAUNCHES LABEL

Channelly.com - the multi-faceted music group with interests in publishing, promotion, radio production and distribution across a range of media platforms - is launching its own label, Titled Animal Noise. It aims to fuse traditional and internet-based approaches to developing and launching each signing. A&R by respected promoter and channelly.com executive Nick Moore and Elliot Reuben (ex-Soundflash and AMOS Recordings), the label's first signing is The Alchemicals, who previously released a single on Moore's V2 Records-associated Blue Dog Imprint. They will release a track every fortnight for a year on the net, allowing fans to vote for their favourites. Animal Noise will then compile a debut album of the most popular choices. The label, which has struck deals with online technology partners Magix and Liquid Audio, has also signed Anglo-Scando act Anamorphic, while female-fronted Fuzz Light Years will provide Animal Noise's first CD single release. "We're out to do the right thing for each artist we sign. If it makes sense to promote entirely through the internet and not bother with CDs, then that's what we'll do," says Moore.

NICK PAGE MOVES TO WALKPLOTATION

Nick Page, formerly A&R manager at Herb Albert and Jerry Moss' Atco Sounds label, where he worked with signings Imogen Heap and Boom Boom Mancini, has joined Walkplotation, the US-based producer management company founded by Jeff Anteb. Walkplotation's eclectic roster includes Chris Vrenna (ex-Nine Inch Nails), founding Dust Brothers member Matt Dike, former Butther Surfer Paul Leary, Olie Romo (who works closely with Mutt Lange) King Britt and acid house guru Josh Wink.

Girl group pop bubble reaches point in volatile and saturated

by David Balfour

Senior A&R executives are reappraising their approach to female pop acts following the mixed performance of a number of key acts during the past six months.

The highly anticipated release today (Monday) of the debut single by RCA's Girl Thing - widely touted by BMG A&R consultant Simon Cowell as the successors to the Spice Girls - caps an almost unprecedented period of girl pop activity. A Music Week report in March estimated that up to 35 female pop acts were set to be launched this year, but few have so far scored sufficient chart success to guarantee long-term careers.

Cowell says he remains confident about Girl Thing. "The only way to make girl bands competitive in a crowded market is to produce better records than anyone else," he says. "It sounds obvious but there is simply nothing more important. We'll be taking the same approach to ensure longevity for Girl Thing, concentrating on the song, the song and the song. This is how we've achieved lasting success for Five and Westlife, and we plan to do exactly the same with Girl Thing."

Analysis of the performance of female acts' singles released this year makes interesting reading (see box). Only two of the most obvious girl pop acts - Atomic Kitten and Daphne & Celeste - have scored Top 10 success, although others launched with as much fanfare have notched up Top 20 records. The most successful so far have been dance groups (Sweet Female Attitude, Aloe Dejaay) or R&B (Destiny's Child, Fierce and Mary Mary). And at

HOW SINGLES HAVE PERFORMED

No 1	All Saints
Top 5	Sweet Female Attitude (number 2), Destiny's Child (3), Fierce (3), Mary Mary (5)
Top 10	Atomic Kitten (6), Honeyz (7), Daphne & Celeste (8, second single 16)
Top 20	Precious (11), Madasun (14, 14), Made In London (15), A2M (15), Hepburn (16), B*Witched (16), Buffalo G (17), Sister 2 Sister (18)
Top 40	Fred and Roy (36)
Top 100	Six Chix (72), Kick Angel (76)

Table covers singles released in 2000. Source: M&M research



Madasun

FORTHCOMING SINGLES RELEASES

19/06/00: En Vogue - Riddle; Girl Thing - Last One Standing; 25/06/00: Precious - It's Going To Be My Way; 03/07/00: Atomic Kitten - I Want Your Love; Cleopatra - Come And Get Me; 10/07/00: Destiny's Child - So Good; 17/07/00: F*em!! - Free Fly; 24/07/00: Sister 2 Sister - What's A Girl To Do; 31/07/00: Made In London - Shut Your Mouth; 07/08/00: Daphne & Celeste - School's Out; 14/08/00: Madasun - Feel Good; 28/08/00: Mary Mary - Joy Sugarbabe - Overload; September: All Saints - title track; Sweet Female Attitude - title track. Source: Era

least two of the most keenly promoted, Six Chix and Kick Angel, have failed to come anywhere near the Top 40.

Though chart performance is an indication of success, and influences media perceptions, it can be misleading given the fluctuations of the market. Although both Madasun's singles peaked at 14, their debut Don't Worry sold around two times as many as its follow-up Walking On Water (29,000 units).

"The UK pop market has seen huge developments and produced lots of acts. The US market has now caught up. What we have as a result is a saturated market where competition is very fierce and achieving long-term success is difficult," says First Avenue chairman Oliver Smallman, who handles Honeyz and Thunderbugs. The latter, signed to Epic,

are currently working on new material - including upcoming single Better Like This Boy - for their much-delayed album following their failure to score major breakthroughs with their first two singles.

"There is a huge pressure to achieve high chart entries. To start an act successfully, you need to achieve a good level of media interest, but to go on from there you need a chart position that matches the level of hype," says Innocent Records managing director Hugh Goldsmith, whose label handles girl group Atomic Kitten.

Unfortunately for many acts, even high singles chart positions are not enough to ensure ongoing success, let alone album sales. Several labels have parted company with their girl pop acts this year, among them Hepburn

Calling all Music Week subscribers!

Please take note of the new contact details for subscription queries for Music Week.

Tel: +44 (0) 1858 438893

Fax: +44 (0) 1858 434958

Address:

Music Week, Miller Freeman, Tower House, Lathkill Street,
Market Harborough, Leicestershire, LE16 9EF, UK

MW
music week - for everyone in the business of music

bursting market

(Columbia), 21st Century Girls (EMI: Crystals), Eternal (EMI) and Pierce (Wildstar). "At the end of this year there will only be four or five pop acts that will go on to sell albums. The trouble is that there are so many acts competing for those few positions and the unfortunate result is that many groups will fail by the wayside," says Goldsmith.

Part of the problem for many labels is the fast-moving nature of the highly competitive teen and pre-teen markets. Top Of The Pops magazine editor Corinna Shafer says, "Our readers are interested in more than one band at a given time. What we have seen recently is labels rushing to fill the market-gaps left by bands such as the Spice Girls. The market is not as fickle as some people might suggest though, and bands with the all important quality of having great songs prove that they can survive and develop with their audiences."

Despite the difficulties in breaking successful girl bands, Goldsmith suggests there is still room in the market for the right acts. "To maximise the chances of success it is necessary to apply the old A&R rules of star and song. It's important for girl groups to be aspirational. The majority of fans for these groups are girls and tend to give boy bands an easier ride than the girl groups," he says.

Despite the difficulties, new girl acts are still being launched, among them Jive's Fem10 and London's Sugarbabes, whose musical direction — and the label's launch approach — are likely to set them apart from their peers

Epic launches A&R website as exclusive source of new talent

Epic Records' A&R department is underlining its online credentials by launching what it claims is the first A&R-oriented initiative by a UK major label which allows unsigned acts to upload new music.

Based on an idea by Epic's Danny Hayward and Jonnie Blackburn and designed by Pix 200 and Firefly Consulting, with art direction by Leigh Smith, the site (www.dewhithepic.com) aims to provide users with speedy and constructive feedback from the label's A&R department, headed by director of A&R Nick Mander.

Differing from high profile UK "unsigned" or "new music" sites such as Peoplesound.com, which markets new artists to consumers, and Muscunsigned.com, which looks to expose new acts to the industry, the site aims exclusively to source new talent for the major. Epic believes it will give new bands the chance to send in demos to the A&R department and receive feedback more quickly.

The initiative follows other attempts, notably in the US, by major labels to occupy online A&R space, albeit with different approaches. Fannclub.com, the first major label-funded site launched by Universal Music's Doug Morris and Jimmy Iovine, has already underlined the advantages of an A&R dedicated site.

"We've had 90 uploads already — half from the UK and half from the rest of the world — and everyone's finding it quite easy," says Hayward. "Within two years this should replace posting demos. Everyone wants a record deal, so this gives people the chance to cut out the middle man and



get straight to the label. It also shows Epic really listens to demos and the response time will be four or five days rather than weeks. We plan to include webcams of artists in development and a monthly A&R surgery chat room."

The site includes instructions for uploading material, an explanation of A&R, and introduces Epic's A&R team and its roster. Although some of the opinion's expressed on the site are deliberately simplistic — for example, "Make sure it's great even if the quality of the recording's not fantastic" — Epic's explanation of its approach to A&R attempts to encourage realistic expectations from potential signings. The site further explains that the major "is not a boutique label and is looking for international, globally selling artists that generate long-term catalogue sales" as well as proposing that "95% of acts break on their first album". The site also goes some way to demystifying the A&R process with a jocular, user-friendly approach.

news file

TWO JOIN INCREDIBLE DANCE LABEL

Ric Salmon and Morgan Nelson have been hired by Lynn Cosgrave to join Sony UK's iNcredible dance imprint. Salmon was previously A&R manager at Serious Records, while Nelson was head of marketing at Champion-associated Cheeky Records. The pair will initially be concentrating on singles releases and the more underground iN Traxx, which is label-managed by Sam Balderstone. Terminalhead, the Spee-fronted trio whose recent Bedrock appearances have caused interest, have lately joined iNcredible's roster, which includes diva Jocelyn Brown, who is working on an album for the label. Forthcoming iNcredible releases include Let The Sun Shine by The Pasta Boys, Flex's Sweet Thing, Near Me by Smudge & Smith and Chris Bangs' Warm Weather.

NW PLAYLIST



Coldplay — Parachutes (Paraphone) Pure class (album, July 10); **Josh Wink vs III** — Louis — French Kiss (Hr) Simple but effective as ever (single, tbc); **Barrington Levy & Bounty Killer** — I'm Free (Greensleeves) The sound of the summer (seven-inch pre-release, tbc); **Up, Bustle & Out** — Rebel Radio Master Sessions Vol. 1 (Ninjatune) Buena vista ninjal (album, August 7); **Midfield General** — Generalisation (Skint) Damian dictates play (album, July 17); **Morcheeba** — Fragments Of Freedom (East West) Smiles all round (album, July 10); **Feature Cast** — Composing Blind (Catskills) Double dope drop (EP, out today); **Morgan** — When I Close My Eyes (Nick Faber Mix) (Source) Hammond-drenched grooves (single, June 25).

vital is 1 year old !
Publicity^{td}

VWIM is 1 month old !
WEB MARKETING LTD

- BILLIE PIPER
- RICHARD BLACKWOOD
- MARTINE McCUTCHEON
- DUM DUMS
- BT
- SPIN CITY
- ROCK
- K-BAR
- HENRY ROLLINS
- KABARET CLUB
- RANDAL & AUBIN
- ED BAINES

affiliate marketing • 3rd party endorsements & reciprocal • web casts • web chat • viral campaigns • newsgroup • message board pollination • digital press review service • e-Cards • screensaver installations

- GABRIELLE
- REEF
- OCEAN COLOUR SCENE
- DUM DUMS
- SAMANTHA MUMBA
- MANIFESTO LABEL
- STEVEN GATELY
- ULTRA NATE
- COMMON
- MUSHTAQ

E-MAIL:

Dave Pittman: dpittman@vitalpublicity.com
Blanche Hague: bhague@vitalpublicity.com
Claire Hajaj: chajaj@vitalpublicity.com
Jemma: jemma@vitalpublicity.com

E-MAIL:

Dave Pittman: dpittman@vitalpublicity.com
Sabrina Deurom: sdeurom@vital-web.com
Amandine Faugnet: amandine@vital-web.com

5 Brewer Street, LONDON. W1R 3FN | T: 020 7494 4904, F: 020 7494 9006 | www.vitalpublicity.com

RETAIL FOCUS: AMAZON

by Karen Faux

The first thing that Amazon.co.uk Music general manager Paul Zimmerman wants to point out is that customer service is a top priority in his business. "Right now we are concentrating on the fundamentals of making sure our customers are satisfied," he says. "That means providing an efficient delivery service, having a swift and reliable system on returns and ensuring that the security of the site is sound. All these aspects have to be perfect."

Clearly Zimmerman's retail philosophy is not dissimilar to his bricks-and-mortar competitors, and like them he wants to ensure that his customers keep coming back for more. But without the capability to build rapport through personal contact and in-store environment, the user-friendliness of the Amazon Music site is of paramount importance. Customers need to be enticed online not just because they have a particular purchase in mind but because it is fun to browse. Just like any music retailer, Amazon.com needs its impulse buyers.

The early indications are that Amazon has got the formula right. Since launching its UK music store last October, it has built its offer to



Amazon.co.uk: making customer service a priority

include more than 200,000 titles that span a wide range of mainstream and specialist music. Zimmerman reports that the site has 1.4m paying customers and 72% are repeat purchasers. Distribution is handled by its warehouse in Milton Keynes, which boasts more than 67 sq m of space and a dedicated fulfillment team working around the clock.

"Most of our customers are in the ABC1

AMAZON INCREASES ITS RANGE

The Amazon.co.uk music store says it aims to offer every CD available in the UK and back in April it boosted its range with the addition of 300,000 US non-paralell import CDs. Guidance on what to buy is offered in the form of editors' recommendations and reviews. Other features include sound samples, best-seller lists and the ability to pre-order CDs and receive them on the day of release. Most CDs are dispatched within 24 hours and customers can check the status of their orders at any time.

demographic and they are people who do not have a lot of time on their hands," says Zimmerman. "Our music consumers tend to be somewhat older than the typical High Street shopper and they have a strong bias towards AOR, rock and classical music."

Amazon.co.uk is currently selling chart albums at £9.99 and its current best-sellers — including Eric Clapton and BB King, Moby, Tom

Jones, S Club 7 and Bon Jovi — highlight that sales are diversifying. "We are seeing a lot more mainstream music come on board and we have recently done particularly well with Britney Spears, Steps and S Club 7," says Zimmerman.

Mearns. Amazon has sought to maximise its sales in specialist areas such as classical with high-profile promotions. May was designated classical month and a joint promotion with Gramophone magazine helped to raise awareness for its extensive classical offer.

This month, prominent indie stars such as Lamochop's Kurt Wagner have been drafted in as guest artists to spice up an alternative music campaign. "Indie is a very strong area for us and this week we are seeing strong sales for David Warhols, Belle & Sebastian, Blur and Toploader," says Zimmerman. "Editorial content is very important to our site and we have a big team of writers — many of whom are outsourced from key consumer and specialist publications — to keep our site up to speed with everything that's going on. It is all part of the Amazon.co.uk service."

IN-STORE NEXT WEEK (from 26/6/00)



Windows — Richard Ashcroft, 'Price Hammer' sale. **In-store** — Motorhead, Coldplay, Jamia, Sexy Dance, Smart Series, Global Underground, Pacha, Kings Of Tomorrow, French Sessions; **Press ads** — Motorhead, Coldplay, Vengaboys, Sexy Dance, Smart Series, Box, Ordinary Psycho, Theo Gilmore, Bach In Brazil, Twice As Nice



Singles — Eminem, Artful Dodger, Vengaboys, Samantha Mumba, Blink 182, Sid Owen, Detroit Grand Pubahs; **Album** — Jamia, Vengaboys, Headrush, Louis Armstrong, Richard Ashcroft; **In-store** — last week of 'Mega Music And Movies' sale



In-store — selected CDs at £5 including Tina Turner, Steps and George Michael, chart CDs from £9.99, videos from £3



Artist of the month — Paul Van Dyk; **In-store display boards** — Chris Mills, Salan Sep Crow, Bady Drawn Boy, Bronx Dops, Sledstream, Real Ibiza 3, Morgan, Creators; **In-store** — CDs for £9.99 campaign



HMV — Singles — Blink 182; **Windows** — Eminem, Lonyo, Detroit Grand Pubahs, Samantha Mumba, Coldplay, Dumdums, Vengaboys, Sid Owen, July Sale

pre-awareness; **In-store** — Northern Exposure, Lynden David Hall; **Press ads** — Elliott Smith, Will, Coldplay, King Biscuit Time

Impulse — Singles — Lonyo, Eminem, Space, Artful Dodger, Blink 182, Coldplay, Despayz Junk Rock; **Albums** — Richard Ashcroft, Bady Drawn Boy, Sasha & Digweed, Slinky, Lil' Kim, Helicopter Girl, Cafe Del Mar Vol 7; **Windows** — Urban Jazz Grooves, Pure Sale, sale; **In-store** — sale, DVDs for £9.99, three videos for £2



Album — Richard Ashcroft; **Windows** — Richard Ashcroft, Bady Drawn Boy; **Listening posts** — Pink, Jamia, Motorhead, Jeff Healey, Helicopter Girl, Lock Stock, Duran Duran, Bady Drawn Boy, Jurassic 5; **In-store** — CDs from £6.99



Singles — Lonyo, Samantha Mumba, Detroit Grand Pubahs, DJ of Dirty Bastard, Coldplay; **Windows** — Richard Ashcroft, Cafe Del Mar Vol 7, Slinky, Lonyo, Detroit Grand Pubahs, Samantha Mumba, Coldplay; **In-store** — Richard Ashcroft, Trance Life 2000



Selects listening posts — Doctor Rokkit, Bar Grooves, Paul Carrack, Apollon Sun, The Connoisseur, Jerry Lee Lewis, Carl Perkins, Bellamy Brothers, Commander Cody; **Press ads** (Mojo) — All About Eve, Michael Katon, Lee Griffiths, This Life, Tim Lawson, Skatledge



Singles — Coldplay, Ocean Colour Scene, Vengaboys, Tony; **Windows** — Richard Ashcroft, Jamia, Moby, Kelis, Vengaboys; **In-store** — double CDs for £13.99 or two for £22; **Listening posts** — Dandy Warhols, Tom Erinxon, Motorhead, Black Sabbath, summer doubles; **Press ads** — Kelis, A Perfect Circle, Bentley Rhythmic Area, Phoenix



Singles — Detroit Grand Pubahs, Dum Dums, Elliott Smith, King Biscuit Time, Sid Owen, Space, Superstar, Vengaboys, Will; **Albums** — Sasha & Digweed, Ultimate Ibiza, Bady Drawn Boy, Helicopter Girl, Busta Rhymes; **Windows** — Stephen Gately, Damage, En Vogue, Girl Thing, Kylie Minogue; **In-store** — Bent, Moby, Babybird, Richard Ashcroft, Bady Drawn Boy, Jurassic 5, Six By Seven, Deftones, Moby, Helicopter Girl, Bad Habit Boys; **Press ads** — Damage, En Vogue, Kylie Minogue, Samantha Mumba



Singles — Eminem, Blink 182, Vengaboys; **Albums** — Richard Ashcroft, Jamia; **In-store** — Stephen Gately, S Club 7



Singles — Vengaboys, Detroit Grand Pubahs; **Album** — Jamia; **In-store** — Vengaboys, Detroit Grand Pubahs, Jamia, David Gray, Santana, Cigarettes & Alcohol, Vengaboys, Head Rush, Fresh Hits, sale, Samantha Mumba with free postcard

ON THE SHELF

MARK PERKINS, manager, Virgin Megastore, Piccadilly, London

"Sales in our new release department have been very strong this week, following a recent increase in display spots. Peter Gabriel, David Cooper, S Club 7, Street Vibes 5 and Alice Coltrane has all been flying out since they hit the shelves on Monday and we are still doing solid business with artists such as Moby, Santana and Whitney Houston. We are expecting these titles to remain buoyant throughout the summer.

