

FOR EVERYONE IN THE BUSINESS OF MUSIC 18 SEPTEMBER 1998 £3.60



mw

# music week

MORE POPULAR  
THAN SEX!!

crunch

[www.crunch.co.uk](http://www.crunch.co.uk)

# I WANT MY MP3!

**(THE MOST SEARCHED FOR WORD ON THE INTERNET)**

#### **THE UK'S LEADING LEGITIMATE DIGITAL DOWNLOAD RESOURCE**

Currently distributing over 1500 tracks licensed from independent UK labels  
Licensed by the MCPS and PRS for all its samples and streams  
Format independent, Crunch currently supports MP3, the de-facto standard for downloading music  
Exclusive download partners with Netscapeonline, Emusic.com and more  
Already over 1 million hits per month and rising

#### **THE OPPORTUNITY**

A new format for your current releases and catalogue  
UK Management of your global digital distribution rights  
Empowering your web site to distribute your music  
Advances paid, royalties rate negotiable

Find us at our stand at this year's in The City or contact:

Jon Davis or Kevin Griffiths  
Crunch Music Limited  
Unit 13 Grand Union Centre  
West Row  
London W10 5AH

Telephone: 020 8932 3551  
Fax: 020 8932 3552  
Email: [info@crunch.co.uk](mailto:info@crunch.co.uk)  
Website: [www.crunch.co.uk](http://www.crunch.co.uk)

Internet users think about Crunch every six seconds



[www.crunch.co.uk/musicweekad](http://www.crunch.co.uk/musicweekad)



**NEWS:** Key industry figures are joining a campaign against **GLR** plans to cut music output in favour of speech  
New 4



**NEWS:** To continue its global push, **SONY MUSIC UK** has unveiled its priorities for autumn and beyond  
International 6



**NEWS:** A one-off performance at John Preston's leaving do, paved the way for **EURYTHMICS** to reform  
A&R 7



**CLASSICAL SPECIAL STARTS - P10**

**FOR EVERYONE IN THE BUSINESS OF MUSIC 18 SEPTEMBER 1999 £3.60**

# music week

## BMG quits distribution to focus on the music

by Stephen Jones  
BMG is to become the first UK major to relinquish control of its own distribution network in a move that further underlines the fundamental changes affecting the shape of the music industry.  
The company is selling its distribution operation, which currently employs around 200 staff at its base in Oldbury, West Midlands, to Bertelsmann Distribution Services (BDS), a German-based standalone sister company which distributes everything from books to Porsche parts and Walt Disney products. From April 1, BDS will distribute BMG UK product under a three-year deal.  
BMG UK chairman Richard Griffiths says he is simply interested in receiving the best possible service at the best possible price. "I believe music companies should be in the business of developing and marketing music. Distribution is an increasing distraction which offers no commercial advantage," he says.  
Griffiths made the surprise



**Griffiths: apology to retailers**  
announcement to retailers hours after closing the deal last Thursday, the first day of BMG's annual sales conference. In his keynote speech Griffiths openly apologised to retailers for BMG's recent distribution service. Griffiths said, "We have one key problem at BMG. We have been giving an unacceptable service to retailers through our distribution and for that I apologise. We've tried to bring it to an acceptable level and not succeeded, although

with the work we've done we've started to turn the corner."  
Griffiths has been examining BMG's European distribution operations since joining the company last year. Since July its Italian distribution has been handled by third party Technica Logistica and further changes are expected in other territories soon. BMG's UK distribution arm is understood to have been operating under capacity since losing deals with Universal, Telstar and Castle in the past two years.  
One major retailer describes the UK decision as "the best news I've heard all day. There's such a backlog ordering, you can be waiting a week after placing order and there's such a reek of order."  
Another says, "We've had nightmare problems but I think losing control is a big mistake. You need your own staff to care about your own product."  
Griffiths says no redundancies are expected since BDS sees the deal as an opportunity to expand into the UK.



Positiva's Vengaboys were yesterday (Sunday) due to score their second number one in a row with We're Going To Ibiza as they led Lou Bega by 10,000 sales at the end of last week. The follow-up to June's Boom, Boom, Boom, Boom!, it will be their fourth top five single and last week propelled their The Party Album to platinum status. Positiva's recently-promoted managing director Kevin Robinson (pictured centre), who signed the Dutch-based act to the EMI-Chrysalis imprint, joined them when they flew in to record at Top Of The Pops last Wednesday to celebrate. He says, "This has been definitely the best year for us to date. It seems everything we've been working hard for during the previous years has clicked into place." The label is still enjoying single success with Alice Deejay's Better Off Alone after seven weeks in the Top 20. In all Positiva has sold nearly 3m singles so far this year.

## John Cale set to tell all at ITC

In The City's celebrity interview spot promises to offer one of the most illuminating examinations of a musician's career with John Cale agreeing to bare his soul at next week's event.  
The Welsh multi-instrumentalist, writer and producer and former member of The Velvet Underground will be put under the spotlight on Tuesday, September 21, at the Holiday Inn Crowne Plaza event in Liverpool.  
ITC founder Tony Wilson says

Cale's story, including his move from Wales to study at the Eastman Conservatory in Massachusetts, his collaboration with Lou Reed and the rest of the Velvets, his production work and solo career will all be examined during the 5.30pm slot.  
Meanwhile, Radio One's Tim Westwood will continue to make his DJing comeback following his shooting in July. He is due to play at the Black Unsigned opening party on Saturday night (September 18).

## Dimont takes Europe in EMI's global rejig

EMI Recorded Music chief Ken Berry has promoted longtime Virgin colleague Dimont to the new role of ceo of EMI Europe as part of a restructuring of the major's international operations.  
Dimont takes over European responsibilities from Rupert Perry, who is promoted to the newly-created worldwide role of senior VP of Recorded Music. Meanwhile, EMI UK's Ian Hanson has been appointed vice president global infrastructure project, a role in which he will spearhead the group's worldwide infrastructure investment.  
As part of the restructuring, which was announced internally last Monday, EMI has been subdivided into three regions: Europe, led by Dimont (Emmanuel de Burlet remains ceo of Virgin Continental Europe), the Americas, which will be overseen by Ken Berry as ceo; and Asia with Matthew Allison as ceo of south east Asian territories and Masaaki Salto as ceo of Toshiba EMI in Japan.

## Indie anger as Eros slips back

Nearly 200 independent retailers face a fraught Christmas period because they have been condemned to return to "pen and paper" ordering during their busiest trading period following the postponement of the new Electronic Record Ordering System (Eros).  
AT&T had been developing a new PC-based service to supersede the present Eros system, which 18 months ago had been identified as non-Y2K compliant. The AT&T system launch had been scheduled for October 1.  
However, at a meeting last Tuesday between AT&T and the Eros board, compelling representatives from major labels including EMI, BMG and Universal, it is understood that plans to implement the new service were shelved until February.  
AT&T's music industry account manager Mike Sykes, the man charged with introducing the new system, declined to comment and Mike McMahon, EMI director of sales and his company's representative on the Eros board, says

Eros will not make a statement until later this week.  
The decision has stunned and incensed indies who rely on Eros to place orders for product. One retailer says, "This is our busiest trading period. You might as well have chopped our legs off. This whole business has been handled dreadfully and it's now back to the Seventies ordering of pen, paper, fax and telephone as we approach the millennium."  
David Jones, operations director at Anycs, the biggest Eros user with around 40 stores, adds, "If [we are] left high and dry I'll not be too happy."  
An insider close to the project, which had been given the blessing by eight major distributors, says Eros Mk2's main stumbling block has been who should pay for the product file produced by Interward Brown, compounded by a lack of clear leadership to steer the project. "It seems no one thought that someone would have to foot the bill. The record labels and retailers don't want to pay for it," he says.

