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Newkirk to drive PPL forward

by Paul Williams
PPL is set to undertake one of the most radical shakeups in its 66-year history by appointing Warner Music UK's veteran commercial and business affairs director Fran Nevkirk as its new head.

Nevkirk, who has been with the major since 1977, joins the collection society in the newly-created role of executive chairman on October 2, with the huge task of re-affirming and re-defining its role in the digital age. Charles Andrews, who currently heads up PPL as CEO, and PPL consultant director Roger Drape will both report directly to Nevkirk.

Nevkirk has turned down the PPL role on two previous occasions over the last 10 years, but says he has finally decided to accept because it now represents a "meaty challenge".

"I'm looking forward to giving the organisation more focus and more

some of direction and change the climate slightly so we can have a somewhat better relationship with the outside world," he says.

Nevkirk's new task echoes that of John Hutchinson when he joined PRS as chief executive in the mid-Nineties, a move which saw him modernise the organisation and lead it into a merger with MCPS.

Nevkirk says that it is crucial for PPL and other collecting societies to change if they want to survive. "There needs to be flexibility, openness and a willingness to consider new ways and new ideas and new methodology," says Nevkirk, who has served two terms as the BPI's rights committee chairman, the last ending in 1998. "Without that, societies will die. I genuinely believe if we close our minds we will be extinct in 10 years," he adds.

PPL's new head also acknowledges

the growing importance that all sectors of the music industry work closer together. "Nobody is to blame, but we all have certain historical baggage and, going into a new era, that has to be left behind. We have to be brave enough, smart and intelligent enough to look forward and generally work together, whether with new systems or joint ventures and partnerships," he says.

Among the biggest challenges facing Nevkirk, who prior to joining Warner was a violinist with the English Chamber Orchestra, London Philharmonic and Royal Philharmonic, will be to forge PPL's role in the online world.

At present, the society's online collection role is generally confined to internet simulcasts, such as analogue radio stations also making available their output on the internet, he says. Collection deals elsewhere

are to be conducted on a one-by-one basis between copyright holders and users, but Nevkirk believes that as internet services proliferate this situation will become more and more difficult to sustain. "Companies have to realise how many dozens, hundreds and potentially thousands they would have to administer and police," he says. "I do not see it's particularly feasible even for very big companies to undertake these individual negotiations."

Warner Music chairman Nick Phillips says he is reluctant to see Nevkirk go, but is confident he is the right for the PPL job. "His understanding of the mainstream business and industry issues is second to none and I know that his experience of the past and his vision of the future makes him a perfect candidate to lead PPL and VPL into the new era."

Warner-EMI merger reaches crucial stage

EMI faces a make-or-break meeting with EC competition commissioner Maria Monti today (Monday) to keep its proposed \$20m merger with Time Warner on track.

Top record company executives are expected to offer further concessions to persuade Monti and his team that the deal will not limit competition or choice.

Following their grilling at the recent Brussels hearings, the companies have already promised not to side-step collecting societies or restrict the use of their music over the internet.

But they are still expected to be in for a tough ride today, following the leak of an "internal document" last week, which reportedly stated that the merger would not be allowed to proceed because it would create an oligopoly capable of fixing prices.

Chrysalis music division CEO Steve Lewis (pictured) steered clear of the fuel crisis that crippled Britain last week when Honda loaned him one of its new electric-powered cars to test. The Honda Insight meant Lewis, who was recently co-opted on to the BPI council, was totally unaffected by the chaos which at one time threatened to engulf the music industry by disrupting new release deliveries and preventing customers from shopping at their local music stores (see story, p3). "I was expecting a milk float, but I was surprised because it responds like a real car," says Lewis. "I'm really happy with it and it won't be in a hurry to give it back."



Mercury win hots up Badly Drawn Boy

Badly Drawn Boy's *The Hour Of Bewilderbeast* was yesterday (Sunday) aiming for a Top 20 return after its Mercury win prompted a massive rise in sales.

The Twisted Nerve/XL release's sales for the week instantly doubled the day after the Technics Mercury Music Prize last Tuesday, as it recorded one of the biggest four-week lifts in sales in the nine-year history of the competition.

The Beggars group's director of

sales and marketing John Holborow predicts the album will reach gold status by this week. "There's a lot more to come," he says. "He's touring in October and there are further singles to be released, probably one more this year and one next year."

Other acts performing at the ceremony at London's Grosvenor House also experienced sales increases.

● Full story, p4

New Bard boss Wright opens online dialogue

Virgin Entertainment Group CEO Simon Wright has vowed to help unite the music industry as it comes to terms with an online world.

Wright's rallying call to have a "meaningful e-commerce dialogue" with record companies, follows his unanimous election on Thursday (14) as the new Bard chairman.

The retail boss, who takes over the 12-month post from outgoing chairman HMV Europe managing director Brian McLaughlin, says he will be approaching BPI chairman Rob Dickins to initiate a top-level summit between record companies and retail.

Wright believes many e-commerce strategies have been rushed in without taking account of their impact on the retail community.



Wright: new Bard chairman

This has helped foster antagonism and an "us-and-them" mentality, he says.

"E-commerce is fantastic, but too many strategies have been guided by executives who are often not in the UK or too far away from the dialogue," he says. "We need a real dialogue with the BPI and its members to discuss the role of the retail-

er in blending in e-commerce elements and deepen our relationship with the record companies."

He adds that changing formats have already demonstrated that retailers are adaptable, but they need to be involved in the process of developing new strategies.

Wright also wants Bard to concentrate on the big issues affecting the music industry. "Bard needs to assert its position," he says.

"Sometimes there is a danger that we are focusing on things which have little or no real commercial impact."

The Virgin boss will be aided in this task by the Leicester retailer Richard Wootton, who took over from Andy founder Andy Gray as deputy chairman.

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Warner spearheads trials for BT broadband service

news file

by Mary-Louise Harding

Warner is to become the first UK major to make its repertoire available on a broadband after agreeing to take part in landmark trials with BT.

The major, along with Sony-affiliated Independent, will be participating in third-generation mobile tests being carried out this November by BT's broadband arm Openworld. The two are also in talks about the use of their content for Openworld's broadband music channel, which launches on October 31 and already has Ministry of Sound and Telstar on board.

In the November trials, Warner and Independent will be providing digitised tracks, initially for testing the technical aspects of downloading and streaming via Wap's successor GPRS and GPRS's own successor

UTMS. The trials will use a fully-secure, SDMI-compliant file format developed by Matsushita called EMD and will test a built-in storage device developed by a consortium of Japanese manufacturers, including Panasonic and DoCoMo. EMD is already emerging as the mobile music technology's standard to rival Sony's Memory Stick.

The first technical phase is scheduled to be completed by the end of the year, while payment, access and pricing model trials are due to take place sometime next year.

Warner Music International's new media division senior vice-president Mark Foster says the major is fully committed to rolling out its digital distribution strategy as soon as effective security is established. "Issues of security are uppermost



Foster: prioritising security

in our minds. With the BT trials, there is security built into the encoding of the digitised music," he says. "Our US colleagues are starting digital distribution in late October and, given there are enough consumers with broadband access, I don't see why we shouldn't follow suit as soon as possible."

Independent's involvement her-

alds a significant move on for the label. Former music journalist Steve Taylor has, through his consultancy hub industries, been managing the label's web strategy which launches today (Monday) with a label and artist community site. The label plans to turn its site into a significant lifestyle presence, taking in a broad range of arts and featuring an uncensored talent area.

Meanwhile, Telstar and Ministry of Sound's label and online business will provide content for the fixed access BT Openworld music channel launch on October 31, alongside online music newcomers including US multi-channel radio site Launch.com, visual interactive web radio site Soundbreak.com, Music Web sister consumer site dotmusic and Peoplesound.com.

BAKER JOINS ITC LINE-UP

Legendary producer Arthur Baker will be visiting the North West this weekend to address in the City's inaugural dance summit. He is joined on the ITC bill by TBWA creative director Trevor Beattie who will take a marketing masterclass next Tuesday. The September 22/27 event will finish with a closing night party involving DJs from Paris, London and Manchester.

POLYDOR RECRUITS HUGHES

Mercury Records' national radio promotions executive Nell Hughes is joining sister Universal label Polydor as head of radio. The move, which puts Hughes in charge of five-strong national and regional promotions team, follows the departure of Ruth Parrish last year.

DARBYSHIRE JOINS AIM

The Association of Independent Music (AIM) is appointing broadcast specialist Mo Darbyshire to help develop a licensing system for online music. The move follows AIM's successful stoppage of an internet trial, which sanctioned some online uses of independent music before a suitable licensing system had been developed. Darbyshire, who heads Soundimage, is also director of music services at Sky.

PROFITS DIP AT BOOSEY & HAWKES

Poor internal controls at Boosey & Hawkes' US operation have slashed profits at the instrument maker and publisher to just £465,000 for the first six months of the year. The group has been forced to set aside some £3.52m to offset the bad debt provision made by the Chicago-based musical instruments division.

MUSIC CHOICE SET FOR FLORATION

Music Choice is to attempt to raise around £45m through listing on the London Stock Exchange. The Sony, Warner, Motorola and Bsky-owned pan-European multi-channel TV and internet music audio service provider is expected to fetch an initial market capitalisation of around £190m.

MIDDLETON TARGETS NET GROWTH

Bertelsmann CEO Thomas Middletton says he wants to see BNC's content services become a number one in the global music business by the year end, hinting that the internet will be its route to success. BMG has revealed it has a \$12bn acquisition fund for "online content units and media properties".

TOWER AXES RETAIL SITE

Tower Records Europe has closed down its e-commerce website and terminated its distribution contract with Global Fulfillment. Tower Records' European online customers will be redirected to the US site pending the return of the European virtual store in November.

UNIQUE LINKS WITH POPWORLD

Radio Broadcasting has teamed up with Popworld to provide the newly-launched online project with a content service including pop news and exclusive soundbites from leading pop acts. The service, which is provided by Unique's theblu@ec operation, will also include seven themed radio shows streamed to the site every week.

Cowell links with BMG for joint venture label

Simon Cowell has tied his career to BMG for the next five years after inkling a deal to launch a joint venture label with the major.

The long-expected move will mean all new acts signed by Cowell will be handled by the as-yet-unnamed label, while his existing A&R roster comprising Five, Girl Thing and Westlife will remain with RCA. However, the three groups' releases will continue to be handled by the imprint, while the new label's own releases will feature the RCA name.

Cowell, who has also worked with the likes of Robson & Jerome for BMG, says the new label will cover pure pop. "It will be exactly the same as I've always done and this is why I want to do it, because that way I can absolutely concentrate on this area," he says.

Warner joins the downloads race

Warner has finally joined the rest of the majors by announcing its initial digital download roll-out will commence in late October.

Like its competitors, Warner has opted to sell via a network of online retailers, including Wal-Mart, and will not distribute direct through its corporate, genre or artist websites.

The launch repertoire will consist of artists with a greater web-iterate fanbase such as Baroness Ladies and Manhattan Transfer, eventually rolling out to more popular artists' singles and albums from major acts such as Madonna. The 100 songs initially available will comprise singles and "internet exclusive" tracks. Pricing models and full details of retail partners have not yet been released - although the "internet exclusive" tracks are likely to be set at a higher price than widely available.

Warner has not yet committed to specific plans for the UK, but the label's senior international vice-president of new media Mark Foster says he is keen to roll out with digital music access models in the UK as soon as the market is ready.



Manifesto Records has signed

dance act Dario G (pictured) to a worldwide album deal and is lining up its first single release, Dream To Me, for January next year. The group's members, Paul Spencer and Scott Rosser, have recently added Manchester-based singer Inez Straumstjøl to their line-up and are currently working on the follow-up to their debut album Sunmachine, which was issued by WEA's Eternal label and produced the 2m-selling international hit "Sunshine". Manifesto head of A&R Mike Neville says, "Apart from the millions of records already sold worldwide, we signed Dario G because the new material is fantastic and we can capitalise on an already strong fanbase and develop the act even further." Pictured, left to right, are Neville, Manifesto A&R manager Ben Cherrill, Spencer, Mercury general manager Jonathan Green and Straumstjøl.

Stewart unveils details of interactive online project

Eurythmics member and producer Dave Stewart is in negotiations to secure rights for broadband artist-specific channels, following the announcement he is close to a deal with cable TV giant United Pan-European Communications.

Stewart's multi-media production company Hospital Group plans to build partnerships with artists and labels to create interactive audio, video- and text-based channels, dedicated to stars such as The Beatles, The Rolling Stones and genres such as blues, jazz and reggae.

Stewart revealed details of the project at last Wednesday's BPI media seminar, designed to improve awareness of the importance of protecting online copyright. The BPI and the raft of leading new media and music industry figures to form a presentation panel for the morning event at its London headquarters.

EMI's senior new media vice-president Jay Samsel flew in brief journalists about the methods the industry was developing to make all music available online - from custom CDs to subscription streaming.

Music deliveries continue despite fuel crisis worries

The music industry breathed a sigh of relief last week with the easing of the fuel crisis, which had threatened new-release deliveries and drastically cut retail traffic.

With the blockade of petrol lines lifting last Thursday and refineries returning, the main music business carriers Securicor and Parceline were confident of maintaining a normal service at the weekend. A spokeswoman for Parceline says, "We're okay, but we're reviewing things on a day-to-day basis."

But, with fuel levels not expected to be back to full capacity for weeks, retailers were expecting a slow weekend. "Last Monday was fine, but we noticed a sales fall from Tuesday and we're looking forward to a poor Saturday," Virgin Entertainment Group chief executive officer Simon Wright noted at the end of last week.

The situation for distributors and carriers had been more critical earlier last week with both Securicor and Parceline maintaining they had supplies until the weekend, but after that faced uncertainty. To ensure today's



Madonna: shipments brought forward (Monday) new releases - including Madonna's Music - were in stock, many distributors brought forward shipment dates from the usual Friday with Warner shipping the Madonna album on Wednesday. EMI Distribution general manager Kevin Paterson says, "We're able to give our full new releases next week and we're remaining pretty confident."

Richard Stewart, UK office manager at Prime Distribution, adds that it also shipped many new releases on Wednesday. Norman Beacroft, general manager leisure at Securicor, says this meant carriers transported many more music parcels earlier in the week.

VIEW COMMENT

THE WRIGHT MAN AT THE RIGHT TIME

As Simon Wright takes over as retail leader this week, he certainly faces plenty of challenges. His plea to the record industry – basically, “let’s be friends” – seems, on the face of it, a little odd, given the current poor state of the relationship between retailers and labels. Odd, but also brave and encouraging.

The increase in parallel imports over the past six months has created a tension between the two sides of the business worse than I can remember since before the introduction of Saturday deliveries in the mid-Nineties.

One major chairman last week argued to me last week that the current level of imports was creating “a doomsday scenario”. While that may be overstating matters, we are certainly heading in a worrying direction.

For a moment, let’s put aside the argument about whether retailers should, on one hand, be able to ask their UK label partners for marketing support and, on the other, score records from overseas.

There is a long-term issue involved here, namely the value of music. Consider this: just two months ago, a pan-European pricing survey showed that one particular studio album, The Corrs’ *In Blue*, was on sale for just under 20 German deutschmarks across the market. That’s around seven quid. And that’s not trade price, that’s retail price.

Worse than that, one German retailer last month predicted, head in hands, that his market could yet see a DM 15 retail price this autumn. That’s five measly pounds. For a chart CD. What parallel imports do to connect the prices across a range of markets. And, if prices in Germany fall to that sort of level, the UK will move in the same direction.

I, personally, hope that Wright can lead the retail industry in tackling this issue head on. Nobody can build a sustainable business on the £5 chart CD, retailer or record label. Ironically, many suggest that leading Virgin Entertainment Group through its high-profile spat with the majors this spring, helped Wright establish a greater understanding of record companies and their needs.

It’s a common scourge of the majors is the best man to bring the two sides together again, so be it. *Martin Talbot, editor, fono*

TILLY

THE RICH LEGACY OF MAURICE KINN

Sometimes we forget that it is only a relatively short period of time – 50 years approximately – since the pop music industry really started. With the recent death of Maurice Kinn, maybe we should look at the achievements of the founder of *New Musical Express* from those dark days of the early Fifties. NME started the forerunner of the charts today. “So it’s their fault,” I hear you saying. Up until 1952 the charts were compiled from sheet music sales and they started a chart of actual record sales by ringing up dealers round the country to see what was selling. It saw the change from Al Martino to The Beatles to today and, with Aley Cat, had what was probably the forerunner of our own *Doo*, as well as all the latest goss. In the Sixties, through Kinn’s guidance, it started the annual NME Poll Winners concerts, which were headlined by The Beatles and The Rolling Stones in 1964. How much would you pay to see a show like that today? The point I am making is that NME, through Maurice, gave us the record charts and live pop awards shows – two of the most pivotal influences on the industry.

I wonder how optimistic one of today’s most influential characters, Alan McGee, is feeling about his new venture – Poptones – after its *Alm* flotation. Characters like McGee are what makes this business so different from many others and that includes many of the ideas he stands for, particularly removing the shackles of the majors. However, his principles didn’t stop him taking the money from Sony to achieve his success. As a consequence he’s now surrounded with other executives such as Julian Richter of Richter Sounds and an ex-Halfax chief exec. Is this not a new corporate situation? Whether another Oasis will emerge only time will tell, but what we can look forward to with interest is £9.99 CDs, El Vez and the Ping Pong Bitches, a disco punk duet.

Now I don’t know whether Alan is taking the piss out of the industry, the City, or both, but for 1 on one with him every success as we lack colourful characters and new and innovative ideas. At least with a new label, Alan will release some new product and not just one Mercury-nominated album during the next couple of years.

Tilly Rutherford’s column is a personal view

Buddy Drown Boy hits new heights after Mercury win

by Paul Williams
The Beggars group is preparing to capitalise fully on its first technical Mercury Music Prize win by offering the entire Buddy Drown Boy album as a digital download.

The Twisted Nerve/XL-issued The Hour Of Bewilderbeast, which lifted the Mercury prize at London’s Grosvenor House Hotel last Tuesday, may be made available digitally for a month on popular Beggars site Playerouder.com from this week at £9.99 and backed by a campaign on online music marketing company WayToBlue.com.

The digital release comes on the back of a huge increase in demand for the album, with HMV reporting the release to have achieved the biggest initial post-win sales uplift in the Mercury prize’s nine-year history. The album’s sales across retail doubled last week in the day after its victory, while there were also 50% to 100% increases for other acts performing at the ceremony, including EM/Heavenly’s Doves, Outkast’s Nitin Sawhney and Car Records’ Kathryn Williams.

“It’s flying at the moment,” says the Beggars group director of sales



Buddy Drown Boy: download plans

and marketing John Holoborow. “The album went silver the other week and in the past few days we’ve had orders for 25,000 30,000 albums with a lot more in the pipeline.”

Beggars chairman Martin Mills believes Buddy Drown Boy’s win comes at a perfect stage for his career. “Essentially this will do a lot for him,” he says. “The album’s just gone silver and is almost gold and poised to really take off now. I suspect this win will do more for him than other winners in the past.”

Virgin Megastores’ product controller for albums Rod MacLennan now expects the album to be among its biggest sellers for several months to come. “From our perspective, this is a key Virgin album

and has got legs until the end of the year and into 2001,” he says.

The Hour Of Bewilderbeast’s sales are set to be boosted further with the release of another single lifted from the album, the opening track The Shining, which is pencilled to appear in a non-chart eligible format on November 13. A 13-date tour is also being staged next month, beginning in Leeds on October 12.

Despite the album’s Mercury win, Holoborow says Beggars will not now be undertaking an expensive marketing campaign, but allow it instead to continue growing by word of mouth. “It’s taken off organically and people feel good about it themselves,” he says. “It won’t be marketed too heavily.”

Mills, meanwhile, is confident that the win will further Beggars’ global push for the album, which comes out in the US next month and has already sold “around four to six times” its initial ship in most of the countries where it has been released. “Internationally this is going to make a big, big difference,” he says.

Classical Brits to return with extended TV slot

The Classical Brits has secured an extended TV slot for next year’s awards after the inaugural ceremony’s highlights programme in May attracted 4.5m viewers.

Next year’s event has been scheduled for May 31 and will again take place at London’s Royal Albert Hall, with the highlights show following on June 10 in a 75-minute slot across the ITV network. Last year’s broadcast ran for 60 minutes and was followed by a notable uplift in classical retail sales.

The TV broadcast attracted the highest score in ITV’s Audience Appreciative Index research for spring/summer, with its 77-point rating outstripping even *Who Wants To Be A Millionaire*.

“We are very proud of the Classical Brit Awards and are looking forward to developing the event and attracting an even wider audience next year,” says BPI chairman Rod Dickens.

Woolworths expands in bid to stay top

Woolworths is raising the stakes in its bid to remain the UK’s biggest music retailer with plans to open nearly 500 new stores during the next five years.

The rapid expansion strategy emerges as part of parent company Kingfisher’s newly-announced plans to demerge its entire UK business into two operations, with one covering DIY and electrical sectors and the other general merchandise, including Woolworths, M&S and E.L.K. This is scheduled to happen within the first half of next year.

Kingfisher group chief executive Sir Geoffrey Mulcahy says the demerger will facilitate expansion in general merchandise, which he believes is capable of major growth. “The demerger, with the management focus it will bring, will undoubtedly mean the business is better placed to grow its share of this £50bn market,” he says.

Within music retailing, Woolworths continues to retain its longheld status as the sector’s

Big W bids to stay top



Big W stores, more sites planned
biggest player, although its market share – of around 20% – has come under increasing attack in recent years from expanding specialists such as HMV and Virgin as well as the supermarkets.

Woolworths’ fightback against newer competitors such as Asda will include the launch of 90 Big W and 400 Woolworths General Stores.

Meanwhile, interim figures for the 26 weeks to July 29 announced last Wednesday show Woolworths’ sales rose year-on-year by 5.1% to £599.8m, while Kingfisher’s sales as a whole rose nearly 12% to £5.4bn.

Bi-Media launches to offer online marketing and PR

Independent music PR veteran Alan James has teamed up with Brassneck Publicity’s Mick Houghton and Deceptive Records managing director Tony Smith to set up a one-stop press and marketing company specialising in online promotion.

The company – Bi-Media – launches this week with the Royal Festival Hall below-the-line account and a brief to develop the marketing of fledgling online label Gimme Music.

The Gimme Music project, which is due for launch in early October by former Columbia, Island and A&M A&R executive Toby Chalmers and ex-Mushroom/Intecore marketing head Rod Jefferson, aims the trio’s intended direction for the new PR company.



Echo & The Bunnymen: online

Launching with currently undervalued acts Echo & The Bunnymen and Rialto, Gimme Music is setting itself up as an online launch pad for bands to market, sell their music via either download or mail order, and communicate with and build up their fan base. The company’s contracts will

be release-by-release.

Houghton believes Bi-Media’s role could be to eventually replace the two-year built-up profile of traditionally garnered by unsigned bands on the live circuit. “In the early Nineties, bands like Carter and The Wedding Present really built up their following through playing and playing until their records were knocking on the door of the charts and the media were forced to take notice of them,” he says. “The internet, if used in the right way, can create a similar opportunity by reaching out to fans directly.”

James adds that the agency aims to move on the door of the charts and the media were forced to take notice of them, but just placing a couple of clips on well-known music sites.

Decca is targeting its marketing effort for tenor Russell Watson (pictured) in his native North West before expanding the campaign across the country. His album *The Voice* is released next Monday (September 25) and will be TV-advertised in the Granada region and supported by six-sheet poster-advertising covering prime sites in Manchester including The Trafford Centre. The 27-year-old former winner's first big gig was on the pitch at Manchester United's Old Trafford ground for manager Alex Ferguson's testimonial and his appeal in the Manchester area has prompted Granada to broadcast a two-part documentary this month on the Music & Media Partnership project. The Manchester Evening News has run a full-page feature while there has already been extensive national press coverage. Decca expects sales of the album to increase across the UK next month to round the last game at Wembley Stadium, Watson will sing Jerusalem before England play Germany in their World Cup Qualifier on October 7. He will appear on the National Lottery show that evening while other TV appearances have included *The Morning*, national advertising during the next few weeks will focus on Channel 4, Channel Five, *The Sun* and *The Mirror*.