Our singles department initially got off to a slow start but has been steadily gaining momentum every week. This comes down to our in-store team really getting behind product and the fact that customers can listen to 12-inchers on our decks. This week **Black Legend** and **Darude** have led the field, closely followed by Moby, BT and Amber. Next week we are expecting big things from **David Gray**, **Moloko** and **Kylie Minogue**.

Giving customers easy access to listening facilities is a strong feature of the store and we

have a lot of playability listening posts that are used to give exposure to new acts. It is a bit of a cliché but people really do like to try before they buy.

DVD has been a tremendous success story for us and our current multi-buy offering two for £30 means that customers can't get enough. The James Bond movies have been a best-selling addition to the catalogue and we've also seen a lot of action with **Deep Blue Sea**. Video sales are also healthy and when Alyson Hannigan from **Buffy the Vampire Slayer** appeared in store this week, we sold 350 units of the Series Three boxed set on the spot.

Talking of Pbs, we have **Stephen Gately** coming in next week to do a signing session and the store promises to be packed. We've seen a significant uplift in customer traffic since the end of May and with strong releases lined up from the likes of **Busta Rhymes**, **The Deftones** and **Richard Ashcroft**, we're anticipating a very good summer."



ON THE ROAD

KENNY MCGOFF, EMI dance accounts manager

"I joined the company at the beginning of this year to take up the position of independent dance stores and wholesalers. Although I'm not on the road all the time, I try to visit all the key stores on a regular basis and this takes me from London to Glasgow. Dance-based stores are currently going from strength to strength. They are a valuable A&R source and we work very well together when it comes to breaking new records.

This week I have been selling the new single from **Preclous**, My Way, which has some cool mixes from DJ Spen and Stella Brown. Looking ahead to July, there is a lot of interest in the new single from **Louise**, entitled **Two** and we work very well together when it comes to breaking new records. This week I have been selling the new single from **Preclous**, My Way, which has some cool mixes from DJ Spen and Stella Brown. Looking ahead to July, there is a lot of interest in the new single from **Louise**, entitled **Two** and we work very well together when it comes to breaking new records.

I am also working on a brand new label called **Tripes**, through Parlophone, which is

focused on uplifting, vocal house music in a US vein. July 10 will see the release of **7th District Inc's** What A Night and **CZR's** I Want You has been signed for Subliminal.

Positive prospects are looking hot this summer with the release of **Spiller's** single **Groovejet and Marc et Claude**, **Yves** and **Lovin'**. On EMI, we have a **Shirley Bassey** remix album lined up and the first single, scheduled for July 10, features Bassey and the **Away** featuring **Kenny Dope** on the album, **My Fire**. One of my personal favourites is **Gianna's** forthcoming **Transnavigazione**, which has some superb mixes from DJ Pierre and Todd Edwards.

We've recently very pleased with the results of a promotion we did for **Lynden David Hall**, whereby indie R&B shops sold tickets for a special showcase. We got everyone along, including the wholesalers who specialise in that music, and it certainly got people talking."

Implications of MP3.com 'decision' send ripples throughout a nervous industry

MP3.com ceo Michael Robertson has certainly got cheek. As recently as last August the founder of the controversial internet site and online music evangelist was publicly railing against the established music industry. "Companies and coalitions are attempting to stifle movement and seize control of the music space by forcing consumers to adopt new formats that the industry can use to impose its own business agenda," he thundered. "Ultimately consumers can decide if the music business will be concentrated in the hands of a small number of companies intent on monopolising the industry or be awakened to a new dawn of free and open competition."

Compare that with his statement two weeks ago when MP3.com announced it had reached agreement with BMG and Warner, allowing its users 'legally' to access digital copies of their CDs through its free Mymp3.com virtual locker service. "There is a value for all internet companies to work cooperatively with the record industry to build new business models together," he said.

The deals follow MP3.com's high-profile defeat against the RIAA, the body representing the five major label's interests, in the US courts in April, which successfully accused it of infringing label copyright.

The immediate question across the industry following BMG and Warner's apparent decision to jump into bed with the infant terrible is: who can claim victory? Have MP3.com and its evangelical leader Robertson persuaded the monopolising behemoth to cede complete control and grudgingly admit that MP3.com is at the forefront of the digital music vanguard? Or have the majors succeeded in crushing the first of the revolutionaries and begun to set an important precedent that if you do not cooperate with the major label interests on the web, just as in the real world, you don't have a business model?

Inevitably neither view is completely accurate. Indeed the first conclusion to be drawn is that when it comes to establishing who gains most from the deals, the picture is still unclear.

On the one hand the deal is undoubtedly a coup for established label interests because it means that MP3.com has realised its future lies in going legitimate. IPI chairman Jay

Berman says he now expects the internet startup to sign up to the Strategic Music Initiative. This could provide a much-needed shot in the arm to the SDMI process — though it would go completely against the grain of MP3.com's (previous) ethos and that of the majority of its loyal user base.

Moreover, the record labels and the organisations that represent them — in particular the RIAA in the US — must now hope that if fellow internet upstart Napster cannot be crushed legally (see news story, p1) then it can be forced to follow a similar path to legitimacy.

However, beyond that the picture is murkier. Certainly BMG and Warner appear to have broken ranks with their major label colleagues and fellow RIAA members. Senior sources at both EMI and Universal privately express surprise and dismay at Warner and BMG's decision to settle. The reasons range from the apparent severity of the judge's original ruling against MP3.com — in other words it had no chance of winning so why strike deals that legitimise it at all — through to ongoing legal complications with



Robertson: from critic to partner



the licensing deals themselves and concern that they could create a dominant legitimate streaming model at a time when other options are still being explored.

According to sources close to the situation, it seems unlikely that Universal, which is pursuing its own complex subscription strategy for streaming, will rush to make a deal with MP3.com any time soon, apart from to claim its due in past infringement damages. Word emanating from the EMI and Sony camps would appear to concur, despite unconfirmed rumours, that the latter is likely to be the next to

The question following BMG and Warner's decision to jump into bed with the infant terrible is: who can claim victory?

announce an agreement with MP3.com. Indeed, some insiders were suggesting early last week that Universal is likely to stay clear of any deal, so keen is it not to support a company that directly competes with its own

Farmclub.com site on one hand, and has continued to portray the majors as big brother incarnate to consumers on the other. Quite what its stance will be if parent Quanta ties up with French utilities giant Vivendi — which is building its own Vizzari web portal — remains to be seen.

Despite the immediate surge in MP3.com's share price from \$12 to \$19.50 an hour before close of trade on Friday June 9 — and the rumoured suitors, among them Yahoo, supposedly eyeing the company — its ongoing financial future looks unclear at this stage. The main reason is that it has been forced to agree what some analysts regard as a disproportionately large licence fee. Sources close to the deal have confirmed the Warner licence requires payment of roughly 1.5 cents each time a track is added to a Mymp3.com locker and 1/3 of a cent each time a track is played or streamed, to cover recording rights only. It is hard to conclude that Warner and BMG have negotiated these rates in a 'favoured nation adjusted upwards under a favoured nation clause' — strategically leaked to journalists

THE EVOLUTION OF ONLINE MUSIC — AND THE LAWSUITS

November 1992: MP3 codec created by the Fraunhofer Institute In Germany.

1996: MP3 audio files appear on the web. 1997: Michael Robertson registers name MP3.com. The Z company launches the site in December.

September 1998: Diamond Multimedia Systems retails IFO MP3 player.

October 1998: RIAA injuncts Diamond, claiming the IFO violates the 1992 Audio Home Recordings Act (ARHA), its injunction and temporary restraining order are denied.

December 1998: Diamond files counterclaim against RIAA for violation of anti-trust laws. RIAA and IFO launch the Secure Digital Music Initiative (SDMI). January 1999: Sequoia Capital and Idealab invest \$11.2m into Z company, prompting the change of name to MP3.com Inc.

April 1999: MP3 file-sharing software Napster is released by a US college student. Alanis Morissette and her management take a minority stake in MP3.com.

May 1999: MP3.com files \$11.5m IPO registration.

June 1999: Appeals Court rules Diamond has not violated ARHA. Cox Interactive invests \$4.5m in MP3.com.

July 1999: MP3.com's IPO raises \$344m, pushing market capitalisation past \$5.8bn.

August 1999: All parties involved in the

Diamond case drop legal actions.

December 1999: RIAA files copyright infringement suit against Napster, seeking \$100,000 per infringing copyright.

January 2000: MP3.com launches streaming-based Mymp3.com and Beam It features. RIAA files copyright infringement suit against it.

March 2000: Harry Fox Agency sues MP3.com for copyright infringement on behalf of members MPL Communications and Peer International.

April 2000: RIAA wins case against MP3.com, which then agrees to remove offending services until it settles with labels. Napster asks RIAA case judge to deliver summary judgement, arguing it is an ISP and therefore exempt from copyright liability. Metallica file infringement lawsuits against Napster.

May 2000: Napster removes 355,000 users identified by Metallica as pirating its songs; Judge rejects its ISP defence and rules the case must go to full hearing. RIAA funds Artists Against Piracy lobby group.

June 2000: BMG and Warner announce licensing deals with MP3.com. RIAA seeks injunction to close Napster down pending its lawsuit; Napster changes its defence to claim MP3 file-sharing is legal because users are trading and not selling.

last week — for all other reason but to punish and arrest development.

Under the terms, a user could cost the company up to \$21.60 a year in sound recording licensing alone, based on 120 CDs at 12 tracks per CD and a 1.5 cents per track. If you add the cost of paying for all of BMG's catalogue in MP3.com's archive, say \$25m for a one-off licence for 100,000 tracks, it would be hard to achieve a return when in all probability only 10% of those tracks would be accessed.

Nilsan Kargil, senior internet consultant at New York-based firm Kaufman Brothers, has been in close contact with all parties concerned since the filing of the RIAA suit. Following early support of MP3.com's chances, he has since revised his views, largely based on Robertson's increasing building of 'bad blood' between his company and the established music industry.

"Up until these announcements Robertson has continued to slam the music industry as big and bad. In order for the Mymp3.com service and any other related signed online access models to work,

MP3.com must have deals in place with all five labels — not two, or four. I don't think any of the majors, even Warner, which has been an MP3.com partner for the longest, have an interest in helping Robertson win the war.

These [BMG and Warner] deals are about good PR for the record industry and ultimately allowing them to test a streaming subscription model at absolutely no cost — in fact they're actually getting paid for it at net margins of over 95%," he adds.

Robertson has rallied in the face of analyst scepticism that MP3.com will ultimately be able to extract significant revenue from licensing major artists. In a letter to one analyst, seen by Music Week, Robertson was perplexed his major deals had not received a more positive response:

"I'm a bit puzzled that we do this momentous deal — the first major between any online and offline music company — and there's no positive comment. This is the first catalogue-wide licence ever granted to any company by major labels. Not just net overpayment, but any company in the world. It would seem a real vindication of our music as a service model. No positive words?"

He goes on to predict that MP3.com, like TV networks, will be able to pay for its "programming" through commercial revenues. However, neither BMG or Warner have committed to any increased promotional spend as a result of the deals and, as Hargill points out, MP3.com's track record in building advertising revenue has been far from impressive. Its advertising revenues are dismal compared to its overall user base. We would expect much higher totals than it has been posting — it reported \$120m revenues in the first quarter, which amounts to \$2 per user," he says.

It is perhaps significant that neither BMG nor Warner would appear to believe in MP3.com enough to have taken equity in it or its assets in the same

way the majors have done in startups such as the ARTISTdirect or Listen.com sites. Nonetheless, the speed with which Robertson has previously shifted MP3.com's strategic suggests he should not be counted out just yet.

Moreover, MP3.com and the ultimately more damaging proprietors of file-sharing software Napster, Gruntella, Freenet and the rest, have already achieved one important thing, namely forcing major intellectual property owners to recognise that consumers simply will not wait for music to be delivered by legitimate, secure protected means. Having effectively forced MP3.com to become legitimate, the established industry must now wait nervously to see whether a tougher approach works with Napster.

Mary-Louise Harding

TOP 75



24 JUNE 2000

Pos	Title	Artist (Producer) Publisher (Writer)	Label CD/Cass (Distributor)	7/12	Pos	Title	Artist (Producer) Publisher (Writer)	Label CD/Cass (Distributor)	7/12
1	YOU SEE THE TROUBLE WITH ME	Bertie Allen (Allen) Warner	Merseybeat WEA 2622/WEA 2622 (Tenn)	1	38	DREAMING	Headcase HESDCC 0022 / 11 The Back Street Boys (The Back Street Boys) (The Back Street Boys) (The Back Street Boys)	Headcase HESDCC 0022 / 11	38
2	IT FEELS SO GOOD	Serena (Universal) MSTD 4923/MCSC 4023 (U)	Merseybeat WEA 2622/WEA 2622 (Tenn)	2	39	HEART OF ASIA	Prostate CDTV 1287V (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	39
3	SANDSTORM	Nevo NEDCO 003/NEO 003 (V)	Merseybeat WEA 2622/WEA 2622 (Tenn)	3	40	MASTERBLASTER 2000	Real Rose ROSE 0020/ROSE 0020 (BRU)	Merseybeat WEA 2622/WEA 2622 (Tenn)	40
4	REACH O	Daniels LJS 81/BMG (Virgin)	Merseybeat WEA 2622/WEA 2622 (Tenn)	4	41	HIGHER	Avu Azzu YCDA 1287 (V)	Merseybeat WEA 2622/WEA 2622 (Tenn)	41
5	PORCELAIN	Moby (Moby) Warner-Chappell/Little Miss (Moby)	Merseybeat WEA 2622/WEA 2622 (Tenn)	5	42	JAMMIN'	Blackie (Blackie) Warner-Chappell/Little Miss (Moby)	Merseybeat WEA 2622/WEA 2622 (Tenn)	42
6	SHACKLES (PRAISE YOU)	Mary Mary (Compton) EMI (Compton/Albino/Albino)	Merseybeat WEA 2622/WEA 2622 (Tenn)	6	43	TAKEN FOR GRANTED	Long Lost Brother 5002 CD/5002 (V)	Merseybeat WEA 2622/WEA 2622 (Tenn)	43
7	ON THE BEACH	Yock (Scepter) Warner-Chappell/Real (Real)	Merseybeat WEA 2622/WEA 2622 (Tenn)	7	44	MAD DOG	Deceptive BLUR 07/0022 (V)	Merseybeat WEA 2622/WEA 2622 (Tenn)	44
8	THE ONE	Backstreet Boys (Martini/Lundin) Zomba (Martini/Lundin)	Merseybeat WEA 2622/WEA 2622 (Tenn)	8	45	FILL ME IN	Wilder CMCW 18/2CAW 18 (28) (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	45
9	MAMA - WHO DA MAN?	East West MICKY 01CD/MICKY 01 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	9	46	DOOMS NIGHT	Club Tools 0007285 CLUV- (P)	Merseybeat WEA 2622/WEA 2622 (Tenn)	46
10	WHEN A WOMAN	Go Beat/Polygram GOLD 21/0600 (P)	Merseybeat WEA 2622/WEA 2622 (Tenn)	10	47	BURNIN'	Multiply COMULTY 56/CAMULTY 56 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	47
11	CALL ME	Parlophone Rhythms Series CDRTHS 2/0200 (28) (F)	Merseybeat WEA 2622/WEA 2622 (Tenn)	11	48	ROUND 4 DE RELOAD (CASUALTY)	East West 0018 01CD/0018 (P) (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	48
12	GIRLS LIKE US	Reeltime RELENT 3CD/RELENT 3MS (AV/UTN)	Merseybeat WEA 2622/WEA 2622 (Tenn)	12	49	I DON'T SMOKE	East West EWT 2130/EW 213C (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	49
13	FORGET ABOUT DRE	Interscope POLICE 4192/4192 (A&M)	Merseybeat WEA 2622/WEA 2622 (Tenn)	13	50	HEART FAILED (IN THE BACK OF A TAXI)	Morris Brown BROWN 2000 (A&M)	Merseybeat WEA 2622/WEA 2622 (Tenn)	50
14	THERE YOU GO	LaFace/Arista 7421757602/7421757604 (BMG)	Merseybeat WEA 2622/WEA 2622 (Tenn)	14	51	IT WASN'T MAN ENOUGH	LaFace/Arista 7421757602/7421757604 (BMG)	Merseybeat WEA 2622/WEA 2622 (Tenn)	51
15	JERUSALEM	Parlophone CDRS 65407CR 6540 (F)	Merseybeat WEA 2622/WEA 2622 (Tenn)	15	52	A9	Essential RECORDS 15/ESMC 15 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	52
16	IT'S MY LIFE	Mercury 5627682/5627654 (U)	Merseybeat WEA 2622/WEA 2622 (Tenn)	16	53	LUVTRUCK	AMPN CDAMPN 152/MCAMPN 152 (U)	Merseybeat WEA 2622/WEA 2622 (Tenn)	53
17	MONEY TO BURN	Hut/Virgin HUTCD 136H/LTIC 136 (F)	Merseybeat WEA 2622/WEA 2622 (Tenn)	17	54	ALL AROUND THE WORLD	Global Tetr GMCD/SGTR 6004 (P)	Merseybeat WEA 2622/WEA 2622 (Tenn)	54
18	POPS... I DID IT AGAIN	Merseybeat WEA 2622/WEA 2622 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	18	55	FLYSWATTER	Dreamwalkers/Polygram 4508472 (U)	Merseybeat WEA 2622/WEA 2622 (Tenn)	55
19	IF I TOLD YOU THAT	Arista 7421757602/7421757604 (BMG)	Merseybeat WEA 2622/WEA 2622 (Tenn)	19	56	WHAT AGAINST EVERYONE'S ADVICE	PAS Recording PAS 0022/02 (U)	Merseybeat WEA 2622/WEA 2622 (Tenn)	56
20	WHY CALL ME BABY O	VC Recording VCRD 64VCR 64 (E)	Merseybeat WEA 2622/WEA 2622 (Tenn)	20	57	YOU'RE MY ANGEL	Public PR 001CD/PR 001C (U)	Merseybeat WEA 2622/WEA 2622 (Tenn)	57
21	IT'S MY TURN	Serena MSTD 4025/MCSC 4025 (U)	Merseybeat WEA 2622/WEA 2622 (Tenn)	21	58	CAMPIONE 2000	Polygram 1580822/1580824 (U)	Merseybeat WEA 2622/WEA 2622 (Tenn)	58
22	AMAZED	Grapevine/BMG 7421742569/7421742564 (BMG/BMG)	Merseybeat WEA 2622/WEA 2622 (Tenn)	22	59	WE'RE REALLY SAYING SOMETHING	Epitaph 60418/60418 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	59
23	COMING AROUND	Independent ISDM 4325/ISDM 4325 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	23	60	MY MIST	Rainbow RWK 22CD/ (P)	Merseybeat WEA 2622/WEA 2622 (Tenn)	60
24	UGLY	Universal MUSD 4022/MCSC 4022 (U)	Merseybeat WEA 2622/WEA 2622 (Tenn)	24	61	CANDY	Epitaph 60418/60418 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	61
25	SEX BOMB	Gut CXCUT 33/CAGUT 33 (V)	Merseybeat WEA 2622/WEA 2622 (Tenn)	25	62	GOLDEN GAZE	Polygram 5618463 (U)	Merseybeat WEA 2622/WEA 2622 (Tenn)	62
26	THE GREAT ESCAPE 2000	VP VPRO4 2333/VPRO4 2335 (MVP)	Merseybeat WEA 2622/WEA 2622 (Tenn)	26	63	SOMETHING'S GOING ON	Ruffin RUFFIN 2005 (MVP)	Merseybeat WEA 2622/WEA 2622 (Tenn)	63
27	NEW BEGINNING/BRIGHT EYES O	A&M/Polygram 5618025618184 (U)	Merseybeat WEA 2622/WEA 2622 (Tenn)	27	64	AROUND THE WORLD	Universal MUSD 4022/MCSC 4022 (U)	Merseybeat WEA 2622/WEA 2622 (Tenn)	64
28	THE BAD TOUCH	Capitol/Polygram 497582/4972694 (U)	Merseybeat WEA 2622/WEA 2622 (Tenn)	28	65	KOOCHY	Armed And Dangerous (Armed And Dangerous) (Armed And Dangerous)	Merseybeat WEA 2622/WEA 2622 (Tenn)	65
29	BIG PIMPIN'	Def Jam 5627742 5628304 (U)	Merseybeat WEA 2622/WEA 2622 (Tenn)	29	66	EMBRACE	Xtravaganza XTRAV 11CD/5 (MVP)	Merseybeat WEA 2622/WEA 2622 (Tenn)	66
30	GOOD STUFF	Virgin VUSCD 18/VVUSCD 18 (U)	Merseybeat WEA 2622/WEA 2622 (Tenn)	30	67	NEVER BE THE SAME AGAIN	Virgin VUSCD 18/VVUSCD 18 (U)	Merseybeat WEA 2622/WEA 2622 (Tenn)	67
31	DAY & NIGHT O	Immagine SINX 11/SINX 11 (E)	Merseybeat WEA 2622/WEA 2622 (Tenn)	31	68	FLOWERS O	M&W/WEA 253CD/WEA 253C (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	68
32	THESE WOODEN IDEAS	Foxx/Parlophone CDFO05 132/CF005 132 (E)	Merseybeat WEA 2622/WEA 2622 (Tenn)	32	69	AMERICAN PIE	Maverick/Warner Bros W 519CD/W 519C (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	69
33	UNINTENDED	Mushroom MUSH 720D/MUSH 720MS (MVP)	Merseybeat WEA 2622/WEA 2622 (Tenn)	33	70	BULLDOG NATION	Wade 7421759742/7421759744 (BMG)	Merseybeat WEA 2622/WEA 2622 (Tenn)	70
34	SEXUAL	Merseybeat WEA 2622/WEA 2622 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	34	71	BAG IT UP O	EMI COEMS 5607CEM 560 (E)	Merseybeat WEA 2622/WEA 2622 (Tenn)	71
35	THONG SONG	Def Soul 5688902/5688904 (U)	Merseybeat WEA 2622/WEA 2622 (Tenn)	35	72	PRIVATE EMOTION	Cometree COMETREE 68929594 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	72
36	TOKAS MIRACLE	Positive CDTV 1287V (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	36	73	PER SEMPRE AMORE (FOREVER IN LOVE)	Polygram 5617992/5617994 (U)	Merseybeat WEA 2622/WEA 2622 (Tenn)	73
37	HANDS UP	Substance SUBS 12CD/SUBS 12MS (MVP)	Merseybeat WEA 2622/WEA 2622 (Tenn)	37	74	MAMBO ITALIANO	Wanderboy WBDD 017/WBDD 017 (E)	Merseybeat WEA 2622/WEA 2622 (Tenn)	74
					75	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	75