**martay**  
MARTAY featuring Z2 TOP: GIMME ALL YOUR LOVIN' 2000  
RELEASING ON 18 SEPTEMBER 1999 CD 2 & MC  
PRODUCED BY FRANCIS ROMVING  
ENTER THE WORLD OF MARTAY ON CD, VINYL & BRINE / ENCOUNTERS  
DISTRIBUTION: B&W EMI. BOX NO. 118

# fono

in  
their  
own  
words...

fono is a smash hit with its readers.  
Why?

Because – from Lou Bega, Eiffel 65 and Funkstar Deluxe, to Ann Lee, ATB and Lyte Funkie Ones – they read about the hits first in fono

A magazine, a twice-monthly hits CD and the industry's most comprehensive digest of Europe's sales and airplay charts, fono is the essential read for everyone who wants to track the European music scene.

We've also added a comprehensive US airplay review too.

So, if you want to find the newest hits, fono is the place to start.

To subscribe o fono, call Shane Doherty on tel +44 171 940 8605.

"fono is the best magazine of its kind that I've seen so far. It is very easy to read and so comprehensive" – **Christian Jepsen, music director, Radio 1, Norway**

"fono is my most important newspaper for reading. I really like it. It's really good to be able to check how songs are doing in different territories" – **Robert Sehlberg, music director, Radio Stockholm, Sweden**

"fono is very handy because you can see what's going on around Europe. The airplay charts are particularly good because we get customers coming in and asking for things they've heard on the radio" – **Tracey Watson, singles buyer, Andy's Records, UK**

"fono is very useful for the European charts. We constantly use it" – **Patrick Morgan, music programmer, Radio Salu, Saarbrücken, Germany**

"fono is very good for finding out what's happening all over Europe. You let your readers do the talking" – **Eric Hansen, director, The Voice, Copenhagen, Denmark**

"I think fono is really good. It contains lots of information. It's great for everyone in the music industry" – **Natalie Callay, head buyer, Virgin Mega, Antwerp, Belgium**

"I find fono very useful for all the European stuff" – **Vaughn Hobbs, head of music, GWR, Bristol, UK**

"fono has very good information in it. I always work with fono" – **Frizz Lauterbach, music director, Energy 97.1, Hamburg, Germany**

"I think Fono's great and the CD is really useful. I was following one record in the Swedish chart and when the CD with this song on it arrived with fono I was delighted and put it straight on our playlist" – **Jan Brodde, head of music, Radio Uptown, Copenhagen, Denmark**

"fono is really great. It's very useful for us to see what the trends are in other countries and see the kind of music other people are playing" – **Jari Aherma, asst head of music, Radio Sunshine, Rotkreuz, Switzerland**

# Retail flurry as Mercury winner Singh set for album chart debut

by Paul Williams

Talvin Singh was following in the footsteps of both Roni Size and Gomez last week after entering previously uncharted sales territory with his Technics Mercury Music Prize-winning album OK.

The Universal-Island artist saw sales of his debut album lift significantly from last Wednesday, the day after he confounded the bookies' predictions — at odds of 10/1 — to scoop the £20,000 prize at the ceremony held at London's Grosvenor House Hotel.

OK, which had previously failed to crack the top 75 since its release last October, was yesterday (Sunday) challenging finally to debut on the chart, making it the competition's third winner in succession after Roni Size and Gomez to reach a higher chart peak after winning the prize.

Universal sales director Nigel

Haywood says HMV alone was reporting an 11-fold sales increase for the album last Wednesday, compared to the same day the week before, with reorders across retail approaching 22,000 units by the middle of last week. Prior to its win, the album had sold fewer than 30,000 units in the UK.

"It's got all the same signs we had with Roni Size," says Haywood, who adds that the level of demand meant Universal could not meet retailers' entre needs immediately. "We didn't have much stock on board and I suppose in hindsight it would have been good to have had more," he says.

National advertising for the album, including in *The Guardian*, *Time* and *Observer*, has now been stepped up, while the album's title track will be released as a single on September 27.

The judges' choice of Singh prompted surprise among some of



Singh: national ad campaign

the record company and retail guests who attended the ceremony, while Mercury judging panel chairman Simon Frith referred to "rather unpleasant and scornous debate"

before the judges reached their decision.

However, Universal-Island managing director Marc Marot believes Singh's win — beating chart-topping names such as Blur, the Chemical Brothers and Manic Street Preachers — is "absolutely deserved".

"A record like that struggles to get the attention it deserves and doesn't normally get standard radio. It's too much of a hybrid," he says.

Marot, whose label won the competition with Pulp's *Different Class* in 1996, believes the win demonstrates that, even after the formation of Universal-Island, Island's drive to "push the boundaries forward" musically continues. "From our point of view, Universal-Island is now a different company to Island Records. It's broadened out, but it doesn't in any way, shape or form diminish our artistic drive," he says.

## news file

### JOLLEY QUITS TELSTAR

Telstar A&R director Mark Jolley quit last week after weeks of speculation to become an independent consultant for its group of labels. Rumours had been rife over his future since the appointment of Jeremy Marsh as label managing director. Jolley has A&R's L'Arc en Ciel, M&A, Duke and BB Mak.

### OXYGEN FINED FOR COVER-UP

The Radio Authority imposed its most serious sanctions on an Oxford radio station last week after it was found to have concocted an elaborate ruse to mask a breach in its format. Oxygen FM was fined £20,000 and had its eight-year licence shortened by two years after supplying the RA with fabricated tapes in an attempt to show the station had not breached its remit to include science and arts programmes.

### PARFITT STARTS HUNT FOR NEW BALL

Radio One controller Andy Parfitt is starting his search immediately to find a temporary breakfast show host successor to Zoe Ball, who announced last week she is to take a break from her work schedule from April 2000. Among the internal favourites to take over are Chris Moyles and Scott Mills.

### JAXX SCOP FIVE MUZIK NOMINATIONS

XL's Basement Jaxx have received five nominations for the Ericsson Muzik Awards being held in London on October 14. The act, who missed out on a Technics Mercury Music Prize nomination, have been nominated in the best album, new artist, band, essential mix and video categories. This year the awards will be backed by the first national Muzik tour from October 11 to 17.

### PELL PLEADS NOT GUILTY

Benjamin Pell pleaded not guilty to five counts of theft of "domestic waste" from a prominent firm of solicitors at Blackfriars Crown Court last Wednesday. The alleged theft from the Harley Street premises of Harkavys was said to have taken place in February. Judge John Samuel adjourned a further hearing until September 22.

Former Rocket Records president Derek MacKillop is joining Elton John Management to fill the gap left by the exit of the singer/songwriter's former manager Colin Bell and to help expand the company. MacKillop, who spent 28 months at John's label in New York, is joining the management company as creative director to work alongside the existing team which includes — pictured from left — tour director Keith Bradley, MacKillop, chief executive Frank Pressland, John and personal finance manager Lindsay Moffat. MacKillop, who worked at John's former management company John Reid for four years from 1994 before moving to Rocket, says he will be around for John to "boobies ideas off. He'll look to me for the music and visual". Elton John Management will change its name to Twenty First Artists when it moves to new offices in Olympia later in the year, a move that reflects its plans to take on other artists alongside John. MacKillop says the company could represent everyone from new to established acts.



## Independiente MD makes surprise exit

Independiente managing director Mike Heneghan suddenly resigned last Monday just two days after representing the company at Sony's sales conference.

The surprise move comes as the label is enjoying its biggest success in its history with Travis. In a note circulated to staff, Heneghan claimed recently he had not had the "support and backing" he expected from chairman Andy MacDonald — a claim MacDonald is understood to dispute vigorously. In an official statement Heneghan said he wished MacDonald, Independiente and its artists success. McDonald said: "Mike and I have enjoyed many successes together. We now have a very strong team which will ensure the continuing growth of the label and its artists."