More drives big autumn schedule via £9.99 promotion with Vital

by Steve Hemsley

Mute Records is backing its biggest autumn schedule in 23 years with an October campaign linked to Vital Digital's Chain With No Home network of independent stores.

The label is a shareholder in Vital and has agreed a retail deal enabling the 102 stores in the CWNN to sell the new albums from Goldfrapp, Add N To X, Echoboy and Luke Slater, as well as lobby catalogue albums, for £9.99.

The promotion will be supported by full-page print advertising in the specialist music press and student publications around freshers' week, with CWNN stores receiving advance eight-track samplers to give away and in-store point of sale support including campaign posters, header boards and album artwork.

A label of Mute's stature should support the independents during this period of the year, especially on

the development of artists that Indies understand and are capable of nurturing to their customer base," says Mute's head of marketing Howard Corner.

The number of outlets in the CWNN has reduced from around 120, but Vital marketing manager Patrick Bingley says the scheme is more focused than in the past and the leading 40 shops were invited to the Vital sales conference earlier this month to take part in a Q&A session. "The plan is to have smaller retail focus groups later in the year while our traditional CWNN Christmas campaigns will be boosted by the funding of more local promotions so shops can organise co-op ads with labels and advertise in their local press," he says.

He adds, "Labels appreciate the benefits of the CWNN and have begun to mention stockists in their own advertising, while it is part of



Add N To (X): cut-price deal

deal with record companies that these stores guarantee to stock and promote their new titles.

The agreement sees Channelfly.com featured on the front page of the latest *Big Issue* out today (Monday) while a branded column with information on new music will feature every week. In return, *The Big Issue* will receive a full-page ad in the monthly *The Fly* magazine, which shifts around 130,000 copies, and receive radio advertising on the channelfly.com-owned Student Broadcast Network for one month, plus six months of banner advertising on the channelfly.com website.

There will also be monthly Big Issue-branded nights at the Barfly Club in Camden, which has played a part in breaking a number of acts including Stereophonics, Skunk Anansie, Travis and Coleplay.

Channelfly.com CEO Adam Driscoll says the majority of the 1.1m readers of *The Big Issue* are

Emap extends Q and Smash Hits brands

Emap Performance is lining up its first series of Q magazine branded albums as part of a joint venture with Universal and EMI/Virgin.

CEO Tim Schoonmaker says the first title will be out in time for Christmas with four planned in 2001. "The albums will reflect the values of Q, the UK's most trusted guide to popular music, whose readers are among the keenest music buyers," says Schoonmaker.

In addition, Q TV is launching in October and will see editorial features based on the magazine, including a Q&A element similar to the Cash For Questions feature and a Q-rated albums review slot.

Emap also said that its Smash Hits brand is being expanded to include a two-hour radio show across the Big City Network from September 24. And a TV show called Smash Hits You Control will appear on The Box, while an hour-long show will be shown on Sky One from October 1.

of the year so far, on October 23.

There will also be heavy promotion for the new Erasure album *Loveboat*, released on October 23, while the single *Freedom* is out on October 9.

Erasure begin a one-week tour of regional radio and TV today (Monday) organised by Intermedia Regional while six regional club play-backs took place last week. Mute is also mailing 50,000 A3 postcards promoting the single and album and advertising a special telephone number in the local press which fans can call to hear Freedom.

Also releasing on October 23 is Add N To X's new album *Add In! In! In!* to be promoted as part of an on-line campaign.

new s f i l e

ODEON INSTALLS LISTENING POSTS

Ten Odeon cinemas in London will launch listening posts next month in a six-month trial designed to boost sales of film soundtrack albums.

Soundtracks, which is co-ordinating the project, says 14 posts will be fitted to each of the sites which all average 8,500 customers a week and the first O2I to be promoted will be *Romeo & Juliet* by Virgin Records.

CAPITAL INTRODUCES CENTURY

Capital Radio is introducing the Century Radio brand to London by launching a digital version on the digital multiplex this Thursday at the Live 2000 event at Earl's Court. The move comes as part of the rebranding last week of Century's analogue stations including the introduction of a new logo.

FIRST DVD PLUS FLIP DISC

The first DVD Plus flip disc to be marketed in the UK is a digitally-mastered version of Emerson Lake & Palmer's first album *Pictures At An Exhibition* released 30 years ago. It has been devised by The DVD Company and Scoresse in Germany and is being distributed in the UK by Pinnacle. It has an audio CD album on one side and the DVD live visual from the act's 1970 London gig on the other.

UNDERWORLD IN CAFE TOUR

U2 Records begin an eight-date tour of cafe venues today (Monday) to promote the Underworld DVD *Everything Everything* which is released on October 9. U2's regional promotions team is visiting local media and retailers to attend the two-hour demos, the tour starts at Sumo in Brighton and visits Bristol, Birmingham, Manchester, Cardiff, Chester and Newcastle before ending on September 27 at The 13th Note in Glasgow.

RAZORCUTS APPOINTS WEB HEAD

Customised promotional CD company Razorcuts has appointed Rene Amoco as head of label services to expand its online music content. She will work with record companies providing facilities linked to label websites. This could include providing a download facility allowing visitors to create their own personal compilation CD featuring artists on the roster.

MOBY'S PLAY DELIVERS THE GOODS

This week, Moby's *Play* album is certified four times platinum, while Ernie's *The Marshall Mathers LP* and Craig David's *Born To Do It* album both go double platinum.

HOW TV SHOWS' RATINGS COMPARE

Programme	Viewers (000s)	Change on 1999
Top Of The Pops II	4,438	n/a
Top Of The Pops*	3,451	-16.2
SMTV	2,032	29.8
24/7	1,941	n/a
The Pepsi Chart	1,939	-14.1
FBI	736	n/a
Planet Pop	426	n/a
Videochat	284	-30.7
Late 4	134	-37.7

*combined totals

Source: MediaCom TMB for w/o August 28 2000

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

Virgin raises profile on MTV with biggest sponsorship deal to date

Virgin Megastores' biggest TV sponsorship deal begins today (Monday) with a £250,000 12-month agreement to brand MTV's *Hitlist UK* and a new Albums Of The Week feature.

Hitlist UK is one of MTV's longest-running shows while the new Albums Of The Week strand is a three-minute video montage recommending three new albums chosen by the MTV Networks UK music policy team. The first titles to be featured are Richard Blackwood's (pictured) *You'll Love To Hate This*, Björk's *Seiða Songs* and Madonna's *Music*.

The slot will be shown every Monday with daily showings throughout the week in the morning, afternoon and evening. There will be up to 40 exposures across MTV UK, MTV Ireland and MTV Europe each week in what is the first cross-channel sponsorship deal signed by Virgin.

Virgin Megastores' retail marketing manager Kerry Lee says this is also

the biggest long-term deal MTV has signed with any retailer. "The attitude of the two brands is very similar and there will be many opportunities for us to work together," she says.

The chain will support its sponsorship with a permanent MTV display in all 94 stores, highlighting the Albums Of The Week and singles featured in *Hitlist UK*.

The sponsorship deal was negotiated by Lee and MTV's director of sponsorship Ann O'Neil. The MTV ad sales and sponsorship team recently won the contracts to sell advertising and sponsorship for Nickelodeon and Paramount Comedy Channel.

Big Issue and Barfly utilise markets

The *Big Issue* is to increase its music coverage following a partnership deal with music group channelfly.com which marks the magazine's ninth birthday.

The agreement sees channelfly.com featured on the front page of the latest *Big Issue* out today (Monday) while a branded column with information on new music will feature every week. In return, *The Big Issue* will receive a full-page ad in the monthly *The Fly* magazine, which shifts around 130,000 copies, and receive radio advertising on the channelfly.com-owned Student Broadcast Network for one month, plus six months of banner advertising on the channelfly.com website.

There will also be monthly Big Issue-branded nights at the Barfly Club in Camden, which has played a part in breaking a number of acts including Stereophonics, Skunk Anansie, Travis and Coleplay.

Channelfly.com CEO Adam Driscoll says the majority of the 1.1m readers of *The Big Issue* are



John Bird: *Big Issue* founder

between 18-23 which is the target demographic. "This is an opportunity for both brands to utilise each other's customer base and fits with our tradition of promoting grassroots music," he says.

The *Big Issue*'s founding director John Bird says the magazine has always been active in the youth market and its music content has been one reason for its success. "We want music to play an integral role in the countdown to our big 10th anniversary next year. The tie-in with channelfly.com appealed to us because of its commitment to the cutting-edge acts that many of our readers are into," he says.

chartfile

● Just a week after entering the German albums chart at one, Robbie Williams' comeback back to the top of the fono hit 100 chart as Rock DJ once again becomes the most popular record on European radio. The UK singles release therefore also retains its place as the biggest UK-sourced track on Europe's airwaves, while his album's popularity spreads from Europe to Australia where it is the second highest new entry at seven. Sing When You're Winning's chart lifts this week including 12.5 in Italy, 13.5 in Germany, 8.7 in Finland, 22.1 in France and 26.25 in Spain.

● Independent repetitive for long periods led the corporate carve-up among the 20 biggest UK-sourced tracks on European radio, but the sector's share is notched a knock-out as the majors release their biggest titles into the autumn market. Universal comfortably takes the table this time with seven of the top 20 tracks on the UK-only fono chart, with EMI, Warner and the indies claiming three apiece. Virgin with two, and BMG and Sony with one each.

● Wildstar/Telstar signing Craig David's **Born To Do It** album holds on for a second week as well as on the Dutch and Swedish charts as it leaves 44.1 in Denmark. Meanwhile, David's second solo single **7 Days** makes progress, rising 14.9 in Denmark and 17.6 in the Belgian Walloon chart and holds at seven in the Netherlands.

● France becomes the last key territory in Europe to make Sonique's **It Feels So Good** a big sales hit as the Serious/Universal Island release becomes the highest new entry at 12. That is enough to make it the highest-ranked UK-sourced track on the chart, overtaking Bobby's Natural Blues which falls 18-22.

● The Bryan Ferry best of **Slave To Love** is currently going Melanie C's Northern Star a run for its money as Virgin Records' most successful UK album on the continent. It rose 25-16 last week in Germany, while this week it enters at 12 in Denmark. Meanwhile, Sporty Spice was last week a step away from the top spot on the German sales chart with **I Turn To You** rising 3-2 behind Britney Spears' **Rock Me**. However, Polydor's Ronan Keating has now gone all the way to the top of the airplay chart with **Life Is A Rollercoaster**.

● Seventeen places separate from high-ranking Melanie C, but Victoria Beckham has grabbed her best appearance so far as a solo artist on the Norwegian sales chart. The NuLife/BMG-issued **Out Of My Mind** track by True Stoppers, which features Beckhams' debut at 19 on the chart. Meanwhile, fellow BMG act Westlife have made an important airplay breakthrough in France thanks to a cover of the Italian Columbia for their Mariah Carey duet **Against All Odds**. The Phil Collins cover is the chart's highest new entry at five.

● Sarah Brightman's latest album **La Luna** last week bettered even its number 17 debut to the US by once again becoming the highest-ranked album by a UK artist with a number nine debut.

European success for UK records Universal's overseas push



by Paul Williams
Universal Island is experiencing one of the quickest global radio reactions to a brand new UK single in the band's history as it looks to build on the 12m sales of the best of 1990-1999 **GoldenEye**.

Released in early October 99, it has ended Madonna's reign on the Italian airplay chart by debuting at one, while entering at six in Portugal, 11 in Denmark, 13 in Spain and 1.8 in Sweden. "We've had a fantastic reaction," says Universal Island's head of international Steve Matthews. "Management keeps phoning and asking 'What's the bad news?' and I haven't been able to find any yet."

He adds that the band committed themselves to an extensive promotional schedule for the parent album **All That You Can't Leave Behind**, which is released globally from October 30 and was a key part of Universal Music International's European marketing meeting at Hatfield Heath, Hertfordshire, a fortnight ago. The promotion will include two visits to the US where their in-house promotion Jimmy Lovine's intracompany operation will handle a UK album for the first time.

Internet marketing for the band will see the launch of the first official UK2 website at the start of next month with Beautiful Day, 30-and-30-second clips from the new album already

UK2: 'Fantastic reaction'

being placed on a mini, pre-launch site. The new site, appropriately called UK2.com, will also feature rare and historical clips.

Universal's Hertfordshire meeting also featured a performance from Samantha Mumba who figures prominently in Polydor's UK-sourced priorities for the autumn including Björk, Eagle-Eye Cherry, Gabrielle, Stephen Gately, Ronan Keating and S Club 7. Much of Mumba's focus will be on the US initially, with Gotta Tell You the fastest-growing UK-sourced single on the Hot 100 at present. However, promotion is also lined up for mainland Europe.

Polydor also has high hopes for the second S Club 7 album which, unlike its 2-succeeding predecessor, will have a fairly uniform release schedule around the world. Most territories will see the release of 7 around October 16, though it is already out in Australia, New Zealand and Canada with the latter shifting around 100,000 units to date.

US, which has Fax Kids scoring the second TV series, will go with the album in November.

Meanwhile, Ronan Keating's **Rock On!** album has sold around 700,000 units outside the UK in just three weeks with further promotion to be on the album to come, including a trip this week to Japan and the Far East and a first solo tour. Despite Boyzone's lack of US success, Polydor head of international Greg Sambrook is hopeful for the album. Stated too, with Interscope planning to release it early next year and Keating set to spend several months out there promoting it. "Interscope really like the record and by then we would have had a fantastic international story," he says.

Mercury's head of international Sam Thomas is targeting 1m sales in France alone for its first **Tomás** album after the strong early pick up of its lead-off single **Il pleuvait**. He says the group, whose last album **The Irish Soul** went 3m units worldwide including 650,000 in France, will be making three or four promotional visits to the territory between now and the end of the year with trips also lined up to Germany, Spain, Switzerland and Sweden. A UK and Europe tour will follow next February.

Mark Knopfler's first solo project in four years is also already winning friends at radio and retail, including in Italy where his single **What It Is** has

just entered the sales chart at number seven and in Spain where it debuted at four. Knopfler recently performed the track on the **Concert Italian Top Of The Pops** in Rome and will be further embarking over the next few months on a number of key TV appearances across Europe. These will include Germany's **Gold Oder Liebe** and Harold Schmidt show and Italy's **Qualità One** (also on the Italian Top Of The Pops). It will also appear on David Letterman in the US, where he is handled by Warner. He will visit Argentina, Brazil and Mexico in November, and South Africa and Australia next February after two September 27 live album releases in the US. Mercury will be looking to pull off a similar success to the **Bees Gees'** multi-million selling **One Night Only** live album with its own Elton John release of the same name coming out internationally around November 15, an accompanying TV special to the album, which will be compiled from two Madison Square Garden concerts on October 20 and 21, is being placed with key terrestrial broadcasters including The US's CBS (who will air it on December 1).

Roni Size/Repräsent's Repräsent album, which will be compiled from two Madison Square Garden concerts on October 20 and 21, is being placed with key terrestrial broadcasters including The US's CBS (who will air it on December 1). Roni Size/Repräsent's Repräsent album, which will be compiled from two Madison Square Garden concerts on October 20 and 21, is being placed with key terrestrial broadcasters including The US's CBS (who will air it on December 1).

UK TOP 20 AIRPLAY HITS IN EUROPE

UK	IRL	IRL	UK/IRL	UK/IRL	UK/IRL	UK/IRL	UK/IRL	UK/IRL	UK/IRL	UK/IRL
1	1	1	1	1	1	1	1	1	1	1
2	2	2	2	2	2	2	2	2	2	2
3	3	3	3	3	3	3	3	3	3	3
4	4	4	4	4	4	4	4	4	4	4
5	5	5	5	5	5	5	5	5	5	5
6	6	6	6	6	6	6	6	6	6	6
7	7	7	7	7	7	7	7	7	7	7
8	8	8	8	8	8	8	8	8	8	8
9	9	9	9	9	9	9	9	9	9	9
10	10	10	10	10	10	10	10	10	10	10
11	11	11	11	11	11	11	11	11	11	11
12	12	12	12	12	12	12	12	12	12	12
13	13	13	13	13	13	13	13	13	13	13
14	14	14	14	14	14	14	14	14	14	14
15	15	15	15	15	15	15	15	15	15	15
16	16	16	16	16	16	16	16	16	16	16
17	17	17	17	17	17	17	17	17	17	17
18	18	18	18	18	18	18	18	18	18	18
19	19	19	19	19	19	19	19	19	19	19
20	20	20	20	20	20	20	20	20	20	20

Chart based on the 2000 single airplay chart on the fono hit 100 based on 100 stations in 15 European countries. For subscription to the fono hit 100, call 01203 966880.

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AMERICAN CHARTWATCH

by ALAN JONES

More rap albums were sold in the US last year than in any previous year and the genre maintains its high profile this week, claiming the top two places in the chart and the two highest debuts. For the fifth week in a row, it is St. Louis rapper Nelly who leads the way, selling a further 152,000 copies of his debut album **Country Grammar**. Meanwhile, Eminem climbs to number two with the Marshall Mathers LP selling 149,000 units to replace **Britney Spears'** **Oops...! Did I Do It** at third place. **C-Murder**, who records for his brother Master P's No Limit label, enjoys the week's highest debut with **Trippin In Crime**, which sells some 76,000 units to take ninth place. That is 4.0 notches higher than the week's second highest debut, **Mack 10's** **The Paper Route**.

Of the chart's UK residents, **Sing!** simultaneously celebrates 50 weeks in the chart and topping 2.5m sales with **Brand New Day**. Although it slips a notch to number 12, **Sarah Brightman** (pictured) suffers a small decline too, with her highest charting album to date, **La Luna**, falling 17-23 with 45,000 copies sold last week to add to its debut week's sales of 50,000. Brightman's previous highest charting album was 1999's **Desire**, which reached number 65 and has sold more than 500,000 copies to date.

GAVIN US URBAN TOP 20

UK	IRL	UK/IRL	UK/IRL	UK/IRL	UK/IRL	UK/IRL	UK/IRL	UK/IRL	UK/IRL	UK/IRL
1	1	1	1	1	1	1	1	1	1	1
2	2	2	2	2	2	2	2	2	2	2
3	3	3	3	3	3	3	3	3	3	3
4	4	4	4	4	4	4	4	4	4	4
5	5	5	5	5	5	5	5	5	5	5
6	6	6	6	6	6	6	6	6	6	6
7	7	7	7	7	7	7	7	7	7	7
8	8	8	8	8	8	8	8	8	8	8
9	9	9	9	9	9	9	9	9	9	9
10	10	10	10	10	10	10	10	10	10	10
11	11	11	11	11	11	11	11	11	11	11
12	12	12	12	12	12	12	12	12	12	12
13	13	13	13	13	13	13	13	13	13	13
14	14	14	14	14	14	14	14	14	14	14
15	15	15	15	15	15	15	15	15	15	15
16	16	16	16	16	16	16	16	16	16	16
17	17	17	17	17	17	17	17	17	17	17
18	18	18	18	18	18	18	18	18	18	18
19	19	19	19	19	19	19	19	19	19	19
20	20	20	20	20	20	20	20	20	20	20

Chart based on the 2000 single airplay chart on the fono hit 100 based on 100 stations in 15 European countries. For subscription to the fono hit 100, call 01203 966880.

GAVIN

TOP UK AND UK-SIGNED SALES CHART PERFORMERS ABROAD

Country	Artist	Title	Chart Position
AUSTRALIA	Black Rock (Madrone)	Black Rock	6
AUSTRALIA	Black Rock (Madrone)	Black Rock	6
AUSTRALIA	Black Rock (Madrone)	Black Rock	6
CANADA	Carlin	Carlin	9
CANADA	Carlin	Carlin	9
CANADA	Carlin	Carlin	9
FRANCE	It Feels So Good	It Feels So Good	1.8
FRANCE	It Feels So Good	It Feels So Good	1.8
FRANCE	It Feels So Good	It Feels So Good	1.8
GERMANY	It Feels So Good	It Feels So Good	2.3
GERMANY	It Feels So Good	It Feels So Good	2.3
GERMANY	It Feels So Good	It Feels So Good	2.3
ITALY	It Feels So Good	It Feels So Good	6.5
ITALY	It Feels So Good	It Feels So Good	6.5
ITALY	It Feels So Good	It Feels So Good	6.5
NETHERLANDS	It Feels So Good	It Feels So Good	2.3
NETHERLANDS	It Feels So Good	It Feels So Good	2.3
NETHERLANDS	It Feels So Good	It Feels So Good	2.3
SPAIN	It Feels So Good	It Feels So Good	3.3
SPAIN	It Feels So Good	It Feels So Good	3.3
SPAIN	It Feels So Good	It Feels So Good	3.3
US	It Feels So Good	It Feels So Good	25.28
US	It Feels So Good	It Feels So Good	25.28
US	It Feels So Good	It Feels So Good	25.28

Chart based on the 2000 single airplay chart on the fono hit 100 based on 100 stations in 15 European countries. For subscription to the fono hit 100, call 01203 966880.

GAVIN

Brightman and Charlotte Church occupy all of the top five positions on the classical crossover chart, making it a UK-only domain for the first time - Brightman is at one with **La Luna**, four with Eden and five with **The Andrew Lloyd Webber Collection**, while Church is at two with **Voices Of An Angel** (a re-entry to the Top 200 this week). The album also rules the chart going with **The King** at number two and **Sing!**'s **Brand New Day** at number three.

On the singles chart, **Madonna's** **Sing** enjoys a second week at the summit, not least because it is available on two CD singles - an honour it shares with only two other records on the Hot 100. The regular CD features unavailable Cyberaga - **Max CD** with the UK's **Talvin Singh** not issued here - while the **Musical** is Madonna's 12th number one in the Hot 100 (20), Elvis Presley (17), Madonna (15) and Michael Jackson (13). The **Back** Here moments 18-17, while **Sing!**'s **Desire** - **BBMak's** **Back Here** - **Musical** with 24.25 and **Samantha Mumba's** **Gotta Tell You** climbs 72-65, a move sparked by the record's 28-22 improvement on the sales list.



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newsfile

CHRISLAIS CREATE NEW A&R POST

Chrislais has appointed Chrislais Music France GM Stéphane Barret to the newly created position of International A&R coordinator. Chrislais Music MD Jeremy Lascelles says the creation of the new role is a logical development of the company's expansion into territories which include France, Germany, Sweden, Norway and Denmark. "All our European offices are repertoire sources of potential international magnitude so we need to make sure that we're working together. Stéphane is a bright, talented and able individual who can make this happen."

WARP SIGN US DISTRIBUTION DEAL

Leading UK electronic label Warp has forged an exclusive distribution deal with Caroline Distribution and is also set to open a New York office within the next month. Warp, which was previously licensed to US labels including Sire,TVT and Matador "will continue to license some titles in the US", says head of marketing Simon Halliday, "although the main aim is to increase our own distribution there." Halliday adds, "Caroline are the perfect partners for us, with an unrivalled track record in this field and they will be a vital part of our attempt to forge closer links with our fans in the US."

XTRAVAGANZA LAUNCH NEW LABELS

Xtravaganza Recordings is following its successful run of 10 consecutive Top 10 hits with the launch of two new imprints. The London-based Independent will launch the vinyl-only imprints X2 Blue and X2 Disco on October 2. X2 Blue will focus on progressive house and will be launched with a double A-side single from Afterburn aka Agnew and Nelson. X2 Disco will showcase contemporary disco, launching with 'Keep Doin' It' by Black Connection featuring Taka Boom.

Universal deal makes Sonique fee so good

by David Balfour

Newly-appointed Universal Music Publishing vice president of international Kim Frankiewics has celebrated her first week in the new role by completing the signing of Sonique/Universal artist Sonique for a world-wide publishing deal.

Sonique - who has this year capitalised on her existing status as a successful DJ and former S'Express vocalist/songwriter to sell more than 1.7 million singles and 650,000 albums as a solo act - signed the deal after receiving interest from several companies.