TITLES A-Z

Pos	Title	Artist (Producer) Publisher (Writer)	Label CD/Cass (Distributor)	7/12
1	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	1
2	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	2
3	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	3
4	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	4
5	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	5
6	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	6
7	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	7
8	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	8
9	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	9
10	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	10
11	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	11
12	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	12
13	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	13
14	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	14
15	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	15
16	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	16
17	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	17
18	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	18
19	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	19
20	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	20
21	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	21
22	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	22
23	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	23
24	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	24
25	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	25
26	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	26
27	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	27
28	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	28
29	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	29
30	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	30
31	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	31
32	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	32
33	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	33
34	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	34
35	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	35
36	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	36
37	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	37
38	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	38
39	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	39
40	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	40
41	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	41
42	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	42
43	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	43
44	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	44
45	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	45
46	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	46
47	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	47
48	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	48
49	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	49
50	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	50
51	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	51
52	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	52
53	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	53
54	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	54
55	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	55
56	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	56
57	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	57
58	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	58
59	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	59
60	ACHILLES HEEL	S2 6915726/691574 (Tenn)	Merseybeat WEA 2622/WEA 2622 (Tenn)	60
61	ACHILLES HEEL	S2 6915		

24 JUNE 2000

CHART COMMENTARY

by ALAN JONES



Italian dance music and Warner Music's Eternal label joined forces to top the chart for three weeks last Autumn courtesy of Eiffel 65's Blue (Da Ba Dee) and resume their chart-topping partnership this week via Black Legend's You See The Trouble With Me. The Barry White cover failed to impress in the early part of the week, only narrowly outselling Sonique's It Feels So Good but the gap increased substantially as the week progressed with Black Legend eventually selling more than 81,500 copies, while Sonique posted a still strong fourth week tally of 66,000. It Feels So Good has sold more than 455,000 copies to date, and will become the second biggest seller of the year by next weekend.

Completing the top three, after the many and various successes of fellow Scandinavians from Sweden, Denmark and Norway, Finnish newcomer Darude's massive dance hit Sandstorm is the biggest hit by an artist from that country, its number three

MARKET REPORT

TOP 10 COMPANIES

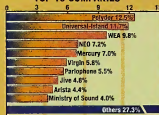
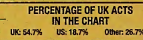
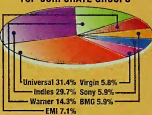


Figure shows top 10 companies by % of total sales of the Top 75. Not accounting for sales to the UK total sales of the Top 75.

TOP CORPORATE GROUPS



debuted being earned by sales of more than 63,000 last week.
 Moby's Play album has staked a

discounting UK-based artists Mantovani, who arrived in this country while still at school and led his mainly British orchestra to number one in 1953, and Brummie waiter Renato who was joined by British session singer Rene for the number one Save Your Love in one in the UK charts with Black Box and leads to Black Legend. Since Black Box stormed to the summit in 1989 with Ride On Time,

there have been five number ones in Britain by Italian acts, all dance-based, with Livio's Joy's Dreamer in 1995, the Tamperer's Feel It, Eiffel 65's Blue (Da Ba Dee) last year and Black Legend's You See The Trouble With Me completing the list. The latter record is a cover of the old Barry White hit, the original peaking at number two in 1976, spending a fortnight as runner-up to the Brotherhood Of Man's Save Your Kisses For Me.

album Perceles debuts at number five, with more than 30,000 sales. The previous hits, in chronological order, are Honey (number 33), Run On (number 33), Bodyrock (number 38), Why Does My Heart Feel So Bad? (number 16) and Natural Blues (number 11). A Top 40 climber for the sixth time in seven weeks, Lonestar's Amazed is back to within a place of its chart peak, climbing 23-22. But after six weeks of consecutive sales growth, it actually slipped a little last week, its latest weekly tally of 12,885 sales being 10% down on the previous frame. The single has now sold over 110,000 copies.

After reaching the top five with eight consecutive singles, it looks like the Backstreet Boys are going to have to settle for a lesser success with The One. The fourth hit from their current album, their Millennium debuts at number eight with 27,000 sales. Even if it doesn't improve, it will extend their run of 10 hits to 11 in a row.

INDEPENDENT SINGLES

Rank	Artist	Label
1	Darude Sandstorm	New NEDCO 033 (V)
2	Moby Porcelain	Mute LCOMIT2 252 (V)
3	Blackstreet Boys The One	Jive 825062 (P)
4	Binary Sparks Dope!...I Did It Again	Jive 825942 (P)
5	Tom Jones & Moussa T Sex Bomb	Gut CXXGT 33 (V)
6	BT feat. Kirbyhawk Dreaming	Headspace HEDSDO 040 (V)
7	Amazed Amazed	Grapevine/RMG 743214262 (RMG/RMG)
8	Unintended Unintended	Melrose MUSA 726105X (3MV/P)
9	Higher Higher	Azuli AZUHYCD 130 (V)
10	England Supporters' Band The Great Escape 2000	V2 VV1914263 (3MV/P)
11	Azido Da Bass Dooms Night	Club Tools 067285 CLU (P)
12	Mad Dog Mad Dog	Deceptive BLUFF 07CD02 (V)
13	Saint Elienne Heart Failed In The Back Of A Taxi	Mantra/Beggars Banquet MNT54 CD2 (V)
14	Sia Taken For Granted	Lony Last Brother 590CD2 (V)
15	Scowlwee Much Against Everyone's Advice	Plus Recordings PLUS 08CDX (V)
16	Mia Duf Uni Says	Bankbox BAX 22CD (P)
17	Northern Line All Around The World	Globetrotters GTR 00CD51 (V)
18	Public Park You're My Angel	Public Park 001CD5 (V)
19	Bele & Sebastian Legal Man	Jupiter JPRCD518 (3MV/P)
20	Twisted Nerve Another Pearl	Twisted Nerve/AL Recordings TXDL 304CD1 (V)

All charts © CMI

PEPSI Chart

Rank	Artist	Label
1	Yoko Annor You See The Trouble With Me	Back Legend
2	It Feels So Good It Feels So Good	Sonax
3	Sandstorm Sandstorm	Universal
4	Reckless Reckless	Mercury
5	Purple Rain Purple Rain	Mercury
6	Shackles (Praise You) Shackles (Praise You)	Mercury
7	On The Beach On The Beach	Caroline
8	The One The One	Jive
9	Mama - Who Da Man? Mama - Who Da Man?	Richard Blackwood
10	When A Woman When A Woman	Go-Bey/Playa
11	Don't Call Me Baby Don't Call Me Baby	VC Recordings
12	Sex Bomb Sex Bomb	Tom Jones And Moussa T
13	I Told You That I Told You That	Whitney Houston & George Michael
14	Dope!...I Did It Again Dope!...I Did It Again	Jive
15	Coming Around Coming Around	Torres
16	It's My Life It's My Life	Mercury
17	There You Go There You Go	LaFace/Wire
18	Those Miracles Those Miracles	Freddie
19	Fill Me In Fill Me In	David
20	Girls Like Us Girls Like Us	Point Four/Chris Cross & Lab 6
21	Never Be The Same Again Never Be The Same Again	Universal
22	Day & Night Day & Night	Parlophone
23	Call Me Call Me	Jive
24	Sitting Down Here Sitting Down Here	Low Mills
25	Life Is A Rollercoaster Life Is A Rollercoaster	Parlophone
26	He Wasnt Man Enough He Wasnt Man Enough	Parlophone
27	The Bad Touch The Bad Touch	Parlophone
28	Amazed Amazed	Jive
29	Money To Burn Money To Burn	Richard Blackwood
30	It's My Turn It's My Turn	Mercury
31	Breakless The Girls Breakless The Girls	MCA/Atlantic
32	Forget About Dre Forget About Dre	Mercury
33	New Beginning New Beginning	Mercury
34	Pure Shores Pure Shores	Jive
35	Jerusalem Jerusalem	Parlophone
36	Flowers Flowers	Parlophone
37	Heart Of Asia Heart Of Asia	Parlophone
38	Thong Song Thong Song	Parlophone
39	Spinning Around Spinning Around	Parlophone
40	The Time Is Now The Time Is Now	Parlophone

© CMI/MCA/EMI

quite great

PRESS + TV + RADIO
 PROMOTION UNDER ONE ROOF

the one stop promo shop

Q&Q PRESS ; NATIONAL & REGIONAL - Q&Q RADIO ; NATIONAL & REGIONAL - QG2 ; CATALOGUE PROMOTION
 QGDC ; INTERNET PROMOTION - SPEED ; PHOTOGRAPHIC AGENTS

phone 01223 880111 / fax 882277 / e-mail sales@quitegreat.co.uk - ask for Pete Bassett, Paul, Louise, Dave, Caroline, Anita or Nigel

www.quitegreat.co.uk

24 JUNE 2000

CHART COMMENTARY

by ALAN JONES

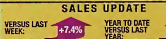
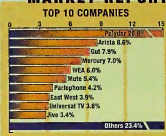
Despite surrendering pole position on the album chart to **S Club 7's** '7' album, Tom Jones' *Reload* continues to strengthen, increasing its sales week-on-week for the seventh time in a row. It sold an astonishing 57,600 copies last week, the highest weekly tally of its life, beating by 700 the number of copies it sold in Christmas week last year. *Reload* sold its millionth copy last week, and its overall tally is now 1,040,000.

Another album which has increased its sales seven weeks in a row is singer/songwriter **David Gray's** *White Ladder* album, which did not actually manage to climb the chart this week but which increased its sales by a week-on-week 31.6% despite its standstill. *White Ladder* sold more than 16,000 copies last week, to bring its overall sales to more than 55,000. Its chart progress since debuting in May still makes for an impressive upwards curve, as it has moved 69-44-39-23-16-13-13.

The success of **Black Legend's** cover of



MARKET REPORT



You See The Trouble With Me has sparked Universal Music TV into putting out some extremely short but apparently effective ads

Just eight months after their debut album **S Club 7** was released, **S Club 7** are back with their second collection, this one entitled '7'. Their first album never managed to reach number one, debuting at number two with 51,000 sales, although it has subsequently remained on the chart throughout its 37-week life and has sold more than 670,000 copies. '7' sold a little over 73,000 copies last week, and debuts in

ALBUMS FACTFILE

pole position helped by the success of its introductory single *Reach*, which spent three weeks at number two before dipping to number four on the current chart. The single has sold 301,000 copies already, compared to the 297,000 sales tally of **S Club Party**, and **Two In A Million/You're My Number One**, which fared slightly better at 305,000. Their debut single *Bring It All Back* sold more than 624,000.

running multi-platinum hits retrospective *The Collection*. The album, which dates back to 1988 and climbed as high as number six earlier this year, responds readily to the stimulus and put on a 57.7% sales spur last week, enough for a handsome 20-place climb to number 42. Another legend, **Frank Sinatra**, has had his vintage (1955-1960) Capitol performances compiled into the new *Classic Sinatra* album, and posthumously returns to the Top 10 as a result. *Classic Sinatra* sold more than 17,000 copies last week to claim 10th place on the chart. It is Sinatra's 55th hit album, a total beaten only by **Elvis Presley** and **James Last**.

Guitar legends **Eric Clapton** and **B.B. King's** collaboration *Riding With The King* enters the duo a number 15 debut, with sales of more than 15,000. Clapton is no spring chicken at 55 but King will be 75 later this year, making them one of the oldest acts to chart, and *Riding With The King* is the highest charting of King's few chart albums here.

COMPILATIONS

Universal Music TV enjoys its second straight week of superiority atop the compilation chart with the newly released **Club Mix Ibiza 2000** debuting in pole position to push last week's winner - **Top Of The Pops 2000 Volume 2** - down to nearly number two. **Club Mix Ibiza 2000** sold an impressive (for this time of the year) 45,000 copies, while there were other new entries in the Top 10 for **Street Vibes 5** (number three, 26,000 sales), **Cigarettes & Alcohol** (number seven, 15,500 sales) and **The Best Paul Jukebox In The World...Ever!** (number nine, 14,500 sales). With several more newcomers down the listings, and the spin-off benefit of Father's Day gift buying, sales bounded forward by 47% to reach more than 556,000 - the highest level recorded by this segment of the market for seven weeks.

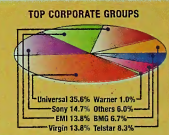
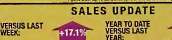
when the initial sales boost given by **Now That's What I Call Music! 45** was still strong. **Now 45** topped the 600,000 sales mark, its exact tally after nine weeks in the shops is 602,230 - that is nearly 32,000, or 5%, down on the tally achieved by last year's comparable album, **Now 42**, at the same stage of its life. **Euro 2000** fever powers two albums in this week's chart. **Universal Music TV's Euro 2000 - The Official Album**, debuts at number 15, while **Virgin/EMI's The Best Footie Anthems...Ever!** improves 7-4, thus beating the number five peak the album (which was updated and annotated a new catalogue number before its current release) scored in its first run on the chart in 1996. Finally, although it dips 22-32, **Kevin & Perry - Go Large** is still the top soundtrack album.