## Fatboy Slim scores video hal-trick at MTV awards

Fatboy Slim has lifted UK musical fortunes in the US after picking up three awards at the MTV Video Music Awards in New York.

The Skint Records signing's *Praise You* won the best direction and best choreography video prizes at the event last Thursday at the Metropolitan Opera House, while the Spike Jones-directed promo was also named best breakthrough video.

Fatboy Slim's achievement — he was only beaten on the night by four-times winner Lauryn Hill — comes during a notably tough time for UK music across the Atlantic. The top half of this week's *Billboard* 200 contains no UK acts for the first time since before the Beatles made their US album chart debut in January 1964.

Skint A&R director Damian Harris says he is "really chuffed" about the three wins, which are expected to lift US sales of *You've Come a Long Way, Baby*, which is already a gold album on the other side of the Atlantic. It is one of two



Fatboy Slim: waving the flag for UK

big US successes for Skint, who have also charted with the Lo Fidelity Allstars.

"I find it quite funny that it's usually the guitar bands that seem to be struggling to do as well there as people think they should. While there's always a relatively small Angliophile community out there, they've already got their own rock bands. But they haven't got anything like Fatboy Slim," says Harris.

Overall Sony Music scooped nine of the 17 artist-related awards on the night.

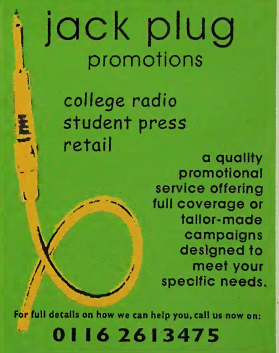
## Now Warner set to join the MiniDisc fan club

MiniDisc has received another boost following the decision by Warner Music to start issuing selected titles on the format.

Warner Music Europe marketing vice president Mark Foster confirmed last week his company is proposing to issue a mixture of catalogue and current titles on MiniDisc with details of specific releases expected shortly.

The decision by Warner to start to embrace MiniDisc follows a move by EMI and Virgin last year to release a number of key titles on the format, including albums by The Verve and the Spice Girls. July saw the MiniDisc release of EMI and Virgin's Now! 43 release with Universal, the first current hits package to come out on the format. Nothing that Warner briefly issued MiniDisc titles in 1993, Foster says. "We've been looking at the market which seems to have progressed somewhat to become a small but significant format in the UK."

Warner's move comes as Sony Music plans to open Europe's first MiniDisc-only outlet on the ground floor of its central London HQ in the next two months.



Jack plug promotions

college radio student press retail

a quality promotional service offering full coverage or tailor-made campaigns designed to meet your specific needs.

For full details on how we can help you, call us now on:

**0116 2613475**

## EROS: INDIES DESERVE BETTER

Although it has been known for 18 months that the current Eros system will have to be replaced due to Y2K problems, there is only one way in which to describe the way the whole situation has all been handled: a total cock-up.

Following last week's decision to postpone the possible introduction of AT&T's replacement until February, indie retailers find themselves facing the prospect of a Christmas spent telephoning or faxing out orders at the busiest time of year. No wonder some are so angry, for they have effectively been sold out the river.

The problem is that all the discussions so far have focused on the single quick-fix solution involving AT&T. Now that is not forthcoming, there is no fallback position.

Throughout the project there have been a number of problems, some technical and some financial. But the biggest seems to have been a lack of clear leadership from any side and the apparent desire to force through a solution.

At a time when labels are busy underlining their commitment to traditional retail, surely Eros's record companies partners owe it to indie retailers to commit to a system which makes their life easier.



by Paul Williams

Senior music industry figures are putting their weight behind efforts to halt BBC proposals to cut the musical output of London station GLR.

Virgin Records president Paul Conroy, Creation Records president Alan McGee and independent promoters companies including Anglo Plugger and Appearing are among those who have given their support to a campaign co-ordinated by one-time GLR advisory council member Lynne Sims. Under the new plans GLR's daytime output would be dominated by speech with music given a much smaller role.

The proposals – to be decided after a public discussion debate running until October 13 – came as part of a wider-ranging review of the BBC's TV and radio output in the south east with GLR specifically earmarked for more consumer programmes and more debates relevant to the capital. Consultation meetings are due to be held in Reading, Oxford, Maidstone and Hastings; none are scheduled for London.

Although the station has a small weekly audience reach of 0.23m listeners, according to the last RAJAR figures, its influence far outstrips the size

# Industry joins campaign to retain music on GLR



Gomez: early GLR sessions

of its audience. In the past it has been a breeding ground for new presenters including Chris Evans and Kevin Greening, and its diverse music policy has supported a wide range of acts.

Industry players say the changes would have a huge effect on promoting up-and-coming acts which GLR supports through interviews and specially recorded sessions. "It's a major, major station for us," says Appearing general manager Callaghan O'Rourke. "Almost every act we represent have done sessions on the station, interviews and competitions for gigs. It's going to be a tragedy if these changes go through." Among Appearing's acts backed in the past with sessions by

GLR are Catatonia, Embrace, Gomez and the Stereophonics.

Creation Records president Alan McGee describes GLR as the "last bastion of maverick, mainstream radio".

"It's the only place left in London where you can hear Junior Delgado played next to the 1910 Fruitgum Company," he says. "GLR is informed, relevant, anti-music politically and without doubt the most listenable station in London. It really is a tragedy that we are going to be made to listen to instead of great gardening phone-ins, yet more music played by people who have a genuine passion for what they are doing."

Anglo Plugger's head of promotion Bryan White notes it was GLR which broadcast the first Oasis radio interview in 1994. "As a licence payer, I demand GLR has music," he says.

Virgin Records media director Steve Morton says GLR exactly fits into the BBC's public service remit. "It's something you can't get anywhere else. It's a very broad spectrum, but still has a spoken-word output and does not just look at its figures," he says. "The campaign against the GLR is backed in the past with sessions by 1483 721726 (saveg@btinternet.com).

## BMI's UK stalwart Bob Musel dies, aged 90

Pioneering BMI figurehead Bob Musel, who became the US rights society's first representative in the UK, has died aged 90.

In the course of a varied and colourful career, New York-born Musel was both a songwriter and a journalist, beginning with news-service United Press International at the age of 16 and eventually becoming its youngest bureau manager. This led him to cover many of the century's most significant events.

In 1953 he was selected by BMI to become its first representative in the UK, beginning an association with the rights society that continued right up to his death last Wednesday. Musel's first significant role at the BMI came in 1955 when the US soci-



Musel: BMI's UK representative

ety signed its first agreement with PRS. An advisor throughout for BMI, he was latterly given the title of senior consultant.

BMI's senior vice president and special consultant Theodora Zavin

says the society was relatively new when Musel joined and societies overseas did not initially entertain the idea of a second US society.

"He himself was a songwriter and very well-known and trusted in the community so to become our European consultant and did a marvellous job introducing BMI to writers and publishers," she says.

BMI European writer/publisher relations vice president Phil Graham says, "He never stopped learning. He was a self-taught man. He was a great learner and a great teacher and taught a lot of people in the UK," he says.

Musel's funeral was held last Thursday at Golden Green crematorium in London. He leaves a wife, Jill.

## Eclipse concert left with £1.66m debt

The company behind one of last month's festivals to coincide with the eclipse has gone into receivership owing around 250 creditors, including some 50 acts, more than £1.66m.

Insolvency practitioners Leonard Curtis have been appointed as administrative receivers to Lizard Events (trading as Lizard 99), whose August 7-11 event at Cornwall's Gooonilly Downs featured Kula Shaker, The Levellers and James. It is understood these headliners are not paid.