Sonique's Manager Eric Harle says that while there was no shortage of interest, Universal's belief in the artist eventually won out. "It's been a long process before reaching the decision to sign with Universal," he says. "Companies started approaching Sonique at the beginning of the year, with Universal and EMI being the main contenders, although she wasn't ready to make a decision at that stage. Although both EMI and Universal came back to us with similar offers, the eventual decision was made on the basis of Universal's flexibility and the feeling that it would go the extra distance for her."

Frankiewics - who completed the signing in tandem with Universal Music executive VP of Europe/Universal Paul Connolly - feels that Sonique's proven international success with the singles It Feels So Good and Sky and her album *Here My City*, has firmly established her for long-term success.

"Obviously she's already accomplished a lot this year and we believe that she's got a big chance ahead of her," she says. "She's very dedicated and, as she's now beginning to think



From left: Frankiewics, Connolly and Sonique

about the next album, this is a great time for us to get involved." While the main focus will be the next album, she adds, there is already plenty of demand for her songs. "We're already working on synchronisation agreements. We've had requests from film and TV companies all over the world, so we're looking at those now and we'll also start discussing ideas and potential cowrites for the next record."

Harle believes that the new relationship with Universal is an important step in his plans to develop Sonique's profile not just as a DJ and performer, but as a songwriter.

"I'm sure that in time she will be recognised for her songwriting abilities," he says. "I'm very proud on her behalf that she's cowritten both of her hit singles. It may take time for the industry to see this side of her but now that people are realising that she's not just a one-hit wonder, I'm certain that we can build her up as a prolific and successful songwriter."

Sonique is enthusiastic about the new deal. "I am excited that Universal has given me a chance as an artist and a writer, so let's get with it" she says.

A&R interest grows for In The City hopefuls

In The City unsigned contenders are reporting strong label and publishing interest ahead of their showcases this weekend, as the gathering of talent brings together unknowns alongside relatively established acts.

The songwriting prowess of Manchester based trio Haven, managed by former Smiths manager Joe Moss, is winning publishing interest from several majors. They are also the most-requested ITC live unsigned artist on official ITC download website Vitaminic.

The appearance of Fuzt Light Years will add speed to the close race for their contract. Sharing management with Catalonia, the group enjoyed critical acclaim for one-off single interstellar Operator, released by Blue Dog offshoot Animal Noise.

Grand Western return to the live circuit after a few months of songwriting. Now sharing management with Ian Brown (Retaliate First), their new material builds on early support from Xfm and Radio One's Mark and Lard.

London singer/songwriter Rosie Brown follows her highly-rated Ronnie Scott's headline appearance as an obvious highlight of the ITC acoustic competition, while Don-E protégé Steve Murray is set to shine in the black unsigned section. Interest in Rosie grows in light of her development, her new material demonstrating a move away from being a strictly acoustic performer.

Unknown acts ready to benefit at the event include Dublin-based Brando, whose thoughtful arrangements of classic melodies are expected to win them instant recognition.

The Bardot are leading the strong rock presence at this year's event. The London three-piece, managed by Riverman (home of Placebo), have benefited from support slots with Coal Chamber and System Of A Down.

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LABEL FOCUS
by Sire

Formed by Simon Raymonde and Robin Guthrie of the Cocteau Twins as an independent vehicle for that band's releases, Bella Union has broadened its scope from those initial aims. In the three years since its formation, the label has become an active independent with a diverse roster of UK and international acts and a busy release schedule that is increasing the label's profile both at home and abroad. While the Cocteau Twins' desire for independence led to the label's formation, Raymonde explains, the qualities that they themselves wanted in a label quickly attracted other groups to the fold.

"Like many bands, we had mixed experiences with the labels we were signed to," he says. "When we left Mercury we knew we wanted to form a label that we'd like to be signed to ourselves, where we could have full control over our own affairs. With that in mind, we want our other artists to feel that way about the label. We sign 50/50 deals with artists - that's fundamentally important."

Though the Cocteau Twins' career as a group finished soon after the label was established, the third label release, Dirty Three's *Ocean Songs*, attracted widespread media interest and started the expansion. And, today, Bella Union enjoys success with a number of acts including Denver-based five-piece The Czars, who are currently on tour with David Gray, and Departure Lounge whose Kid Loco-produced Goldfield EP will be released in October to follow their support dates in Morcheeba's current UK tour. Next month will also see the release of the Choke EP from label founder Robin Guthrie's new project Violet Indiana.

Bella Union's October label promotion with Pinnacle will see the label's entire catalogue available at retail for £9.99, accompanied by a limited-edition compilation of Bella Union releases for £2.99, or free with any two catalogue items.

The label has also recently launched a



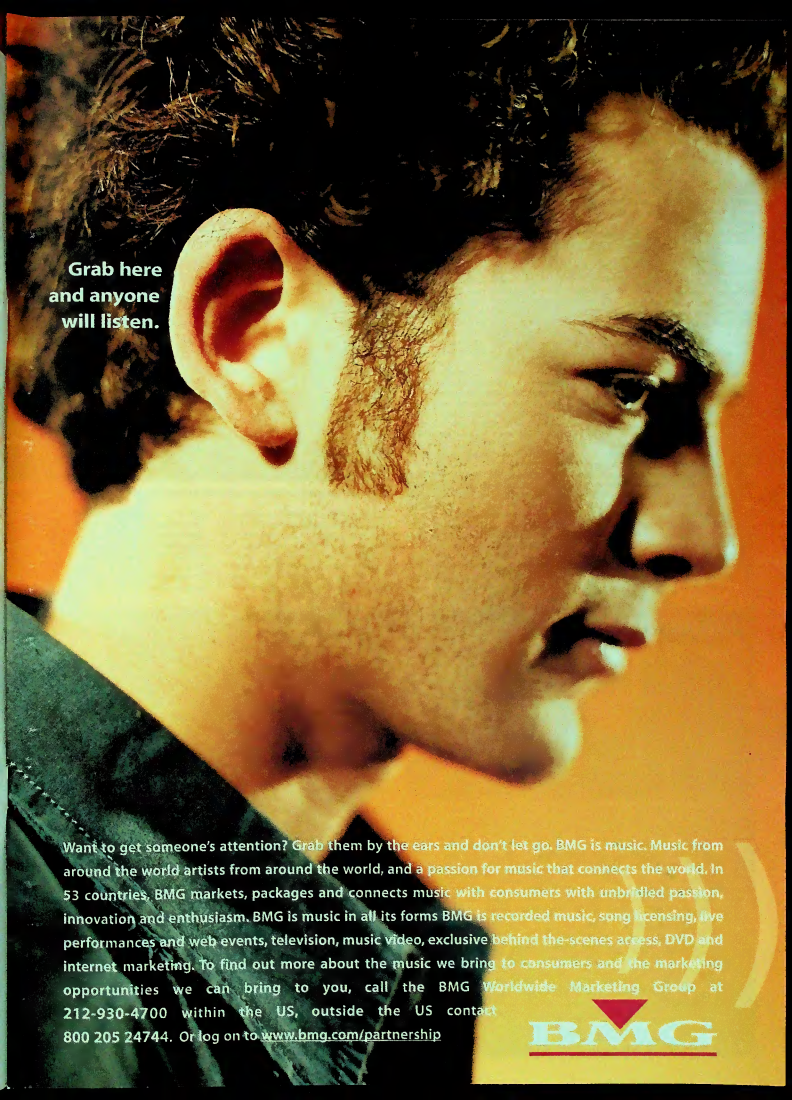
Robin Guthrie (left) and Simon Raymonde

series of instrumental releases under the name Series 7, the first being the eponymous album from Cambridge group WeLo. Bella Union's busy release schedule also reflects a shift in focus away from licensing towards artist development, Raymonde explains.

"We used to be happy to pick up records on licence, but now we tend to focus more on developing home-grown artists," he adds. "There's no label sound as such, but I'm always looking for something I've not heard before, if there is a thread through our releases, I would say it is that our artists all break new ground and have a melodic appeal."

Raymonde believes that the rapid growth of the internet is a blessing for independents. "We've begun advertising in carefully selected publications, particularly in the US, and we've noticed a significant rise in hits and sales through our website. We're now making a significant percentage of our sales through the website."

Bella Union is, Raymonde believes, very much a team effort between the staff of the label, which is managed by Fiona Glynn-Jones, and the bands themselves. "We're a small operation, so the bands and the label work alongside each other sharing the work, sometimes we all need to do ten different jobs," he explains.



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BMG

BMG chairman Richard Griffiths took the stage for his third conference at the helm of the "independent major and major independent" safe in the knowledge that the UK company had achieved its highest annual profits and revenues.

Figures for the year to the end of June showed the UK operation's profits had risen year-on-year by 50% and revenue by 40% as the company continues to perform strongly in the pop arena, while also being moved further by Griffiths in other directions. This year alone has seen the creation of a new UK commercial and classics division under Hasse Bretholz and the launch of a compilations joint venture with Telstar.

Although the company retains its fifth position behind its rival majors in the half-year market share figures, the corporate group's 9.3% singles share was easily snapping at the heels of Sony and EMI's 10.0% and 10.1% shares. Its 8.5% six-month albums share, meanwhile, includes RCA's Westlife album, and Arista's Whitney Houston The Greatest Hits and Santana's Supernatural, which are all currently among the year's 20 biggest-selling artist albums.

Looking back to last year's autumn season, Griffiths said BMG was the only major to succeed with several newly-signed artists, among them Christina Aguilera, Westlife, Five and Lou Bega. He took special care to praise key A&R talent across Arista and RCA as he underlined his commitment to BMG developing its rosters in a bid to expand its international appeal. "Because of the success of Foo Fighters, [Mercury Music Prize nominee] Death In Vegas and Beth Orton, I am really excited by the proof that we are, for the first time, making artists across all genres," he said.

He added, "All good record companies must constantly revitalise their A&R and, over the past year, we have succeeded in broadening our base, while retaining focus on a comparatively small number of acts."

Reminiscent of last year's speech, when Griffiths revealed he had just signed off BMG's distribution to sister company BDS, Griffiths revealed the major had at last finalised its acquisition of UK indie Cheeky Records, only hours before the conference was due to begin.

Home to acts such as Faithless, Dido & Kinsey, Cheeky should be an easy fit with Arista and help build the record company's UK roster.

Again this year, its UK operation has turned to the US for the majority of its biggest hits, including Santana and Whitney Houston, but it has also enjoyed significant success with the homegrown True Steppers.

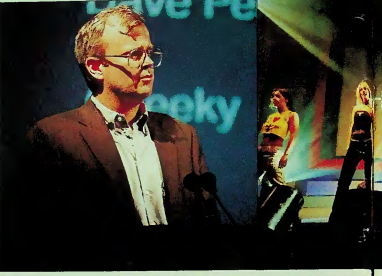
Griffiths added that A&R supremo Dave Bates would be working with Arista on emerging singer/songwriter Tom McRae and future signings to his fledgling DB independent on an international front. In addition, Mick Clark - the man who signed Letticed in his tenure at Sony - would be set to deliver his first artists for release on RCA in early 2001.

He added that Dave Pearce's Universal Essential Selection series was set to join BMG alongside his NuLife label - which has seen early success with the True Steppers - for its first next release in early 2001.

BMG vice president of international A&R and marketing Mick Stewart predicted boldly at the conference that ex-Another level member Dave Bowers was set to join the male pop solo elite - currently inhibited by the likes of Norman Keating, Craig David and Robbie Williams - in 2001. He added

BMG delivers as it goes across all genres

BMG was in buoyant mood as Richard Griffiths was able to confirm



BMG scene stealers (from left): managing director Richard Griffiths, successful teen pop

Bowers' plot would be built further through his hosting of the debut *Smash Hits* TV series from October, in partnership of a yet-to-be-arranged single in early 2001.

Stewart began his presentation to the conference with special reference to the single *Amazed* by Lonestar, which despite getting no higher than 21 in the chart,

spent 17 weeks in the Top 40.

For RCA the big story undoubtedly for the autumn/Christmas season will again be the record-breaking, chart-topping act Westlife. Promotion for their second album will go into overdrive, beginning with the October 30 release of *Coast To Coast*'s first single *My Love* with the album itself following on



PINK: Most Girls - Arista (September 18). Pink is one of Arista's key projects this autumn, described by Richard Griffiths as the "dark horse" ready to take the albums chart by storm with *Can't Take Me Home*, which had sold more than 45,000 units by last week. Arista is hoping *Most Girls*, which has been A-listed by Radio One, and the yet-to-be-announced follow-up single in December will drive the album into the Christmas gift market. *You Make Me Sick*, the third single from the album, will be released in December.

ISSAC HAYES: Theme From Shogun - Arista (September 18). This reissue of Hayes' masterpiece, which now forms part of the soundtrack to the new *Shogun* movie, is being supported as part of a full national poster campaign for the film. The soundtrack, which is already available, also includes contributions from R. Kelly and Angie Stone.

VARIOUS: Radio Two Country Hits - BMG TV (September 25). The second edition of the Radio Two-branded country album is joined by a number of key compilation releases

from the recently-merged Global and commercial division with the schedule also including CD:UK (October 2), UK Garage Anthems (October 16), More Cold Feet and Pure R&B Vol 2 (both October 30). Stars in their Eyes (November 6) and Radio Two More Songs Of The Century (November 13).

WATERBOYS: A Rock In The Weary Game - RCA (September 25). The reformed Waterboys hit the shelves with their first album for seven years. Influenced by the likes of the Chemical Brothers, Beck, Mercury Rev and DJ Shadow, the band not only have a new label, but an entirely updated sound. **TOM MCRAE: Tom McRae - DB (October 9).** One of the two acts to play the conference, Tom McRae is following up his September 4-released debut single *You Cut Her Hair* with the self-titled album on Dave Bates' recently-launched independent label. The release will be distributed by Pinnacle in the UK and handled by Arista internationally. **MCRae's** second single *Dose Me Up* will be issued on November 6. **BNH: Your Love - RCA (October 9).** A series of TV

spots has been lined up to support this dance/pop debut single, including *FTL* on September 16, *CD:UK* on September 23, *Nickelodeon* on September 25 and *MTV Select* with Richard Blackwood on October 4. It was due to be added to The Box's playlist at the end of last week.

TONI BRAXTON: Spanish Gutter - Interscope/Arista (October 9). The second single from her top three album *The Heat* precedes a third yet-to-be-announced December 11 single release as part of the plot to push the US album as one of Arista's key hopes for the gift market.

PHAT B: And On Drum Machine - NuLife (October 9). Phat B is Dave Pearce's fledgling imprint's newest hope to build on the label's early success with True Steppers. This is the first of two releases from the imprint during the autumn, with the M4 release *Electronic Funk* put back from its September release to October 23 to gain a little more "life in the clubs".

CHRISTINA AGUILERA: Come On Over Baby - RCA (October 16). Supported by a Channel 4

advertising campaign, the third single from Aguilera's album is released in mid-October and will be a key indicator of the reliability of Harry Magée's



prediction that the album still "has plenty of life". **BLEACHIN': Come Down - Bollerhouse/Arista (October 30).** The second single release from DJ Jeremy Healy and singer Amos's collaboration, *Bleachin'*, comes five months after the Bleachin' album release and is aimed at propelling the album into a healthy chart position.

SAHARA: Put Your Lights On - Arista (October 30). The third single from the multi-Grammy-winning Supernatural album is the last Santana push of the year and is designed to maintain the album's momentum into the Christmas gift market.

RIN: Wicked Game - RCA (October 30). The Finnish Rock Goth outfit's "dark and wonderfully sinister" reworking of the Chris Isaak hit will be sure to secure cross-over appeal for the niche act. It is featured on the album *Razorblade Romance*, which was issued back in May.

SHREK SEGER: My Story Project - RCA (October 30). RCA has high hopes for this 20-year-old Texan singer/songwriter who has fallen in love with the UK and decided to stay and sign here. The first single *Last Time*



New acts hit home for the first time

As a wider A&R policy was beginning to pay off. By Mary Louise Harding



Girl Thing and new signing and high hope Tom McRae

"Super Monday", November 6. A record £1.5m marketing spend, coupled with an arena tour, will be backed up by a huge PR push with the release going head-to-head with the Spice Girls' album Forever.

The label is aiming to ultimately clock up 2.5m unit sales of Coast to Coast, putting it

among the very elite of big album sellers. RCA general manager Ian Dickson - who took over from Keith Blackhurst earlier this year - is bullish about the Spice Girls clash. "We want to go head-to-head with the Spice Girls - if they move, we will move. We'll go wherever they go. At the end of the day it will mean both acts sell more records and

that's what it's all about," he says. RCA - which just scraped into the Top 10 companies' market shares for singles for the first six months with 3.6% - has underlined its new general manager's intention to take the label beyond pop with brand new signing Shea Seger.

Scheduled to appear on the cover of next month's *Dazed And Confused*, the 20-year-old Texan singer/songwriter will see her first single and album releases in the fourth quarter as RCA targets the older, more discerning leftish pop market inhabited by the likes of Alanis Morissette.

Although yet to be confirmed, it seems likely RCA will be adding William Orbit to its roster, following the announcement of his worldwide signing to BMG UK at the conference. Orbit is likely to be a strong addition to RCA in terms of its gradual musical expansion.

As for RCA's pop core of Five, Westlife and new hopefuls Girl Thing, Griffiths moved to make particular emphasis on his confidence in the enduring pop market - and especially Simon Cowell and his fledgling proteges. "For the first time across both labels we have a diverse group of artists and, incidentally, for the first time we have the necessary skills to work such broad-based repertoire," he said. "However, let me make it clear that we will not be abandoning our premier position in the pop market. I believe the death of pop music has been greatly exaggerated. Unfortunately what we have seen in the past few years is a lot of very poor pop music being pushed onto the market place by some companies to participate in a market place which they know nothing about."

Pre-empting Cowell's subsequent signing

of a further five-year contract to develop a joint venture label under the RCA umbrella, Griffiths added, "We are lucky in that that Simon Cowell will have Europe's pre-eminent pop A&R man and I would like to take this opportunity to thank him for all that he has achieved with Five and Westlife. I have no doubt that Girl Thing will flourish in our footsteps."

Magee concurred with this view, emphasising the durability of the "A list" of pop. Speaking after the conference he said, "In order to gain entry into the A list, to get the media to take notice in the now matured pop market, the act has to be extremely high quality or unique. There's no doubt the market is over saturated, but the A list will always succeed. Girl Thing are still the most successful teen pop act to be launched this year with a number eight position on their debut single. The quality of their songs and production, coupled with their superior talent will mean, if there is a slot in the A list, Girl Thing will make it. We've been spoiled by the speed with which Five and Westlife became a success and we just need to wait a little longer."

Magee said he was committed to announcing a new key signing at each subsequent conference, and was hoping to be able to take the success story of breaking Shea Seger next year ("the most talented debut act I ever worked with") and the effective return of the Waterboys in the UK and Europe ("a real return to form") in the fourth quarter and beyond. In terms of the fourth quarter, Magee underlined his determination in Aguilera's potential, predicting her album still has "plenty of life", boosted by the next single Come On Over's early success in the US.

SINGLES CHART SCORES

	No 1s	Top 10s	Top 20s	Top 40s	Total hits
Arista	0	11	4	3	18
RCA	2	4	2	2	10

Figures cover 2000 releases' highest chart positions in the 33 weeks up to w/e Sunday August 28. BMG's market share for the first six months of the year was 9.3%, making it the fifth biggest corporate group. Arista, the sixth biggest company, took a share of 5%, while RCA, the 10th biggest company took 3.6%.

Source: MW



(October 16) is supported by a series of satellite town support slots during the next few weeks, culminating in her own show at London's Bournemouth on October 6. The single - which was shown on MTV Europe 23 times last week - will be followed by her debut album as part of the label's strategy to "create a story bridgehead" by Christmas.

KYLIE MINOQUE: Hills Plus - Deconstruction (October). Minoque's former label is moving to capitalise on Parlophone's successful relaunch of the Australian star's career with a mid-price UK best-of album, scheduled for release at a yet-to-be-confirmed date in October.
VARIOUS, The Only... - BMG Classics (October/November). BMG's fledgling

commercial and global division is set to release two key classics titles following on from its *The Only Series*. The Only Guitar album is set for a release in October and The Only Piano Album at a yet-to-be-confirmed date in November supported by ad spots on Classic FM and a direct mail campaign.

GIRL THING: Bits On Top - RCA (November 6). Everything is riding on this second release from Simon Cowell's newest proteges, following the first release Last One Standing's failure to make the top five or stay in the Top 10 for longer than a week. The Ackerman/Wakins/Allison written and Mark "Spike" Stent mixed single is something of a nod to the current early Eighties pop trend. Their first album follows next year.

WESTLIFE: Coast to Coast - RCA (November 6).



Released on what Griffiths has termed "Super Monday", this album will see Westlife going head-to-head with the Spice Girls' Forever album. It will be supported by blanket teen press and TV appearances, plus a national arena tour and a series of Coast to Coast roadshow events at seaside locations around the country with the £1.5m marketing spend designed to put off record sales. The album's preview single My Love (out October 30) will aim to become their sixth chart-topping single in their own right, while another single - out on December 18 - will look to give them a second consecutive Christmas chart topper.
TRUE STEPPERS: Troesteppein - Nu/le/Arista (November 6). Following on from the garage act's success with label-mate Darné Bowers with *Buggin'* and the recent number two *Out Of Your Mind* also featuring Victoria Beckham, this single features two yet-to-be-confirmed superstar collaborators.
WHITNEY HOUSTON: Heartbreak Hotel - Arista (December 4). The third single release from Houston's *The Greatest Hits* album coincides with a revamp of the album aimed at the gift market. It will include an entirely different sleeve, and key TV and press slots. The album, which reaches number one in May, is currently two-times platinum in the UK.



Whitney Houston

SINGLE of the week

ALL SAINTS: Black Coffee (London LONCS454). Following *Pure Shores*, this year's biggest-selling single so far, was never going to be an easy task.



Unsurprisingly, All Saints have stuck with William Orbit to produce the follow-up. A typically lush mix of dreamy ambience, poppy melodies and silky vocals, it has just enough of an edge to make it stand out. While not as immediate a radio hit as *Pure Shores*, airplay is growing across the board, including *A-listings* at Radio One and Capital. It should lay the ground for the release of All Saints' second album, *Saints And Sinners*, on October 16.



RECORDED **TEXAS: In Demand** (Mercury MERCDS28). Cowritten with Dallas Austin and the first of two new tracks from the forthcoming *Best Of Texas* collection, In Demand has all the great Spitzer trademark books and slick production to kick-start what will be an enormous album. The track is B-listed at Radio One and sitting pretty at number nine on the IRL airplay chart. It points to a welcome return to form for one of Scotland's biggest musical exports.

BOB DYLAN: Things Have Changed (Columbia 6693792). Taken from the film *Wonder Boys* starring Michael Douglas, this Dylan song harks back to his classic *Desire* period of songwriting, storytelling over a repetitive acoustic guitar mantra.

TOMCAT: Crazy (Virgin VSCDT1785). Tomcat are not just another boy band — and their debut single is certain to turn a few heads. The cheeky Madness-meets-Robbie-Williams tune may have just enough fresh appeal to tap into the end-of-summer spirit.



COUSTEAU: The Last Good Day of The Year (Palm Pictures PPCD7043). Reissued by Palm Pictures, this received considerable radio support when it was released last September. Given a bigger push, this pleasing Bacharach-esque song delivered in Liam Magaly's distinctive vocal could be a hit. It is C-listed at Radio Two.

HEFNER: The Greedy Only People (Too Pure PURE 111). Capitalising on their Top 50 appearance with the *Good Fruit*, Hefner return with this bawdy vignette with subtle brass refrains. They are about to embark on their biggest nationwide tour to date.

R KELLY: I Wish (Jive 9251292). The US R&B loverman is back with a new single and album this autumn, to coincide with his

appearance on the soundtrack to the movie *Shaft*. I Wish is an easy stroll through his childhood, over a slowed-down groove. It is A-listed at Choice and at Capital.

CRASHLAND: Modern Animal (Independence ISDM425MS). This spine-tingling adrenalin-fueled single is from the West Country trio, whose forthcoming album, despite difficult gestation, looks to be one of this year's indie guitar gems.