INDEPENDENT ALBUMS

This Week	Title	Artist	Label	Weeks on Chart
1	2	PLAY	Moby	Mute CDSTUMM 172 (V)
2	1	RELOAD	Tom Jones	Gut GUTUCD 009 (V)
3	5	OPPS! I DID IT AGAIN	Brienny Speers	Jive J220382 (P)
4	4	OUT THERE & BACK	Paul Van Dyk	Deviant DVNT 370CD (V)
5	3	MY YOUR KISSES LIKE YOU WILL BE A PRINCE	Belle & Sebastian	Jagjaguwar JPACD 010 (M/V/P)
6	7	THINGS TO MAKE AND DO	Makoto	Echo ECHOCD 31 (P)
7	8	SHOWRIZ	Muse	Mushroom MUSMUS 02CD (M/V/P)
8	6	THE BEST OF	Black Sabbath	Metal IS RAWVD0145 (P)
9	10	SATISFY MY SOUL	Paul Carrack	Carzack-ak PCARC0 1 (CORP)
10	9	REMEDY	Basement Jaxx	XL Recordings XLCD 129 (V)
11	13	STANDING ON THE SHOULDER OF GIANTS	Oasis	Big Brother BPOD CD002 (M/V/P)
12	NEW	BUGGED	Babybird	Echo ECHOCD 32 (P)
13	11	(WHAT'S THE STORY) MORNING GLORY	Oasis	Creation CRECD 189 (M/V/P)
14	10	BABY ONE MORE TIME	Brienny Speers	Jive J252172 (P)
15	12	PERFORMANCE AND COCKTAILS	Strophotronics	V2 VTR 10049 CD (M/V/P)
16	18	TIME AFTER TIME	Eva Cassidy	Blis Street C 210703 (HOT)
17	14	BUENA VISTA SOCIAL CLUB	Py Copoler	World Circuit WC0 150 (P)
18	15	STEP TACULAR	Staps	Eba!(/Eva 0519492 (P)
19	NEW	WIDER ANGLE	Hybrid	Distinctive Breaks DISNCD 63(P)
20	NEW	MILLENNIUM	Backstreet Boys	Jive J252222 (M/V/P)

MUSIC WEEK 24 JUNE 2000

MARKET REPORT



THE YEAR SO FAR... TOP 20 COMPILATIONS

Rank	Title	Artist	Label
1	1	NOW THAT'S WHAT I CALL MUSIC 45	VARIOUS ARTISTS EMI/VIRGIN/UNIVERSAL
2	2	PURE GARAGE	WARNER SPIN
3	3	NOW THAT'S WHAT I CALL MUSIC 41	EMI/VIRGIN/UNIVERSAL
4	4	CLUBBER'S GUIDE TO... 2000	MINISTRY OF SOUND
5	6	THE BEACH	LONDON
6	5	BEWIND - THE SOUND OF UK GARAGE	MINISTRY OF SOUND
7	7	CREAM LIVE	VIRGIN/EMI
8	8	NEW HITS 2000	WARNER/CLOUTON/SONY
9	9	THE LOVE SONGS ALBUM	VIRGIN/EMI/UNIVERSAL
10	15	KISS HOUSE NATION 2000	UNIVERSAL MUSIC TV
11	10	NEW WOMAN 2000	VIRGIN/EMI
12	11	BREAKDOWN	TELESAT TV
13	12	ACIA NAPA - FANTASY ISLAND	TELESAT TV
14	14	KEVIN AND PERRY - GO LARGE	VIRGIN/EMI
15	14	TOP OF THE POPS 2000 - VOL 1	VIRGIN/EMI
16	13	COLUMBUS 2000	UNIVERSAL MUSIC TV
17	20	PURE EUROBEAT - LEVEL 4	TELESAT TV
18	16	DANCE HITS 2000	WARNER/CLOUTON/SONY
19	17	MUSIC OF THE MILLENNIUM	VIRGIN/EMI/VIRGIN/EMI
20	18	TRANCE NATION 3	MINISTRY OF SOUND

© CAP Last week's position represents chart from the week's chart.

24
june
2000

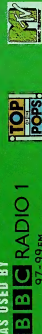
THE OFFICIAL CHARTS

24
june
2000

singles

AS USED BY
BIBIC RADIO 1
97-99 FM

music week
SUPPORTED BY **worldpop.com**



1 YOU SEE THE TROUBLE WITH ME

- | | | | |
|---|-----------------------|-------------------|-------------------|
| 1 | IT FEELS SO GOOD | Sonique | Serious/Universal |
| 2 | SANDSTORM | Darude | Nao |
| 3 | REACH S Club 7 | | Polydor |
| 4 | PORCELAIN | Moby | Mute |
| 5 | SHACKLES (PRAISE YOU) | Mary Mary | Columbia |
| 6 | ON THE BEACH | York | Manitesto |
| 7 | THE ONE | Backstreet Boys | Jive |
| 8 | MAMA - WHO DA MAN? | Richard Blackwood | East West |
| 9 | WHEN A WOMAN | Gabrielle | Go Beat/Polydor |



- | | | | | |
|----|-------------------------|------------------------------|--------------------|---------------|
| 11 | CALL ME | Jamella | Parlophone | Rhythm Series |
| 12 | GIRLS LIKE US | B15 feat. Chrissy D & Lady G | Relentless | |
| 13 | FORGOT ABOUT DRE | Dr. Dre feat. Eminem | Interscope/Polydor | |
| 14 | WHERE YOU GO | Pink | LaFace/Arista | |
| 15 | JERUSALEM | Fat Les 2000 | Parlophone | |
| 16 | IT'S MY LIFE | Bon Jovi | Mercury | |
| 17 | MONEY TO BURN | Richard Ashcroft | Hut/Virgin | |
| 18 | OOPS!... I DID IT AGAIN | Britney Spears | Jive | |



- | | | | |
|----|-------------------------|-----------------|--------------------|
| 17 | Club 7 | Polydor | |
| 1 | RELOD | Tom Jones | Gut |
| 2 | THE MARSHALL MATHERS LP | Eminem | Interscope/Polydor |
| 3 | PLAY | Moby | Mute |
| 4 | THE GREATEST HITS | Whitney Houston | Arista |
| 5 | CRUSH | Bon Jovi | Mercury |
| 6 | RISE | Gabriella | Go Beat/Polydor |
| 7 | SUPERNATURAL | Semolina | Arista |
| 8 | INSPIRATION | Jane McDonald | Universal TV |
| 9 | CLASSIC SINATRA | Frank Sinatra | Capitol |



- | | | | | |
|----|----------------------|--------------------------------|--------------------|-----------------|
| 16 | THE MAN WHO | Travis | Independiente | |
| 8 | ONKAW'S BIG MOKKA | Toploader | S2 | |
| 13 | WHITE LADDER | David Gray | East West | |
| 7 | OOPS! I DID IT AGAIN | Britney Spears | Jive | |
| 15 | RIDING WITH THE KING | Bb King & Eric Clapton | Reprise | |
| 16 | GREATEST HITS | SHINING LIKE A NATIONAL GUITAR | Paul Simon | Warner Brothers |
| 11 | 2001 | Dr. Dre | Interscope/Polydor | |
| 23 | BRAND NEW DAY | Shing02 | ABM/Polydor | |

IBIZA

THE STORY SO FAR...

80s state
Pacific (1983)

Suena Latino
The Latin Dream

Degree Of Motion
Shine On

Bizarre Inc
Playing With Knives

Shades Of Rhythm
The Sound Of Eden

Prology
Your Love

Rhythm On The Loose
Break Of Dawn

Subliminal Cuts
La Voie La Soleil

Escrima
Train Of Thought

Morg Kante
Yele Yele

Tori Amos
Professional Widow

Todd Terng feat.
Marianne Faithfull
Something Goin' On

Duke
So In Love With You

Pete Heller
Big Love

David Morales
& Albert Cabrera
Higher

"... the best history lesson of house ever..."
Compilation Of The Week, 7 Magazine

"... the biggest and best tracks from those crazy summers in Ibiza from 1988 to the present day"
M8
Mixmag

"The best in Balearic big tunage"
M8
Mixmag

OUT 19 JUNE 2000 ON CD AND CASSETTE.
www.sonymusic.co.uk

17-20 **DON'T CALL ME BABY** Madison Avenue VC Recordings



- 11-21 **IT'S MY TURN** Angelic Serious
- 23 **AMAZED** Lonestar Grapevine/BMG
- 5-23 **COMING AROUND** Travis Independent
- 18-24 **UGLY** Daphne & Celeste Universal
- 21 **SEX BOMB** Tom Jones & Mousse T. Gut
- 26 **THE GREAT ESCAPE** 2000 England Supporters' Band VZ
- 27 **NEW BEGINNING/BRIGHT EYES** Stephen Gately A&M/Polydor
- 24-28 **THE BAD TOUCH** Bloodhound Gang Geffen/Polydor
- 29 **BIG PIMPIN'** Jay Z Def Jam
- 19-30 **GOOD STUFF** Kelis Virgin



- 22-31 **DAY & NIGHT** Billie Piper Innocent
- 32 **THESE WOODEN IDEAS** Idlewild Food/Panophone
- 20-33 **UNINTENDED** Muse Mushroom
- 34 **SEXUAL** Amber Substance
- 35 **THONG SONG** Siseq Def Soul
- 36 **TUCA'S MIRACLES** Fragma Positiva
- 25-37 **HANDS UP** Trevor & Simon Substance
- 38 **DREAMING BT** feat. Kristy Hawkshaw Headspace
- 39 **HEART OF ASIA** Watergate Positiva
- 31-40 **MASTERBLASTER 2000** DJ Luck & MC Neat Red Rose



compilations

1 CLUB MIX IBIZA 2000 5 11 **CHILLED EUPHORIA**
Universal TV

2 TOP OF THE POPS 2000 - VOL. 2 4 12 **THE BEST CLUB ANTHEMS...EVER!** 2K
Virgin/EMI

3 STREET VIBES 5 13 **MUSIC TO WATCH** GIRLS BY
Sony TV/Globel TV Columbia

4 BEST FOOTIE ANTHEMS EVER 14 **LOVE ON A SUMMER'S DAY**
Virgin/EMI Telstar TV

5 NOW THAT'S WHAT I CALL MUSIC! 46 15 **EURO 2000 - THE OFFICIAL ALBUM**
EMI/Virgin/Universal Universal TV

6 CLUBBER'S GUIDE TO IBIZA - SUMMER 2000 16 16 **HALL OF FAME 2000**
Ministry of Sound Classic FM

7 CIGARETTES AND ALCOHOL 17 **AMERICAN DREAM**
Columbia Sony TV/Venue/eps

8 THE BEST SUMMER HOLIDAY EVER 8 18 **MISS SMOOTH GROOVES 2000**
Virgin/EMI Universal TV

9 THE BEST PUB JIGS/BOB IN THE WORLD EVER 9 19 **DJ LUCK & MC NEAT PRESENTS**
Virgin/EMI Universal TV

10 THE BEST EASY ALBUM EVER 10 20 **GARBAGE NATION**
Virgin/EMI Telstar TV

peoplesound.com top10chart

The peoplesound.com new music top ten chart

LW	TW	NEW	1	R.S.L.	[Bad Day]
		1	2	hellcaptor girl	subliminal punk
		2	3	Black-nized	Crack Pipe
		3	4	Doctor Rock	[Higher]
		4	5	Crapple [Is This The Egg?]	[Day Mix]
		5	6	Tom De Vos	Purple Moon
		6	7	Snoopy Ruben	[Sex, Traffic]
		7	8	Antiproduct	Psychodelic Girlfriend
		8	9	Sunbeam	[Jigs]
		9	10	The Morrigan	Widerness

Hear the full chart at www.peoplesound.com/top20

peoplesound.com

20 **GLADIATOR - OST** Hans Zimmer & Lisa Gerrard



21 **HEAR MY CRY** Sonique Universal

22 **BOW DOWN TO THE EXIT SIGN** David Holmes Go Beat/Polybor

23 **THE ULTIMATE COLLECTION** Santana Columbia

24 **OVO** Peter Gabriel RealWorld

25 **PROUD** Heather Small Anista

26 **THE WOMAN IN ME** Shania Twain Mercury

27 **OUT THERE & BACK** Paul Van Dyk DeWain

28 **I WILL WAIT FOR YOU** Lesley Garrett BBC/BMG Confair

29 **FOLD YOUR HANDS CHILD YOU WALK LIKE A PESANT** Belle & Sebastian Jazzer

30 **BRAVE NEW WORLD** Iron Maiden EMI

31 **GREATEST HITS** Simply Red East West

32 **THINGS TO MAKE AND DO** Moloko Echo

33 **AT HIS VERY BEST** Engelbert Humperdinck Universal TV

34 **SLIM SHADY** Eminem Interscope/Polydor

35 **GOLD - GREATEST HITS** Abba Polybor

36 **WESTLIFE** Westlife RCA

37 **BRUTAL PLANET** Alice Cooper Eagle

38 **THE BEST OF Black Sabbath** Metal Is

39 **S CLUB S Club 7** Polybor

MID-PRICE

This	Last	Title	Artist	Label (Distribution)
1	2	PLAY	Moby	Mute C519M172 (V)
2	5	HEADLINES & DEADLINES, THE HITS OF A-HA	A-Ha	Warner Brothers 7500772 (TEN)
3	9	THE BEST OF...	14 People	ICA 742516382 (BMG)
4	3	TRACY CHAPMAN	Tracy Chapman	Elektra 930772 (TEN)
5	7	HANDS IN THE NIGHT	Luffield Mac	Warner Bros 9325472 (TEN)
6	NEW	TANGSTIM	Higher Ground/Hard Hands HAN0022 (TEN)	
7	13	THE LOST BOYS (OST)	Various	Atlantic 871872 (TEN)
8	1	APPETITE FOR DESTRUCTION	Clay A. Kopp	Globe 0151026 (V)
9	4	BROTHERS IN ARMS	David N. Sirota	Veriigo 424992 (U)
10	NEW	PROTECTION/NO PROTECTION	Massive Attack	Wild Bunch WBR022 (E)
11	15	BLUES BROTHERS (OST)	Various	Warner Bros 7567872 (TEN)
12	10	DOODIE	Green Day	Reprise 598245202 (TEN)
13	NEW	TRAILER PARK	Ben Orton	Mercury 5911720 (BMG)
14	NEW	MONSTER	REM	Warner Bros 93263742 (TEN)
15	12	THE MASTERPLAN	Oasis	Big Brother 9300009 (IMP)
16	NEW	THE DOORS	The Doors	Elektra 930772 (TEN)
17	11	THE SCORE	Fugees	Columbia 482542 (TEN)
18	NEW	SINGLES	Alison Moyet	Columbia 480662 (TEN)
19	NEW	THE DOCK OF THE BAY	Oss Rodding	Atlantic 85481706 (TEN)
20	NEW	BRIDGE OVER TROUBLED WATER	Simon And Garfunkel	Columbia 482492 (TEN)

© CN

BUDGET

This	Last	Title	Artist	Label (Distribution)
1	NEW	SUMMER CLASSICS	Various	Canden 742173982 (BMG)
2	NEW	PUNK O RAMA - 5	Ellypiez 6282 (P)	
3	NEW	FORGOT ABOUT DRE	Dr Dre	Interscope 447341 (V)
4	NEW	LIVE YOUR LIFE	Cystal Clear	Defected 09E716203 (JMW/IT)
5	13	THE VERY BEST OF	Buffy Holly	MCA MCB07650 (BMG)
6	3	HEAVEN AND HELL	Mykal Love/Bonnie Tyler	Columbia 423862 (TEN)
7	5	THE BEST OF	Neil Diamond	MCA MCB0 15609 (BMG)
8	NEW	20 OF THE BEST	Frank Sinatra	Music For Pleasure CDMP96235 (E)
9	NEW	THE MUSIC STILL GOES ON	Abba	Spectrum 551192 (U)
10	3	THE COLLECTION	Michael Ball	Spectrum 551712 (U)

© CN

R&B SINGLES

This	Last	Title	Artist	Label Cat. No. (Distribution)
1	2	SHACKLES (PHRAISE YOU)	Many Mary	Columbia 894202 (TEN)
2	1	MAMA - WHO DA MAN?	Richard Blackwood	East West MICKY 01201 (TEN)
3	NEW	CALL ME	Jamella	Parlophone/Rhythm Series (E)
4	3	WHEN A WOMAN	Giabella	Go Beat/Phonon 608002 (U)
5	4	THERE YOU GO	Pink	Lafayette/Arista 742173942 (BMG)
6	5	FORGOT ABOUT DRE	Dr Dre feat. Eminem	Interscope/Polygram 493242 (U)
7	NEW	BIG PIMPIN'	Jay-Z	Def Jam 562831 (E)
8	6	GOD STUFF	Kaito	Tuff Gong 127493 (U)
9	NEW	JAMMIN'	Bob Marley feat. MC Lyte	Def Soul 568992 (U)
10	8	THONG SONG	Sisqo	Def Soul 568992 (U)
11	7	TAKEN FOR GRANTED	Sia	Long Last Brother 5002 CD1 (V)
12	9	FILL ME IN	Craig David	Wildstar CDW0128 (TEN)
13	NEW	UMI SAYS	Mos Def	Ravium RWK281 (P)
14	10	HE WASN'T MAN ENOUGH	Toni Braxton	Lafayette/Arista 742173932 (BMG)
15	13	NEVER BE THE SAME AGAIN	Melanie C/Lisa Lopes	Virgin V5CDX 1762 (E)
16	12	SAY MY NAME	Destiny's Child	Columbia 968182 (TEN)
17	11	RUGGIN'	Steve Sheppers feat. Dave Brown	Mull/Arista 742173932 (BMG)
18	NEW	I LEARNED FROM THE BEST	Whitney Houston	Arista 742173942 (BMG)
19	16	FRODO	Dr Dre feat. Snoop Dogg	Interscope 493242 (U)
20	15	IMAGINE	Heather Nova 11	Arista 742173112 (BMG)
21	14	SHIRTY (GOT HER EYES ON ME)	Shela Arca	WEA WEA 25202 (TEN)
22	18	FEELIN' SO GOOD	Donell Jones	Lafayette/Arista 742173942 (BMG)
23	20	HIP HOP	Jennifer Lopez	Columbia 668882 (TEN)
24	NEW	BOMB DIGGY	Dead Prez	Epic 668882 (TEN)
25	NEW	THANK GOD I FOUND YOU	Another Level	Northwestside/Arista 7421731221 (BMG)
26	19	DAILY	Arash	Columbia 669092 (TEN)
27	18	RAP SUPERSTAR/ROCK SUPERSTAR	TP 2	Epic 6682792 (TEN)
28	17	WHAT'S YOUR NAME?	Oygen Hill	Columbia 868042 (TEN)
29	NEW	MAMA MARIA	Angel Lee	WEA WEA 25621 (U)
30	27	MAMA MARIA	Santana	Arista (Import)

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

COUNTRY

This	Last	Title	Artist	Label (Distribution)
1	1	COME ON OVER	Shania Twain	Mercury 77002 (U)
2	2	THE WOMAN IN ME	Shania Twain	Mercury 522862 (U)
3	4	TRANSCENDENTAL BLUES	Steve Earle	Epic 438742 (TEN)
4	3	BREATHIE	Warner Brothers 247322 (BMG)	
5	6	LONEY GRILL	Fath Hill	Grapevine/EMG 078367722 (IMP/IMP)
6	5	WILD & WICKED	Lonestar	Lightlight NEC3470 (IMP)
7	7	I AM SHAKIN' UP MYNINE	Shania Twain	Mercury 546172 (U)
8	8	WIDE OPEN SPACE	Shelby Lynne	Epic 469422 (TEN)
9	9	SONGS OF INSPIRATION	Dixie Chicks	Rite Ritz/2010 (IMP)
10	13	FLY	Daniel O'Donnell	Epic 9491512 (TEN)
11	10	I HOPE YOU DANCE	Dixie Chicks	MCA Nashville 170992 (U)
12	11	THE DUST BOWL SYMPHONY	Lee Ann Womack	Elektra 752642 (TEN)
13	12	REAL LIFE WOMAN	Nanci Griffith/USO	MCA Nashville 170102 (U)
14	15	SITTING ON TOP OF THE WORLD	Trisha Yearwood	Carlin/London 550022 (TEN)
15	14	LOVE SONGS	LeAnn Rimes	Riz 823CD 715 (BMG/US)
16	16	LEANN RIMS	LeAnn Rimes	Carlin/London 827380512 (TEN)
17	18	SO GOOD TOGETHER	Reba McEntire	MCA Nashville MCD70907 (U)
18	17	STILL CAN'T SAY GOODBYE	Christie Landonborough	Riz R2CD 052 (BMG/US)
19	19	DANCIN' WITH THEM THAT BRUNG ME	Siscy Earle	Gearta 08103 (DIR)
20	NEW	REUNION - LIVE	Judds	Carb CUR0082 (BMG/US)