At a creditors' meeting held earlier this month in central London Leonard Curtis told the 30 creditors present that it had been able to discover assets of only £38,000. As the meeting failed to find a liquidator, the Official Receiver will handle the company's winding up.

Keith Goodman, senior partner at Leonard Curtis, says the problems stemmed from poor ticket sales.

## TILLY

## MERCURY WINS PRESS, SOME PRAISE

Webbo was, inevitably, not happy with my suggestion that we may not need the Mercury Music Prize alongside all the other award shows nowadays. However, judging by the large amount of interest and publicity generated again this year, it appears there is room for it. Nothing's ear-holes, but what I'm still not convinced about is the judges' ear-holes.

The big Ibiza anthems of the summer are set to crash into the top five this week – Bob Marley vs Funkstar De Luxe's The Sun is Shining and Paul Johnson's Get Get Get. However, they will both be eclipsed by his single, can't-get-it-out-of-your-mind, Eiffel 65's Blue. This is as irresistible as Lou Bega and the great thing is our national station is playing these tunes, although they're surely not 'cutting edge'. How times change. The really bizarre fact is that whereas Lou Bega, ATB and now Eiffel 65 have raced up our Top 75 on 12-inch import, the Bob Marley track enters the albums chart on import due to its extra tracks making it ineligible for the single chart. It was even the number one dance album last week.

Apart from the few boy/girl acts with those large fan bases, nearly all the big summer records are coming from unknown Euro-tinged acts who, for the most part, will only have one really big record. It shows that no matter how much money the big boys throw at some of the average singles they put out, they can't compete with these great purer-power records.

After about 18 months in and out of the chart, she's finally made it – yes, the unbelievably beautiful, talented Shania Twain finally hits the number one album spot here in the UK. Mercury Records has done a wonderful job of marketing the album and, being the epitome of crossover pop/dance country, it's surely now one of the favourites for album of the year. If there is still anyone out there who hasn't bought Come On Over, buy it now. Every track has the potential to be a hit, and the video clip accompanying the new single, Man, I Feel Like A Woman, is absolutely sensational. That Robert "Mutt" Lange is a lucky guy.

Tilly Rutherford's column is a personal view

## Music Control expands reach to cover The Box

Electronic airplay monitoring company Music Control is planning to expand its TV coverage to include The Box and to increase the number of radio stations in its fold to 100 after installing a dozen new tracking machines across the country.

The addition of the Mediacore machines, including one in Dublin, means Music Control will be able to track airplay trends on 12 additional radio stations in the East Anglia, Norfolk and Peterborough areas.

Music Control's UK head of operations Ray Bonici says the move means increased demand from record companies for airplay statistics and will provide a more accurate picture of what music is being played.

The Box – it already tracks VH-1 and MTV – is planned for the end of the

year following customer requests for information on what the cable channel is playing.

The company is also doubling its database capacity, which Bonici says will allow it more freedom to track the fingerprints of tracks historically.

"We were struggling for space, but now, for example, publishers who are interested in tracking the progress of artists long-term can be offered that," he says.

At the same time, the company is introducing a new website next month which will allow record companies to access information more quickly on daily airplay developments across Europe.

"The information can be presented to suit customers and it will also be a lot quicker," says Bonici. The new site will be at www.music-control.com.

## Bumper Christmas ahead for TV music

The pre-Christmas TV schedules are rapidly being crammed with music programmes as LWT Productions picked up three new commissions to produce music shows alongside The Record Of The Year.

The first programme is a one-hour comedy with Polydor's S Club 7, which airs on ITV on September 18. The film, made by Simon Fuller's 19 Productions, features the band time-warped back to a small American town in 1959 and will feature three of the band's songs.

Tom Jones will follow Elton John, Rod Stewart, the Spice Girls and Bee Gees when the Welsh singer hosts An Audience With on September 25. LWT Productions has also produced a theme night celebrating the group Queen, which will be screened by Channel 4 later this year.

No firm transmission dates have yet been decided for the shows, although the Record Of The Year show will once again be screened in December.



The Stranglers have secured the promotional support of Dr Martens, whose classic black 1460 boot has become part of the band's standard uniform, for their forthcoming 25th anniversary collection CD set and tour. Dr Martens is producing a special, limited-edition run of the 1460 boot with the Stranglers' famous set logo embossed on the sole to coincide with the band's tour and October 4 release of their EMI Catalogue release, Hits & Heroes. A Dr Martens book will be published on October 1, charting the history of the footwear brand and featuring a number of artists including The Stranglers. Dr Martens music promotions co-ordinator Angie Klein says the boot is the company's first associated with a band to be sold at retail — it has done non-retail ones for Oasis, All Saints and the Prodigy. "We have a great history with the Stranglers and this is a great stepping stone for us prior to the launch of the book," says Klein. The Stranglers were also due to play a gig at the Dr. Martens store in Covent Garden last Friday (September 10) for broadcast over the Internet.

# Virgin and PPL in dispute on in-store radio licence status

by Robert Ashton

Virgin Retail could be forced to scrap one of its key promotional tools if it loses a fight with PPL over the licensing of its in-store Virgin Megastores Radio (VMR).

The retail group and PPL are engaged in a clash at the Copyright Tribunal next month following a long running row over VMR, which has been broadcasting to all 93 stores from the Oxford Street base for the past four years, should be classified.

Virgin applied for a statutory licence from the Copyright Tribunal in December 1995 to allow it to broadcast the encrypted signal, but does not agree with the collection society that VMR should be classed as a narrowcast broadcaster, which

attracts a higher rate of tariff than an ILR station and would cost Virgin Retail between £30,000 and £40,000 a year.

Virgin finance director Julian Ghinn says PPL has two licences — narrowcast and ILR — and it is only being offered one choice instead of another solution being found.

"If you are a record retailer and simply play CDs into there is no fee, but we are offering a better service which has a lot of record company support and are being penalised," he says. He adds Virgin is happy to pay some revenue to PPL and is still negotiating, but could be forced to return to its old system of in-store DJs if it loses the battle. "What we are trying to do is promote new music using new tech-



ology and it can only harm record companies," he says.

A spokeswoman for the PPL says the whole discussion is a matter of description. "Narrowcasters are customised services broadcasting to a small, select group rather than a normal radio station, which can be

picked up by everyone," she says.

"VMR seems to fit into that."

The Copyright Tribunal hearing is due to be held on October 25.

Virgin Megastores is planning to open a cybercafe at its new central London store in Piccadilly Circus, whose launch has been delayed a month to October.

The store, which is located opposite HMV and close to Tower's flagship site, will be the first Megastore to offer customers dedicated areas for internet surfing. It will also offer a third-party teletext booking service.

The move comes as Virgin prepares to launch a UK-based website. Meanwhile, Virgin says it now plans to open the Piccadilly store during the week beginning October 25.

## Sony's Church to perform in Ford's global branding drive

Charlotte Church is to perform and feature in a multi-million pound TV advertising campaign based around the millennium being put together by car giant Ford.

The 13-year-old Sony Classical artist will appear in the ad performing a track provisionally titled Goodbye Hello, which has been specially written for the commercial and is performed by Church at Sony's recent conference in Bournemouth.

It is understood that the television campaign will be used by Ford on a global basis to promote the car manufacturer as a brand rather than focusing on any one model.

"The ad is about the end of the old millennium and the start of the new one," says a source familiar with the project. "We don't know how much Charlotte is featured in, but from the description it is going to be fantastic."

The car company's decision to feature Church is a coup for the



Church: Ford millennium ad artist and her record company. The campaign is expected to kick off in early November, two weeks before the release of her second album, Charlotte Church, on November 15 which will feature the track.