SINGLE reviews



RECORDED **EVERCLEAR: Wonderful** (Parlophone CDCL824). Everclear's most melodic and accessible single to date looks destined to become a radio favourite with a B-listing at Radio One. While the sounds are uplifting, the lyrics are dark and introspective.

RECORDED **VENGABOYS FEAT. CHEEKAH: Cheekah Bow Bow** (Positiva CDTV142). Starting out like Kraftwerk's *Pocket Calculator* before reverting to their straight-up Euro-bounce, this will be the Vengaboy's fourth single — and fourth hit — from their *Platinum* Album.

RECORDED **HONEYZ: Not Even Gonna Trip** (First Avenue/Mercury HNZCD7). Lifted from the Nutty Professor 2 OST, this single will further develop the Honeyz' growing pop R&B credibility. It should repeat the success of their last Top 10 hit, *Won't Take It Lying Down*. It has been C-listed by Radio One.

RECORDED **MELANIE B: Tell Me** (Virgin CDT1777). Melanie B's taster single from her new album *Hot* reflects how Scary Spice

has opted for the R&B route for her solo career — and with successful results. It is B-listed at Radio One.

EMINEM: The Way I Am (Interscope 4974252). The second single from the platinum *Marshall Mathers LP* is gruffly ranted by Detroit's finest. Although not as commercial as the *Real Slim Shady*, an A-listing at Radio One can only help keep the parent album in the Top Five.

WILT: No Worries (Mushroom MUSHATCD9). Bringing to mind a mix of Black 132 and Crowded House, this has been B-listed on Xfm and has received support from Radio One's Steve Lamacq.

ATOMIC KITTEN: Follow Me (Innocent SINCD22). Follow Me lacks some of the undiluted pop appeal of *Atomic Kitten's* Top 10 hits *See Ya* and *I Want Your Love*, with a more mature sound. It is lifted from their debut album *Right Now*.

HINDA HICKS: My Remedy (Universal-Island CDT765). It has been two years since Hicks was last in the charts with her three Top 20 hits. My Remedy shows her concentrating on her R&B roots while adding her own pop soul appeal. The song is not outstanding, but is likely to be popular within the R&B crossover market.

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Stangate and Mitra & Shayne deliver a solid pop album which should help her profile, both here and abroad. **GRADE: C**

CHRIS REA: King Of The Beach (East West 8573845962). Written during a Caribbean holiday, Rea's 18th album is awash with summery images and almost completely downbeat and reflective in spirit. It marks a return to Rea's traditional sound following the experimental period of *The Road To Hell 2* and *La Passions*.

THERAPY? So Much For The Ten Year Plan - A Retrospective 1990-2000 (Ark 21 ARKCD1001X). This best of collection includes 16 tracks, while a limited version includes a CD with an extra six rare and unreleased songs. Therapy? are one of the hardest-working bands in rock today and after 10 years of relative obscurity and continual touring, the Northern Irish rockers are now signed to Ark and raring to go. **ACTION SPECTACULAR: From Here On**

RODMAN: FINLEY QUAYE: Vanguard (Epic 4997102). Quaye's much-anticipated second album is a far more varied affair than his 1997 debut *Maverick A Strike*. Although reggae-based (recent single 'Spiritualized') rockier approach has proved to be something of a red herring, Vanguard positively swells with its myriad influences. Dancehall, blues and ska all feature strongly, along with the hip-hop style popularised by Quaye's relative Tricky. Though an often bewildering listen, Vanguard is a refreshingly out-of-control album with more than its fair share of great moments. **GRADE: B**

It's A Riot (Curbball curve4CD). This Sheffield five-piece effectively blend swaggering Happy Mondays-esque vocals with their quirky, often oddball soundscapes. Standout tracks include Drew Barrymore, a former Steve Lamacz single of the week. **ANASTACIA: Not That Kind (Epic 4974122).** New Yorker Anastacia Newkirk is a major talent with a voice to die for, with an unusual blend of rock and soul. Her single 'I'm Outta Love' is going great guns at radio, so expect an enthusiastic response. **IZZY: Ascolta (Virgin CDVE951).** Having conquered the classical world, Billie Piper's voice coach is aiming for a wider market with this collection. Her version of Dvorak's *Going Home*, best known from the *Hovis* ad, may be the key to crossover success.

COURTNEY PINE: Back In The Day (Universal Jazz 5435802). This inspired, inventive album mixes Pine's cool tones with soul, urban grooves and hip hop to produce a refreshing brew. Well-chosen covers (Curtis Mayfield, Gil Scott Heron) and contributions from Blak Twang, Beverley Knight and Kele Le Roo add seasoning. **TIM 'LOVE' LEE: Just Call Me 'Love' Lee (Tummy Touch TOUCH 040).** A genuine leap forward for Tim 'Love' Lee, Tummy Touch label boss and remixer of choice for Groove Armada and Sheen Seven among others. This is a dense, cinematic affair which bears

ALBUM of the week

RADIOHEAD: Kid A (Parlophone 5295902). The fourth album from one of the UK's most revered bands is an unusual beast. Sounding nothing like they have done before, this brave progressive rock record is almost bereft of guitars, which are replaced by a wash of synthesizers and treated instruments. Sometimes straining (as in *How To Disappear Completely*), sometimes plain frustrating, it seems hell-bent on rewriting the rulebook. Heavily influenced by the work of electronica - from Brian Eno to Autoclave and Aphex Twin - basic song structures are dismissed, and the band have emerged with a challenging record, stripped of traditional melody. **GRADE: A**



repeated listens, and has the class to become a chilton classic. **GRADE: B**

DJ MUGGS: Soul Assassins Chapter 2 (Ruff Life RLCD02). Cypress Hill member Muggs returns with his second Soul Assassins album. Featuring collaborations with the likes of GZA, Everlast and Kurupt, this is a welcome respite from the current 'big pimpin'' fashion. Consistently excellent and innovative, standouts include *Real Life* with Kool G Rap and Sucker Ape Hidin'. **TIM HUTTON: Everything (PIAS Recordings PIASX 01X).** Former Rhapsody artist Hutton's debut solo album however is a collection of smooth emotionally direct songs with delicate guitar and subtle beats.

VARIOUS: DJ Kicks - Nightmares On Wax (Studio K7 K7093). The latest in this impeccable series sees NOW's George Evelyn mix up a superb selection of hip-hop beats including choice cuts from Kenny Dope, Blackalicious and Smokers Blend.



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

VARIOUS: Gifted - Women of the World (Real World CDRW88). Real World have brought together nine of the world's outstanding vocalists for this compilation tie-in with Parfums Cacharel. With tracks from the outstanding Susana Baca, Classical Brit winner Izzy and Estrella Morente, this compilation is a work of rare beauty and should benefit from the TV tie-in. **VARIOUS: David Mancuso presents The Left Vol. 2 (Nuphonic NUX154CD).** Legendary New York DJ David Mancuso selects another superb blend of eclectic dance grooves ranging from disco to house to jazz-funk. Featuring gems from Johnny Hammond, Nu Yorican Soul, Dinosaur L and The Orb among many others, it should further boost Mancuso's profile.

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CLASSICAL news by Andrew Stewart

EMI NEWS NEW CLASSICAL BUYERS

Classical culture and high art have gained considerable media coverage in recent weeks thanks to the publication of Sir John Drummond's autobiography and John Tusa's collected thoughts on darning down, Cool Britannia and the rise of creative mediocrity. Their assessment of waning interest in and understanding of classical music is dismissed as misleading by EMI Classics marketing vice-president Theo Lap, who points to the carefully planned diversity of his label's autumn release schedule as a measure of public support for everything from the entertaining to the esoteric.

Lap believes it is possible for a company with EMI's collective experience and marketing expertise to attract new audiences to core classical recordings. He adds that marketing, however, is no substitute for A&R vision, especially when it comes to the development of young talent. "New classical consumers will follow if you bring out phenomenally good records," says Lap. "People change their musical tastes over the years and many of them move towards classical music, which is why we're committed to producing new discs of the highest quality."

Young artists feature among the company's strong list of autumn releases, including a programme of popular short pieces performed by 18-year-old cellist Han-Na Chang. Thomas Adès' survey of 20th-century piano works and an exploration of Bach arcos by Ian Bostridge in partnership with Italian early music violinist Fabio Biondi and Europa Galante. Vanessa-Mae's first three recordings, made in the early Nineties for the Tritico label, have been repackaged for release on September 25, while the

Three Celtic Tenors also make their EMI Classics debut with a disc of traditional and modern folk-songs and ballads.

"We will play the risk game with a number of high-profile and crossover albums this autumn," says Lap. "If just one of them catches the mass market that will probably be enough to cover the costs of marketing all of them."

Nigel Kennedy's (pictured) Bach album with the Berlin Philharmonic, (October 23), Plácido Domingo's Songs of Love (October 16) and a compilation of popular music from television, film and opera performed by Maná Callas (October 30) are each backed by heavyweight marketing campaigns.

"We're aiming high with those records, with Domingo and Callas as our priority TV-market products. We want to bring those catalogue recordings to a massive audience."

The Callas campaign includes national TV slots during Morse and Frasier, coverage on GMTV, ads on Classic FM and LBC, exposure via 650 British Rail four-sheet poster sites, and press ads in *The Guardian*, *Daily Mail*, *Daily Express*, *London Evening Standard* and *Time Out*. "For that release we want to be at the top of the pop charts the moment the album comes out and that's how the campaign is planned. Bringing an artist of that quality to a huge audience is hardly the sign of a company that is compromising its standards or letting go of Culture with a capital C. We will never compromise standards, since to do so would go completely against the culture of this company. We feel that we're doing a good job, our executives think that we're doing a good job and most people in retail and the press also think that we're doing the right thing."

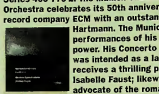
Andrew Stewart can be contacted by e-mail at: AndrewStewart12@compuserve.com



ALBUM of the week



KA HARTMANN: FUNEBRE: Concerto funebre; Symphony No. 4; Kammerchor für clarinet, string quartet, etc. Faust; Meyer: Petersen Quartet; Munich CO / Pöppel. ECM New Series 465 779-2. The Munich Chamber



Orchestra celebrates its 50th anniversary and a new recording deal with local company ECM with an outstanding disc of works by Karl Amadeus Hartmann. The Munich-born composer (pictured) banned performances of his music in Germany following Hitler's rise to power. His Concerto funebre, premiered in Switzerland in 1940, was intended as a lament for the betrayal of Czechoslovakia. It receives a thrilling performance here from young French violinist Isabelle Faust; likewise, clarinetist Paul Meyer proves a potent advocate of the romantic Kammerchor.

REVIEWS

For records released up to September 25 2000

THE LINDSAYS PLAY DVORAK CHAMBER MUSIC: String Quartet No. 12 'The American', String Quintet Op. 57, Cypresses for string quartet, etc. Lindsay SQ, Patrick Ireland, Frankl (ASV CD DCS 446).

A discount-price repackaging of the Lindsay String Quartet's excellent Dvorak recordings, supremely undiluted in their artistic and sound quality. The disc will be advertised in November's issue of *Gramophone*. MOZART: Quintet in E flat K.407; BRAHMS: Horn Trio; BEETHOVEN: Quintet in E flat Op. 16, etc. Dennis Brain Wind Ensemble; English String Quartet; Brain, etc. (BBC Legends BBCL 0408-2). Dennis Brain's early death in a car accident robbed the world of one of its greatest horn players. The small yet magnificent Brain discography is increased with this first release, the Brahms Horn Trio, together with

quintets by Mozart and Beethoven and two virtuosic horn showpieces by Dukas and Marais. It is backed by ads in September's *International Record Review* and November's *BBC Music Magazine* and *Gramophone*. SCHUBERT: Schwamengesang, Auf Dem Pytt, Johnson (Hyperion CDJ33037). At last, after 13 years and 37 discs, Hyperion and Graham Johnson's enterprise to record the complete songs of Schubert reaches a conclusion. Ads will run in *International Record Review* and *Gramophone*.

SANCTE DEUS — THE RENAISSANCE: Works by Tallis, Byrd, Lassus, and Palestrina. Choir of New College, Oxford / Higginbottom. Erato 8573 80239-2. New College Choir looks set for chart success this autumn with the first of two attractive releases. This Erato disc offers the choir's debut recording of Tallis's 40-part motet and includes ready candidates for Classic FM airplay.

8573 802392

SANCTE DEUS

A Journey through the Renaissance with the best selling Choir of New College Oxford. This glorious album includes Spem in Alium by Tallis, as well as music by Byrd, Lassus, Victoria, Palestrina, Cardoso and Desprez among others.

Marketed and distributed by Warner Classics UK, The Warner Building, 28 Kensington Church Street, London W8 4EP. A Division of Warner Music, A Time Warner Company

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23 SEPTEMBER 2000

CHART COMMENTARY

by ALAN JONES

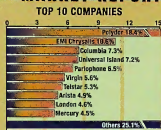


With Australia staging the Olympic Games, it is appropriate that two Aussie singers have new entries to the Top 10 this week. Newcomer Vanessa Amoroso debuts at number seven with Absolutely Everybody, while Kylie Minogue takes silver for the eighth time in her career with On A Night Like This. Minogue's tally of number two hits is second only to those of Cliff Richard (10), Elvis Presley and Madonna (nine apiece). Minogue has

also had five number ones and five other Top 10 singles for a grand total of 30 hits – the highest by an artist not on the UK or the US. She topped the chart with her last single, Spinning Around, with first-week sales of 82,000 units. On A Night Like This sold a comparatively modest 51,000 units last week. Both tracks are included in Minogue's a new album Light Years, which is released next Monday (September 25).

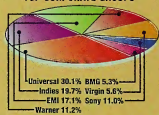
After having a different number one for 14 weeks – a record-breaking run which stretches back to May and includes the last week of Seal's three-week reign with It Feels So Good, 12 singles which spent a week at number one and the first week of Modjo's reign with Lady (Hear Me Tonight) – we are in the unusual position of having a record retain pole position this week. The record in question is the Modjo single, which overcomes a week-on-week decline of 45% to top the chart for the second week in a row. Despite selling a modest 78,000 units in its latest frame – the seventh lowest tally for a number one this year – it was never troubled by the new Kylie Minogue and S Club 7 singles, which debut at two and three. Minogue is 53% adrift of Modjo, and her 51,000 sales are the fourth lowest for a number two disc this year, while S Club 7's opening tally for 39,500 sales of Natural is less than a tenth of the sales so far registered by their single Reach (455,000) and the lowest sales for a number three hit since January.

MARKET REPORT



Top 10 share Top 10 companies by % of total sales of the Top 75, and corporate group shares by % of total sales of the Top 75

TOP CORPORATE GROUPS



SALES UPDATE

VERSUS LAST WEEK: -11.5%

YEAR TO DATE VERSUS LAST YEAR: -22.0%

PERCENTAGE OF UK ACTS IN THE CHART

UK: 58.7% US: 29.3% Other: 12.0%

Duran Duran's last Top 10 appearance came in 1993, when Ordinary World peaked at number six. The song shows its pedigree by

returning to the Top 10 this week courtesy of Aurora's dancing cover. It even manages to eclipse the original, debuting at number five.

Sash! land their ninth Top 10 hit from 10 releases, and their third of the year, as With My Own Eyes debuts at number 10. They have had nine Top 10 hits than any other German act in chart history.

With six new entries to the Top 10 for the second week in a row, many of the real, long-lasting hits in recent weeks have been blasted into a lower orbit, with the result that the oldest inhabitant of the Top 10 is Element Four's Big Brother theme, which has been on the list for a mere three weeks. This year has seen many records clocking up fairly lengthy Top 10 stays, and this is the first week in which there has been no single in the Top 10 with a career of four weeks or more. The Big Brother theme, which sits 89, has sold more than 100,000 units since release, and should sell very well again this week, given the fact the TV series reached its conclusion with an estimated 40m viewers tuned in on Saturday. It remains to be seen how many of the house's 11 inhabitants will launch chart careers themselves.

INDEPENDENT SINGLES

This Last	Title	Artist	Label (distributor)
1	BULLET IN THE GUN 2000	Planet Perfecto	Perfecto PERF 0005X (JMW/P)
2	IT'S GONNA BE ME	%-Sync	Jive 925102Z (P)
3	LUCKY	Britney Spears	Jive 925102Z (P)
4	DEAR JESSIE	Rollergirl	Neo NEG0038 (V)
5	WHAT'S GOING ON	Mekon feat. Roxanne Shante	Wall Of Sound WALD 094 (V)
6	TILL WE MEET AGAIN	Puzh	Inferno CDPEN 29 (JMW/V)
7	SCHEMING	Maxim	XL Recordings XLS 12101 (V)
8	DISILLUSION	Body Drawn Boy	Twisted Nerve/ XL Recordings TXNLU0502 (V)
9	SANDSTORM	Danute	Neo NEG0038 (V)
10	TWO TRIBES	Frankie Goes To Hollywood	ZTT ZTT 540Z (JMW/P)
11	NO DANCER	The Delgados	Chemical Underground CHEM 0402Z (V)
12	I WANT CANDY	Aaron Carter	Jive 925485Z (P)
13	BIOLOGICAL RESPONSE	Bia Peter	Roadz CDREACT18Z (V)
14	CAFE DEL MAR '98	Energy 52	Hoop Cheons HOOL 640Z (V)
15	BATTLE	Wookie feat. Lain	Soul 2 Soul/PAS S2SPCD 001 (V)
16	FREE	Vest	Mushroom MUSH 7005XZ (JMW/P)
17	KICKIN DA BREAK	Stimulant DJ's	Nakizez NAKP0160 (ADD)
18	COWGIRL	Underwood	JBL02Z JBL 36125 (JMW/P)
19	ROADIES	Transcenders	Hoop Cheons HOOL 610Z (V)
20	FLY AWAY	Vincent De Moor	Combined Forces CFFP010010 (P/M)

PEPSI Chart

This Last	Title/Artist	Label	This Last	Title/Artist	Label
1	LADY MANGO	Sony/EMI Music	21	BREATHLESS The Corrs	Atlantic
2	ON A NIGHT LIKE THIS Kylie Minogue	Parlophone	22	OUT OF YOUR MIND	Asylum
3	NATURAL S Club 7	Polygram	23	DOESN'T REALLY MATTER	Asylum
4	SKY	Sony/EMI Music	24	FREESTYLER	BMG
5	ORDINARY WORLD	Aurora feat. Nature Collective	25	BLACK COFFEE	Capitol
6	OVERLOAD	Equipe	26	SHAKELLS (FRASE YOU)	Columbia
7	ABSOLUTELY EVERYBODY	Vanessa Amoroso	27	1,2,3,4 - GET WITH THE WICKED	Mercury
8	IT DOESN'T MATTER	With My Own Eyes	28	IN DEMAND	Mercury
9	BIG BROTHER UK TV THEME	Element Four	29	TELL ME IT'S REAL	Jive
10	WITH MY OWN EYES Sash!	Mutiny	30	IT'S GONNA BE ME	Capitol
11	GOODBYE (IF THIS AINT LOVE)	Spice	31	LUCKY	Capitol
12	MUSIC	Mushroom	32	JUMPIN' JUMPIN'	Columbia
13	ROCK DJ	Asylum	33	SOMETHING DEEP	Mercury
14	I TURN TO YOU	Mercury	34	DON'T CALL ME BABY	Mercury
15	7 DAYS	Capitol	35	YOU DO SOMETHING TO ME	Mercury
16	BULLET IN THE GUN 2000	Parlophone	36	TRY AGAIN	Mercury
17	LEE IS A ROLLERCOASTER	Parlophone	37	WHEN A WOMAN CRIES	Capitol
18	TAKE ON ME	Columbia	38	AFFIRMATION	Mercury
19	C'MON PEOPLE	Mercury	39	GOTTA TELL YOU	Mercury
20	UNFORGIVABLE SINNER	Mercury	40	FREAK LIKE ME	Mercury

LONESTAR SMILE

THE NEW SINGLE
The follow up to the longest running UK hit this year 'AMAZED'
CD: 74321 286132 MC: 74321 286134

Featured on the album 'LONELY GRILL'
(74321 799512)

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TOP 75



Pos	Title	Artist	Label/C Distributor
1	SING WHEN YOU'RE WINNING ★	Robbie Williams (Chambers+Power)	Capitol 525294 (E) / 527044 (V) / 527291 (S) / 529264 (D)
2	BORN TO DO IT ★	Craig David (Hill/Capitol)	Wilestar CDW102 32 (BMG) / CAW102 32 (V)
3	THE MARSHALL MATHERS LP ★	Ernie Benn (Dun/Interscope)	Interscope PolyGram 498263 (E) / 498264 (V) / 498265 (S) / 498266 (D)
4	WHITE LADDER ★	David Gray (Gray/Columbia)	Interscope PolyGram 498263 (E) / 498264 (V) / 498265 (S) / 498266 (D)
5	ROMAN ★	Ronan Keating (Various)	Polygram 5491232 (E) / 5491234 (V)
6	NORTHERN STAR ★	Various	Virgin CDVX 2293 (E) / 2294 (V) / 2295 (S) / 2296 (D)
7	GOLD - THE BEST OF SPENDIA BALET (Various)	Various	Chrysalis 527002 (E) / 5257004 (V)
8	IN BLUE ★	The Corrs (Corrs/DM/Longman/Phonogram)	Atlantic 756783522 (E) / 756783523 (V)
9	THE BEST OF	The Spoons (Meridian/Barclay/The Orchard)	Meridian 755862/894/755863/898
10	EXPERIENCE HENDRIX - THE BEST OF	Various	Universal TRMCA 11282 (E) / 11283 (V) / 11284 (S) / 11285 (D)
11	PARACHUTES ★	Clash (Parlophone/Capitol/Allison)	Parlophone 5272763 (E) / 5272764 (V)
12	PLAY ★	Moby (Moby)	Mute CDSTUMUM 172 (E) / CDSTUMUM 172 (V) / UMMUM 172 (S)
13	THE GREATEST HITS ★	Whitney Houston (Various)	Ariola 7420175352 (BMG) / 7423175354 (V) / 7423175351 (S) / 7423175352 (D)
14	WEAR MY CRY	Sonique (Allan/Ronson)	Sonorous/Universal 159202 (E) / 159203 (V)
15	ALONE WITH EVERYBODY	Ruffalo (A&R/Phonogram)	Interscope PolyGram 498263 (E) / 498264 (V) / 498265 (S) / 498266 (D)
16	AFFIRMATION ★	Stevie Nicks (Geffen)	Columbia 4943052 (E) / 4943054 (V) / 4943055 (S) / 4943056 (D)
17	VERDI	Andrea Bocelli (Bery)	Philips 4640262 (E) / 4640264 (V)
18	7	50 Cent (Roc-A-Fella)	Polygram 5436752 (E) / 5436754 (V)
19	OOPSI I DID IT AGAIN ★	Brandy (Sire/Warner)	Jive 922032 (E) / 922034 (V)
20	ONK'S BIG MOKA	Topoliner (Enigma/Orion)	52 4947802 (E) / 4947804 (V) / 4947807 (S)
21	CALIFORNICATION ★	Red Hot Chili Peppers (Rubin)	Warner Bros 526671982 (E) / 526671984 (V)
22	THE HOUR OF BEWILDERMENT ★	Beady Eye (Beady Eye/Sony)	XL Recordings TMXLD 103 (E) / 104 (V) / 105 (S) / 106 (D)
23	RELOAD ★	Tom Jones (Various)	Capitol GUTM CD 009 (E) / 009 (V)
24	CRUSH ★	Bon Jovi (Mercury)	Mercury 5429232 (E) / 5429234 (V)
25	SUPERNATURAL ★	Santana (Arista)	Arista 0782230802 (BMG) / 0782230804 (V)