© CN

ROCK

This	Last	Title	Artist	Label (Distribution)
1	2	THE BEST OF	Black Sabbath	Metal Is RAWDD 145 (IMP)
2	1	BRAVE NEW WORLD	Iron Maiden	ICM 526492 (E)
3	3	ENEMA OF THE STATE	Link 16	MCA/Uni-label MCD 11956 (U)
4	6	STANDING ON THE SHOULDER OF GIANTS	Oasis	Big Brother 8100 CD20 (IMP/IMP)
5	NEW	UNRAIDED	Paul Jam	Epic 456590 (U)
6	NEW	PUNK O RAMA - 5	Various	Ellypiez 6282 (P)
7	5	BLOOD SUGAR SEX MAGIK	Red Hot Chili Peppers	Warner Bros 750268121 (IMP)
8	8	MISSION IMPOSSIBLE 2	OST	Hollywood 0110224WR (V)
9	NEW	ALMIGHTY	The Almighty	Sanctuary SANC 03002 (P)
10	7	PUMP UP THE VALUUM	NDFX	Ellypiez 6594 (P)

© CN

DANCE SINGLES

This	Last	Title	Artist	Label Cat. No. (Distribution)
1	NEW	SANDSTORM	Dardoo	Nova NE014 033 (V)
2	8	DOOMS NIGHT	Azido Da Bassa	Club Tots 0667102CU (P)
3	3	HIGHER	Moca feat. Deanna	Azuli AZNY 120R (V)
4	1	GIRLS LIKE US	BT feat. Diddy D & Lady G	Ministry Of Sound RELENT 31 (IMP/TEN)
5	NEW	YOU SEE THE TROUBLE WITH ME	Black Legend	Essential WEA 2627 (TEN)
6	NEW	DREAMING	Bl'ze feat. Kirsty Hawkshaw	Headspace HE857 602R (V)
7	3	AB	Ariel	Essential Recordings ESX 10 (U)
8	5	ON THE BEACH	Yorik	Manifesto FESK 7 (U)
9	2	IT'S MY TURN	Angelic	Series MCST 48235 (U)
10	NEW	SOMETHING'S GOING ON	Mystic 3	Bulwin BULIN 21 (IMP/TEN)
11	NEW	SOUL HEAVEN	Goodfella's	Azuli AZNY121 (V)
12	NEW	JAMMIN'	Bob Marley feat. MC Lyte	Tuff Gong 127493 (U)
13	7	SACRED CYCLES	Peter Lanzetta	Howl Chorus 0200135R (V)
14	NEW	UMI SAYS	Mos Def	Ravium RWK 281 (P)
15	NEW	BIG PIMPIN'	Jay Z	Def Jam 562831 (U)
16	16	LUV2TRUMP	Southside Spinners	AM-PM 12AMP111 (U)
17	12	MASTERBLASTER 2000	DJ Luck & MC Net	Red Rose RRO5E012 (U)
18	10	HANDS UP	Traut & Simon	Substance SUBS 17 (IMP/TEN)
19	NEW	PECASAS	Maura Picotto	Naklaus NUK9222 (ADD)
20	19	WHAT'S YOUR NAME?	Angel Lee	WEA WEA 2521 (TEN)

© CN

DANCE ALBUMS

This	Last	Title	Artist	Label Cat. No. (Distribution)
1	1	THE MARSHALL MATHERS LP	Enimem	Interscope/Polygram 493231/493023 (U)
2	NEW	ROW DOWN TO THE EXT SIGN	Daniel Holmes	Go Beat/Polygram 5437131 (U)
3	3	PLAY	Moby	Mute ST WUM 172/ST WUM 172 (U)
4	2	STREET VIBES 5	Various	Sony TV/Global TV - R&M/IC 161 (TEN)
5	5	2001	Dr Dre	Interscope/Polygram 4564861/4564864 (U)
6	2	OUT THERE & BACK	Paul Van Dyk	Deviant DVNT37LP/DVNT37CS (U)
7	NEW	FORGOT ABOUT DRE	Dr Dre	Interscope 493242 (U)
8	NEW	LIVE YOUR LIFE	Cystal Clear	Defected DFFCT 16R (IMP/TEN)
9	NEW	CAN'T TAKE ME HOME	Pink	Arista 773492820624 (IMP/IMP)
10	4	CLUBBER'S GUIDE TO IBIZA 2000	Various	Ministry Of Sound - M/S05MCS (IMP/TEN)

© CN

MUSIC VIDEO

This	Last	Title	Label Cat. No.
1	NEW	METALLICA: S&M	Warner Music Video 052842273 (U)
2	1	WIRTHNEY HOUSTON: The Greatest Hits	Arista 742173103 (U)
3	2	SHANIA TWAIN: Live	Universal Video 095942 (U)
4	3	ORIGINAL CAST RECORDING: Joseph & The Amazing Technicolor	Universal Video 053630 (U)
5	10	CLUB 7: Ho Jo S Club Thing	Warner Music Video 52789570 (U)
6	5	STEPS: The Next Step - Live	Jive 0201015 (U)
7	9	BILL WHELAN: Rivendell - New Show	Video Collection VCG955 (U)
8	4	THE ARTIST: Live At Paisley Park	U.C. Video 09422 (U)
9	NEW	ORIGINAL CAST RECORDING: Oklahoma	Universal Video 053630 (U)
10	15	ORIGINAL CAST RECORDING: Burn The Floor	VMI 026993 (U)

This	Last	Title	Label Cat. No.
11	NEW	LED ZEPPELIN: The Song Remains The Same	Warner Home Video Jive 922355 (U)
12	11	BRITNEY SPEARS: Time Out	U.C. Video
13	20	TINA TURNER: Caliente - Best Of Live	Warner Brothers 501396 (U)
14	13	LED ZEPPELIN: Song Remains The Same	Polygram Video 47943 (U)
15	18	ORIGINAL CAST RECORDING: Live In The Park	Video Collection VCG148 (U)
16	8	CLIFF RICHARD: Live In The Park	Warner Music Video 750239203 (U)
17	14	MADONNA: The Video Collection	Video Collection VCG153 (U)
18	NEW	BILL WHELAN FEAT ANILIA AND THE RTE CONCERT ORCH: Rivendell - A Journey	Warner Music Video 0525303 (U)
19	17	THE CORBS: Unplugged	Warner Music Video 0525303 (U)
20	12	CHER: Live In Concert	Warner Video Inc 0525307 (U)

© CN



24 JUNE 2000

COOL CUTS CHART

as featured on *Top 75 Saturday Night* charts on *Kiss 101* and *Energy 101* radio

1	67	GROOVEJAZZ Spiller	Positive
2	1	THE BATTLE Wookii feat. Lain	Soul 2 Soul
3	4	FULL MOON Armand Van Helden	Itm
5	5	WHO KEEPS CHANGING YOUR MIND South Street	Street
5	5	PURE PLEASURE SEEKER Meloka	Echo
6	7	LIFE GOES ON Georgia Porgie	Neo
7	10	TAKE YOUR TIME The Love Bible	Rise
8	10	ZEROTONNE Junkie XL	Manifesto
9	10	THE BEACH Caca & Stonebridge	Global Cuts
10	12	ROCK Tom Novy	Radio
11	10	WHAT OF ZEUS The Eternal	Crydamore
12	10	OPIMUM SCUMBAGZ Ota Bossco	Defected
13	11	RISE Steve Lawler	Stripped
14	10	FLYIN' HIGH Universal Primitives	Soma
15	10	GIMME MORE Gee Moore	Neuzekuz
16	10	PASLIDA Afro Medusa	Azzid
16	10	LET ME BE YOUR FANTASY Baby D vs Tric Or Tric	London
18	10	BREAK ME Freedom Five	Classic
19	10	REMEMBER The Silencers	Spacehead
20	10	HUMANITY A Boy Called Gerald	UKT

CLUB CHART TOP 40

1	24	DESIRE Ultra Nate	Label	AM:PM
2	10	ATMOSPHERE Kayestone	Distinctive	
3	8	ANOTHER DAY Skip Raiders feat. Jada	Perfecto	
4	11	PEAKIN' Bleachin'	Boilerhouse/Arista	
5	3	SPINNING Around Kylie Minogue	Parlophone	
6	1	NEED YOUR LOVIN' (LIKE THE SUNSHINE) Marc Et Claude	Positiva	
7	10	SING-A-LONG Shanks & Bigfoot	Clinical	
8	10	WHEN THE WORLD IS TURNING DOWN YOU CAN'T GO WITHOUT HER The Police	Pagan	
9	13	NEAR ME Smudge & Smith	Incredible	
10	21	SANDWICHES Detroit Grand Po Babs	Pepper	
11	18	WHAT A NIGHT 78 District Inc. feat. Janine Cross	Credence	
12	18	TOM'S DINER Kenny Blake	Club Tools/Edel	
13	6	WOMAN TROUBLE Arnie Duder & Robbie Craig feat. Craig David	Pacific Demarc	
14	2	HALCYONON ORDINARY MORNING Chicane	Xtravaganza	
15	29	GHETTO ROMANCE Damage	Cooltempo	
16	10	DON'T LAUGH Wini	Nedeluz	
17	10	GIMME MORE Gee Moore presents Ee Yedra	Kite	
18	4	IGUANA Mauro Picotto	Neuzekuz/2 Recordings	
19	10	FULL MOON Armand Van Helden	fttr	
20	7	IT'S GONNA BE MY WAY Precious	EMI	
21	5	HYSTERIE Embargo!	Duty Free	
22	23	I'M YOUR BABY TONIGHT Whitney Houston	Arista	
23	10	DEAR JESSIE Røllergår	Nero	
24	22	SUMMER OF LOVE Lony (Comme Ci Comme Ca)	Riverhouse	
25	14	SOMEONE Assention	Code Blue	
26	14	SKYDIVE Freefall feat. Jan Johnston	Renaissance	
27	17	4 FREE Sutra	Delirious	
28	20	I'M THE MUSIC Tonite Musicians	Wonderboy	
29	3	KAYOMANI Kundalini Rising	Whoop!	
30	10	STANDING Silvio Eoemo	Hot Chorus	
31	30	YOU SEE THE TROUBLE WITH ME Black Legend	Neel	
32	10	SANDS'ORIM Dandee	Neo	
33	5	BEAUTIFUL Marj Dary presents Mash Up	Incentive	
34	14	GOTTA TELL YOU Samantha Mumba	Wild Card/Polydor	
35	10	ZEROTONNE/FUTURE IN COMPUTER HILL (PART 2) Junkie XL	Manifesto	
36	10	EMPIRE ZION 2000-Type	Stockholm	
37	10	HEAR THAT DJ PLAY RNM Iest. Edwin Starr	Baby	
38	33	IT'S MY TURN Angelic	Serious	
39	26	MUSIC IS LIFE Groove Junkies feat. Mijan	Champion	
40	10	DANCE AND SHOUT Shaggy	Universal	

CHART COMMENTARY

by ALAN JONES

A Eternal signings **Black Legend** make their appearance in the CIN sales chart, one of the first artists signed to Eternal returns to the Club Chart this month. It was more than a decade ago that **Ultra Nate** enjoyed her first Club and Pop Chart success with **It's Over Now** on the label but she has only really become successful since signing herself with Universal's AM:PM imprint, for whom she had massive hits in the late Nineties with **Free**, **Found A Cure** and **New Kind Of Medicine**. Her latest piece of dancefloor dynamite is **Desire**, which has a remarkably easy job leapingfrogging 24-1 this week, leaving several records which made higher debuts a week ago floundering in its wake. With mixes from **Jay Negro**, **Pussy 2000** and **Dubaholics**, it faces nearly 25% ahead of all comers this week, and is clearly destined to be a big hit... Two records debut inside the Top 10, with **Shanks & Bigfoot's** **Sing-A-Long** narrowly beating **When The World Is Running Down** (You Can't Go Wrong) by **Different Gear Vs The Police**. **Shanks & Bigfoot's** first record since last year's **Flawless** number one **Sweet Like Chocolate**, **Sing-A-Long** is a much less impressive but massively commercial and likeable track with fizzes fuggie and gear. With the other duo signed a lucrative album deal with **Jive's** **Pepper** label, **promos** appear on their own **Clinical** marque. **The Different Gear Vs The Police** single is now a legitimate promo pressing of the year's most sought-after bootleg, which puts a dance spin on the **Zenyatta Mondatta** album track **When The World Is Running Down**. Into the Club Chart at number eight, it will be released on the **Pagan** label, which just happens to be owned by former **Police** manager **Miles Copeland**... While the world waits for the official unveiling of **Madonna's** new single **Music**, **Røllergår's** less than subtle remake of the **Material Girl's** **Dear Jesse** hits debuts strongly at number 23 on the Club Chart and 29 on the Pop Chart... It is swings **And roudabouts** for **Marc Et Claude's** remake of **Baby D's** **I Need Your Lovin'**, which falls 1-6 on the Club Chart but jumps 7-1 on the Pop Chart, while **Entenness** is number one on the Urban Chart for the third straight week with the **Real Slim Shady**.

POP TOP 20

1	7	2 I NEED YOUR LOVIN' (LIKE THE SUNSHINE) Marc Et Claude	Positiva
2	2	SPINNING AROUND Kylie Minogue	Parlophone
3	6	I WANT YOUR LOVE Atomic Kitten	Innocent
4	5	HEAR THAT DJ PLAY RNM Iest. Edwin Starr	Baby
5	10	NEAR ME Smudge & Smith	Microlite
6	12	HALCYONON ORDINARY MORNING Chicane	Xtravaganza
7	11	IN MY EYES Milk Inc.	Daisy Chain
8	18	ANOTHER DAY Skip Raiders feat. Jada	Perfecto
9	14	THE POWER OF LOVE Frankie Goes To Hollywood	ZTT
10	9	YOU SEE THE TROUBLE WITH ME Black Legend	Neel
11	10	SING-A-LONG Shanks & Bigfoot	Clinical
12	5	WILL I EVER ALICE Danyaj	Positiva
13	10	FEEL OF FIRE Luke Skye	Mercury
14	3	WOMAN TROUBLE Arnie Duder	Wild Card/Polydor
15	3	GOTTA TELL YOU Samantha Mumba	Wild Card/Polydor
16	2	SOMEONE Assention	Code Blue
17	5	THINK I'M IN LOVE WITH YOU Jessica Simpson	Columbia
18	7	PEAKIN' Bleachin'	Boilerhouse/Arista
19	10	IT'S MY TURN Angelic	Serious
20	10	WHAT A NIGHT 78 District Inc. feat. Janine Cross	Credence

CLUB CHART BREAKERS

1	1	FEEL FOR YOU Bob Sinclar	Yellow
2	1	I WANT YOUR LOVE Atomic Kitten	Innocent
3	1	SOMETHING IN YOUR EYES Ed Case	Red Rose
4	1	IN MY EYES Milk Inc.	Daisy Chain
5	1	COMME & GET ME Cleopatra	WEA
6	1	SDLAR Level Signum	Jinx
7	1	VOICES Bedrock	Bedrock
8	1	CAN YOU BELIEVE IT Tom Harding	Sacred
9	1	SUPERLY Elektrofunk	Distinctive Breaks
10	1	FEEL OF FIRE Luke Skye	Mercury

Breakers are the 10 records inside the Top 40 which have registered the most improved DJ charts. The Club Chart Top 40 (including remixes, Urban, Pop and Cool Cuts charts) can be obtained from **KiFi's** website at www.djnet.co.uk. To receive the club charts in full go to contact **Kim Rowan** on tel: (020) 7940 8566, e-mail: kowach@bt.com.

futureHITS

Do you want upfront information on which records are going to hit the UK charts? Every week, **futureHITS** provides a comprehensive guide to forthcoming UK albums and singles releases, and tips the hits of tomorrow.

futureHITS includes:

- new release news
- hit predictions
- singles & albums reviews
- next week's releases
- cumulative singles & albums charts for the year to date
- this week's Top 40 singles & albums charts
- this week's new chart entries
- future singles & albums releases by A-Z
- future singles & albums releases by date

If you want to stay one jump ahead of the UK charts, read **futureHITS**.

For information or to subscribe, call **Shane** or **Anna** on 020 7940 8605 / 8585

CHART COMMENTARY

by ALAN JONES

Sonique has the number one record on the airplay chart for the third consecutive week with *It Feels So Good* but last week was the first in which it was the most-played hit as well as the most-heard, amassing an impressive 2,561 plays for its audience of nearly 95k. That is one of the five largest play totals of all-time, and put *It Feels So Good* nearly 20 spins ahead of its nearest rival, Don't Call Me Baby by Madison Avenue. Down a comfortable 16% cushion at the top, and with the previously famous Gabrielle single when a Woman moving only 4.3 and growing more slowly than hitherto, Sonique may well double her tenure at the top before being dethroned. It Feels So Good's biggest supporter last week was Atlantic 252, where it was aired 95 times, while it remained most played at Radio One (37 plays), moved to the top of the Capital list for the first time (67

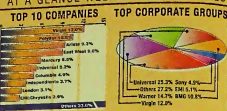
AIRPLAY FACTSHEET

- Lonestar's *Amazed* comes within one place of its airplay chart peak, jumping 40.3k last week. Most of the extra impetus is provided by Radio Two, where it has returned to the Top 10 most-played list after several weeks' absence. It was played 11 times by the station last week, a total beaten by only seven songs.
- Meanwhile, it is odd but true

that Radio Two has now discovered Don't Call Me Baby, which it aired for the first four times last week.

- Xfm may be part of the Capital Radio Group but it remains admirably detached from the programming of the rest of the group. Its current top five is made up of Belle & Sebastian, Dandy Warhols, Ian Brown, Grandaddy and the Charlatans.

AT A GLANCE WEEKLY MARKET SHARES



Figures based on data supplied by the UK and Ireland of the BBC and corporate group shares in the UK total audience of the top 10

plays) and even made an impression on the Radio Two playlist (three plays).

Ben Elton's *Maybe Baby* mode has been widely acclaimed and is a major box office hit. Paul McCartney's theme from the film - a cover of the old Buddy Holly hit - is the fastest mover in the bottom half of the Top 100 airplay chart, jumping 131.69k but each and every one of the 11 plays it received last week was from Radio Two. There is no confirmation yet that the track will be a single.

After a fairly lacklustre 69-41 move last week, The Corrs' upcoming new single *Breatheless* had a much better week on the airwaves last week, and jumps to number 47 as a result. It was aired more than 900 times and is finally beginning to shape up as another major radio hit for the group. The Corrs' last hit - *Radio* - reaped the benefits for having a title which reflects radio's

favourite subject (itself) and climbed as high as number five on the airplay chart despite a number 18 peak on the sales chart.