"Ford felt that Charlotte was right for the campaign because she's young, fresh and new," says the source, who adds that the company sought Church after hearing her on the radio.

In January, Ford used a track by another Sony artist, Des'ree, for a TV ad campaign. That track, You Gotta Be, was re-issued as a single in March this year and became a Top 10 hit.

## Polydor backs Lolly debut album with sponsorship of teen cable TV comedy

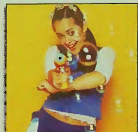
Lolly is sponsoring a TV programme as part of the marketing campaign for her debut album in a move that Polydor claims is a worldwide first for a music act.

To help support the launch of My First Album on September 20, the singer will sponsor the teen comedy, Sweet Valley High, on the Flatcatch-owned cable channel Tru2U.

Animation company Bermuda Shorts has designed a short animated sequence — featuring Lolly with Jessica and Elizabeth, two characters from the Los Angeles-based series — which will form the opening and closing sequence of the half-hour satellite and cable show. It will also appear as bumpers during the programme break.

Polydor UK general manager David Joseph says the deal will run for four weeks; two weeks into the sponsorship deal Polydor will also run Lolly's TV ad for her album during the break.

He adds the programme's target



Lolly: Sweet Valley High spot audience is perfect for reaching Lolly's audience.

Guy Martin, sponsorship manager at Flixtech, says it is the first time Sweet Valley High has been sponsored, adding that Trouble has an ideal audience for the Polydor act. "Through the sponsorship of Sweet Valley High we were able to offer Polydor a highly innovative way of using TV, coupled with strong synergy with Lolly's debut album release," he says.

## newsfile

**SUPER FURRIES FOOTBALL TIE-UP**  
Super Furry Animals secured a first last Thursday when they became the first band to sponsor a football league club. The band, who boast two Cardiff City Football Club supporters, will sponsor the second division side for the remainder of the season — the club's centenary.

**BORDERS OFFERS 24-HOUR SHOPPING**  
Borders is promising to bring 24-hour music and book shopping to London when it opens its new Books Music Cafe superstore on Charing Cross Road. The store will stay open for a one-off 30-hour festival of words and music after it opens at 6am on September 24 with performances from Vic Reeves, John Hegley and continuous live jazz.

**WEB-BASED DANCE OUTLET OPENS**  
Super Furry Animals has launched what it claims is the UK's first internet-only dance retail outlet. Company managing director Russell Courtart says that thanks to the retailer's site, which has been tested for the past four months, have risen to 5,000 album sales a month.

**NEW MUSIC GETS BREAKFAST SLOT**  
Upfront, the promotional CD agency, is creating 11m sampler CDs to cover mount as a pack promotion on breakfast serials Golden Grammys and Cinnamon Grammys. The CD, aimed at targeting a new audience with new music, will feature tracks by Space, Hurricane #1, Terrovision and Delirious.

**HILL & KNOWLTON WIN RADIO WORK**  
Recreatory Hill & Knowlton has been taken on by the Chrysler Radio Group to launch Chrysler Radio online for the Heart and Galaxy brands. The agency will work closely with the radio group's in-house PR and marketing teams.

**NEW MOVIES AT ENP&R MIKHAJL**  
Jan Jenkinson, a partner in Tribal Gathering festivals organiser Universe, has been appointed publisher of Emp Metro's *Mixmag*, while Andrew Harrison has been named managing editor. Jenkinson replaces Sarah Jones who has moved to Emag. Eban, while Harrison, a former editor of *Select*, succeeds Neil Stevenson, now *Heat magazine's* deputy editor.

**LUCKY NUMBER SEVEN FOR ROBBIE**  
Robbie Williams' I've Been Expecting You became a seven-times platinum album last week as the Vengabros' The Party Never Won its first platinum award. BPI gold awards went to Elvis Costello's The Very Best Of, Marlene McCutcheon's You, Me & Us, compilations Club Mix '99, Country and Kiss Ibiza '99, and the single Better Off Alone by Alice Deary.

**HOW TV SHOWS' RATINGS COMPARE**

Programme	Viewers	% change on previous week
CD:UK*	1,770	+26.7
Planet Pop*	1,668	n/a
The O Zone	1,052	n/a
Pop Zone	987	-3.2
Popstart Show*	566	-23.3
Top of the Pops*	488	+114.9

\*combined weekly figures \*\* Sat only figures Source: Mediacom TMB/Born, w/ August 23

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

# Sony aims to build on worldwide success with pop-and-coming acts

More than 15 years after the Eurythmics took the German Charts with *The Rain Again* into the chart both the duo and the rain are back once more. The pair's comeback single, *I Saved The World*, remains the hottest rung on *fonó's* survey of the 20 biggest UK-sourced records on European air (see below), while Travis arrive at 18 with *Why Does It Always Rain On Me?*.

It remains Texas at one and Ronan Keating at two on the European chart, but Motoko are giving their label Echo much to smile about, as *Sing It Back* jumps 73. It is one of five indie tracks on the chart, while BMG and Sony include two (Independiente) have four each, Universal three, EMI two, and both Virgin and Warner one.

Mercury act Texas are experiencing the biggest German hit in their careers so far as *Summer Son* last week reached 47 of the territory's singles chart. The success of the single, which is only beaten by Shania Twain's *That Don't Impress Me Much* on the country's airplay chart, comes as their album *Hush* last week climbed back to number 10, where it originally entered in 1995. It is set to reach gold status there with 250,000 sales this week as the band return to Germany for another promotional trip, including an appearance on the country's version of *TOPP*.

German music buyers would hardly wish to be described as living in the past, but it seems there is something about long-established UK acts that cannot resist achieving huge sales there last year for a Joe Cocker retrospective, Jethro Tull became the latest act to benefit from this extreme loyalty with their new album *Jethro Tull Don't Know Where the Summer Goes* last week entering the German chart at 15. This comfortably beats its UK peak of 44.

The rock doesn't stop for Epic's Apollo 440, whose *Stop The Rock* single from forthcoming album *Getting High On Your Own Supply* enters the Italian chart at 12. It is part of a consecutive trio of Brit hits on the chart with *Life Is A Gettin' Down* moving two places to 10 and Ger Halliwell's *Mi Chico Latino* moving from 7-11. *Stop The Rock* enters the Spanish chart at 19.

Ocean Colour Scene, part of Universal-Island in the UK, are perhaps surprisingly the highest new entries on the Spanish airplay chart with *Primal In Peace* making its arrival in five. The band's Spanish profile is set to rise further later this month when 40 TV stations broadcast highlights of the Benicassim festival where they performed.

Pearl Jam's *Last Kiss* was last week the only single standing in the way of Five moving it to the top of the Austrian chart. And just behind it at three was Ronan Keating's *When You Say Nothing At All* with Shanks & Bigelow's sweet ballad *Twilight* at seven and Brit Ann Lee moving from 22 to 12 with 2 Times.

by Paul Williams  
Sony Music UK has outlined its key international priorities for autumn and beyond, with new global pushes under way for acts such as Jamiroquai, B\*Witched and Charlotte Church.

The trio of acts, who have all reached the US Top 30 this year, join a line-up ranging from The Clash, Led Zeppelin and Apollo 440 to new names such as Thunderbolt and A1 who have been identified by the company's international department as providing the best hopes of overseas success in the coming months.

Sony 52's Jamiroquai are already setting the early pace with Sony international vice president, Brian Yates, reporting at the company's UK conference in Bournemouth last Saturday that their fourth album *Synkronized* has reached 2.9m sales worldwide so far. The project

now enters its second phase with the release today (Monday) of the album's second single, *Supersonic*, and a tour that will take them across Europe in October and to Japan and the US in November.