26	THE SLIM SHADY LP ★	Eminem (Dr Dre)	Interscope/PolyGram INC 80021 (E) / INC 80021 (V) / 826037 (S)
27	THE WRITING'S ON THE WALL ★	Deshaun (Deshaun/Interscope)	Interscope PolyGram 498263 (E) / 498264 (V) / 498265 (S) / 498266 (D)
28	NO STRINGS ATTACHED ○	Joe J. (Various)	Jive 922072 (E) / 922074 (V)
29	THE GREATEST OF ALL TIME	Lo-God (Various)	Def Jam J52972 (E) / 52974 (V)
30	THE IMMACULATE COLLECTION ★	Madonna (Various)	Sir 789540240 (E) / 789540242 (V) / 789540244 (S) / 789540246 (D)
31	Dr Dre (Dr Dre/Mel-Man)	Various	Interscope/PolyGram 4943082 (E) / 4943084 (V) / 4943086 (S) / 4943088 (D)
32	PERFORMANCE AND COCKTAILS ★	Stevie Nicks (Geffen)	Virgin 10448 (E) / 10449 (V) / 10450 (S) / 10451 (D)
33	THE MAN WHO ★	Travis (Rockfield/Interscope)	Interscope PolyGram 498263 (E) / 498264 (V) / 498265 (S) / 498266 (D)
34	PLAYING MY GAME ○	Melanie Martin (Mercury)	Virgin CDVCR 83 (E) / CDVCR 83 (V)
35	THINGS TO MAKE AND DO	Melanie Martin (Mercury)	Echo 81030 (E) / 81031 (V) / 81032 (S) / 81033 (D)
36	COME ON OVER ★	Shania Twain (Mercury)	Mercury 1700812 (E) / 1700814 (V)
37	CAN'T TAKE ME HOME	Pink (Various)	Interscope PolyGram 498263 (E) / 498264 (V) / 498265 (S) / 498266 (D)
38	RISE ★	Andersson (Andersson/Interscope)	Interscope PolyGram 498263 (E) / 498264 (V) / 498265 (S) / 498266 (D)
39	RISE ★	Andersson (Andersson/Interscope)	Interscope PolyGram 498263 (E) / 498264 (V) / 498265 (S) / 498266 (D)
40	GIGANTIC OTHER ○	Limp Bizkit (Dance)	Interscope INC 90335 (E) / INC 90335 (V) / 90336 (S) / 90337 (D)
41	EVERYTHING EVERYTHING	Underwood (Mercury)	JBO 21244 (E) / JBO 21246 (V)
42	JJ72	JJ72 (Capitol)	Lakota LAK CD0017 (E) / LAK 10072 (V)
43	RIDING WITH THE KING	Reprise 802476122 (E) / 802476124 (V) / 802476126 (S) / 802476128 (D)	
44	STEP TACULAR ★	50 Cent (Roc-A-Fella)	Epic 59417 (E) / 59419 (V)
45	I'VE BEEN EXPECTING YOU ★	Robbie Williams (Chambers+Power)	Capitol 527612 (E) / 527614 (V) / 527616 (S) / 527618 (D)
46	BABY ONE MORE TIME ★	Britney Spears (Jive)	Jive 9221729212 (E) / 9221729214 (V) / 9221729216 (S) / 9221729218 (D)
47	FRAGMENTS OF FREEDOM	Marcus Garfield (Geffen)	East West 857384622 (E) / 857384624 (V) / 857384626 (S) / 857384628 (D)
48	THE PLATINUM ALBUM	Veronique (Dance)	Positive 5259530 (E) / 5259532 (V)
49	LEGENDS ★	Various	Capitol GUTM CD 009 (E) / 009 (V)
50	LIVE WITH A LENS ★	Robbie Williams (Chambers+Power)	Capitol 527612 (E) / 527614 (V) / 527616 (S) / 527618 (D)
51	SLAVE TO LOVE	Bryan Ferry (Various)	Virgin DVD 2311 (E) / DVD 2311 (V) / DVD 2321 (S) / DVD 2321 (D)

NEW Highest new entry HD Highest charted ▲ Sales increase ▲ Sales increase 50% or more

PLATINUM GOLD SILVER
 (500,000+) (100,000+) (50,000+)
 * (UK sales only) * (UK sales only)
 (E) European sales (V) European sales

TOP COMPILATIONS ARTISTS A-Z

Pos	Title	Artist	Label/C Distributor
1	KISS IBIZA 2000	Various	Universal TV 507332/507334 (E) / 507335 (V)
2	THE IBIZA ANNUAL - SUMMER 2000	Misery Of Songs MISCSD11/UMGSC11 (V) - (EMI/Interscope)	Universal TV 507332/507334 (E) / 507335 (V)
3	FRESH HITS VOL 2	Various	Wagram WMCMCD013/WMCMCD13 (E) / WMCMCD13 (V)
4	NOW THAT'S WHAT I CALL MUSIC 46 ★	Various	EMI Virgin/Universal 525064/525066 (E) / 525067 (V) / 525068 (S) / 525069 (D)
5	IBIZA UNCOVERED II	Various	Virgin/EMI VTDC024/VTDCM024 (E) / VTDC024 (V)
6	TWICE AS NICE - SUMMER OF LOVE	Various	wagram 525064/525066 (E) / 525067 (V) / 525068 (S) / 525069 (D)
7	BREAKDOWN - VERY BEST OF EUROPIC DANCE	Various	Telestar TV VTDC033/VTDCM033 (E) / VTDC033 (V)
8	PURE R&B	Various	Telestar TV VTDC033/VTDCM033 (E) / VTDC033 (V)
9	CHILLED Ibiza	Various	wagram 525064/525066 (E) / 525067 (V) / 525068 (S) / 525069 (D)

Pos	Artist	Label/C Distributor
1	LETITIA	10
2	LETITIA	10
3	LETITIA	10
4	LETITIA	10
5	LETITIA	10
6	LETITIA	10
7	LETITIA	10
8	LETITIA	10
9	LETITIA	10
10	LETITIA	10

CHART COMMENTARY

by ALAN JONES



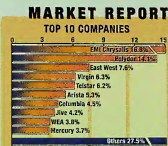
ALBUMS FACTFILE

The Doors have never really gone out of fashion, and are still very influential, as evidenced by an upcoming Doors tribute album featuring new recordings by acts such as Bush, The Pretenders and John Lee Hooker. Black Legend's upcoming cover of Light My Fire and Fatboy Slim's new single Sunset, which samples Jim Morrison's vocal from *Blind Of Prosy*, a track on The Doors' 1978 album *An American Prayer*. The Doors had five

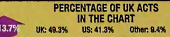
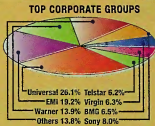
albums among the 1,000 biggest sellers of 1999, including their self-titled 1967 album at number 362 and *The Best Of The Doors* at number 662. An expanded version of the latter album – now comprising the 17-track original and a bonus CD featuring remixes of *Riders On The Storm*, and exclusive extras including a Ray Manzarek interview – debuts this week at number nine, giving the group its first Top 10 appearance.

Sales of Robbie Williams' third solo album *Sing When You're Winning* tumble by 50% week-on-week to just short of 60,000, but the album maintains its lead at the top of the album chart with a 90% cushion over Craig David's *Born To Do It*. Williams will, of course, lose pole position to Madonna next week, but his album's three-week run at the top is not necessarily over for good, with sales likely to stay strong as new hits reveal themselves, starting with *Kids*, his duet with Kylie Minogue, which is to be released as a single on October 9. *Sing When You're Winning* sold its 500,000th copy today (September 18), and is already the 12th biggest-selling artist album of 2000. With *I've Been Expecting You* at number 45 and *Life thru A Lens* at number 50, cumulative sales of Williams' albums top the 4,550,000 mark.

Both of the new entries to this week's Top 10 are expanded versions of popular albums by rock legends. At number nine, *The Best Of The Doors* is an expanded version of the 1991



Figures show the 10 companies by % of total sales, and corporate group shares by % of total sales of the Top 100 albums



compilation which originally peaked at number 17 (see above). Debuting behind it at number 10, Experience Hendrix – *The Best Of Jimi*

Hendrix takes the number 18 compilation from 1997 and adds a second CD with eight tracks, three of them previously unreleased.

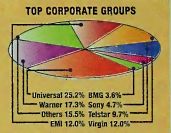
COMPILATIONS

At the start of the year it looked as if the Ibiza theme was one which was in decline, with too many mediocre albums bearing the Balearic island's name being released to lukewarm receptions. Cyrus Aya Napa seemed likely to take its mantle as the coolest name to drop on a dance compilation. In fact, Ibiza is stronger than ever, with three Ibiza albums in the top five this week, including both of the top two, with consecutive number ones namechecking Ibiza for the first time ever. Taking its leave of pole position, after three weeks on top and sales of 228,000, the Ministry Of Sound's *Ibiza Annual – Summer 2000* sold just 352 fewer units than Universal's *Kiss Ibiza 2000*, which debuts in pole position, having attracted more than 29,000 buyers last week. The latter album includes 38 current and recent hits, among them Modjo's chart-topper

Lady (Hear Me Tonight), Black Legend's former number one *You See The Trouble With Me*, Sonique's *Sly* and Element Four's *Big Brother UK Theme*.

Regaining pole position on the budget compilations chart, 2000 Technics Music Prize sold more than 2,000 units last week to take its overall tally to more than 9,000 in four weeks. The album, which features tracks from each of the albums which were shortlisted for this year's prize and a cut from Talvin Singh's 1999 winner *OK*, sells for £4.99. The 1999 sampler sold more than 14,000 units. The album topped the list of the budget compilation chart in *Silver Disc – 25 Years Of Ace*, a celebration of Ted Carroll's label, which retails for as little as £1.99, and includes tracks by acts such as the Everly Brothers, Isaac Hayes, and Creedence Clearwater* Revival.

MARKET REPORT



INDEPENDENT ALBUMS

This	Last	Title	Artist	Label (Distribution)
1	7	THE HOUR OF BEWILDERBEAST	Birdy Drawn Boy	XL Recordings (XL) (D)
2	1	FLAY	Moby	Mus. CD/UMG (17) (V)
3	3	PERFORMANCE AND COCKTAILS	Stereophonics	V2 VVR 100482 (D/M/P)
4	5	ODD!S I DID IT AGAIN	Britney Spears	Jive 952292 (P)
5	6	HELOAD	Tom Jones	Cut GUTCO 09 (V)
6	2	EVERYTHING EVERYTHING	Underworld	JBOV2 JB0 102648 (D/M/P)
7	4	JJ72	JJ72	Lakota LAK CD0017 (D)
8	9	THINGS TO MAKE AND DO	Mokiko	ECHO ECHO 31 (P)
9	10	NO STRINGS ATTACHED	NS-Strs	Jive 952872 (P)
10	8	WOND GETS AROUND	Stereophonics	V2 VVR 100043 (D/M/P)
11	11	BEAT ONE MORE TIME	Britney Spears	Jive 952272 (P)
12	13	THE COMPLETE	The Spice Girls	Silverstone OREC 526 (P)
13	12	YOU'VE COME A LONG WAY, BABY	Fatboy Slim	Skin BRASSIC 11CD (D/M/P)
14	14	ART OFICIAL INTELLIGENCE: MOSAIC THING	De La Soul	Tonny Boy TREC 1348 (P)
15	15	LITTLE BLACK NUMBERS	Kathryn Williams	Exceptional CAPWIG (D/M/P)
16	20	BEYOND SKIN	Nina Sawahny	Quewest CASTE 5CD (P)
17	20	BUENA VISTA SOCIAL CLUB	Miyu	World Circuit WCD 059 (P)
18	20	SNOWBIZ	The Prodigy	Mushroom MUSH 36CD (D/M/P)
19	15	THE FAT OF THE LAND	Boyz n the Badd	XL Recordings INT 444852 (V)
20	20	THE GREAT EASTERN	The Delgados	Chemikal Underground CHEM 040CD (V)

THE YEAR SO FAR... TOP 20 COMPILATIONS

UK	US	Artist	Label
1	1	NOW THAT'S WHAT I CALL MUSIC 45	VARIOUS ARTISTS
2	2	NOW THAT'S WHAT I CALL MUSIC 46	VARIOUS ARTISTS
3	3	PURE GARAGE	VARIOUS ARTISTS
4	4	THE IBIZA ANNUAL – SUMMER 2000	VARIOUS ARTISTS
5	4	CLUB MIX IBIZA 2000	VARIOUS ARTISTS
6	5	NOW THAT'S WHAT I CALL MUSIC 44	VARIOUS ARTISTS
7	5	THE BEACH	ORIGINAL SOUNDTRACK
8	7	CLUBBER'S GUIDE TO... 2000	VARIOUS ARTISTS
9	9	TOP OF THE POPS 2000 – VOL. 2	VARIOUS ARTISTS
10	8	CREAM LIVE	VARIOUS ARTISTS
11	10	REWIND – THE SOUND OF UK GARAGE	VARIOUS ARTISTS
12	11	PURE GARAGE 4	VARIOUS ARTISTS
13	12	KISS HOUSE NATION 2000	VARIOUS ARTISTS
14	13	NEW TITS '00	VARIOUS ARTISTS
15	14	THE LOVE SONGS ALBUM	VARIOUS ARTISTS
16	15	FRESH HITS - VOL. 1	VARIOUS ARTISTS
17	17	KISS CLUBFIRE SUMMER 2000	VARIOUS ARTISTS
18	16	BEST IBIZA ANTHEMS EVER 2K	VARIOUS ARTISTS
19	18	CLUBBER'S GUIDE TO IBIZA – SUMMER 2000	VARIOUS ARTISTS
20	19	LATIN FEVER	VARIOUS ARTISTS

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23
sept
2000

THE OFFICIAL CHARTS

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BIG RADIO 1
97-99 FM

THE OFFICIAL UK CHARTS

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singles



- 1 **LADY (HEAR ME TONIGHT)**
Moby
Sound Of Barcelona/Polydor Parlophone
- 2 **ON A NIGHT LIKE THIS** Kylie Minogue Polydor
- 3 **NATURAL S Club 7** Serious/Universal
- 4 **SKY** Sonique Columbia
- 5 **ORDINARY WORLD** Aurora feat. Naimee Coleman Positiva
- 6 **OVERLOAD** Sugababes London
- 7 **ABSOLUTELY EVERYBODY** Vanessa Amorosi Mercury
- 8 **IT DOESN'T MATTER** Wyclef Jean Columbia
- 9 **BIG BROTHER UK TV THEME** Element Four Chameleon 4 Music
- 10 **WITH MY OWN EYES** Sashi Multiply



- 5 **MUSIC** Madonna Maverick/Warner Bros
- 6 **GROOVEJET (IF THIS AINT LOVE)** Spiller Positiva
- 4 **TAKE ON ME 'A1** Columbia
- 11 **ROCK DJ** Robbie Williams Chrysalis
- 7 **BULLET IN THE GUN** 2000 Planet Perfecto
- 8 **TELL ME IT'S REAL** K-Ci & JoJo A&P
- 10 **1-2-3-4 GET WITH THE WICKED** Richard Blackwood East West
- 9 **IT'S GONNA BE ME 'N SYNC** Jive

23
sept
2000

albums



- 1 **SING WHEN YOU'RE WINNING**
Robbie Williams Chrysalis
- 2 **BORN TO DO IT** Craig David Wildstar
- 4 **THE MARSHALL MATTERS LP** Eminem Interscope/Polydor
- 7 **WHITE LADDER** David Gray IHT/East West
- 3 **ROMAN** Ronan Keating Polydor
- 6 **NORTHERN STAR** Melanie C Virgin
- 8 **GOLD - THE BEST OF Spandau Ballet** Chrysalis
- 5 **IN BLUE** The Corrs Atlantic
- 9 **THE BEST OF The Doors** Elektra
- 10 **EXPERIENCE HENDRIX - THE BEST** Jimi Hendrix Universal TV/MCA



- 11 **PARACHUTES** Coldplay Parlophone
- 9 **PLAY** Mobay Nute
- 10 **THE GREATEST HITS** Whitney Houston Arista
- 27 **HEAR MY CRY** Sonique Serious/Universal
- 14 **ALONE WITH EVERYBODY** Richard Ashcroft Hutu/Virgin
- 16 **AFFIRMATION** Savage Garden Columbia
- 17 **VERDI** Andrea Bocelli Philips
- 17 **IT'S CLUB 7** Jive
- 18 **...appears to be... IT** Alanis Morissette Atlantic



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- 16 **21 CALIFORNICATION** Red Hot Chili Peppers Warner Bros
- 39 **22 THE HOUR OF BEVILDERBEAST** Badly Drawn Boy XL Recordings
- 19 **23 RELOAD** Tom Jones Mercury
- 20 **24 CRUSH** Bon Jovi Mercury
- 18 **25 SUPERNOATURAL** Santana Interscope/Polydor
- 23 **26 THE SLIM SHADY LP** Eminem
- 21 **27 THE WRITING'S ON THE WALL** Destiny's Child Columbia
- 25 **28 NO STRINGS ATTACHED 'N Sync** Jive
- 29 THE GREATEST OF ALL TIME II** Cool J Def Jam
- 35 **30 THE IMMACULATE COLLECTION** Madonna Sire
- 32 **31 2001** Dr. Dre Interscope/Polydor
- 24 **32 PERFORMANCE AND COCKTAILS** Stereophonics V2
- 33 **33 THE MAN WHO TRAVIS** Independent
- 34 **34 PLAYING MY GAME** Lena Marlin Virgin
- 31 **35 THINGS TO MAKE AND DO** Moby Echo
- 36 **36 COME ON OVER** Shania Twain Mercury
- 38 **37 CAN'T TAKE ME HOME** Pink A1sta
- 29 **38 GOLD - GREATEST HITS** Abba Polydor
- 37 **39 RISE** Gabrielle Go Beat/Polydor
- 61 **40 SIGNIFICANT OTHER** Limp Bizkit Interscope

compilations

- 1 KISS IBIZA 2000** Universal TV **11 HOT POP** Universal TV
- 2 THE IBIZA ANNUAL - SUMMER 2000** 9 **12 BEST IBIZA ANTHEMS EVER 2K** Virgin EMI
- 3 FRESH HITS VOL 2** 8 **13 CREAMFIELDS** Virgin EMI
- 4 NOW THAT'S WHAT I CALL MUSIC! 16** 11 **14 SNATCH (OST)** Universal
- 5 IBIZA UNCOVERED II** 10 **15 LATIN FEVER** Sony TV/Universal TV
- 6 TWICE AS NICE - SUMMER OF LOVE** 20 **16 THE BEST PRIMO ALBUM IN THE WORLD EVER** Virgin EMI
- 7 BROADWAY - NEW BEST OF EPIC/DANCE** 14 **17 NEW WOMAN SUMMER 2000** Virgin EMI
- 8 PURE R&B** 16 **18 PURE GARAGE II** Warner EMI
- 9 CHILLED IBIZA** 19 **19 BIG BROTHER (OST)** Channel 4 Music
- 10 BEST DANCE ALBUM IN THE WORLD EVER VOL. IV** 20 **20 ESSENTIAL SELECTION IBIZA 2000** Essential Recordings

peoplesound.com top10chart

The peoplesound.com new music top ten chart

LW	TW	1	2	3	4	5	6	7	8	9	10
		1	2	3	4	5	6	7	8	9	10
		Practice Just Say Yes	Kathryn Williams Tell The Truth As It Were Lies	Serefini Day By Day	Tom McRae You Cut Her Hair	Narco Blackmailer	Kemepetrol Child Is My Name	Saltgrass One In A Million	Stumble Wait Don't Fie	Denny J Lewis feat. Sara To Be Strong (Radio Mix)	March Taylor Midnight At The Oasis
		NEW									

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

3022

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- 14 **22 SORRY** Britney Spears Hot/Virgin
- 15 **23 SUCKRICH** Sachar/Emerson Arista
- 15 **24 I TURN TO YOU** Melanie C Virgin
- 13 **25 UNFORGIVABLE SINNER** Lena Marlin Virgin
- 26 SPIRITUALIZED** Finley Quaye Epic
- 27 YOU DO SOMETHING TO ME** Dum Dums Good Behaviour
- 19 **28 WIFEY** Next Arista
- 18 **29 7 DAYS** Craig David Willstar
- 20 **30 FREAK LIKE ME** Tio Faith & Dub Conspiracy Public Enemy/Positiva
- 31 **31 WHATEVER** Idea US feat. Lil' Mo Virgin
- 21 **32 TIME TO BURN** Storm Data
- 23 **33 THE REAL SLIM SHADY** Eminem Interscope/Polydor
- 34 **34 ACCELERATOR** Primal Scream Creation
- 27 **35 LIFE IS A ROLLERCOASTER** Ronan Keating Polydor
- 24 **36 DOESN'T REALLY MATTER** Janet Jackson Def Soul
- 22 **37 DEAR JESSIE** Rollergirl Neo
- 25 **38 GIRLS JUST WANNA HAVE FUN** Lolly Polydor
- 30 **39 TAKE A LOOK AROUND** (THEME FROM MI 2) Limp Bizkit Interscope/Polydor
- 17 **40 EBAD HABIT** ATFC presents Onephatdeeva Defected





CLASSICAL ARTIST

This	Last	Title	Artist	Label	(Cat No)
1	NEW	VERDI	Andrea Bocelli	Philips	464002 (U)
2	1	SACRED ARIAS	Andrea Bocelli	Philips	462902 (U)
3	2	CHARLOTTE CRURCH	Charlotte Crurch	Sony Classical	SK 8003 (TEN)
4	2	CLASSIC KENNEDY	Kennedy/English Chamber Orch	EMI Classics	CD 056892 (E)
5	7	DREAMCATCHER	Serge Gbadamosi	Philips	545692 (E)
6	5	PIECES IN A MODERN STYLE	William Orbit	Virgin	VM528067 (TEN)
7	8	VOICE OF AN ANGEL	Cherubim Crucch	WFLA	0481306 (E)
8	6	I WOULD WAIT FOR YOU	Lesley Garrett	BBC/EMG Cassini	75695152 (BMG)
9	4	VIVALDI: NISI DOMINUS	Schöll	Decca	465642 (U)
10	10	FROM THE HEART	Lesley Garrett	Signa/Albatross	SILVA03062 (KO)
11	NEW	MASSENET/TRAIS	Orchestra Nat Bordeaux Aguilera/Albat	Decca	466792 (U)
12	11	WITH A SONG IN MY HEART	Maria Lazca	Canderyn	7424062 (BMG)
13	3	VERDI: ARIAS	Philharmonia Orchestra/Gara	Erato	85730222 (TEN)
14	12	FLUPPA GIORDANO	Filippa Giordano	Erato	2942962 (U)
15	NEW	GREATEST HITS 1969-1999	John Williams	Sony Classical	S2653133 (TEN)
16	NEW	WITNESSLING POLISH NISO	Masliar/Turanguia Symphonia	Naxos	85449789 (S)
17	NEW	ELGAR'S SYMPHONY NO. 3	BSO/Daniel	Naxos	8554719 (S)
18	18	HOLST: THE PLANETS	CSFS/Olaugier	Naxos	8554783 (S)
19	14	VACUO ITALIANO	Andrea Bocelli	Philips	4627362 (U)
20	NEW	SCHUBERT: SCHWANESENGSANG	Amsley/Johnson	Hyperion	CDX38337 (S)

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JAZZ & BLUES

This	Last	Title	Artist	Label	(Cat No)
1	1	RIDING WITH THE KING	B.B. King & Eric Clapton	Reprise	592409122 (TEN)
2	2	OCEAN DRIVE	Various	Jazz FM	JAZZF74C028 (BMG)
3	3	KIND OF BLUE	Miles Davis	Columbia	CK 9489 (TEN)
4	4	TOURIST	S. Coleman	Blue Note	352512 (E)
5	5	NYC/BORN SOUL	Harpoanica Soul	Talkin Loud	LSN462 (U)
6	7	SWEET LEAF OF SPAIN	Miles Davis	Legacy	CG1591 (TEN)
7	NEW	THE BLUES YEARS	Eric Clapton	Select	SSD3565 (P)
8	8	IN THE MOOD - THE VERY BEST OF	Groans GRINCD3 (EUK)	Orionson	GRINCD3 (TEN)
9	6	GREATEST HITS	Janis Joplin	Columbia	JCC02319 (TEN)
10	9	PACIFIC COAST HIGHWAY	Van Halen	Jazz FM	JAZZF74C028 (BMG)

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R&B SINGLES

This	Last	Title	Artist	Label/Cat. No.	(Cat No)
1	1	IT DOESN'T MATTER	Wyclef Jean	Columbia	6887192 (TEN)
2	2	WIFEY	Next	Arista	7432179912 (BMG)
3	NEW	WHATEVER	Israel Viscay	Virgin	VIST 12 (E)
4	3	7 DAYS	Craig David	Widland	CDW10 30 (TEN)
5	4	DOESN'T REALLY MATTER	Janet Jackson	Def Soul	5021952 (U)
6	NEW	SCHEMING	Maxim	XL Recordings	XL121 (V)
7	8	THE REAL SLIM SHADY	Eminem	Interscope/PolyDa	4572792 (U)
8	7	MARIA MARIA	Arista	7432179932 (BMG)	
9	NEW	CAN'T GET THE BEST OF M/ENIGHTS	Daryn Hill	Columbia	6892482 (TEN)
10	8	JUMPIN' JUMPIN'	Destiny's Child	Columbia	6892482 (TEN)
11	NEW	LET'S DO IT AGAIN	Lynette D'Amico Hal	Coultmore	12C001351 (E)
12	10	TRY AGAIN	Aislynn	Virgin	VUSCD 167 (E)
13	9	NO MORE	Ruffnut	Epic	6686302 (TEN)
14	11	BILLS TO PAY	W.A. Wea	WEA	298201 (U)
15	12	WOMAN TROUBLE	Artful Dodger & R. Craig feat. C.David	Public Domain	EPF0286 (TEN)
16	10	NO MATTER WHAT THEY SAY	LL Cool J	Atlantic	75074687 (TEN)
17	14	GO YOUR MONEY	Dr Dre feat. Eminem	Elektra	E 90720 (U)
18	15	FORGOT ABOUT DRE	Dr Dre feat. Eminem	Interscope/PolyDa	4573422 (U)
19	16	WHOA	Black Rob	Puff Daddy/Arista	7432178723 (BMG)
20	15	GHETTO ROMANCE	Damage	Aftermath/Coultmore	CD02065 347 (E)
21	15	THONG SONG	Slingo	Def Soul	508982 (U)
22	20	CALL FATTE	Rhino Dan	Pure Sil	CDPSF 1 (AMQ/U)
23	21	BIG PIMP	Jay Z	Def Jam	5028231 (U)
24	17	ENOUGH IS ENOUGH	Dennis Taylor	Done	CD00ME18 (JMV/TEN)
25	22	OOOH	De La Soul feat. Redman	Tammy Boy	TBYCD 21028 (P)
26	23	WHY DIDN'T YOU CALL ME	Maxi Gray	Epic	6696462 (U)
27	24	INCOMPLETE	Slingo	Def Soul	5079652 (U)
28	25	DANCE TONIGHT	Larry Pearl	Virgin	VCS02 173 (E)
29	27	MAMA - WHO DA MAN?	Richard Blackford	East West	MILKY 01291 (TEN)
30	NEW	GUILTY CONSCIENCE	Eminem feat. Dr Dre	Interscope	471922 (U)

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TV LW Top Label Cat. No.