'Craig David all over you...boink' go the lyrics of his breakthrough hit *Re-Reload* (The Crowd Say Bo Selecta). It is beginning to look like "boink" covered over the word "radio", since the 19-year-old Southampton sensation has three records on the rise this week. His long-established former number one hit *Fit* (he in improves 4-1-3, while *Woman Trouble*, his latest collaboration with *Artful Dodger & Robbie Kanga*, jumps 4-28. Meanwhile, his upcoming second solo single, 7 Days, registered 114 plays and an audience of nearly 11m after being aired for the first time on Thursday, good enough for a number 65 debut.

Each week by Club 7 may have spent the last four weeks in the top five, selling more than

300,000 copies, but radio has decided to scale down its support of the group, with *Reach* sliding from its peak position of 27 to 35 this week.

It is generally another very quiet week on the airwaves, with the highest new entry to the Top 50 coming from Finnish dance act *Danuše*, with *Sandstrom* making its debut, simultaneous with its sales success but more mutedly at number 46. Twenty-four of its 274 plays came from Radio One which, along with club exposure, gave the record much of the impetus for its number three sales chart debut.

Getting airplay is becoming a bit of a struggle for rock records in the current climate but it is still surprising to see that *Oasis'* upcoming single *Sunday Morning Call* has yet to be served. The Top 50 two weeks after being serviced. It moves this week 77.66.

MTV

#	Title/Artist
1	IT FEELS SO GOOD Sonique
2	GOPSI...I DID IT AGAIN Britney Spears
3	ON THE BEACH Troy
4	GIRLS LIKE US B15 Project/feat. Crispy D & Lady G
5	SHACKLES Mary Mary
6	MAMA - WHO DA MAN Richard Blackwood
7	DONT CALL ME BABY Madison Avenue
8	THE REAL SLIM SHADY Eminem
9	WHITE LADDER David Gray
10	COMING AROUND Travis

Most played videos on MTV UK/Video Research Ltd w/e 15/6/2000
Source: MTV UK

BOX

#	Title/Artist	Label
1	THE REAL SLIM SHADY Eminem	Interscope/Polygram
2	REACH 5 Club 7	Talent
3	ALL AROUND THE WORLD Northern Line	Gibson
4	DOPPEL...I DID IT AGAIN Britney Spears	Jive
5	FORGOT ABOUT DRE Dre/feat. Eminem	Interscope/Polygram
6	IT'S MY LIFE Boyz n the Banda	Mercury
7	SPINNING AROUND Kylie Minogue	Parlophone
8	WHILE EVER I WILL EMI	EMI
9	THONG SHUG Suge	Island/Def Jam
10	GHETTO ROMANCE Damage	EMI

Most played videos on the Box, w/e 12/6/2000
Source: The Box

BOX

#	Title/Artist	Label
1	LIFE IS A ROLLERCOASTER Ronan Keating	Polydor
2	THE ONE Backstreet Boys	RCA
3	LAST ONE STANDING Girl Thing	Jive
4	CALL ME Jamaica	Parlophone
5	IT'S MY LIFE Boyz n the Banda	Jive
6	GOOD THING GOING Sid Vicious	Mushroom
7	WE WILL ROCK YOU Queen	RCA
8	UNCLE JOHN FROM JAWBURN	Positive
9	CANT GET YOU OUT OF MY THOUGHTS	Dun Duns Good Behaviour
10	I TURN TO YOU Christina Aguilera	RCA

Highest charting videos on the Box in advance of single release w/e 12/6/2000
Source: The Box

TOP OF THE POPS

#	Title/Artist
1	Shackles Mary Mary: You See The Trouble With Me Black Legend: Sandstrom The Ride: Porcelain Noisy: Who Do You Want To Be: Money To Burn Richard Ashcroft: Amazed Lone Star

Death line-up 16/6/2000

CD:UK

#	Performer/Title
1	Performances: Call Me Jamaica; Breatheless: The Corrs; You See The Trouble With Me Black Legend; Ghetto Romance Damage
2	Who Do You Want To Be: Lone Star; Thanks For Loving Me: Don Jovi; You See The Trouble With Me Black Legend
3	Videos: Breatheless The Corrs

THE PEPSI CHART

#	Performer/Title
1	Performances: Call Me Jamaica; Breatheless: The Corrs; You See The Trouble With Me Black Legend; Ghetto Romance Damage
2	Who Do You Want To Be: Lone Star; Thanks For Loving Me: Don Jovi; You See The Trouble With Me Black Legend
3	Videos: Breatheless The Corrs

Death line-up 22/6/2000

RADIO ONE PLAYLISTS

Artist	Title
Woman Trouble Artful Dodger, Money To Money Of Dirty Bazooka, Robbie Lee B15 Project, Crispy D & Lady G, You See The Trouble With Me Black Legend: What's My Age Again? Black 1312: Forget About Dre Dre/feat. Eminem; Sandstrom Don't See The Real Slim Shady Eminem; When A Woman Gabrielle; Babyish David Gray; If I Told You That Whitney Houston & George Michael; "Take A Long Ass Ride Limp Bizkit; Don't Call Me Baby Madison Avenue; Mary Mary; Porcelain Moby; Sunday Morning Call Oasis; There You Go Pink; It Feels So Good Sonique; Coming Around Travis; On The Beach Troy	
Top Again Ashlynn; The One Backstreet Boys; Neighborhood Zed Bias; MAMA - Who Da Man? Richard Blackwood; Yellow Outdoors; Ghetto Romance Damage; Sandstrom Troy; Sandstorme Detroit Grand Pubass; Five Committed Murder (Gang Starr Remix); "Why Didn't You Call Me? Mary Mary; These Wooden Eyes; Call Me Jamaica; Summer Of Love	

RADIO 2 PLAYLISTS

Artist	Title
Pying High Muzon; Babyish David Gray; When A Woman Gabrielle; Accidental Angel Sherrina Duggan; The One Backstreet Boys; Breatheless The Corrs	
Coming Around Travis; The Don't Hear Your Prayer Cousins; House Of Love Tony Roche; If I Told You That Whitney Houston & George Michael; Maybe Baby McCartney; Summer Moved On A-Ha; Breathe Full Heart Someone Not Me Ocasio D'Arcy; When I Fall Goodbye Stone; "Send Down An Angel Anissa Morier	

Lone Star (Carmine G Carmine Caj); Desire Ultra Live; Get Your Money Of Dirty Bazooka; Re-Reload Club 7; Taken For Granted 5; I Think I'm In Love With You Jessica Simpson; Peakin' Bleechin'; It's My Turn Angelic; Good Stuff Keri; It's Gonna Be My Way Precious; No More Ruft Ends; 7 Days Craig Craig

C-LIST Ready To Receive The Arrivethome; Moving Chicago; Breatheless The Corrs; Beautiful Man; Daryn pet; Mash Up; "Oooh La La Soul; Frankie; The Power Of Love (Rob Scahill Mix) Frankie Goes To Hollywood; Separating Junkie Lita; "Life Is A Rollercoaster Ronan Keating; "I Need Your Love" (Like The Sunstone) Marc et Claude; Zenitaria Anya Minogue; "Pare Pare" Peaches Keeler; "Comedies Shows My Video!; "My New Step 'n' Sync; "King-Lang Dishes & Bigfoot; Much Against Everyone's Advice Sonique

R1 playlists for week beginning 12/6/2000
* Denotes additions

RADIO 2 PLAYLISTS

C-LIST "In a Perfect World Gretchen Peters; My Same Skin Cuts De Burch; "Home Haven's Built in a Day Mercedes; Amazed Lonestar; Safety My Cass (album); Paul Carrack; Time After Time (album); My Goodbye Broadway Jingo; "I Need Your Love" (Like The Sunstone) Marc et Claude; Zenitaria Anya Minogue; "Pare Pare" Peaches Keeler; "Comedies Shows My Video!; "My New Step 'n' Sync; "King-Lang Dishes & Bigfoot; Much Against Everyone's Advice Sonique

R2 playlists for week beginning 15/6/2000
* Denotes additions

MUSIC PLAYLISTS

Artist	Title
Travis; On The Beach Troy; Girls Like This B15 Project/feat. Crispy D & Lady G; Babyish David Gray; The Real Slim Shady Eminem; Shackles Mary Mary; It Feels So Good Sonique	
Three You Go Pink; MAMA - Who's Da Man? Richard Blackwood; Call Me Jamaica; When A Woman Gabrielle; Unintended Moby; What's My Age Again? Black 1312; Fit Me In Craig David; You See The Trouble With Me Black Legend; Don't Call Me Baby Madison Avenue; Money To Burn Richard Ashcroft; Spinning Around Kylie Minogue; "We Will Rock You Five O'Clock; Woman Trouble Artful Dodger; Porcelain Moby; "Why Didn't You Call Me? Mary Mary; "If I Told You That Whitney Houston & George Michael; Breatheless The Corrs	
The One Backstreet Boys; Last One Standing Girl Thing; Ghetto Romance Damage; Getta Tell You Sandstrom Moby; "I Need Your Love" (Like The Sunstone) Marc et Claude; "I Think I'm In Love With You Jessica Simpson; "I Want You Love Me Backstreet Boys; "Life Is A Rollercoaster Ronan Keating	
July Ocean Colour Scene; Diary Of A Chicane; Send Down An Angel Anissa Morier; Of Dirty Bazooka; 1 Disappear Accidental Angel; Get Your Money Back! Moby; "Unintended Moby; Much Against Everyone's Advice Sonique; "Yellow Outdoors; "Try Again Ashlynn (album); "Send Down An Angel Anissa Morier	

MUSIC WEEK JUNE 24 2000

of the music industry of the past two years has been awash with conjecture and confusion about the future of physical product, few would ever have known it from taking a tour around a High Street record store.

But when HMV opened the doors of its new 350 Oxford Street store on May 18, alongside the CD and vinyl racks was the first acknowledgement by a UK music retailer that the face of the audio market is beginning to change.

The store's CD-burning system allows consumers to use a wall-mounted browser to choose tracks from a bank of around 2,000. The product is burned and printed in 15-20 minutes, at a cost of £2 per song. The introduction of the service at HMV's new flagship store was intended to point the way forward for the chain and, hopefully, for music retail as a whole.

"The timing was significant," says HMV head of press and PR Genaro Castaño. "We want the new store to have a pioneering role for the digital era and the new technology makes that possible."

But just as in-store CD-burning illustrates one way in which the sale of music is changing, so the roll-out of the concept speaks volumes about the retail sector itself. For while HMV's move into in-store CD-burning was the first by a High Street music specialist, the retailer was beaten to market by Top Shop, a chain with no previous music pedigree, which launched its Jimmy-branded CD-burning kiosks at the end of March, again on Oxford Street.

At Top Shop, the eight in-store kiosks – developed by Arizona-based MicroAge in conjunction with Liquid Audio – offer 200 tracks for customised CD burning and

aimed unashamedly at the young and trendy. "The Chemistry department is a natural step forward for Top Shop," says a spokesperson for the company. "It is an extension of their lifestyle experience, which is already actively promoted in the store by way of internet pods and in-store music TV."

THE BURNING ISSUE GRIPPING RETAILERS

HMV and Top Shop are responding to the changing face of UK music retailing by offering CD-burning systems in their stores. Will the new technology capture the public's interest? Chris Taylor reports



HMV's Virtual Music Store: pointing the way forward for music retail



Chemistry at Top Shop: CD-burning kiosks launched in March

The fact that two of the country's largest multiple retailers have opted to trial CD-burning suggests a belief that such a service could be just the thing to inject an element of the consumer choice which has been lacking at retail and all too abundant on the internet.

"The technology is there and record

companies are slowly backing the concept," says Ross Penney, deputy managing director of music agency Cube, which developed the Top Shop system. "Top Shop wanted a representation of music in-store but didn't want to go down the route of CD sales."

HMV's system has been developed by Virtual Music Stores, headed by Classic FM chairman Sir Peter Michael and backed by GWR Group, the largest radio group in the UK. The VMS digital distribution system has its own customised CD-burning concept – the Personal Mix (P-Mix). The browsers themselves resemble gaming stations and the plant holds the music in a secure encrypted area with capacity well beyond the existing pool of tracks. The encryption and software for the system were developed

by UK-based Cerberus Central.

"We have been getting a lot of approaches from retailers, many of whom really get the concept," says VMS managing director Adam Turner. "But as with any new technology, the record companies are treating more carefully because of the obvious contractual complications with their artists."

Content for the two existing UK trials has been restricted so far, and there is a mating dance under way as system providers attempt to secure licensing deals with major record companies. BMG is the first major to sign up to VMS, bringing acts such as Westlife, Christina Aguilera and Elvis Presley, as well as numerous catalogue artists in a range of genres. Universal has

For the Largest Range of Listening Posts in Europe

MICRO VIDEO SERVICES LTD
 24 Cobham Road
 Ferndown Industrial Estate
 Wimborne Dorset
 BH21 7RU
 Tel: 01202 861696 Fax: 01202 892883
 Email: Sales@microvideoservices.com
 Web Site: www.microvideoservices.com

NEW
 The MVS DVD Vision Post
 MVS
 MVS 3 Disc Self Contained Listening Post. Available in Black, Silver and Titanium. This post is available for hire.
 Listening posts available in 1, 3, 5 or ten disc configuration

Are in-store kiosks the future?

Although the in-store kiosk in the UK is still in its infancy, other parts of the world offer numerous precedents for British retailers to scrutinise.

In the US, Digital On-Demand has established itself as a leading player with its proprietary RedDotNet broadband network and CD-burning service. Retailers which use the system include Virgin, HMV, Warehouse Music and Barnes & Noble.

According to DOD group president Tom Szabo, the replacement of CD racks with RedDotNet kiosks in Disney Stores outlets increased revenue from \$270 to several thousand dollars per square foot. So far EMI Recorded Music, Sony Music and the Disney Company have signed up to provide content. And with mass merchandisers such as Wal-Mart and Kmart on board, primary music retailers must be taking speedy stock of where their consumer offer is going.

In July, DOD opens in its first two Latin American stores and HMV will be the first Canadian operator later this summer. As for the finance and technical infrastructure to open for business across the whole continent before the end of the year,



RedDotNet kiosk solution

Meanwhile, interactive entertainment information and commerce solutions provider Muzze recently signed a deal with distribution company Handman to establish the Global Entertainment Utility. Launched in April, this digital music distribution and on-demand CD-manufacturing system will provide music both online and through in-store kiosks.

But even before High Street CD-burning has truly established itself in any given territory, new technologies are challenging to supersede it as the premier in-store digital distribution method.

Dublin-based home entertainment solutions provider the eMMS Group has trialled its Ustheba digital distribution model in Japan's leading Shimadzu chain and multiples in the US. While these trials have been purely promotional, the service can potentially allow consumers with portable MP3 or Sony MemoryStick players to download and purchase digital music files from the eMMS Group provides the channel and aims to position itself as a third-party distribution provider in preparation for a move by major record companies and multiple retailers into digital commerce.

also expressed an interest. Chemistry has signed independents such as Beggar's Banquet, Ministry of Sound and V2, with BMG again the first major on board.

While most of the major record companies want to be seen to be supporting technology, there is a long way to go before issues of security, the mechanics of tracking and royalty payments, artists' contracts and carefalsification of artists' sales are ironed out and there is sufficient breadth of content to make the product a truly mass-market possibility.

In the US, EMI Recorded Music did a deal with digital distributor Digital On-Demand last year to supply content to its RedDotNet system (see breakout). Flonnuala Duggan, vice president of new media at EMI in the UK, highlights one of the key issues. "CD-burning and customising are two very different things," she says. "CD-burning technology means that everything is always in stock. It allows speciality retailers with small floorspace to offer a breadth of albums without taking up floorspace with low-yield stock. Customised compilations are an entirely different thing, with big questions for the artists involved."

Universal Music new media director Jason Blain says his company has supported the VMS project, but there are still reservations about whether the technology matches the typical consumer's lifestyle.

"CD-burning is more of a today solution - it is an interim technology," says Blain. "Customised CDs fill a niche but it comes down to a question of time and motivation. The current systems can require customers to spend 30-40 minutes choosing their tracks and having them burned. I think there will always be a limited audience for a service like that."

Both Chemistry and the VMS trial at HMV are still at the honeymoon stage with consumers. The parties involved admit it is too early to assess what consumers make of the technology beyond its novelty value. And while the industry in general is taking the concept seriously, there are concerns about the readiness of the market.

"I can see it becoming a core offer for us in the next two or three years," says Andy Kendrick, head of marketing at Virgin Retail. "But everyone is still at the trial stage. We trialed the Digital On-Demand system last year in the States, but the conversion rate to purchase was poor. Quite clearly it is because the right tracks aren't available, and the ones which are available are too expensive. There is a real opportunity in

allowing consumers to build customised compilation albums of current singles, but asking them to pay a lot for catalogue tracks isn't going to work."

Content issues aside, the beauty of the technology is that it allows music retail to take place outside the usual music retail arena. Whether the database is kept in-store like the VMS system - which in the future will be updated via satellite - or downloaded from a private network, as with Digital On-Demand, non-music retailers could have a vast catalogue at their fingertips without major stock investment or floorspace commitment. Photo kiosk company Photo-Me is just one player developing technology for kiosks in a general retail environment.

And hybrid retailers like Borders are not going to be left behind. Borders sees CD-burning as the natural next step on from its impressive listening post offering.

"We are looking into CD-burning in the United States and are likely to test in early 2001," says Borders vice president of multimedia Len Cosiamio.

On both sides of the fence there is agreement that retailers who do not take an active interest in this technology could be left behind. Most record companies say they have a

commitment to explore the potential of any new channel to market or format that becomes viable. But that does not mean there is not a healthy realism among those involved.

"Sony has no particular stance," says the company's new media director Tony Martin. "There is a pro in terms of choice, but cons in the pricing structure and maybe in the fact that the proposition is just not as compelling as some people want to believe."

"We already build compilation brands and I think the reason they are so successful is because all the choices are taken out of the process."

With international activity focused mainly on the US (see breakout), the UK scene is still very young. Everyone agrees it is too early to guess at the future market share for CD-burning of customised compilations or downloaded albums, but bricks and mortar stores are expected to be the main agent of the technology.

"For us it has been a trial," a Top Shop spokesman says. "After six to nine months we will want to see how it has gone. I can say that we've developed the infrastructure to such a point that a roll-out would be relatively simple across our stores. But it depends if the demand is there."

'We've developed the infrastructure to such a point that a roll-out would be relatively simple across our stores. But it depends if the demand is there' - Top Shop

Data on demand

While the outward aim of any in-store kiosk is to drive sales, the ability to capture data represents an equally important function. Both record companies and retailers can benefit from information collected in-store, both in terms of tracking marketing spend and controlling stock.

"We have spent millions of dollars helping record companies realise the potential of this," says Tom Szabo, group president of US kiosk operator and digital distributor Digital On-Demand. Research quoted by Szabo suggests between 30% and 50% of music shoppers in the US walk out of the shop without finding the product they are looking for.

"We can give record companies product and location information which can feed directly into marketing strategies. They can launch in certain geographical areas to

assess the market take-up and tweak their strategies accordingly. On a retail level, decisions can be taken to add or delete titles, change pricing or offer sale items for finite time periods."