There will also be trips early next year to Asia and Australia, where the album matched its achievement on the German, Italian and Japanese international charts by debuting at number one. "This was particularly significant because there were no concerts or promo undertaken in Australia," says Yates.

Among the priority targets this time for B\*Witched — whose first album has sold more than 3m units worldwide — will be continental Europe, since to date they have achieved most of their overseas sales in North America, Asia and Australasia. "The strategy is going to be very selective promotional line-up in Europe," says Yates.



Leffitt: overseas ambition  
Sony Classical's Charlotte Church is also part of the million-selling debut album club with 2m units attained by Voice Of An Angel and confidence is running even higher for the follow-up.  
Although the Lightning Seeds' overseas success with *Sony* has so far been confined to Three Lions becoming a hit twice in Germany and Scandinavia, the company also has international hopes for their forthcoming *Tilt* album, while a range of

activities is being lined up for the Clash live album and video.

The new acts prioritised include Thunderbolt, whose first single *Friends Forever* is scheduled to be released in mainland Europe on September 27. A1 — who have already completed promotional trips to Denmark, Germany, the Netherlands, Norway and Sweden with a German return lined up — and Paddy Casey, who will be supporting The Pretenders on four European dates starting in Paris on September 22.

Meanwhile, Sony's US company appears optimistic about breaking UK drum & bass signing DJ Rapp there, although she has yet to make a notable breakthrough at home. On the back of strong coverage in music and style magazines in the States, she will be performing at CMJ in New York and as part of an MTV tour in the autumn.

V2-signed Stereophonics brushed shoulders with some of the US music industry's biggest stars and executives last Thursday, when they joined Richard Branson at this year's MTV Music Video Awards at the Metropolitan Opera House in New York. Their visit to the awards ceremony came as part of a promotional trip to the US last week, ahead of the Stateside release of the band's second album, *Performance And Cocktails*, on October 28. The group, whose track *Pickin' A Part That's New* went to US radio on August 24, were part of a double bill with Tonic at an MTV-sponsored showcase at the Irvine Plaza in Los Angeles last Tuesday. Last Friday the band were set to fly out to Australia to film a video for the track *Hurry Up And Wait* and support local act The Living End on tour. Their global profile is set to rise in October, when they perform at the Wembley section of *NetWid* with live dates following in the US and Europe.



## UK TOP 20 AIRPLAY HITS IN EUROPE

- | UK #1 | Track/Artist (no. weeks)                                    |
|-------|---|
| 1     | Summer Son Texas (Mercury)                                  |
| 2     | When You Say Nothing At All Ronan Keating (Polydor)         |
| 3     | Sing It Back Motoko (Epic)                                  |
| 4     | It's Been A Long Time Coming (Epic)                         |
| 5     | Tom Around Here & Small (MCA/UK)                            |
| 6     | I Don't Know What You Want... Pet Shop Boys (Parlophone)    |
| 7     | Burning Down The House The Jones & The Carpenters (Capitol) |
| 8     | If I Ever Go Westside (RCA)                                 |
| 9     | Connect With Jamiroquai (Sony 52)                           |
| 10    | All Of Nothing Cher (WEA)                                   |
| 11    | Feel Good Phats & Small (MCA/UK)                            |
| 12    | It's Gonna Be A Beautiful Day (Epic)                        |
| 13    | Remember My Beautiful Jack (Epic)                           |
| 14    | As George Michael & Mary J Blige (Epic)                     |
| 15    | From The Heart Another Level Horneback (Capitol)            |
| 16    | It's The Bitch Apollo Four Free (Epic)                      |
| 17    | Primal In Peace Ocean Colour Scene (Island/UK/Island)       |
| 18    | Why Does It Always Rain On Me? Travis (Independiente)       |
| 19    | Whenever I Stop Music The Mechanics (Virgin)                |
| 20    | I Saved The World Shanks & Bigelow (Capitol)                |

Chart shows the 20 biggest UK airplay hits in Europe. UK has 100 copies of 500 sales or more. Source: The Music Business Association (UK). Airplay based on 100 radio stations.

## GAVIN US URBAN TOP 20

- | UK #1 | Track/Artist (no. weeks)                         |
|-------|--|
| 1     | No Anxious Greener (Epic/50 Music)               |
| 2     | All That I Can Say Mary J Blige (MCA)            |
| 3     | Meeting In My Bedroom Silk (Epic)                |
| 4     | We Can't Be Friends Deborah Cox (Arista)         |
| 5     | Back That Azz Up Aretha Franklin (A&M)           |
| 6     | Sunshine Coca (RCA)                              |
| 7     | Speed My Life With You Eric Benet (Warner Bros)  |
| 8     | Wish You Were Here Willkie (Mercury)             |
| 9     | 114 My Girl Heavy D (East West)                  |
| 10    | Never Gonna Let You Go Faith Evans (Arista)      |
| 11    | 3 Bills Bills Bills Destiny's Child (Columbia)   |
| 12    | What To Wear Billie Holiday (Mercury)            |
| 13    | Upstyle TLC (A&M/Arista)                         |
| 14    | Fortunate Manuella (Columbia)                    |
| 15    | Hoppy After After Case (Interscope)              |
| 16    | My Love Is Your Love Willkie Newton (Arista)     |
| 17    | 763 Me It's Real Rick & Julie (MCA)              |
| 18    | Back That Azz Up Heavy D (Mercury)               |
| 19    | Go Get That Part In (Go Get) Nelly (Roc-A-Fella) |
| 20    | Get Back Friends Jay-Z (Epic)                    |

Chart shows the 20 biggest UK hits in urban radio for UK. Source: Gavin Music. 1999

## TOP UK AND US-SIGNED SALES CHART PERFORMERS (A&M)

Country	Track/Artist (no. weeks)	Sales in UK
AUSTRALIA	single It's Gonna Down Here (RCA)	2
	album By Request Boyzone (Polydor)	4
CANADA	single Corinne - Elton John/Rock/Mercury	9
	album NetWid 101 OST Various (Island)	18
FRANCE	single 2 Times Ann Lee (Parlo)	25
	album Best... Best Of Ann Lee (Parlo)	8
GERMANY	single 2 Times Ann Lee (Parlo)	6
	album Best... Best Of Ann Lee (Parlo)	1
ITALY	single It's Gonna Down Here (RCA)	10
	album Best... Best Of Ann Lee (Parlo)	1
NETHERLANDS	single When You Say... Ronan Keating (Poly)	6
	album NetWid 101 OST Various (Island)	1
SPAIN	single Summer Son Texas (Mercury)	9
	album The Hush Texas (Mercury)	11
US	single I'm Not A Hero (MCA)	55
	album Believe Cher (MCA)	24

© Warner Bros. Records, Sony Music, Capitol Records, Island Records, 100% Hollywood Music, Epic Records, MCA Music, Polygram, Parlophone, RCA Records, Virgin Music.

## AMERICAN CHARTWATCH

by ALAN JONES

With Charlotte Church's *Voice Of An Angel* and Fatboy Slim's *You've Come A Long Way*, Baby slipping 98-107 and 97-110 respectively, there are no British artists in the top 100 of *Billboard's* album chart for the first time in nearly 25 years. The last time the Top 100 was bereft of UK talent was on January 25, 1964. British acts had appeared in the chart only sporadically from the chart's inception in 1945 to that date, but the arrival of The Beatles' *Meet The Beatles* album — which debuted at number 92 on February 1 1964 — changed things if not for good, then for more than 35 years. A year after the Beatles' debut there were 13 records by UK acts in the top 100 and by the mid-1970s there were often 30 or more records by UK acts in competition.