1	1	ROBBIE WILLIAMS: Rock DJ	Dynasty	75063521 (E)
2	2	MADONNA: Music	Warner Music Vision	75382832 (U)
3	3	VARIOUS: Wow! Life Dance - Vol 3	A&J	ADJ01018 (U)
4	4	STEREOPIONS: Performance And Cocktails - The Videos	Visual	VS10302 (U)
5	4	ORIGINAL CAST RECORDING: Joseph & The Amazing Technicolour	Universal	Video 916383 (U)
6	8	S CLUB 3: It's As 5 Club Thing	Warner Music Vision	85133733 (U)
7	5	STEPS: The Next Step - Live	Atlantic	9501705 (U)
8	NEW	DIZZONZE: Dabba - Live By Request	Talent	TLD 71092 (U)
9	7	FOSTER AND ALLEN: Favourites	PolyGram Video	027983 (U)
10	9	ORIGINAL CAST RECORDING: Cats		

CLASSICAL SOUNDTRACKS & COMPILATIONS

This	Last	Title	Artist	Label	(Cat No)
1	1	THE BEST PROMS ALBUM IN THE WORLD EVER	Various	Virgin/Epic	VTDC0523 (E)
2	2	CALM	Various	Decca	467592 (U)
3	3	HALL OF FAME 2000	Various	Classic FM	CFMCD 31 (BMG)
4	4	GLADIATOR (OST)	Hans Zimmer & Lisa Gerrard	Decca	467092 (U)
5	5	NEW CLASSICAL ALBUM YOU'LL EVER WANT	Various	Conifer Classics	756051322 (BMG)
6	7	THE CLASSICAL ALBUM	Various	Universal/Virgin/Epic	467146 (U)
7	8	RELAX...	Various	Classic FM	CFMCD30 (BMG)
8	9	CATHEDRAL VOICES	Various	Virgin	Classics VM547263 (E)
9	NEW	A GREAT PANORAMA OF CLASSICAL MUSIC	Various	Deutsche Grammophon	469192 (U)
10	10	X-MEN (OST)	Michael Kamen	Castle Music	MSC550157 (P)
11	10	X-MEN (OST)	James Hornor	Sony Classical	SK 62121 (U)
12	9	X-MEN (OST)	Michael Kamen	Decca	467622 (U)
13	13	NAXOS GRAMOPHONE AWARDS - 2	Various	Naxos	855503 (S)
14	NEW	THE LAST NIGHT OF THE PROMS	Various	Classics Gramophone	756051322 (BMG)
15	12	THE BEST CLASSICAL ALBUM OF THE MILLENIUM EVER	Various	Virgin/Epic	VTDC0529 (E)
16	10	ALAN TICHAWASS - IN A COUNTRY GARDEN	Various	Sony Classical	SonyWY982 (U)
17	20	BRUNELHEART (OST)	LSU/Hornor	Decca	468292 (U)
18	10	100 GLORIOUS YEARS	Various	Classic FM	PRECD100 (U)
19	NEW	STAR WARS - THE PHANTOM MENACE (OST)	John Williams	Sony Classical	SK 61816 (TEN)
20	10	RELAXING CLASSICS	Pulse	PBXCD557 (P)	

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ROCK

This	Last	Title	Artist	Label	(Cat No)
1	1	PARACHUTES	Coldplay	Parlophone	5272782 (E)
2	NEW	EXPERIENCE HENRIQUEZ - THE BEST	Janet Henrick	Universal	TYNCA 112832 (U)
3	2	REAR WINDOW	Ruffnut	S 2	4986192 (U)
4	3	SPLITNOT	Splitnot	Reddner	RR 86995 (U)
5	5	ENEMA OF THE STATE	Blink 182	MCA/Island	MCD 11950 (U)
6	8	DOOKIE	Reprise	598249592 (TEN)	
7	4	THE MATRIX (OST)	Various	Maverick/Warner Bros	930474192 (TEN)
8	10	APPETITE FOR DESTRUCTION	Guns N' Roses	Geffen/PolyGram	GEF0 26148 (BMG)
9	NEW	BRANDING ON THE SHOULDER OF GIANTS	Aerospace feat. Nadine Coomann	Big Brother	BBB CD002 (MWP/P)
10	NEW	CROSS ROAD - THE BEST OF	Bon Jovi	Mercury	525382 (U)

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DANCE SINGLES

This	Last	Title	Artist	Label/Cat. No.	(Cat No)
1	NEW	SCORCHIO	Sasha/Emerson	Arista	7432178821 (BMG)
2	1	LADY (HEAR ME TONIGHT)	Madjo	Polygram	5077351 (U)
3	NEW	TELL ME IT'S REAL	K.O.B. Jolo	AM: PM 12AM/PM 13 (E)	
4	NEW	BASSICK	Second Protocol	East West	EW 2101 (TEN)
5	NEW	ORDINARY LOVE	Aerospace feat. Nadine Coomann	Phish	7391 129 (E)
6	NEW	WHAT'S GOING ON	Mekon feat. Rozanna Sharpe	Wall Of Sound	WALLT 064 (U)
7	NEW	CRIFTING ON CONTINENTS	Dano	NRK Sound Division - V	
8	7	WIFEY	Next	Arista	7432179011 (BMG)
9	6	SOMETIMES IT SNOWS IN APRIL	Amar	Blanco Y Negro	NEG 1201 (TEN)
10	2	BULLET IN THE GUN 2000	Planet Perfecto	Perfecto	PERF 017X (MWP/P)
11	NEW	WHYEVER	Ideal US feat. LL Cool J	Virgin	VIST 129 (U)
12	NEW	TILL WE MEET AGAIN	Push	Inferno	TFERN 29 DMV(U)
13	NEW	BIOLOGICAL RESPONSE	Biz Peter	React	REACT 004292 (U)
14	3	BAD HABIT	ATFC vs Onephatbeeva	Defected	DPECT 18 (MWP/TEN)
15	NEW	WALKING IN SUNSHINE	Velvet Girl	Additive	12AD060 (U)
16	9	YOU GOT IT	Alex K	Nakazé	MUK9095 (ADD)
17	NEW	PREAK LIKE ME	The Fern & Dub Conspiracy	Public Domain	PD01A 139 (U)
18	NEW	SCHEMING	Maxim	Virgin	VUSCD 167 (E)
19	NEW	WITH MY OWN EYES	Sash!	Virgin	VMULY 015 (U)
20	NEW	THE WAY YOU LOVE ME	Loroche	Multiple Recordings - BMG/P	

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DANCE ALBUMS

This	Last	Title	Artist	Label/Cat. No.	(Cat No)
1	NEW	TWICE AS NICE - SUMMER OF LOVE	Various	Warner:asp	WVHM 0018 (TEN)
2	NEW	THE GREATEST OF ALL TIME	LL Cool J	Def Jam	5029271 (U)
3	NEW	TRADE LOVE PARADE	Various	Beechwood	TRADECD001 (BMG/P)
4	1	BORN TO DO IT	Craig David	Wildstar	CAWILD 32 (BMG)
5	NEW	NATHAN MICHAEL SHAWN WANXYA	Boyz II Men	Universal	1558212 (U)
6	NEW	ABSOLUTE OLD SKOOL CLASSICS	Various	Stammin Vinyl	SVLPD8006 (SRD)
7	NEW	COOLER MICHAEL: Ladies & Gentlemen - Best Of	Various	Roc-A-Fella	5564142 (U)
8	NEW	WELCOME IN NEXTASY	Next	Arista	0782146431/0782146432 (BMG)
9	NEW	KISS (RIZA 2000)	Various	Virgin	VMULY 015 (U)
10	NEW	ARTIFICIAL INTELLIGENCE: MOSAIC THUMP	Du La Soul	Tommy Boy	TBV1340 (P)

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MUSIC VIDEO

1	14	WHITNEY HOUSTON: The Greatest Hits	Arista	742533533 (U)
2	13	BRITNEY SPEARS: The Out With		Jan 32/03/05 (U)
3	17	METALLICA: SAM	Warner Music Vision	555840713 (U)
4	15	CHER: Live In Concert	SNM	Epic 2035652 (U)
5	10	STEPS: The Video	Warner	Vision Int. 851389173 (U)
6	11	ORIGINAL CAST RECORDING: Burn The Floor		Jan 02/03/05 (U)
7	10	JANE MCDONALD: In Decant		Jan 02/03/05 (U)
8	12	VANILLA: Now Live! Deca - Vol 4		Jan 02/03/05 (U)
9	18	THE CORPS: Daylighted		Jan 02/03/05 (U)
10	NEW	WALTER: Walter	Warner Music Vision	558331105 (U)

ALL THE CHARTS EXPOSURE

CHART COMMENTARY

by ALAN JONES

Spiller's Groovejet (If This Ain't Love) is the number one record on the airplay chart for the fifth straight week. It is the third longest-running airplay chart-topper of the year, trailing only Al Saints' Pure Shores and Sonique's I Feels So Good, both of which reigned for six weeks. The proximity of Modjo's Lady (Hear Me Tonight), which closes the gap between its audience and that of Groovejet from 15m to 2.5m this week, might rob Spiller of the chance of becoming the longest-running number one of the year, but Groovejet has distinguished itself by becoming the first single ever to top the chart with an audience of more than 100m for five weeks, with audiences measured at 103.82m, 107.00m, 102.03m, 107.47m and 102.97m in the past five weeks. All Saints topped the 100m mark for only three of their six weeks at number one, and

Sonique's I Feels So Good was in nine-figure territory just once. Groovejet's lingering popularity makes Lady one of the few records ever to be denied top billing with an audience of more than 100m, its estimated listenership for last week being a hefty 100.48m. Among Lady's biggest supporters are Atlantic 252 (93 plays), Capital FM (72) and Radio One (39). It tops the most-played list on all three stations, with Spiller runner-up in all cases too.

After bounding 58-39 last week, A1's Take On Me suffers an even bigger reversal of fortunes, slumping to number 62 with its audience down by more than a third. It thus becomes the second smallest airplay hit of the year's 31 sales chart-toppers, the only number one to fare worse being Oxide & Neutrin's Bound 4 A Reload (Casualty), which peaked at number 41. A1's last single,

Like A Rose, blossomed into a number six CIN hit in the spring without reaching the airplay Top 50 at all.

The highest new entry to the airplay chart this week is the Spice Girls' Holler, which debuts at number 32, with an out-of-the-box tally of 477 plays attracting an audience of nearly 25m. It is hard to be sure exactly how much of an effect it had but it seems very likely that its arrival heralded Melanie B's upcoming solo single, Tell Me, which sprinted 91-49 on the airplay chart last week but now falls to number 57. One of the stations where it was overshadowed was Radio One, where Tell Me was aired nine times and Holler 11 times. Last week's highest debut, S Club 7's Natural, also entered at number 32 and looked to be set for another big jump but actually slips to number 37 this week. Fanning rather better, U2's Beautiful Day continues to

increase its support from almost every station on the panel, with 637 plays in the last week representing an increase of 231, and lifting the single 39-29 on the chart.

An obvious smasher from day one, Wyclef Jean's I Doesn't Matter received a lethargic welcome from radio but has really made great strides in the last fortnight, jumping 102-48-22. It is the biggest climber in this week's chart with its audience almost doubled. Radio One was typical of many stations, upping its support from 17 plays to 26 last week.

Looking to be a strong new entry to the singles chart next week, Zombie Nation's Merrick400 Jumps 37-21 on the airplay chart. Its high placing is primarily due to Radio One, whose 34 plays of the record last week were the highest for any station. It is the only record in the Top 50 which was aired more times on Radio One than anywhere else.

AIRPLAY FACTSHEET

● Atlantic 252 played all of the top four records on the airplay chart more than any other station last week

● A real hit, having secured three weeks in the Top 10 of the CIN sales chart, Element Four's Big Brother UK Theme still cannot break into the Top 50 of the airplay chart, though it does climb to number 60 this week.

● Kylie Minogue's On A Night Like This was the chart's highest climber last week and continues its rapid ascent, jumping 17-10 with a massive 37% increase in exposure - this despite the fact that her duet with Robbie Williams, Kids, was serviced to radio late last week, instantly earning 177 plays to debut at number 75.

AT A GLANCE WEEKLY MARKET SHARES



Figures after 10.00am on % of total radio in the UK and percentage group share of % of total radio in the UK

MTV THE BOX

#	Title/Artist	Label
1	4 THE REAL SLIM Shady Eminem	Interscope/Polydor
2	1 LADY (HEAR ME TONIGHT) Modjo	Sound Of Barclay/Polygram
3	5 GROOVEJET (IF THIS AIN'T LOVE) Spiller	Positiva
4	2 1,2,3,4 GET WITH THE WICKED Richard Blackwood	East West
5	10 MILLER Spice Girls	Virgin
6	19 OVERLOAD Sugababes	London
7	10 IT DOESN'T MATTER Wyclef Jean	Columbia
8	10M AIN'T EVEN GONNA TRIP Honeyz	1st Avenue/Mercury
9	3 AGAINST ALL ODDS Mariah Carey & Westlife	Columbia
10	10W SKY Sonique	Serious/Universal Island

Most played videos on MTV UK/Media Research Ltd w/9 15/9/2000
Source: MTV UK

THE BOX

#	Title/Artist	Label
1	4 THE WAY I AM Eminem	Interscope/Polydor
2	1 ROCK DJ Robbie Williams	Chrysalis
3	3 GET IT ON Bus Stop feat. T-Cox	All Around The World
4	2 TAKE ALL ODDS Mariah Carey & Westlife	Columbia
5	5 AGAINST ALL ODDS Mariah Carey & Westlife	Columbia
6	10 IT DOESN'T MATTER Wyclef Jean	Columbia
7	10 IT'S GONNA BE ME N Sync	Jive
8	3 REACH 3 Club 7	Polydor
9	6 MUSIC MADNESS Maverick/WEA	Maverick/WEA
10	11 IT DOESN'T MATTER Wyclef Jean	The Rock & M Seacock

Most played videos on The Box, w/ 16/9/2000
Source: The Box

BOX BREAKERS

#	Title/Artist	Label
1	10 WHAT'S A GIRL TO DO Sister 2 Sister	Mushroom
2	3 FOLLOW YOU FOLLOW ME Sonny Jones	Logic
4	3 WE'RE THE PARTY AT 50-50	Multiply
5	4 RE WITH MY OWN EYES Sash!	Vainix
6	8 CRAZY Tomcat	Virgin
7	8 COULD I HAVE THIS KISS FOREVER Houston & Iglesias	Arista
8	7 5 ABSOLUTELY EVERYBODY Vanessa Amorosi	Mercury
9	8 MY LUV OUTTA LOVE Anastacia	Epic
10	9 REMEDY Hilda Hicks	Universal Island
11	9 OVERLOAD Sugababes	London

Highest climbing videos on the Box in advance of single release w/ 16/9/2000
Source: The Box

TOP OF THE POPS

Spiritualized Finlay Quayle: With My Own Eyes Sash!; Absolutely Everybody Vanessa Amorosi; Overload Sugababes; Ordinary World Aurora feat. Naimen Coleman; Natural 5 Club 7; On A Night Like This Kylie Minogue; Lady (Hear Me Tonight) Modjo

Draft lineup 15/9/2000

CD:UK

Performances: Natural 5 Club 7; On A Night Like This Kylie Minogue; I Believe Supriya Gething; I'm Over You Martina McBride; Something Deep Inside Billie Piper; Video: Lady Modjo; Interview: D. Wilchard

Final lineup 16/9/2000

RADIO ONE PLAYLISTS

A-LIST 7 Days Craig David; Groovejet (If This Ain't Love) Spiller; Music Madness; Lady (Hear Me Tonight) Modjo; Sky Sonique; Bullet to the Gun 2000 Planet Perfecto; 1,2,3,4 Get With The Wicked Richard Blackwood; Unforgettable Sinner Lane Martin; Unleash The Dragon; Sash!; Frank Under the Path & Dub Conspiracy; Breaked For Fighters; Most Girls Pink; Overload Sugababes; Merrick400 2000 Zombie Nation; Black Coffee All Saints; Boyz n the Hood Architects feat. Nana; The Way I Am Eminem; What I've Done Rizzle/Roscoe; Kids; Robbie Williams & Kylie Minogue

B-LIST It Doesn't Matter Wyclef Jean; Ordinary World Aurora; Tell Me I'm Real K-Ci & Jodeci; Something Deep Inside Billie Piper; Dillension Body Ocean; Boyz n the Hood Architects; On A Night Like This; Kylie Minogue; Natural 5 Club 7; See My D.U.'s; Suzanne; In Demanded Times; Something In Your Eyes Ed Coan; Jaguar DJ Rodrigo; Kiss the Atomic Missile; Wonderful Eveningstar; Tell Me Melanie B; Nursery Rhymes Iceberg

11 playlists for week beginning 18/9/2000
* Denotes additions

BBC RADIO 1

Slim: Beautiful Day U2; Spiritualized Finlay Quayle; *Silence Delirium feat. Sarah McArthur; Sunset (Bird of Prey) Baby Sim; Please Forgive Me David Gray; *Baby To Body Samamba Music; Muscle Music; *Holler Spice Girls

C-LIST Searcha Sasha & Emrat; Let's Do It Again Imine Lina David; Let's The Light; Common; Ministry Goes By; Sory Muzika Boy; Slave To The Way Place; Not Even Gonna Trip Honeyz; Get Along With You Kelti; *Musio Is My Radar Blat; *Trouble Country; *Rumors Damage; *Who The Hell Are You? Madson Aurora; *Amazing What It Feels Like Per A Girl Madonna; *Why Does My Heart Feel So Bad Mozby

11 playlists for week beginning 18/9/2000
* Denotes additions

MTV UK PLAYLISTS

ADDITIONS *Your Love Ben: The Way I Am: Eminem; Breakout Foo Fighters; Aint Even Gonna Trip Honeyz; Boy Next Door Jamaica; Absolutely Nice Days; Holler Spice Girls; Beautiful Day U2; Absolutely Everybody Vanessa Amorosi; The Lonely One Aicey Aird; Nursery Rhymes Iceberg Slim; Follow You Follow Me Sonny Jones; In Demand Tones; Ministry Dirty Day; Love Sky Kirielle Bond

BUZZWORTHY Black Coffee All Saints; The Way I Am: Eminem; The Last Time Shina Sugar; Power2write Shina Sugar

POWERPLAY Lady (Hear Me Tonight) Modjo; On A Night Like This Kylie Minogue

THE PEPSI CART

Performances: You Do Something To Me Dum Dum; Outta Love Anastacia; Most Girls Pink

Video: Body Groove Architects feat. Nana; Lady (Hear Me Tonight) Modjo

Final lineup 14/9/2000

RADIO TWO PLAYLISTS

A-LIST Against All Odds Mariah Carey & Westlife; Unforgettable Sinner Lane Martin; That's The Way To Get Missions In Demanded Times; Ennio Lonerati; Could I Have This Kiss Forever Whitney Houston & Enrique Iglesias; Closer Than Me! The Beautiful South; *Things Have Changed Bob Dylan

B-LIST *Sad Eyes Trisha Yearwood; If I Fell Robe McEwen; Let's Do It Again Lyndon David; Hell; I'm Outta Love Anastacia; I Believe; My Healing Band; From Now On Rocked; All Summer Long Chris Rea; What It Is Mark Knopfer

12 playlists for week beginning 18/9/2000
* Denotes additions

BBC RADIO 2

A-LIST Lucky Britney Spears; Something Deep Inside Billie Piper; Second Hand News; Juliette Taylor; Let's Talk About Us Van Morrison; Satcha Wunder; Hurt Me Full Pains feat. Donny Judge; Rapture Caprice; Heaven Right Here Jonny Johno; Last Good Day Of My Life; The Classics; Victory Bond; Life Is A Rollercoaster Ronnie Koster; *The Voice (album); Russell Watson; *Black Coffee All Saints; *Ooh Kind Of Love Nana; *Sore Took Magic Brins; *Old Time Rock & Roll Status Quo

RECOMMENDED ALBUMS

CATALOGUE

NEW RELEASES

FRONTLINE RELEASES

- ADAM CANTOR UNARMED/Anthem/Urban/Italy/India/CD # 2369 55 \$19.99
- ALANIS MORAIS UNPLUGGED/Atlantic/US/Canada/CD # 0865 25 \$19.99
- ANDREAS KALKREUTH/EMI/Capitol/US/Canada/CD # 001 827 \$19.99
- ANTONIO CARLOS JOBIM/Atlantic/US/Canada/CD # 0801 27 \$19.99
- ARRESTED DEVELOPMENT/Atlantic/US/Canada/CD # 0801 27 \$19.99
- AZZURRO/Atlantic/US/Canada/CD # 0801 27 \$19.99
- BARBARA STRANDBERG/Atlantic/US/Canada/CD # 0801 27 \$19.99
- BEATLES/Atlantic/US/Canada/CD # 0801 27 \$19.99
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BEATLES/Atlantic/US/Canada/CD # 0801 27 \$19.99

VARIOUS: The Only Classical Album... It's Still Here! (KNOX 750656)

It's a proud but untempered boast although there is no denying there is a formidable array of classical music talent on display including Wesley Garrett, Ludwig Maximilian, Pascia Domingo and many more. Nor is there any denying the proven appeal of this album, which was released at full price two years ago, since which time it has sold 130,000 copies, comprising largely familiar tunes, many of them popularized by TV commercials, this double album will undoubtedly do terrific business at its new dealer price of \$5.55.