It is not only transaction-focused units which can provide a data capture function. Midas (pictured), an in-store promotional microprocessor devised by Surrey-based listening post specialist DCEnterprises is able to perform a similar role, feeding user information back along the same ISDN, PSDN or satellite connection which supplies its content.

The unit - which exists only in demonstration form and has already attracted the interest of Universal Music - can offer samples of music, graphic and video material, as well as multimedia content and advertising.



Major Announcement

World's first managed service for retailers*

You can have your MUSIC, VIDEO and GAMES store online within 4 hours.

To make sure you do, we provide a Computer, Barcode Scanner and Printer as part of the service**
All this for a fixed monthly cost £299+VAT**

So don't get left behind - this will be your last opportunity to make excuses - join your competitors online and make things even.

Special pre-launch price if you apply by July 15th - £247**+VAT per month - so reply today and get your retail store online at a fixed cost for this outstanding managed service.

*available to retailers from July in USA, UK and Ireland. All other countries, ask for details.
** Special terms and conditions apply.

19/20 Donegall Square East,
3rd Floor, Belfast BT1 5HE,
Northern Ireland.
t: +44 (0) 28 9050 7700
email: online@eMMS.com
http://www.eMMS.com/online



alwaysnearby.com

Attention!!



Global Retailers, Distributors, Publishers
The usheba Project is coming this summer

www.usheba.com

CLASSICAL news

INDIE BEATS CLASSICAL ODDS

Reports of problems within the major classical labels and the recent decline in classical market share has obscured the impressive progress of several visionary independent classical companies, Chris Craker's Black Box prominent among them.

Last December saw the arrival at Black Box of three new influential board members — Lord Young of Grafham, Lord Chadlington of Dean and businessman Danny Chaphal — who now own 42.5%

of the company. The trio bring a collective portfolio of experience that includes Young's years as Margaret Thatcher's Secretary of State for Trade and Industry, Chadlington's

development of international PR giant Shandwick, and Chaphal's track record as a businessman with what the *Financial Times* recently described as the Midas touch.

"Because of their investment we are now able to operate in the arena once occupied by the majors," says Craker. "From an A&R perspective, they were attracted to us because we were different and did not plough the same furrow as everyone else."

Clear brand identity, distinctive packaging and adventurous yet accessible repertoire have become the Black Box hallmarks, and are qualities which have been encouraged by the company's new board members.

"We meet every month and speak every week," says Craker. "They are actively involved in making the company work. They are using their contacts and business acumen to help me, and their advice on our PR strategy has proved invaluable."

He adds that distributors around the world are welcoming Black Box at a time when they are taking on very few new classical lines. Craker, a former independent

producer whose work appeared regularly on EMI, Decca and other leading classical labels, points out that Black Box was sufficiently flexible and forward-looking to approach percussionist Evelyn Glennie as soon as her contract with BMG Classics was not renewed earlier this year. The release of Glennie's debut on the label coincides with her concert as part of the South Bank Centre's Rhythm Sticks Festival on July 23.

DECCA UNVEILS QUEEN MUM TRIBUTE ALBUM

Music, pomp, circumstance and nostalgia are central to the celebrations planned to mark the Queen Mother's 100th birthday this summer. The programme for the public tributes to the nation's favourite pensioner, set for performance on Horse Guards Parade on July 19, has been pre-recorded by Decca for release 10 days earlier.

Waltton's Crown Imperial, the march composed for the coronation of her husband George VI in 1937, and Elgar's evergreen First Pomp And Circumstances March are included in the official Horse Guards album, set alongside over 70 popular tunes such as

Down At The Old Bull And Bush, Pack Up Your Troubles, and We'll Meet Again.



Dame Vera Lynn, the choristers of Exeter Cathedral, the BBC Concert

Orchestra and 14-year-old singer Jamie Shaw are among the album's artists. Their work is interlarded with vox pop tributes, part of Churchill's Finest Hour speech, and selected narrative items. The opening track presents a specially commissioned birthday song. One Hundred Years, written by the album's music director Barrie Hingley and producer Gordon Lorenz.

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

ALBUM of the week



MOZART: Don Giovanni, Matto, Cachemille, Remejfo, Gens, etc., Maher CO/Harding (Virgin Classics VC 5 45425 2). Recorded live at last year's Aix-en-Provence Festival, this account of Mozart's tragic-comic opera

is distinguished by the freshness of the company's ensemble work, Peter Mattel's lyrical, seductive yet menacing reading of the title-role, and an overall sense behind the theatre that communicates well on disc. The driving force behind the interpretation is Classical Brit Award-winning conductor

Daniel Harding, who proves his own man in a work that has more than its share of "definitive" recordings. Fast speeds, elegant phrasing and subtle dynamic contrasts mark the 23-year-old Harding's music-making here. The release is supported by advertising in August's issue of *Gramophone*.

REVIEWS

for records released up to July 3 2000

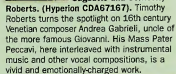
BRUCKNER: Symphony No. 1. RSDN/Tintner (Naxos 8.554430). Octogenarian Georg Tintner, who committed suicide last year not long after this disc was made, here crowns his cycle of Bruckner symphonies with the world premiere recording of the unrevised 1866

Linz version of Bruckner's First Symphony in William Carragan's edition. Ads will run in the classical press backed by POS material as Naxos' CD of the month for July.

JONATHAN HARVEY: Madonna Of Winter And Spring, Percussion Concerto, Song Offerings (Nimbus N5649). This Nimbus release offers the world premiere recordings of the exquisite *Madonna Of Winter And Spring* and of the Percussion Concerto, written for Evelyn Glennie to perform at the 1997 Proms, coupled with the reissue of the *Gramophone* Award-winning Song

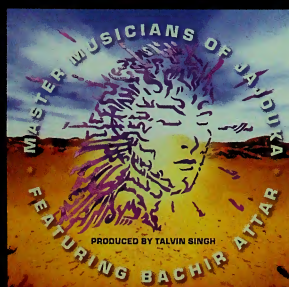
Offerings. This is strongly recommended. RACHMANINOV: Works for cello, including Sonata Op.19 and Vocalise Op.34, No.14. Welsh, Roscoe (Black Box BBM1044). The partnership between cellist Moray Welsh and pianist Martin Roscoe has been forged over many years in performance, creating the mutual understanding necessary to induce the full effect of Rachmaninov's passionately romantic phrases. Advertising in the classical press is supplemented by a feature on the Black Box website.

A GABRIELI: Missa Pater Peccavi; motets and instrumental music. His Majesty's Consort of Voices; His Majesty's Sagbutts and Cornetts/Roberts. (Hyperion CDA67167). Timothy Roberts turns the spotlight on 16th century Venetian composer Andrea Gabrieli, uncle of the more famous Giovanni. His *Missa Pater Peccavi*, here interwoven with instrumental music and other vocal compositions, is a wild and emotionally-charged work.



Advertisement for Missa Pater Peccavi by Andrea Gabrieli.

Talvin Singh produces the music of Master Musicians of Jajouka featuring Bachir Attar



The latest project from the 1999 Mercury Music Prize winner Talvin Singh, combining traditional Jajouka sounds with his leading edge ambient techno/drum 'n' bass techniques. Includes radio edit with 12" vinyl dance mix available. The Master Musicians of Jajouka are in the UK for two concert dates: 16th July 2000 The Big Chill: Royal Festival Hall, London (featuring Talvin Singh) 22nd July 2000 WOMAD at the Reading Festival. Release date 10th July 2000.

Order from your Universal sales rep or on 0990 310 310 www.universalmusic.com

SINGLE of the week

LIMP BIZKIT: Take A Look Around (interscope LC06406). Having sold 65,000 units of their last album (without any UK singles), the US's most credible no-metal



act are onto a winner with this lead track from the Mission impossible 2 soundtrack. Undoubtedly their most commercial track to date, it has just been A-listed by Radio One and should propel the band to household name status in the UK. Their ferocious live reputation will continue to grow this summer on their Napster-sponsored US tour before they return to the UK in August for the Carling Weekend.

SINGLE reviews

OSASIS: Sunday Morning Call (Big Brother RKIDSCD004). By far the best track on Oasias's under-performing album, this new single is released amid confusion about the future of Britain's biggest band. Sung by Noel at his most soulful, it is attracting growing airplay, including A-listings at Radio One and Capital.

JESSICA SIMPSON: I Think I'm In Love With You (Columbia 669594Z). The US teenager releases her second single. Although not written by Swedes, it stays true to the current formula. It is B-listed by Radio One, and given her previous success with I Wanna Love You Forever it can be expected to chart high.

ALICE DEEJAY: Will I Ever (Positiva CDTV234). DJ Jurgan's dance act unleashes the third single from their forthcoming album Who Needs Guitars Anyway. Commercial club mixes have delivered a number one placing on WW's Pop Chart. The act's momentum will ensure that this easily makes the Top 20. **JOE:** Treat Her Like Her A Lady (Jive 925077Z). An R&B scene favourite for years, Joe's mainstream profile went from strength to strength following his duet with Mariah Carey. Now it should rise even further on the back of this slice of soulful advice. For now it seems that everything Jive/Zomba touches really does turn to gold.

SONA FARIQ: Drop The Bomb (WEA WE4278CD). With their second single the East London quartet unleash an impressive R&M-style assault which is the theme music for Channel 5's Saturday morning skate programme, Rad. C-listed by Xfm and with plays on Radio One's Evening Session, interest is building.

MAURO PICCOLI: Igama (V2/Nucleus VCR068). Supported by DJs such as Pete Tong, Judge Jules and Seb Fontaine, the Turin-based DJ/remixer has been attracting attention by his techno-infused trance sound. This follow-up to the Top 30 track Lazio has topped the MIV Club Chart, and could well cross over.

ZED BIAS: Neighbourhood (Locked On/XL Recordings LOX 122CD). Currently B-listed by Radio One, this bass-heavy garage single looks set to be the next one to chart. Guff lyrics from MC Rumpus are now joined by radio-friendly vocals from Nicky Prince. With DanceStar award-winning

label Locked On tasting success with acts such as Artful Dodger and Doolittle, this looks set to be another winner.

ANASTASIA: I'm Outta Love (Epic 669578Z). The debut single from Chicago-based Anastasia is reminiscent of great disco divas like Gloria Gaynor. Already huge in mainland Europe, and with major label support and club plays assured, this is a dance record with a real chance.

STEPS: When I Said Goodbye/Summer of Love (Jive 920116Z). This double A-side from the pop favesome is a mixed affair. It suffers from an overuse of reverb on the vocals which detracts from the lyrics and may not come across on the radio. Summer of Love is a very reminiscent of Fastlane. However, with a B-listing at Radio Two and off the back of their sell-out arena tour, a hit can be safely anticipated.

DEEJAY PUNK-ROC: One More Bump (Independent/Airlog ISOM 43MS). The Zap Band reveal starts here. DeeJay Punk-Roc plunders

Eighties pop to come up with this P-funk-style workout. It is not yet played but given a fair wind this should make it into the charts.

ATOMIC KITTEN: I Want Your Love (Innocent SINCD18). The third single from the Andy McCluskey pop project is a frantic affair featuring a blend of the classic Western, The Big Country. The act have recently toured with Steps, and are building profile in the saturated girl pop market.

CHICANE: No Ordinary Morning/Halcyon (Xtravaganza XTRAV2005). Taken from the Top 10 album, Behind the Sun, No Ordinary Morning is a beautiful doordrop tune with Tracy Anderson on vocals. The follow-up to their previous number one hit with Bryan Adams, this double-A side also features the driving club track Halcyon. C-listed by Radio One and high in the club charts, this will maintain Chicane's prominence.

ARMAND VAN HELDEN: Full Moon (frr FCDF381). Done with driving Gary Numan's Cars round the bend on his last Top 10 single, Koschy, Armand goes for a more bright and breezy sound in this Will Smith-style track, which features a rap from Common. **BLACK BOX RECORDER:** The Art Of Driving (Nude NUD51). After Top 20 success with the Facts of Life, Authors mainman Luke Hines's project takes another stab at the singles chart. A second hit could be too much to hope for, but this is another fine, dark pop song.

AALIYAH: Try Again (Virgin VUSCD167). From the movie Romeo Must Die (starring Jet Li and Aaliyah herself), this funky uptempo workout is the latest hit to be produced by R&B stalwart Timbaland (Destiny's Child, Missy Elliott). It is B-listed at Radio One and featured at Capital, and has support from London's Choice FM and Kiss. Try Again is also the momentous honour of being the first Billboard Hot 100 number one to be calculated on airplay alone.

ALBUM of the week

LUCY PEARL: Lucy Pearl (Virgin CDV2517). The first track on the debut album by this new "R&B supergroup"



sums up what you get when you combine the collective talents of members of En Vogue, A Tribe Called Quest and Tony Toni Tone — understated class. The latter's former leader Raphael Saadiq handles the bulk of the songwriting, while Ali Shaheed Muhammad brings his Umek Productions sound. Driven by first single Dance Tonight, a UK showcase last week and media interest, this should bring in three members more UK success than they have enjoyed individually for years.

SMOG: Strayed (Domino RUG111). Among the standout tracks on April's excellent Dogs of Sevotion album is this country-soul ballad, released to coincide with SMOG's appearance at the Royal Festival Hall as part of this year's Meltown Festival, curated by Scott Walker.

KINOBEE: KINOBEE/FAT. BEN & JASON: Slip Into Something More Comfortable (Pepper 923026Z). Foley popsters Ben & Jason contribute vocals to a track previously released as an instrumental on Kinobee's limited-edition Goo Migrations EP. It is a beguiling blend of swooping orchestration and shuffling beats which should increase interest in all the artists involved.

ULTRA NATE: Desire (AM/PM/Strictly Rhythmic CDAMP133). This first single from the US dance duo of the hotter tracks at the Winter Music Conference. Poppy production by the Murlin team has led to a B-listing at Radio One, while strong dancefloor support has delivered a top placing on MIA's Club Chart.

SHANKS & BIGFOOT: Sing-A-Long (Pepper 923023Z). A year on from the number one Sweet Like Chocolate, the garage duo return with a more poppy, reggae-tinged sound. Though not as immediately catchy as Chocolate, a C-listing at Radio One should improve its chances.

ALBUM reviews

BT: Movement in Still Life (Pioneer HEDSCDA003). Moving away from his trademark epic trance sound, this repackaged release will build on BT's rising reputation as a live act. Bridging the divide between house and breakbeats, it includes contributions from Sasha and former Opus 11 vocalist Kirsty Hawkshaw.

ALLISON MOORER: The Hardest Part (MCA 170114-2). The second album from Shelby Lynne's younger sister is strictly a country affair. Failing between New Country and Corporate Country, this is an album that should please many. Guests include Jay Bennett from Wilco, which explains the harder edge on some of the tracks.

KB LANG: Inevincible Summer (Warner Brothers 936247605Z). This is

Lang's most un-country album to date. More West Coast than previous albums, it was produced by Madonna engineer Damian Gassick and is appropriately lush and epic. Although not as commercial as her big 1992 hit, Ingorne, it is a welcome return.

DEV0: Pioneers Who Got Scalped (Rhino/WARNER EP 812275967Z). This superbly assembled anthology of trailblazing self-proppers Devo including his hits Be Stiff and Freedom of Choice, plus choice covers such as the Rolling Stones' Satisfaction.

SAINT LOU: Saint Lou (Cooking Vinyl COOKCD198). Madder Rose's frontwoman presents a solo album filled with soulful, mournful guitar and piano-led ballads. It is a little low-key and single-paced initially, its seductive and haunting qualities are revealed on repeated listening.

VARIOUS: Headlines — Mixed by Tall Paul (Ministry of Soul WARPDCD14). Recorded live at DJ Tall Paul's club The Gallery, this double CD marks the first in a new Ministry series. It includes hits from Push, Lock n' Load and Parade alongside more underground selections.

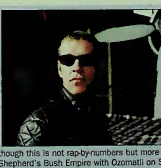
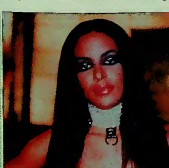
Were You (Go Beat 543638Z). Essentially a side project for Faithless producer Rollo, this is a laidback album taking in duo-infused trip hop and soulful ballads. Driven by Rollo's smooth production, it has the same eclectic quality as Faithless at their best.

MUM: Yesterday Was Dramatic (Today Is OK (TNT Entertainment) TMLT20Z). Using a diverse array of instruments, this Icelandic four-piece have come up with 10 tracks ranging from bleeping weirdness to ambient soundscapes. One of the most innovative electronic releases of the year. **PLAID:** Trainer (Warp WARPDCD14). This double-CD compilation collects previous Plaid output, including their much-sought-after Mvki Mvki debut LP from 1991, plus unreleased material. It fills the gap until the US's new album in the autumn.

Hear new releases

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

This week's reviews: Simon Abbott, Dugald Baird, Phil Brooke, Jimmy Brown, Hamish Champ, Chris Finan, Tom FitzGerald, Mary-Louise Harding, Owen Lawrence, James Roberts, Nick Tesco, Simon Ward and Adam Woods.



SIDESTEPPIER: More Grip (Palm Pictures PALMCD2049). Producer Richard Blair and Colombian writer Ivan Benavides have produced one of the most exciting Latin albums for some time. From the big brass-led opening track, Andando, with its call and response refrain, through quieter tracks such as Me Muezo, with a beautiful rite melody by Tito Amado, to the album that never ceases to please, Chevere Q' Chevere features Colombian rapper Sergio Arias, though this is not rap-by-numbers but more a melodic rapid delivery. The band are playing at Shepherd's Bush Empire with Ozomatli on Saturday.

Rates: Appointments: £31.00 per single column centimetre (minimum 4cm x 2 col)
Business to Business: £18.00 per single column centimetre
Situations Wanted: £15.00 per single column centimetre
Box Numbers: £15.00 extra
 Published weekly each Monday, dated following Saturday
Copy date: Advertisements may be placed until Thursday 10 a.m. for publication Monday (space permitting).
 All rates subject to standard VAT



WE ACCEPT MOST MAJOR CREDIT CARDS

Cancellation Deadline:
 Wednesday 10 a.m. before publication Monday.
 To place an advertisement please contact
Alex Skelton or Scott Green, Music Week - Classified Dept.
Miller Freeman UK Ltd, Fourth Floor, 8 Montague Close,
London SE1 9UR
Tel: 020 7940 8580/8593
Fax: 020 7407 7087
All Box Number Replies To Address Above

emap

Talent Booker

Emap Performance runs events for 1000 to 50,000 people across music magazines, radio and TV for brands like Smash Hits, Kiss and Mixmag. We are looking for someone to book talent for everything from Concerts to club nights from DJs to Artists (Live or PA). From developing new talent to working with established Artists/DJs.

This will be a pivotal role as a key member of the Emap Performance music and Events team. You will work closely with the Music Director, Clubs and Events teams to develop a co-ordinated strategy for talent. Experience of DJ/Artist agencies and talent contracts is essential.

Please send a covering letter and CV by 30th June 2000.