For the present, the British flag is flown only by proxy, with Cher's 3rd-selling *Belleve* album — primarily written and produced by Brits — holding 34th place in the chart. Aside from Charlotte Church and Fatboy Slim, albums by members of the Brit pack in the bottom half of the Top 200 are the

Chemical Brothers' *Surrender* (117-223), Sarah Brightman's *Andrew Lloyd Webber Collection* (133-133) and Eden (133-133). Eric Clapton's *Plays* (142-142), Phil Collins' *Hits* (142-142), the Moody Blues' *Strange Times* (142-142), Def Leppard's *Euphoria* (134-144), UK-born but US-raised Slick Rick's *Art Of Storytelling* (147-167) and the Bee Gees' *One Night Only* (157-178). UK-signed fish like B\*Witched drop 107-117 with their self-titled collection, while Boyzone finally make their album chart debut with *Where We Belong*, though it sold less than 8,000 copies to enter at number 192.



The number one album, Dixie Chicks' *Fly*, sold a more impressive 341,000 copies last week, and makes the Nashville-based trio the first country group ever to debut at number one. Their previous album, *Wide Open Spaces*, debuted at number 148 in February 1998, but has since gone on to sell more than 5m copies.

Brooks and Shania Twain at the top, joined Garth Brooks on the singles chart, Enrique Iglesias, Ballantrae and the Latin army is on the move again, with Ricky Martin's *She's All I Ever Had* sprinting 18-4 and *Lo Bega's* *Mambo No. 5* jumping 16-11.



# music week **Subscribe today for just £140**

YES! Please start my subscription to Music Week for 1 year and send me my FREE Music Week Directory

Please tick  UK and N. Ireland - £140  USA, Middle East, Africa and Indian Sub Continent- \$440

Europe and S. Ireland - £175  Australia and the Far East - \$500

Type of business (Please tick)

Music/Video Retailer 01 00  
 Radio Station 15 00  
 Music/Video Wholesaler/Distributor 04 00  
 TV Station 14 00  
 Record Company/Label 03 00  
 DJ/Club/Bar 02 00  
 Concert Booking Agent/Producer 05 00  
 Record Company Manager/Distributor 10 00  
 Live Music Venue/Club/College 22 00  
 Live Music/Printers/Art Studio 11 00  
 Record Promoter/Manager 20 00  
 Recording Studio/Producer/Engineer 29 00  
 Merchandise Manager/Distributor 26 00  
 Video Production Facility/Producer/Engineer 07 00  
 Access/Equipment Hire/Production 27 00  
 Post Audio Equipment Manufacturing/Inc 27 00  
 PR/Publicists/Ad agency/Publishing/Journalism 18 00  
 Artist/Video Manager 12 00  
 Official Organiser/Public Library 16 00  
 Music Publisher 16 00  
 Other 99 00

Name Mr/Mrs/Ms	Initials	Surname
Job title	Company	
Address		
Daytime tel		Post/Zip
Fax		E-mail
Payment Method		
<input type="checkbox"/> Invoice me		
<input type="checkbox"/> I enclose a cheque for the sum of _____ made payable to 'Music Week'		
<input type="checkbox"/> Please charge my <input type="checkbox"/> Visa <input type="checkbox"/> Access/Mastercard <input type="checkbox"/> AmEx <input type="checkbox"/> Diners		
Card Number		
Exp. Date		Signature
		Date

## Exclusive Subscription Offer

### FREE Music Week Directory

Subscribe today for just £140 and receive your own copy of Music Week delivered every week direct to your home or office. Plus you will receive the 2000 Music Week Directory absolutely FREE!

Clearly complete this card and return to us, or alternatively, fax us direct on the number below

**FAX HOTLINE (4-44) 0181 309 3661**

51 Issues for just £140

FREE delivery direct to your door

FREE Music Week Directory worth £42

DSMS

## A & R

**SCREAM SINGLES**  
 eamed the cam's sixth e due before track, it is P. The ng with of four albums.

**UTE ALBUM**  
 all's lightning awaled Jan which had been oyd, Liam n with Ocean k will be its first ome. A-side uffalo Tom.

**MARK SPLIT**  
 Former Take That member **ARCA** Ows is searching for a new deal after **splitting from B&W**. Last week with more than an album's worth of material in hand, Most was recorded with producer **Arthur Baker**, but Owen has also been working with **Elliott Kennedy**, Ben Chapman and Adam Kivman.

**LONDON PUTS TOGETHER THE BEAT ST**  
 London Records is placing key artists with name producers to create an impressive soundtrack for next year's **The Beach movie**. Executive producer **Pete Tong** declined to comment, but collaborators include the **Prodigy's Liam Howlett** with Massive Attack's **3D**, **The Chemical Brothers** with **New Order** and **William Orbit** with **All Saints**.

**CRUNCH EXPANDS INDIE A&R PROGRAMME**  
 Crunch, the company which claims to be the UK's first MP3 digital distributor to strike deals with labels to release dance material online, has appointed former **Pinnacle** sales rep **Jimmy Knight** as indie development manager to expand its alternative music A&R wing.

**ALL SEING I INK CHRYSALIS PUBLISHING DEAL**  
 Chrysalis Music Publishing has signed **The All Seeing I's** core songwriters to a worldwide deal ahead of the release of their debut album **Picked Eggs & Sherbert** on September 20. Although co-writers have included **Jarvis Cocker** and **BabyDip**'s **Stephen Jones**, the group are understood to have been responsible for writing around two-thirds of the album.

**FATBOY SLIM SETTLES SAMPLE DISPUTE**  
**Fatboy Slim** has settled out of court with **Calgary blueswoman Ellen McIlwaine** after it emerged a sample from her 1975 cover version of **Stevie Wonder's Higher Ground** was used on his **1996 debut Better Living Through Chemistry** without permission. A spokesman for the artist declines to refer terms, but says the song was sampled off a bootleg and it was impossible to trace its original rights.

**NW PLAYLIST**  
**Bernard Butler** - You Must Go On (Creation)  
**A new football anthem?** (single, tbc); **Wyclef & Bono** - New Day (Columbia); **Bizarre**, but a grower (single, tbc); **Lucid** - Stay With Me Till Dawn (Delirious) Clear rhythmic development (single, October 4); **Pet Shop Boys** - New York City Boy (Parlophone) Choice Village People track from the album **Nightlife** (single, September 27); **Ain't Lee** - 2 Times (London) The new **Whigfield?** (single, September 20); **Jordan Knight** - Give It To You (Polydor) Will be huge (single, October 4); **R Kelly** - Turn Back The Hands Of Time (Atlantic) Revisited retro soul (single, September 27); **Slimy Red** - Ain't That A Lot Of Love (East West) Stardust-influenced **Seventies disco** (single, September 18); **Therapy?** - Suicide Pact - You First (Ark 21) Best album title of the year (album, October 18)

many quartet features **Brookside** actor **Leon Lewis** who plays **Simon** and have had material written for them by the **Atlantic** band.

Two other acts likely to attract much attention include **Jodi Katizma**, who is understood to have already worked in a studio with **Jazzy B**, and upcoming **Oxford-based rapper De Marvess**, who has been working with **Driftzone**.

Other acts hailing from **Bristol, Nottingham, Birmingham and London** as well as the **North-west** are due to appear in **Liverpool** this weekend including **35tyle, Anastazia, Brussel Bruvers, Ch'ill Cru, Flex, Ikane, Jennifer John, The Sweeney Beings, Sals and Yvonne Newman**.

Meanwhile, the lineup for the **September** night, which is separate from the night organised by the **Kashmir Klub**, includes: **Ben Williams, Bootley, Catherine Tran, Ethan Allen, Ganiya P. Gasper and The Jablonis Band**. And at the **The City Underground, Terrio** - a Welsh rock act managed by former **Blind** frontman **Richard Parfitt** - have been added to the list of acts appearing along with all-guitar band **Lashe**, who are managed by former **Nellee Hooper** manager **Mark Bader**.

wrote the songs and realised it could be a good thing.