JIMMY PAGE AND HIS HEAVY FRIENDS: Hipster Guitars Slinging

(Interscope) (KNOX 486)

It is no secret that before making it big with Led Zeppelin, Jimmy Page was an indemand sessionman, who hired out his honed professional guitarwork to numerous hits. The records on which he is rumored to have played are legion, but he doesn't sensibly select to those on which he is known to have participated, rounding up 53 such tracks on a nicely packaged double CD. Page's roles range from cameo to crucial and there are a number of tracks on which he collaborates with Eric Clapton too, where the duo's nascent talent shines through.

BEATLES/Atlantic/US/Canada/CD # 0801 27 \$19.99

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BEATLES/Atlantic/US/Canada/CD # 0801 27 \$19.99

THE BEACH BOYS: The Beach Boys in Concert (Capitol/EMI 52953932)

A straightforward reissue of an album originally released in 1973 which includes highlights from two different tours. This is a highly professional and slick snapshot of the Beach Boys' concert sound but one which is curiously lacking in atmosphere, with audience levels low and restrained. Its value is further diminished by the absence of both Brian Wilson and Bruce Johnston, who had just left the band. There are, however, some truly excellent moments including California Girls, and Sail on. **Alan Jones**

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DISTROBUTORS

ABC - ABC 100 01 18	CD - Capitol 100 27 17	DM - Decca 100 01 18	E - EMI 100 01 18	LA - La 100 01 18	MG - Mercury 100 01 18	MM - MCA 100 01 18	NR - New World 100 01 18	OC - Ocean 100 01 18	OP - Ortofon 100 01 18	P - Polygram 100 01 18	PO - Philips 100 01 18	PR - Private 100 01 18	RA - RCA 100 01 18	RD - Real Gone Music 100 01 18	RI - Rhino 100 01 18	RP - Ryco 100 01 18	RS - Reprise 100 01 18	SA - SONY 100 01 18	SH - Sharp 100 01 18	SI - Sire 100 01 18	SM - Sony Music 100 01 18	SP - SVP 100 01 18	ST - Star Line 100 01 18	SW - Swan 100 01 18	TA - Taiwan 100 01 18	TE - Telarc 100 01 18	TI - Time 100 01 18	TR - Tuff 100 01 18	TS - TSC 100 01 18	TV - TVT 100 01 18	UN - Universal 100 01 18	VA - Verve 100 01 18	VI - Virgin 100 01 18	WC - World Circuit 100 01 18	WE - World Circuit 100 01 18	WM - Warner 100 01 18	WO - World Circuit 100 01 18	WS - World Circuit 100 01 18	WV - World Circuit 100 01 18	WX - World Circuit 100 01 18	WY - World Circuit 100 01 18	WW - World Circuit 100 01 18	WZ - World Circuit 100 01 18
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NEW RELEASE COUNTDOWN

Key album releases scheduled for the next six weeks

October 2
David Arnold Shift (OST)
Green Day Warning
Bliss: Paper Walls (Live: Innocent Finley Yague Vanguard (Epic)
Rothschild Kara (Parlophone)
The Beach Boys: The Beach (East West)
Paul Simon You're The One (Warner Bros)

October 9
Agnelli & Nelson Hudson St (Strange)
The Beaches: Shell Painting It Red (Mercury)
Chris Morris Blue Jam (Warp)
Facebe Back: Market Music (Hush)
Red Snapper Out In To Saturday (Resistant)
The Mote (Talon Loud)
Warfare: Elemental Mike Peto (Tug)

October 16
All Saints Saints And Sinners (London)
Melanie B (Hot Girl)
Dope Smugglaz Dope Radio (Perfecto/Mushroom)
Stinks Like Everything To Me (Island)
Limp Bizkit Choklad Starfish And The Hotdog Flavored Water (Interpol/Jay-Z)
Freddie Mercury Collection (Parlophone)
Lionel Richie Renaissance (Mercury)
Various New Dance 2001 (Virgin)

October 23
Eagle Eye: Every Living In The Present (Future Perfect)
Erasure Loveboat (Mute)
PJ Harvey Stories From The City, Stories From The Sea (Universal)
Sash! Genesis His (Mute)
Big Sinclair Champs Elysées (Detected)
Tommy Stinson: Inland (Columbia)
Texas Greatest Hits (Mercury)
Various Presents Paul McCartney: Travelling (Parlophone/Mushroom)
Wookie Wookie (Soul II Soul)

October 30
Brykback Hits (Epic)
Erykah Badu (Motown)
Celine Dion: The Collection Series Vol. 1 (Epic)
Patty Martin (Columbia)
L2S (Ediz/ive)
U2: That's Can't Leave Behind (Universal Island)

October 30
Blur: No Distance From The Ground
The Vines Slimy Happy (Mercury)
Guns N' Roses: The Skin
Blur Archive 2: 1976-1992 (Virgin)
Miley Cyrus: Miley Cyrus (Polygram)
R Kelly: 12:00 Noon (Virgin)
Spice Girls: Forever (Virgin)
WestLife: RCA

SINGLES

RELEASES THIS WEEK: 162 YEAR TO DATE: 4,560

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50
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51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100

RELEASES THIS WEEK: 162 YEAR TO DATE: 4,560

101	102	103	104	105	106	107	108	109	110	111	112	113	114	115	116	117	118	119	120	121	122	123	124	125	126	127	128	129	130	131	132	133	134	135	136	137	138	139	140	141	142	143	144	145	146	147	148	149	150
101	102	103	104	105	106	107	108	109	110	111	112	113	114	115	116	117	118	119	120	121	122	123	124	125	126	127	128	129	130	131	132	133	134	135	136	137	138	139	140	141	142	143	144	145	146	147	148	149	150

RELEASES THIS WEEK: 162 YEAR TO DATE: 4,560

151	152	153	154	155	156	157	158	159	160	161	162	163	164	165	166	167	168	169	170	171	172	173	174	175	176	177	178	179	180	181	182	183	184	185	186	187	188	189	190	191	192	193	194	195	196	197	198	199	200
151	152	153	154	155	156	157	158	159	160	161	162	163	164	165	166	167	168	169	170	171	172	173	174	175	176	177	178	179	180	181	182	183	184	185	186	187	188	189	190	191	192	193	194	195	196	197	198	199	200



Manchester by night and day: the nightlife at In The City is as important as the daytime business of the panels at the Crowne Plaza



ITC MOVES HOME TO MANCHESTER TO RECAPTURE ITS GLORY DAYS

As In The City celebrates its eighth birthday, Adam Woods looks at the impressive line-up of panels planned for this weekend (September 23 to 27)

After last year's holiday in Liverpool, In The City returns to Manchester this weekend for its eighth birthday. And, with the move back home, the organisers of the convention which styles itself as "the Urban Glastonbury" are predicting a return to the glory days of the early Nineties.

"The original idea of the first In The City in 1992 was to be the convention of the top-ranking industry people — not the wannabes, but the majors and the people who make things happen," says founder and director Vette Livesey. "The first year, it was glossy, it was glitzy, we had everyone who was anyone there. Every year after that, the audience really varied depending on the speakers and panelists — and depending on the city where the event took place."

"In Glasgow, for instance, we got a younger audience; in Liverpool last year it was different again. Over the years, it has swung backwards and forwards, and this time it has swung back again, so that it feels exactly like it felt that first year. It is really exciting."

Certainly, the daytime line-up has the appearance of a definite return to form. The lack of high-level, major label involvement in the event over the past few years is convincingly redressed with Universal Music UK chairman and CEO John Kennedy's appearance as the keynote speaker on Monday; the showcase celebrity interview slot is filled by the admirably heavyweight

'The world is a single market now. Anyone who operates different rates and business models in different territories is living in the 19th century' — Tony Wilson, ITC founder

Brian Eno the following day (see breakout); and Radio One head of music policy Alex Jones Donnelly and Top Of The Pops producer Chris Cowey face the industry on Sunday lunchtime. Other star turns include such luminaries as MP3.com chairman Michael Robertson, Artistdirect.com's Rick Rubin and Marc Geiger, Ruff Nation Records CEO Chris Schwarz, REM/Nick Drake producer and Hannibal Records boss Joe Boyd, >

For your pleasure: Brian Eno

In The City is continuing its tradition of putting big personalities under the spotlight by featuring Brian Peter George St John Le Baptiste de la Salle Eno — better known as Brian Eno — in this year's celebrity interview slot.

The former Roxy Music electronic wizard (pictured) reviews previous celebrity interviewees including John Cale and the late Peter Grant into the Monday afternoon slot. He will lay his career and life open for scrutiny under the gentle probing of ITC founder Tony Wilson, who is hoping to elicit some memorable soundbites from the multi-instrumentalist, producer, diarist and all-round renaissance man.

"Eno has a history of special ideas and the celebrity interview has always given us some fabulous and famous lines," says Wilson. "[US industry lawyer] Alan Grubman said,

"When someone fucks you for the first time, shame on them. When they do it again, shame on you".

A celebrity interview with Malcolm



McLaren also coaxed the confession from the former Sex Pistol manager of how much it had cost to clean Sid Vicious' knife following the murder of his girlfriend Nancy Spungen.

Wilson hopes to lead Eno through a 90-minute chat and Q&A on Monday September 25, taking in his work as a producer and collaborator with artists from David Bowie to Dvořák, his relationship with cutting edge technology and his career as a musician, from Roxy Music sound manipulator, to glam-punk solo artist, to inscrutable ambient pioneer.

"He recently finished up working with U2 and his well-documented use of modern technology fits in with what we are doing, so I can't think of anyone more appropriate to do the interview," says Wilson. "Eno is a man with an incredible history and a vital role to play in the future."

ITC's first dance summit

Consultations in London during July with a host of independent dance labels, distributors and club brands paved the way for In The City's first self-contained Dance Summit. The day of seminars takes place on September 23 and also represents the first time the conference has kicked off on a Saturday.

ITC managing director Warren Bramley expects both milestones will take regular delegates — and the industry at large — some time to get used to.

"The dance summit will be quite a niche event for the first year we do it, but the second and third years it takes place, we expect it expand," he says. "The most important thing is that everybody gets their head around the fact that the event will be starting on Saturday this year."

Bramley identifies the summit's own niche with reference to Miami's Winter Music Conference ("Where people go to swap records," according to Bramley) and the Amsterdam Dance Event in October

("Where the heads of the companies all meet up"), saying that he believes there is a gap in the market for enlightened debate about the practical difficulties faced by the music industry's dance specialists. He rejects suggestions that dance music is too underground to be attracted to industry forums, and too varied to be nailed down by general debate.

"All these companies license and distribute tracks," says Bramley. "They are all getting ripped off by piracy. Labels can't get their records into America because they have already been pirated and distributed by the bootleggers, but nobody is doing anything about it because it's happening on such a small scale. These are the kinds of issues they need to discuss."

Vital Distribution, Ministry of Sound, Incentive, Subversive Records, Tummy Touch and London club Fabric were among the industry insiders to whom Bramley pitched the idea. He says that

shrugs of incomprehension from some quarters were soon replaced with animated discussion as common ground made itself apparent and ideas began to flow.

Subversive managing director Daniel Pope recalls commenting to ITC co-founder Tony Wilson early this year on the lack of attention paid by ITC to dance independents. He believes the opportunity to air issues relevant to dance independents in a focused environment should set the Dance Summit apart from other events.

"All the other conferences, such as Popkomm, Milsen and Amsterdam, are more trade fairs than places to get together and discuss issues facing dance independents in the UK," says Pope. "We are not going to be there for one or five days surrounded by a lot of other things that don't really have anything to do with us — we can just go up there for one day, debate the concerns that we have, and then come back."

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*BPI Music Buyers' Survey 1999.

**Cardner and the Consumers' Association research 2000 stated that over 40% of credit card holders would not buy over the web.

► Chrysalis Group chairman Chris Wright and DEAG CEO Peter Schwenkow.

This transatlantic and, to some extent, pan-European line-up befits the conference's broad theme of globalisation, at a time when the music industry's territorial fences are being bulldozed daily by a combination of corporate development and technological advance.

ITC co-founder Tony Wilson concedes that the concept of globalisation in this context is as an entirely business-orientated term, with little or no reference to the creative fuel which powers the business — and he makes no apologies for it. "The world is a single market now, courtesy of the worldwide web, as it used to be known," he says. "Anyone who operates different rates and business models in different territories is living in the 19th century."

John Kennedy's keynote speech on Sunday evening is likely to touch on many of the key aspects of the global theme, from the point of view of a major label attempting to maintain its terrestrial strength in an online marketplace, even as it fights the flow of parallel imports onto the shelves of UK retailers.

Certainly, the late addition of MP3.com chairman Michael Robertson to the line-up — appearing on Saturday at 6.30pm — is sure to add a spark to the proceedings, given Universal's successful action against MP3, resolved two weeks ago in a US court.

The latter theme will already have been aired by the time Kennedy takes the stage, in the form of the Parallel Imports & The Dealer Price Debate which kicks off the day in the Stanley room. Another retail headache is addressed later in the day, with Retail In Therapy, whose panellists include Amazon's Paul Zimmerman, Boxman UK country manager Rob Markus and Music Week columnist and independent retailer Paul Quirk.

Inevitably, the spectre of new media looms large over the entire event, with

IN THE CITY 2000 PROVISIONAL PANEL SCHEDULE

SATURDAY
Alexandria 1: 12.00 To Licence or Distribute? That Is The Question; 2.00 From The Dancerfloor To The Cutting Room Floor — Synch Rights @ 130bpm; 4.00 Mutiny On The Decks — Piracy In Dance; 5.30 Dance Summit Celebrity Interview

In The Bar: 6.30 Freshers' Ball; 7.00-9.00 Space Opera In association with Rio Digital Audio

SUNDAY

Alexandria 1: 11.00 Blow'n In The Wind — The Globalisation Of The Collection Societies; 1.00 Behind Auntie's Curtains with Chris Cowey and Alex Jones-Donnelly; 5.30 Keynote — John Kennedy
Alexandria 2: 10.30 Do You Wanna Play FTSE? — An Idiot's Guide To Nasdaq; 12.00 The Analogue To Digital Masterclass; 1.30 Retail In Therapy; 5.30 Exclusive Deals In A Digital Age; 5.30 Keynote — John Kennedy
Derby: 11.30 Why Aren't Music Marketing People Qualified?; 1.00 Under The Covers — The Album Sleeve Unwrapped; 2.30 Uggla! In The Rigg'n' — Pirate Radio; 4.00 On Your Marx... The Political Economy Of The Music Industry.
Stanley: 11.15 Parallel Imports And The Dealer Price Debate; 12.45 Do It Again — The Re-Issue Issue; 2.45 Digital Vikings — Scandamania

seminars on alternative payment models, online ticketing, webcast rights, CD burning, exclusivity, the mooted death of copyright, interactive radio — featuring Ginger Media director, online, John Osby and Storm



Vulnerability Of Managers; 4.00 Brunch With Boyd — In Conversation With The Legendary Joe Boyd; 5.30 Celebrity Interview — Brian Eno
Derby: Interactive City — 9.30 Music For Money — Alternative Payment Models; 11.15 Vitaminic Presentation; 12.00 Interactive City Keynote Address; 1.30 The Big Issue — News From The

Radio managing director Bruno Brookes — and a symposium of major and indie new media gurus, whose panellists include Sony new media manager Tony Martin, Beggars Banquet head of new media and sales

MONDAY — AUDIENCE LIVE DAY
Alexandria 1: 10.00 Ticket To Ride — Online Ticketing; 12.15 Corporate v Independent; 2.00 Peter Schwenkow Keynote Presentation; 3.30 The Sun Always Shines On TV —

Webcast Rights; 5.30 Celebrity Interview — Brian Eno; 11.00 Live From America — Marc Geiger & Rick Rubin
Alexandria 2: 11.00 Corporate A&R — Where Did It All Go Wrong?; 12.30 The Meaning Of Independence With Chris Wright; 2.00 No, No, Not Fuck Me, Fuck You — The

Mark Geiger

Heads Of New Media; 3.00 Islands In The Stream — Interactive Radio; 4.30 Barclaysquare.com Presentation
Stanley: 11.00 The Songwriter; 1.00 The Principles Of The 21st Century Record Contract; 2.45 Black To Reality — The Problems Of Black Music UK, Volume II; 4.00 How Do We Reclaim The USA? **TUESDAY**

Alexandria 1: 11.30 Digital Radio — How Do We Plug It?; 12.30 Hip Hop Colloquium With Chris Schwartz; 2.30 PR Masterclass With Alan Edwards; 5.30 My Label
Alexandria 2: 12.00 The Legendary ITC Hypothetical; 1.30 Music Journalism Is No Longer An Art Form — Discuss; 3.45 Marketing Masterclass With Trevor Beattie
Derby: Interactive City — 10.00 Hot Mouth Action — How Does The Porn Industry Do It?; 12.30 Guerrillas And Their Lists — Digital Marketing; 2.00 Authorit-e Presentation; 2.30 The Rights Stuff — Encryption, Encryption, Encryption; 4.15 Rio Presentation
Stanley: 11.00 M Comment — Mobiles And Music; 1.00 Who Uses Fashion To Get to Number One?; 2.30 Is This The End Of Copyright?; 4.00 Burn

Baby Burn — CDs Under Scrutiny
WEDNESDAY
Alexandria 1: 11.00 How Was It For You?

Simon Wheeler, V2 Web director Clara Gynor and Warner Music sales manager Raoul Chatterjee. But, for all of the cutting-edge discussion, there is ample coverage of time-worn ►

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➤ record industry chestnuts. The Chrysalis Group's Wright will be defining the meaning of independence on Monday, while Sorenkewicz of DECCA's rapidly-expanding German concert group, offers an international perspective on the live sector with his keynote speech in the early afternoon.

Another of the highlights of the Monday is certain to be Behind the Bars, in which Jones Donnelly and Cowey respectively explain why Radio One doesn't have a dance music bias and how Top Of The Pops can become the BBC's next export hit.

Tentatively confirmed for the following day's How Do We Reclaim The USA? panel is Sire Records boss Seymour Stein, alongside Telstar managing director Jeremy Marsh, who suggests that the debate could be a short one.

Also under the microscope are the

perils of artist management, through the eyes of panelists including former Charlotte Church manager Jonathan Shalitt and Charlatans manager Steve Harrison; the state of music journalism, featuring Miranda Sawyer, Excess Press managing director Jayne Houghton and NME scribe Steven Wells; and Corporate A&R — Where Did It All Go Wrong, which sees indie stalwart Jive's Dave Wiberley rub shoulders with Blur mentor Andy Ross, of Food Records. Justifying the corporate pound is Universal Music Publishing senior A&R Stephen Jones, while a committed sceptic, Top Sheet editor Joe Taylor, chairs the panel. Masterclasses in PR and marketing come from David Bowie manager and Outside Organisation managing director Alan Edwards and from Trevor Beattie, the mind behind the infamous Wonderrig and

French Connection advertising.

From the creative point of view and in addition to the contributions from Eno and Boyd, artists Peter Blake and Peter Saville — respectively the most influential album sleeve designers of the Sixties and Eighties — discuss the art which goes into making a successful album cover, while The Face's Steve Bode is among the panelists debating the role of image in music in Who Uses Fashion To Get To Number One?

The jewel in Tuesday's crown is arguably the much-anticipated Hip Hop Colloquium, with Schwartz, who was responsible for signing Cypress Hill and The Fugees long before he launched the pan-media Ruffworld Entertainment with support from Warner Bros. In a similar vein, but from a UK point of view, is Black To Reality, on which panelists including Blues & Soul managing editor Russell Crew and D'Influence's

Kwame discuss the present and future of black music.

But although the presence of a distinguished line-up of speakers and panelists will certainly help delegates justify discharging their expanded accounts over the five days of the convention, many argue that it is a sociable atmosphere — or lack of one — that makes or breaks each year's event. In the City is known, for better or worse, for the quality of the networking opportunities it provides.

According to Livesey, one of the main attractions of the Holiday Inn Crown Plaza hotel in Liverpool last year was the size and character of its bar. This year's venue, Manchester's Midland Crown Plaza, promises more of the same. But if the programme as a whole lives up to expectations, a sore head shouldn't be the only thing on the minds of returning delegates.

ITC BROADCASTS ITS UNSIGNED LINE-UP

Dance and black music may be putting in their most respectable showing to date on the ITC seminar schedules, but a timely nodding towards rock and metal in the conference's Live Unsigned line-up is a reminder that In The City is just as keen to turn its attention to less fashionable musical movements.

The A&R section of the conference is split into three categories — In The City Unsigned, Black Music Unsigned and Acoustically Unsigned — featuring 87 acts between them. In terms of ambition and scale, the event has vaulted on from 1992, when 11 bands played in Manchester Town Hall. The fact that those bands included the then-unsigned Radiohead, Oasis, Estatica and Suede means this year's participants have a hard act to follow. But in The City Unsigned chief Phil Saxe says it is all too easy to disregard untried talents of past years by focussing on those who have made it big. "The fact that somebody goes on to sell more records has nothing to do with our job at In The City," says Saxe. "We just make the introductions — what the record companies do with the acts after they have signed them is their business. And a lot of bands have failed to make it, not because they weren't good enough, but because the record company messed it up."

For the record, however, future critical and commercial favourites who have stopped off at In The City over the years in between tours of the nation's toilet venues include The Verve, Stereophonics, Mark Morrison, Catatonia, Doves, Coldplay, Muse and JYFL. Illustrious rejects include Entropy. Saxe himself takes little of the credit or responsibility either way.

"We can crowd about four or five bands by a major record label I would have been out on my ear long ago," says the former Factory Records A&R manager, who oversaw the career of the Happy Mondays first time

"We just make the introductions — what the record companies do with the acts after they have signed them is their business" — Phil Saxe, ITC

around. "We are not pretending we are clever. What we are good at is putting the event on for the benefit of the industry." Among the panelists brought in to sit through this year's crop of demo tapes was Metal Hammer online editor Daniel Lane, who says the list of successful bands includes a number of names which will be



Former ITC Unsigned bands: Coldplay (top) and Doves

In The City Live Unsigned

SUNDAY SEPTEMBER 24
Atlas Bar: 8:00 Headway; 8:45 Shortwave; 9:30 Manganese; 10:15 RSL
Barca: 8:30 Corleone; 9:15 Monomania; 10:00 Ballboy
Jacko's Wharf: 8:00 Blusher; 8:45 Mail! Bongo!; 9:30 SuperAtom
Nowhere Bar: 8:15 Chancer; 9:00 Gecko Levy; 9:45 Purple Munkle
Pack Horse: 8:15 Autonomy; 9:00 Sugar Coma; 9:45 Skuld
Quay Bar: 9:30 Spare Snare; 9:15 Sizer Barker; 10:00 Boy; 10:45 Dummy Head Stereo

MONDAY SEPTEMBER 25
Atlas Bar: 8:15 Skeat; 9:00 Haven; 9:45 Perfect Citizen
Barca: 8:30 NEEB; 9:15 Jont; 10:00 Babeltree
Jacko's Wharf: 8:00 Dando; 8:45 Supersting; 9:30 Brunel
Nowhere Bar: 8:30 Loveland 1881; 9:15 Sky Diving Pungals; 10:00 Subways; 10:45 Chalk
Pack Horse: 8:30 Fat Controller; 9:15 Pulzar; 10:00 Eugene Speed
Quay Bar: 8:45 The Rio; 9:30 Buffuses; 10:15 Circulus; 11:00 Spacepoc

TUESDAY SEPTEMBER 26
Atlas Bar: 8:15 Le Grand; 9:00 Brand 0
9:45 Pioneer 4
Barca: 8:30 The Silver Pill; 9:15 Toby Slater; 10:00 Grand Western

Jacko's Wharf: 8:00 Rehab; 8:45 Zanderam; 9:30 Ten Kingdoms
Nowhere Bar: 8:30 Rigby; 9:15 Sinki Malkini; 10:00 Fuzz Lightyear
Pack Horse: 8:30 Sleath; 9:15 The Bard; 10:00 Onedio
Quay Bar: 8:45 Tompaunin; 9:30 Electro; 10:45 Mache; 10:15 Scaramanga 6; 11:00 Electro One

MORGAN'S SPICED BLACK UNSIGNED AT DUKES '92
SUNDAY SEPTEMBER 24
 8:35 Sarah Cue; 9:45 Six Loves Nine; 10:20 Stone Valley; 10:55 Steve Murray; 11:30 Mykyla; 12:10 Deep
MONDAY SEPTEMBER 25
 8:00 Neresia Maye; 8:35 LSL; 9:10 Page 82; 9:45 Nesh; 10:20 NBP Crew feat 2 Ton; 10:55 Fredi Kruga; 11:30 Miss Cherokee; 12:10 Da Essence

ACOUSTICALLY UNSIGNED AT BOX BAR
SUNDAY SEPTEMBER 24
 8:15 Daniela Bova; 8:45 Angelou; 9:25 Kinty McGee; 10:00 David Bum Band
MONDAY SEPTEMBER 25
 8:00 Ordinary People; 8:30 Katherine Kirk; 9:10 Adam Snyder; 9:40 Being 747; 10:15 Red Light Style
TUESDAY SEPTEMBER 26
 8:30 Steve Kennedy; 9:00 Laura Ivars; 9:45 Rosie Brown; 10:15 Moses

familiar to readers of the magazine's own demo section.