Jon Mansfield, Emap Performance, 97 Tottenham Court Road, London W1P 9HF



BUSINESS AFFAIRS

Due to on-going expansion both in the UK and internationally, we are seeking an additional lawyer to join our Business & Legal Affairs department. You should be a qualified lawyer with a minimum of 2 years' experience within the music industry though we would also welcome applications from more junior lawyers who have gained music and entertainment experience during a training contract with a specialist entertainment law firm.

You will be responsible for negotiating and drafting a wide range of commercial agreements including those with artists, producers, recorders and DJs and will work closely with our international licensing, collection, A&R, royalties and accounting teams. In addition you must possess a good understanding of dance music and be computer literate. Knowledge of music publishing agreement would be advantageous.

If you are interested in the opportunity of joining a thriving and successful independent label please send a CV with a covering letter stating current salary to:

Kathryn Nash, Ministry of Sound Recordings Ltd.,
 103 Gaunt Street, London SE1 6DF or
 via e-mail to: knash@ministryofsound.com
 Closing date: 30th June 2000.
 Successful applicants will be notified by post.

NATIONAL KEY A/C EXECUTIVE

Newly formed sales and distribution company encompassing full, mid and budget product requires key sales executives for launch in August.

Your music experience should include success in developing major accounts, both traditional and non-traditional, liaising and negotiating with key people at all levels.

DESIGNER

TALENTED designer required to head new department. Must be experienced in dealing with multiple projects, and be able to meet deadlines within specified budgets.

Address letter and CV to:

Box No. 46, Music Week, 4th Floor,
8 Montague Close, London SE1 9UR

Chief exec. Start up music/lifestyle internet Co. Strong industry background: Emap/equity

Snr Plugger. Indie. Regional Radio & TV. £25k+comm.

Press Officer. Indie. National contracts. Rock bias. Emap.

PA Chairman. Major entertainment group. Media exp, excellent sec skills: £23k.

Marketing PA. Major Label. Strong communication & organisational skills, 6 months marketing exp: £18k.

Royalties Asst. Major. Numerate with at least 6 months Royalties exp: £17k.

Receptionist. Top Label. Superb interpersonal skills: £14k.

• the music market list • 4 paddington street • london • W1P 9SL •
 020 7406 8932 020 7466 7512

Independent Music Publisher based in London, Paris and Los Angeles is looking for:

2 ASSISTANTS

For administrative and PA job.

1 job in Paris - 1 job in London

Salary: depending on qualifications.

English: Mother tongue - French: Good understanding

Please forward your CV, picture and application letter to:

TBO, Service du personnel, 34 rue Eugene Flatat,
75017 PARIS. Fax: 00-33-1-42-12-52-75

SALES/MARKETING MGR in 6th
 leading role in rapidly expanding
 music group. See confident
 person with min 3 yrs exp in
 marketing rep in music/broadcast
 field. In confidence in following
 promotion, producing reports and
 require sales support to sell with
 initiative and self-starter.

PART-TIME RECEPTION (11h)
 Successful managers company use
 reliable, well presented, decent
 receptionist for busy site. Some
 experience of reception essential. Spring
 and 11 days only.

career+move+

FOR THESE POSITIONS AND MORE, PLEASE CALL:
 Tel: 0207 292 2800 Fax: 0207 434 0247
www.cti-careers.co.uk

Sutherland House • 5-6 Argyl Street • London W1V 1AD



Recognition Distribution has an immediate vacancy in the telesales office based in Bath.

We are looking for a bright, hard working, conscientious person with excellent computer and telephone skills and a "can-do" attitude.

To apply, send your CV to:
Wulf Mann, General Manager,
 Recognition Distribution Limited, Suite 6,
 Picedadly House, London Road, Bath BA1 6PL
 (or E-mail: wulf.mann@rdltd.com)

THE RECRUITMENT CONSULTANTS TO THE MUSIC INDUSTRY

PRESS OFFICER	£25,000
Progressive, passionate press officer. Cutting edge label.	
PA MARKETING	£18,000
Total support for last paced marketing team. Major.	
MUSIC SALES MGR	£30,000
International music book publishing co. 3 yrs+ exp.	
PA/OFFICE MGR	£23,000
All encompassing role for PA to run small indie label.	
PA BUSINESS AFFAIRS	£21,000
Legal edge required for music lawyer. Major.	
RECEPTIONISTS	£13-19,000
Vivacious warm personalities for meet and greet roles. Majors/Indies.	

Permanent and Temporary
 Music Resourcing **020 7935 3585**

handle

Music trade sales reps

Pyramid are the fastest growing publisher of posters, postcards, stickers and keychains in Europe.

We need experienced sales reps who already work closely with music stores to sell our existing products. The range includes official product featuring Korn, Slipknot, Blink 182 and many more.

Pyramid pay an excellent commission rate so if you have got what it takes contact Chris James on 0116 264 2642 or fax him on 0116 264 2640.

posters + postcards

PYRAMID

The Works, Park Road, Blaby, Leicester LE8 4EF, United Kingdom
 tel +44 (0)116 264 2642 fax +44 (0)116 264 2640
 email mail@pyramidposters.co.uk net www.pyramidposters.com

platipus
 a+r/press and promotions manager

The ideal candidate should have a minimum of 2 years industry experience, have a knowledgeable passion for this genre of music, and will be highly motivated and willing to work hard under pressure on their own initiative. The position will encompass press, A&R, promotions, marketing and future development.

Please send your CV (and photo if available), with current salary details and expectations to:

Simon Berry, Platipus Records,
 Unit GM Cooper House,
 2 Michael Road, London SW6 2AD
 Fax: 020 731 0008
 E-Mail: simon@platipus.com

2 CUSTOMER SERVICE EXECUTIVES (DVD/CD/VIDEO) AND 1 CUSTOMER SERVICE ADMINISTRATOR (DVD AUTHORIZING)
 An exciting opportunity for three self-motivated individuals to join this expanding Replication Company. Working as part of a small lively team you will possess good organisational skills and have an excellent telephone manner. Must be computer literate with Word, Excel and E-mail skills in Microsoft. Customer Service experience in the music/film industry would be an asset.
 Please send CV with covering letter to:
Janet Kent, The VDC Group, South Way, Wembley, Middx HA8 0HB.
 Fax: 020 8963 8661 • Telephone: 020 8963 3345

global
MUSIC INDUSTRY TRAINING & CAREER DEVELOPMENT
 MUSIC INDUSTRY OVERVIEW
 • Introduction to the music industry • A&R • Music publishing • Music marketing • Music business • Music law • Music careers
 RECORD LABEL MANAGEMENT PROGRAMME
 • Music law • Music marketing • Music publishing • Music careers
 MUSIC MARKETING, PR & PROMOTIONS
 • Music marketing • Music publishing • Music careers
 • Music law • Music publishing • Music careers
 • Music marketing • Music publishing • Music careers
(020) 7583 0236
 running Music Industry Courses since 1991

FOR MORE INFORMATION CONTACT:

ALEX SKELTON
OR SEND A FAX ON
OR E-MAIL
020 7940 8590
020 7407 7087
askelton@unmf.com

MANUFACTURING

COPYTRAX
MULTIMEDIA
CDR Replication
100- £131+vat
300- £349+vat
500- £499+vat

48 hour turnaround, on body print,
jewel cases & delivery
Call Sales on 0800 328 1386
www.copytrax.co.uk

FOR HIRE

**JUKE BOX
SERVICES**
OVER 300
JUKEBOXES
IN STOCK
020
8288 1700

15 LION ROAD, TWICKENHAM
MIDDLESEX TW1 4JH
www.jukeboxservices.co.uk

PACKAGING

**THE DAVIS
GROUP**
Call **ROBBIE** on:
020 8951 4264



INTERNET - ADDRESS BOOK

BUSINESS SERVICES

ACCOUNTANTS

Sloane
& Co.
Music, Entertainment and a
whole lot more!
Tel: +44 (0) 1753 251 3020
Fax: +44 (0) 1753 228 4910
For free advice e-mail us at:
k.sloane@sls.co.uk or
tel: us on 01753 251 3020
0203381830.08

Chartered Certified Accountants
Registered Advisors & Business Managers

MUSIC

ALTERNATIVE MUSIC

www.theknowledge.co.uk
**WHERE
ALTERNATIVE
MUSIC'S @**
Specialist Music Retailer in
MUSIC • RECORDS • INSTRUMENTS • MERCHANDISE

RECORD COMPANIES

RECORD COMPANY

Records & Promotions
ZooNA
www.zoonad.co.uk
Tel: 020 8951 4264

MANUFACTURING

AUDIO MANUFACTURING

Audio Cassette
Duplication
**SOUNDS
GOOD**
Audio/Data
CD Pressing,
Duplication & Mastering
www.sounds-good.co.uk

MUSIC TRADE

INDUSTRY ORGANISATION

The Association of
Independent Music
aim
http://www.musicindie.org

NEW MEDIA

MUSIC WEB SITE

dotmusic
the insider's guide to music
www.dotmusic.com

MUSIC

ALTERNATIVE MUSIC

www.theknowledge.co.uk
**WHERE
ALTERNATIVE
MUSIC'S @**
Specialist Music Retailer in
MUSIC • RECORDS • INSTRUMENTS • MERCHANDISE

RECORD COMPANIES

RECORD COMPANY

Records & Promotions
ZooNA
www.zoonad.co.uk
Tel: 020 8951 4264

PUBLICATIONS

NEWSLETTER

If you're looking for a
deal or looking for talent
check out the
Band It
A & R Newsletter
01983 024110
e-mail: info@banditnewsletter.com
website: www.banditnewsletter.com

PUBLICATIONS

NEWSLETTER

SongLink
The worldwide monthly music industry newsletter.
If you need to know what's going on in the music
business, including, touring dates, or for a free
copy of our latest Song Select CD contact:
Contact David Ska - david@songlink.com
+44 (0)207 794 2540, Fax +44 (0)207 794 2202
www.songlink.com

RECORD COMPANIES

RECORD COMPANY

triple a-uk.com
www.triple-a-uk.com

RECORD COMPANY

IRON
www.iron-records.com
REGGAE
ROCK & POP
BLUES & SOUL
ROCK & POP
FOLK & SPOK
ROCK & POP
WEB SITE FEATURES
HISTORY OF IRONIAN
NEW RELEASE INFORMATION
SEARCH ENGINE
FULL IRONIAN GRAPHICS
www.iron-records.com

PACKAGING

**THE DAVIS
GROUP**
Call **ROBBIE** on:
020 8951 4264

RECORD COMPANIES

RECORD COMPANY

Records & Promotions
ZooNA
www.zoonad.co.uk
Tel: 020 8951 4264

RETAIL

ON LINE RETAILER

Selling cd's online?
recordstore.co.uk
The online music store
Quick, Cheap, Personal. 24/7 365
Normal Retail, Search and Sample Catalog
Tel: 020 8951 4264, Fax: 020 8951 4264

RECORDING SERVICES

STUDIO

dance dj direct
the ultimate on-line dance store
www.dance-dj-direct.com
Listen to & buy all your
essential choices on-line!
Tel: 0171 292 6000
Email: kcg@aimnet.co.uk

RECORDING SERVICES

STUDIO

abbey road
www.abbeyroad.co.uk
bookings@abbeyroad.co.uk

LEGAL SERVICES

MUSIC LAWYER

020 7924 1984 and 020 7924 1985
N I C H O L L A S
WWW.
MUSIC-ROOM
COM
MUSIC LAW

PROMO

A MUSIC VIDEO PUBLICATION

93

PROMO is the essential insider's guide to the international music video industry. Each month PROMO features promo of the month, news, airplay charts, contacts and much more.

PROMO SPECIAL OFFER who shoots what?

Take out a year's subscription to PROMO and get two essential contact guides for FREE.

- **The Directors' Directory 1999-2000** lists an A-Z of UK, US and German directors ⇨
- **Who Shot What in '99** provides contacts for all involved with videos shot throughout 1999. ⇨

HURRY - offer open for a limited period only

For more information, contact Shane on tel: +44 (0)20 7940 8605,
e-mail: sdoherty@unmf.com, or fax: +44 (0)20 7407 7087



Much like around the offices at BBC Sport, all seemed rather happy with the world early last week at SONY's Great Malborough Street headquarters in central London as staff and friends watched with delight as England triumphed in a second Euro 2000 goal against Portugal. Dooley hardly needs to dwell on how the story then unfolded. Suffice to say that SONY MUSICA (Portugal) might well have now slipped off the Christmas card list of its sister UK operation. Meanwhile, Sony's accountants were probably sighing with relief on the night that they hadn't persuaded Ian Brodie & Crew to regroup for Three Lions 2000.



Remember where you heard it: Could it be second time lucky for Vivendi chief Jean-Marie Messier? Reliable word has it that former PolyGram top suits **Alain Levy** and **Roger Ames** were attempting to tie up a deal with the French water company prior to the sudden decision by the company's then owner Philips Electronics* to sell the music and film powerhouse to Seagram...When did EMI realise that it might have to put in a bit more work on its merger with Warner? Sources

It takes a mighty haul of grammies to slide past Dooley security and get one of those shiny presentation snaps onto this beloved page. CARLOS SANTANA has set the current level of qualification to eight such honours, a tally he collected back in February for his *Supernatural* album which generated another award last Wednesday when he was presented with a double platinum disc for UK sales. The object in question was handed over after Santana's sell-out Wembley show where fans were surprised to see Matchbox 20's **ROB THOMAS** as co-wrote and sang lead on Smooth - Join the great man on stage. Pictured left to right, are BMG's **RICHARD GRIFFITHS**, who has recently been elevated to the new title of UK and Ireland chairman and president central Europe, **SANTANA** himself, and Arista's product manager **SOPHIE LUTZ**, managing director **GED DOHERTY** and general manager **TIM DELANEY**.



CUSTOMER CARELINE
If you have any comments or queries arising from this issue of Music Week, please contact Ajax Scott at: e-mail - ascott@unmf.com fax +44 (020) 7407 7094; or write to - Music Week Feedback, Fourth Floor, 8 Montague Close, London SE3 9UR.

www music week
Incorporating Record Mirror
Miller Freeman Entertainment Group,
a division of Miller Freeman UK Ltd,
Fourth Floor, 8 Montague Close, London SE3 9UR.
Tel: (020) 7940 8500. Fax: (020) 7407 7094

Miller Freeman
A Division of Miller Freeman UK Ltd

For direct lines, dial (020) 7940 plus the extension you require. Editor: Ajax Scott (020) 7940 8511; ascott@unmf.com; News editor: Paul Williams (020) 7940 8512; pwilliams@unmf.com; Reporter: Maggie Jones (020) 7940 8513; mjones@unmf.com; Chart consultant: Alan Jones (020) 7940 8514; alanjones@unmf.com; Deputy: Daniel Reed (020) 7940 8515; dreed@unmf.com; Special Projects Editor: Adam Woods (020) 7940 8516; adamwoods@unmf.com; UK retail manager: Christopher T. Morgan (+212 378 0482); cmorgan@unmf.com; Classified sales executives: Ann Snelson (020) 7940 8517; asnelson@unmf.com; Scott Green (020) 7940 8518; sgreen@unmf.com; Sales executive: Jonathan King (020) 7940 8519; jking@unmf.com; Head of operations, events: Anne Jones (020) 7940 8520; annejones@unmf.com; Head of operations, events: Shane Donerty (020) 7940 8521; sdonerty@unmf.com; Managing Director: Douglas Shuard (020) 7940 8522; dshuard@unmf.com; Ad production: Denise White (020) 7940 8523; dwhite@unmf.com; Secretary: Sophie Miles (020) 7940 8524; smiles@unmf.com; Miller Freeman UK Ltd. 2000. All rights reserved. No part of this publication may be reproduced, stored in a retrieval system or transmitted in any form or by any means, electronic or mechanical, including photocopying, recording or by any information storage or retrieval system, registered in the Copyright Clearance Center, Inc., 222 Rosewood Drive, Danvers, MA 01923, USA. This publication is registered with the Copyright Clearance Center, Inc., 222 Rosewood Drive, Danvers, MA 01923, USA. ISSN 0265-1548. UK N. & E. Second £3.40. Europe, Middle East, Africa and Asia £5.95. Australia and the Far East £9.95. Includes an uncuttable subscription page & a retail £2.75. The American Music Trade Association, Inc. is a not-for-profit organization. This publication is published under the terms of subscription of the Organisation and printing by Stephens & George Maguire, Group Mill Road, Davles, Metherly, York, Mid Gloucestershire GL8 3TD.

SUBSCRIPTION HOTLINE: (020) 8309 3699 NEWSTRADE HOTLINE: (020) 7638 4666

Sanctuary is linking with new tech company Intertrust to distribute 2m of the discs during Maiden's world tour. Full details next week...It seems 1st Avenue's **Oliver Smallman** and Mercury's top promotions guru **Bruno Morelli** are about to prove they really are **light on their feet**. Ahead of the debut offering *Feel Of Fire* in August from 1st Avenue/Mercury's **Lucy Skye**, the pair are understood to be getting in with the single's musical mood by taking up **salsa dancing lessons**...Mr Bat Out Of Hell **Jim Steinman** will be among the audience at New York's The Mercury Lounge on June 27 when the Jonathan Shalit-managed **Catherine**



Around 15,000 spectators screamed in delight as breakfast DJ **JONATHAN 'JONO' COLEMAN** managed to drag himself away from Dave's **Burger Bar** to join **BILLIE PIPER** and **STEPHEN GATELY** on stage at **HEART 106.2's** show on **DERBY DAY** at Ascot the other Saturday. This picture was taken as the two young stars planned to throw the smiley-faced DJ into the audience for fun. If he becomes, joining in at Heart's sun and frolics pop bonanza **Derby Day Picnic** were **Gabrielle**, **Jamella**, **Honeyz**, **M People's** **Heather Small**, **Dave Hicks** and **Ultra Nate**, who together delivered a five-hour music session that could also be heard live on **Heart 106.2**, its sister website and **Digital Channel 939** throughout the day.

Porter plays an Ascap-sponsored showcase...That's its inflation for you. **Michael Eavis** reckons it costs him **£7m** to stage **Glastonbury** nowadays, compared with just two grand for the very first festival. But, he says it's worth it - especially after persuading **David Bowie** to fill "the old boy's slot" this year. "He's going to be thanking us after this appearance because look what we did for the careers of **Tom Jones** and **Tony Bennett** in previous years. They were resurrected by us," he notes.....

ISSN 0265-1548

ABC

Average weekly circulation: 3 July 1998 to 11 August 1998: 19,852





cleopatra come and get me

The new single out 17th July

The Launch. TV - National Lottery/GMTV/FBI/Diggit/This Morning/Mouse/Nickelodeon/Six Appeal/Showbiz Weekly. Press - Marie Claire/Bliss/More/Mizz/Sugar/Touch/Blues and Soul/Echoes/The Times/The Telegraph/The Voice/Sunday Times/The Star/Smash Hits/Live and Kicking/Top of the Pops/Now/Shout/Box Talk. Radio - Extensive ILR tour just completed. Retail - National Instore PA campaign. Marketing - National poster campaign, full page press ads in key titles and TV advertising from Launch.