"There were a record number of rock and metal acts this year, and there are going to be three Unsigned rock nights," says Lane. "We also put forward a lot of acts ourselves, from the demos we have received over the past few months."

Among the bands Lane particularly

"We ended up being like concert promoters, thinking of ways of breaking it up so that it doesn't just sound like a Rodney Jerkins tribute night" — Russell Crew, Blues & Soul

recommends are Autonomy ("a nu-metal band in the Cot Chamber vein"), Squid ("a bit like Marilyn Manson"), The Bardo (signed to Riverman Records, spin-off label of Placebo's management company Riverman — and Onedice ("my personal favourite — taking traditional metal such as Pentera and early Metallica and putting a whole new twist on it").

Of the 14 acts which make up the Black Unsigned category, panelist and Blues & Soul managing editor Russell Crew says what is particularly striking is the diversity. "It wasn't what I anticipated at all," says Crew. "Most of it was contemporary R&B, but we had elements of hip-hop, funk as an Asian genre, a bit of garage — a good healthy cross section."

Crew identifies some of the more familiar names as having the best chance of breaking through in the near future, toping hip-hop artist Fredi Kruga, female R&B artist Mykyla and Sunday night opener Sarah Guy as acts to watch.

"We ended up being like concert promoters, thinking of ways of breaking it up so that it doesn't just sound like a Rodney Jerkins tribute night. But on the whole I'm looking forward to the performances a lot and I'm curious to see how people perform when they are live, as opposed to how they do it when they are on CD."

All of the acts in this year's Unsigned section will be available for preview on the website of online sponsor Vitaminic.

"It does perpetuate the idea that all we are involved in is unsigned music, when in fact we work with hundreds of record labels," concedes Vitaminic UK managing director Chris Cass. "But the ITC & ARR panels are an excellent example of a fitter working online. These bands have been selected from the mass of unsigned music out there and ITC does have a great record for discovering new bands."



NORDOFF-ROBBINS MUSIC THERAPY

ANNUAL GENERAL MEETING OF NORDOFF-ROBBINS MUSIC THERAPY
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SEPTEMBER 2000

To: The Fund Raising Committee:

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From: Co-Chairmen Derek Green and Jeremy Marsh

CHAIRMAN'S REPORT PRIOR TO THIS YEAR'S AGM

- Joining the committee are Richard Park, Andy Parfitt, Tony Prince & Alan Edwards each of whom will greatly invigorate the fund raising effort.
- We are especially appreciative of the following, who have all agreed to become Patrons of the charity: David Bowie, Def Leppard, Elvis Costello, John Illsley, George Michael, Status Quo, Marti Pellow, Pink Floyd, Keith Richards, Mike Rutherford, Heather Small and M People, Rod Stewart, Roger Waters and Bill Wyman.
- The Charity's 1999 Accounts show fund raising revenue of £1,018,713 netting out at £826,672 after costs and Centre Income of £40,500. This almost completely covers Direct Charitable Expenditure of £832,324 on Music Therapy services for the year.
- The Silver Clef Lunch, HMV Football Evening, MITS Dinner, BRIT Awards and Woman of the Year generated approximately 75% of last year's income.
- The success of the charity's work places even more responsibility on us as fund raisers to meet Direct Charitable Expenditure target of £1 million for the year 2001.
- Our non-executive chairmanship is for a three year term following which we will ensure a smooth transition to our successor.
- Audrey Hoare has been appointed full time Director of Fund Raising.

Whilst we believe that change is refreshing, we are respectful of all that the charity has achieved and intend to balance tradition with progress.

Derek & Jeremy

Derek Green and Jeremy Marsh
Co-Chairmen
Nordoff-Robbins Music Therapy Silver Clef Fund Raising Committee

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Martin Mills (Beggars Banquet)
 Rob Mitchell (Vapour)
 Tim Parsons (SFX)
 Matt Jagger (Ministry of Sound)
 John Semmens (MCPS PPS Alliance)
 Alison Wenham (AIM)
 John Esler (Oswang)
 Christian Uff Hansen (BMI)
 Ingemar Bergman (Popwhe)
 Guy Holmes (Gud)
 Korea Park (Mushroom)
 James Radcliffe (EMI)
 Glanville Dallas (Vilaminic)
 Paul O'Leary (O'Leary Records and Music Week)
 Paul Zimmerman (Amazon)
 Steve Kincaid (Vingit)
 Rob Marcus (Boaman)
 Nick Clark (RCA)
 Matthew Ross (Sony)
 Clive Black (Etelé)
 Kieran Hewson (D'Influence)
 Russell Crews (Blues and Soul)
 Murray Lynn (BMG)
 James Burns (Soul II Soul)
 Aka Jeffrey (MTV Interactive)
 John Dushy (Bangor Online)
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 Tony Portelli (4 Liberty)
 Jeremy Marsh (Telstar)

JOHN KENNEDY
 (Chairman and CEO of Universal Music UK)
The ITC Keynote Address
 Sunday 5:30pm



CHRIS SCHWARTZ
 (Founder of Ruff House and CEO of
 the Hip Hop Records)
The Hip Hop Colloquium
 Tuesday 12:30pm



**MARC GEIGER and
 RICK RUBIN**
 (artistdirect.com)
**From Santa Clara to the Midland Hotel -
 The Globix web interview**
 Monday 11:00pm



JOEBOYD
 (Head of Hannibal Records and Ryko Latino)
In Conversation.....
 Monday 4:00pm



PETER SCHWENKOW
 (CEO of DEAG)
Keynote Address, Audience Live Day
 Monday 2:00pm



**PETER BLAKE and
 PETER SAVILLE**
 Under the Covers -
 the Album Sleeve Unwrapped
 Sunday 1:00pm



CHRIS WRIGHT
 (Chairman of the Chrysalis Group)
The Meaning Of Independence
 Monday 12:30pm



**ALEX JONES DONNELLY and
 CHRIS COWEY**
 (Head of Music Policy at Radio 1 and the
 Producer of Top Of The Pops)
Behind Auntes Curtain
 Sunday 1:00pm



ALAN EDWARDS
 (The Chairman of Organisation)
The ITC PR Masterclass
 Tuesday 2:30pm



RUSSELL WATSON
The ITC Keynote Song
 Sunday 5:15pm



BRIAN ENO
The In The City Celebrity Interview
 Monday 5:30pm



MICHAEL ROBERTSON
 (Chairman and CEO of MP3.com)
**The Interactive City
 Celebrity Interview**
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HAPPY?

IN THE CITY

RETAIL FOCUS: ROUGH TRADE

by Karen Faux
 One Saturday afternoon, Rough Trade's customers can be seen bustling in with coats to the door of the Notting Hill Arts Club in West London, where the renowned indie chain hosts a free three-hour showcase for new bands. The Rota Club, as it is known, was set up to replace in-store PAs after local residents complained about the noise in Rough Trade's Portobello Road shop. Acts spanning Pete Dinklage, JT2, Tompaun and spanning Peter of Harry have all played at the 300-odd-capacity club and buyer Nigel House believes this underlines what the store is all about. "We love picking up on new acts and moving them on to bigger things," he says.

Rough Trade is always keen to offer distribution or buy direct from labels when it thinks a new act is sufficiently interesting. "Early singles from Badly Drawn Boy, Goldplay and Muse were bought direct from their labels and given hefty exposure in-store," says House. "Similarly, we supported Kathryn Williams from day one and it's great to see her being nominated for the Mercury Music Prize."



Rough Trade: supporting new acts

Along with Williams, Badly Drawn Boy, Goldplay and Two Lone Swordsmen are all currently strong performers and House believes that forthcoming releases will give customers plenty to get their teeth into. "Next week there is the new Go Betweens album and we are also expecting big things of God Speed You Black Emperor, Boards of Canada and

CELEBRATING 25 YEARS

Rough Trade is busy preparing for its 25th anniversary next year, with an opening bash planned for the Victoria & Albert Museum in February, club nights at the Notting Hill Arts Club and Subterrania, and a closing gig at the Astoria. It is also releasing a compilation via Mute Records. "The double CD will feature artists and tracks that have been important to the shop in the past 25 years and have a story behind them," says Nigel House. "Mute is coordinating the project, but everyone who works here is having some input."

comedian Chris Morris," he says. "Lemon Jolly's Lemon Jolly KY on XL Recordings, featuring previously-released limited 10-inches, will fly out as will the new album from J Mascis, entitled More Life, on City Slang."

Vinyl continues to be important and occupies about half of Rough Trade's shelf space. Apart from being big for dance and reggae, one-off

pressings for a wide variety of new releases generally fly out and the format has become very much a premium product. "The new New Morrison album is being produced in heavyweight vinyl by Simply Vinyl, rather than Virgin Records, and fans of the format will be quite happy to pay a high price," says House.

In recent months there has been a groundswell of support for electronics, which remains a strongly underground scene. Kid 606 and Thomas Brinkman are always eagerly sought, while tickets for Warp's Incredible Lighthouse Party in Docklands, on October 14, sold out incredibly quickly. A total of 3,500 tickets were sold for the all-night event which features Plaid, Boards of Canada, Autrechre and Aphex Twin. "It's certainly the fastest-selling event I have ever seen and we have had people from all over the world ringing up about tickets," says House. "The amazing thing is that it has all been word of mouth which just goes to show what a phenomenally strong scene it is."

Rough Trade: 130 Tottenham Court Road, London W1A 1JA, Tel: 020 7229 8541, website: www.roughtrade.com

IN-STORE NEXT WEEK (from 25/9/00)



Windows – Kylie Minogue, Radio Two Country, Price Hammers sale; **In-store** – Inga Day, Kylie Minogue, Pink, Pozzles, Waterboys, Robbie Rivera, Comfort Zone 2, Cathedral Voices, Thomas Ottens; **TV ads** – Radio Two Country, In-store; **Press ads** – Inna Day, Cathedral Voices, Thomas Ottens, Dubstar, In Motion, Harry Nilsson, Shirley Bassey



Albums – Ministry Of Sound Trance Nation 4, Ultimate Ibiza, Pink, David Bowie, David Coverdale, Kylie Minogue, Mark Knopfler, Sissq; **In-store** – two DVDs for £20



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Album – Sigur Ros; **In-store display boards** – Grand Drive, Buffalo Tom, David Mancuso presents The Loft Vol. 2, Jimi Tenor, Tim Hutton, Soulawx, Goldfrapp



Single – Mariah Carey & Westlife; **Windows** – S Club 7, Aurora, Richard Ashcroft, Sash! Vanessa Amorosi, Finley Quayle, Sugababes, Foo Fighters;

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Singles – Lodestar, Kristine Blond; **Albums** – Frankie Goes To Hollywood, Gomez, Kylie Minogue, Pearl Jam, Waterboys, Trance Nation 4; **Windows** – Kylie Minogue, Frankie Goes To Hollywood, Tiger Moth DVD, Sixth Sense DVD, "Every Home Should Have One" promotion; **In-store** – Ruben Gonzalez, Richard Blackwood, Dum Dums, Ministry Of Sound Sessions 11, Barenaked Ladies, David Bowie, Emmylou Harris



Album – Kylie Minogue; **Windows** – Kylie Minogue, Mark Knopfler; **In-store** – Hard House Nation; **Listening posts** – Willie Nelson; **Listening posts** – Carole King, Van Morrison, Björk, Courtney Pine, Waterboys, Barenaked Ladies



Singles – Mel B, SuRea, Sonny Jones, Architects, Roni Size; **Windows** – Kylie Minogue, Björk, Ministry Of Sound Trance Nation 4, Architects, Roni Size



Album of the month – World Party; **Select 1 listening posts** – World Party, Capercaille, Blue Stars, Sizzla, DJ Disciple; **Mojo recommended retailers** – Eddie Hirst, Cherry Twist, Gwai

Lo, The Alan Price Set, Emerson Lake & Palmer, Woody Guthrie



Singles – Lodestar, SuRea; **Windows** – Kylie Minogue, Björk, Frankie Goes To Hollywood, Bob Dylan, Ace label campaign; **In-store** – Buy two CDs and get a free Robbie Williams Ace campaign; **Listening posts** – DJT, Sigur Ros, Levellers, Sparks, Mercury Music Prize, Andrew S. Ace catalogue; **Press ads** – Björk, Bob Dylan



Windows – Beautiful South, David Bowie, Melanie B, Roni Size; **In-store** – Gomez, Frankie Goes To Hollywood, Iceberg Slimm, Maya Day, Madison Avenue, Rabece, Sister Bliss, Sonny Jones, Van Morrison; **Press ads** – Architects, Delerium, DJ Luck, Monster Boy, Nukleuz House Anthems 3, Roni Size, Soulfly, SuRea, Therapy



Windows; In-store – Young Guns For Us II, Best Of Carole King, Best Garage Anthems In The World... Ever



Woolworths Singles – Sonny Jones, Melanie B; **Album of the week** – Kylie Minogue; **In-store** – Sonny Jones, Melanie B, Kylie Minogue with free postcard, Barbra Streisand, Ministry Of Sound Trance Nation 4, Best Pepsi Chart, Love 2 Dance, Madonna

ON THE ROAD

KATE O'BRIEN,
 Popular Music rep for
 Birmingham



ON THE NET
PAUL ZIMMERMAN,
 general manager,
 Amazon.co.uk

The fact that Madonna's new album is out on Monday is great news for us. This week it has been outselling Robbie Williams on pre-sales – as has the new album from Radiohead. Three weeks ago we expanded our offer to include vinyl, singles and MiniDisc and we have been surprised by the uptake for singles. Our strongest singles seller is Modjo, followed by Spiller and Robbie Williams.

We are continuing to improve the site's content and the addition of new formats has been an important move. We have also recently enhanced our editorial review area with 'What The Critics Say', which collates comments from magazines such as Q and Rolling Stone. The other feature we've launched is Similarities, which is driven from sales data, and links like-for-like artists. Our customers are hungry for information and we cater for them with as many lists as possible. We are hoping that our 'Watch List' feature

will now prove as user-friendly and appealing to shoppers in the UK as it has in the US. Customers simply set up a list of the items they most want from our Amazon.co.uk stores and it is then accessible to present-stores and it is a rather good idea. It's a great idea, buying family and friends. It's a great idea. We are catering for two distinct types of customer. The purists, who are into specialist music like blues and jazz, use our site primarily to search for products and we have to make sure that our search function is more interesting in seeing what everyone else is buying and our Top 100 is designed to give them the information they need.

In October we will be celebrating our first birthday, and so far this year we have doubled the number of paying customers to 2m people. We are anticipating a very strong Christmas and will be moving our distribution warehouse to 152,000 sq m premises in Milton Keynes before the end of the year."

"My job is split between handling national telesales from the office and travelling to the Birmingham area to visit all our accounts. The fuel crisis this week has meant I haven't been able to get on the road but I've been extremely busy on the phone pre-selling product scheduled for September 15 release.

Birmingham is one of the strongest areas in the country for it. The latest Trojans boxed sets – Soulfly Reggae, Club Reggae, Dancehall and Rasta!, which comprise the series of 20 – are doing fantastic business across a wide range of shops including small specialists and the multiples. With three CDs in each box at a dealer price of £8.39, they offer very good value.

We are handling a new label Reggae On Top which features a rootsy, homegrown sound. Hughie Izacahua's album, Blow Pipe, is doing well at pre-sale and also on the label

is Tony Roots' Not Far Away which has already had singles in all the reggae charts. Artist 100 Records features US reggae and dancehall at a low dealer price, and is steaming out. Artists on the label include Stevie Man and Wayne Wonder.

A major release for me at the moment is Bancy Kent's album Dreamsville, which is building on her first two. It features ballads chosen by her fans and pre-sales are stacking up well. On a jazz tip, we've got five more Prosper boxed sets coming out in mid-October. The artists are Fats Navarro, Stan Kenton, Lionel Hampton, Coleman Hawkins and Woody Herman, and each set comprising five CDs is dealer-priced at £8.42. Mearnhire female folk singer Bill Jones is tipped to be the next Katy Rusby and pre-sales on her new album, for September 18, are massive. We've also got a new one coming from Norma Waterson, on Topic, that will go down very well."

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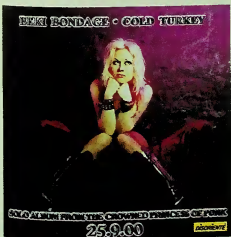
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Time was when VITAL could claim a bit of credibility with its left-of-bit-of-core dance stuff. But, that all went out the window when they hired west London's Cobden Club for their company conference and then proceeded to parade the WOMBLES. The Wimbledon gang are up for a new 34-track double CD of their favorite hits, out soon on Mike Batt's own label Dramatico, which Vital distributes. Hence Virgin head of product JIM BATCHELOR (1) cackling up with GREAT UNCLE BULGARIA and ORINOCO while Vital managing director PETER THOMPSON (2), encouraged by PIAS prez MIKE HENEGHAN, attempts to get Billy plastered on Red Stripes.

Remember where you heard it: Seems there are some musical chairs going on down at Universal's labels. Word reaches Dooley that Polydor marketing guru Jason Hley could be on a free transfer to postman new while Universal/Island's Karl Badger also looks for new challenges...Just what kind of music superstars is the world producing these days? **Badly Drawn Boy** man Damon Gough claimed at his post-winning Mercurys press conference last Tuesday that he's the sort who has **cabbage soup for tea** and was planning to spend his winnings on **gobstoppers**. "I'm also short of **underpants** - especially after tonight," he helpfully added...Meanwhile, spotted among the **Mercurys** there was none other than "resting" BBC music chief **Trevor Dann** who, just 12 months ago, was overseeing the corporation's

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entire output from the bash...Talking of the Beeb, he may be their top non-suit at Top Of The Pops these days, but **Chris Cowey's** past really is TV hell. Well, at least that's according to a Channel 4 countdown the other weekend of the **most embarrassing clips** of all time with no less than two figuring Cowey. He was producer of one White Room clip featuring Iggy Pop in see-through trousers, while less obviously was spotted as the hapless interviewer **totally losing the plot** in a clip with Public Image Ltd. Worse, the now long-haired Cowey was sporting an Afro. "Top" music clip, of course, was Sam and Mick's Brit Awards coming in at number 10...EMI HQ nearly experienced a bit of smoke on the water after the sub-station next door **flooded** their basement in the torrential rain on Friday, forcing all "non-essential staff" - that is everyone bar **Robbie Williams** - to decamp to the pub for the afternoon. Efforts to resolve the problem were met with **comical failure**: the fire brigade brought the wrong pump, while the Water

Board took one look and opined, "It's the **wrong type of water**"...John Kennedy has returned from the wilds of national indie territory to report progress on the import debate, revealing the major has been reminded "just how tough it is out there in the indie retail world in the face of high street competition". A good response to the major's two-day discount two weeks ago has been noted by the big man, while retailers apparently realise the long-term effect reduced marketing spend will have on sales. The upshot of which is the ingredients of the right trade recipe is being concocted...November 20 should be a busy day for **Charlotte Church**. Not only is her third album due to be released, but her **High Court** showdown with ex-manager **Jonathan Shallit** begins...Goodbye **Nick Phillips**, hello **Ken Bates**. Well that's one theory about **Barbara Charone**, who reckons she's been inundated with people asking if the real reason she was leaving Warner was to become **Chelsea's new manager**...Over at the Sony supporters club, fellow Chelsea fan **Gary Farrow** was using his own methods of **bribery and corruption** to get over the **fuel crisis** - swapping 16 CDs in his car for a better place in a petrol queue. Jackson Browne's **Runnin' On Empty** was

apparently not among the pile.....

Dooley's illustrious editor managed to persuade this gaggle of artists to drop their usual defenses long enough to tentatively join the suits at the



third **URBAN MUSIC SEMINAR** in West London last weekend, in order to impart a special kind of guidance to gathered hopefuls on breaking into the music industry and the places to be seen networking. Although, each and every one admitted Dooley's dear leader's interview with DJ 'Dumorgues' David Rodigan was a hard act to follow, of course. Back row from left to right are **SHANKS, LYNDON DAVID HALL, ICEBERG and LEEKEY THORNHILL**; front row from left, are **KELLY LE ROU, SHOLA AINA, MAXEY (BROWNSTONE) and RICHARD BLACKWOOD**.

For direct lines, dial (020) 7940 plus the extension you need. Editor: Aja Scott (0511/ajascott@united.com). News editor: Paul Williams (0517/pwilliams@united.com). Reporter: Marylouise Harding (0517/mharding@united.com). Grant consultant: Alan Jones (0522). Group production editor: Duncan Howard (0548/dhoward@united.com). Senior sub-editor: Designer: Peter Richardson (0522/peter@united.com). Sub-editor: David Bland (0541/dbland@united.com). UK sales manager: Head of Information Services: Chris de Whalley (0517/cdewhalley@united.com). Special Projects Editor: Adam Woods (0541/awoods@united.com). UK sales manager: Justin Rivers (0548/jrivers@united.com). Sales executive: (editorial) Martin Stevens (0522/mstevens@united.com). William Ealey (0522/whealey@united.com). Chris Rivers (0548/crivers@united.com). Sales executive: (advertising) Martin Stevens (0522/mstevens@united.com). Scott Green (0593). Christopher T. Morgan (0212 378 0467/ctmorgan@united.com). Classified sales executive: (advertising) Steve Green (0522/stevengreen@united.com). Sales exec: (advertising) Steve Green (0522/stevengreen@united.com). Steve Dobson (0602/sdobson@united.com). Virtus Humphrey (0212 378 0467/vh@united.com). Anna Spivackova (0522/aspivackova@united.com). Secretary: Sophie Howe (sophie@united.com). Managing director: Douglas Stewart (doug@united.com). Publisher: Steve Redmond (0506/redmond@united.com). For United Business Media Ltd, 2000. All rights reserved. No part of this publication may be reproduced or transmitted in any form or by any means electronic or mechanical, including photocopying, recording or by information storage or retrieval systems without the express prior written consent of the publisher. The contents of **Music Week** are subject to reproduction in newspapers, magazines and other periodicals. Registered at the Post Office as a newspaper. Member of the Publishers Association. Subscriptions, including the **Music Week Directory** only, from **Music Week Subscriptions, United Business Media Ltd, 2000, 100 Brook Street, London W1A 1AA, United Kingdom, Tel: 020 7940 8500, Fax: 020 7940 8500, Email: subscriptions@united.com, Website: www.musicweek.com**. Member of the Publishers Association. Subscriptions, including the **Music Week Directory** only, from **Music Week Subscriptions, United Business Media Ltd, 2000, 100 Brook Street, London W1A 1AA, United Kingdom, Tel: 020 7940 8500, Fax: 020 7940 8500, Email: subscriptions@united.com, Website: www.musicweek.com**. Member of the Publishers Association. Subscriptions, including the **Music Week Directory** only, from **Music Week Subscriptions, United Business Media Ltd, 2000, 100 Brook Street, London W1A 1AA, United Kingdom, Tel: 020 7940 8500, Fax: 020 7940 8500, Email: subscriptions@united.com, Website: www.musicweek.com**.

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