Within weeks 19 Management's **Simon Fuller** - who had managed **Lennox** since her 1992 solo debut **Divya** - agreed to handle **Eurythmics** and, while they were not **A&R**, he proved a conduit of information to **RCA** managing director **Harry Magee**.

Magee says, "We knew they were working together and **Simon** would put in the phone calls to me to say it was going well. It was clear there was a special chemistry going on and we all crossed our fingers that something special could come from it."

Magee says, "We knew they were working together and **Simon** would put in the phone calls to me to say it was going well. It was clear there was a special chemistry going on and we all crossed our fingers that something special could come from it."

It will likely be seen as more than the story of another Eighties band reforming. Containing all the trademark **Eurythmics** hooks and distinctive vocals, from the opening romantic ballad **Seventeen Again**, which closes with lyrics from their 1983 hit **Sweet Dreams**, the band have come full circle. "[**Seventeen Again**] is autobiographical. It's so miraculous we got past the first step," says **Lennox**.

Recorded at **The Church Studios in Crouch**

**Eurythmics: teamwork**

End, London, the album is also likely to re-establish the act as a considerable leading songwriting duo.

**Lennox** says: "I'll sometimes have half a song and can't get further and **Dave** will come in and write a whole, or sometimes, like on (album track) **Beautiful Child**, he'll have written a whole backing track but no melody. It's 50:50. **Dave** takes care of the production and I'm there with ideas. It's like a team." **Stewart** adds, "It's like two chefs cooking and one says pass the salt."

The pensive first single **I Saved The World Today** (released October 4) is a less bombastic affair than might be expected for their return, and will be followed by second single **Seventeen Again** (which will be released here in January and will be the first US single). Other strong tracks include stadium power pop **Number Two To The Meek**, aggressive rock track **I Want It All** and the soaring **Peace Is Just A Word**.

Publishing interest in **Liverpool** girl pop trio **Alicia Kitten** has mushroomed since their signing to **Virgin Intimatic** label a month ago and the surprise news that the company aims to hit the ground running with the act by releasing their first single on **November 29**. Although much of the songwriting is by **EMJ** Music writer and former **ODD** frontman **Andy McCuskey**, co-writer **Stewart Kershaw** and who, like **McCluskey**, are without deals. Innocent managing director **Hugh Goldsmith** is keen to take the opportunity to launch them at a time when most labels are concentrating on big Christmas albums, and before other labels' girl acts in development release. The act, who are aged 17-19, are based at the city's **Motors** Museum studios and have performed 70-100 gigs nationwide, were put together by **McCuskey, Kershaw** and **Integral Management's Martin O'Shea**, who describes them as "a girl pop act with a rock'n'roll mentality." Pictured (from left) are **O'Shea, Kerry Katona, Goldsmith, Natasha Hamilton, Lizzie McClarnon**, Innocent head of marketing **John Paveley** and **Kershaw**.



**LABEL** Since a curvball in baseball is designed to be hard to strike a hit from, **Rob Jefferson** might soon have to change the name of his fledgling record label - although he has already done that once.

When he quit **Mushroom Records** to form **Curvball Records** he nearly named it the **Curvball Recording Co-operative**, such was his desire to underline the label's philosophy of collaborating with others on ideas.

"I toyed with the idea, but the problem was the hippy-dippy cooperative tag. The **Curvball** philosophy comes from the belief that record companies are incredibly redundant, such as the same people approaching the same people with the same basic product. The world's not like that any more," says **Jefferson**.

In just a year, the label has concentrated on grassroots **A&R** and issued at least a dozen records, most of which released by the **Yo-Yos** on rock imprint **Rebound**, who are the subject of international label interest.

Several releases have come within a sniff of the **Top 75** although the **Symposium** release with **S Records** would have likely gone

**Jefferson: teaming up with Flat Eric**

**Top 40** had it been chart moving. But now the label is on the verge of going up several gears during the next few months.

A chart-hopper is not out of the question either, with the first dance release on floating imprint **Round Records** - the new **Flat Eric** track from the **Levi's** ad campaign which is currently being set up. The puppet - which teamed up with **Mr Oizo** for the number one hit **Flat Beat** - will be seen playing air guitar to a track tentatively scheduled for release on **October 11**.

Called **Get Fuzzed Up** by **Wizz** (the name of the drink Eric drinks in the adverts), the riff explodes into a trumping big beat time. **Wizz** consist of the multimedia team behind

**Round** - Dan Solo, Regal-signed **Robin 12Troe** and **Jack** - and are currently attracting major label interest with a track called **Pinkus Up**.

In November **Curvball** is set to release its first album by **Glasgow** rock band **Astral** (previous **Evening Session** record of the weekers). Meanwhile the label is also developing a project entitled **Why Have We Felt The Need To Interrupt? Your Otherwise Normal Existence?** by an unpublished and gruff act reminiscent of a mainstream **Beta Band** with **Beck** and **Air** intonations, whose name is yet to be revealed.

**Jefferson** says he is determined to let people discover the band via an extended series of EPs in much the same way he set up **Garbage** on **Mushroom/Disorder**. The first release this year is entitled **Drive Barrymore**. "It's not going to be what the band is called but about the project and the sounds in the music. I want people to be interested for themselves, not because they are told to be," says **Jefferson**.

With this in store it is no surprise **Jefferson** has been in talks with majors over funding. "Despite wanting to do different, I've realised the chequebook talks and we need money for innovation and to pay bands' wages, which is just a reality," he says.



● More than 15 Eurythmics took The Real Gone! to the top of the duo and back once more, comeback single. World, claims the duo's survey of UK-sourced record (see below) arrive at 18 with Always Rain On Me

● It remains Ten Ronan Keating a same fono chart as giving their In to smile about, it jumps 7-3. It is tracks on the ch and Sony (includ Independent) h Universal three, both Virgin and

● Mercury act Texas are experiencing the biggest German hit in their careers so far as Summer Son last week peaked at 17 on the territory's singles chart. The success of the single, which is only beaten by Shania Twain's That Don't Impress Me Much on the country's airplay chart, comes as their album the Hush last week climbed back to number 10, where it originally entered in May. It is set to reach gold status there with 250,000 sales this week as the band return to Germany for another promotional trip, including an appearance on the country's version of TOPP.

● German music buyers would hardly wish to be described as living in the past, but it seems there is something about long-established UK acts they cannot resist. Following huge sales there last year for a Joe Cocker retrospective, Jethro Tull became the latest act to benefit from this extreme loyalty with their new album Jolly with Don't look back entering the German chart at 15. This comfortably beats its UK peak of 44.

● The rock doesn't stop for Epic's Apollo 440, whose Stop The Rock single from forthcoming album Getting High On Your Own Supply enters the Italian chart at 12. It is part of a consecutive trio of Brit hits on the chart with Five's If Ya Gettin' Down dropping two places to 10 and Eric Halliwell's Mi Chico Latino moving from 7.11. Stop The Rock enters the Spanish chart at 19.

● Ocean Colour Scene, part of Universaland in the UK, are perhaps surprisingly the highest new entries on the Spanish airplay chart with Profit in Peace making its arrival at five. The band's Spanish profile is set to rise further later this month when 40 TV stations broadcast highlights of the Benicassim festival where they performed.

● Pearl Jam's Last Kiss was last week the only single standing in the way of Five making it to the top of the Americas chart. And just behind it at three was Ronan Keating's When You Say Nothing At All with Shanks & Bigfoot's Sweet Little Candycoat at two and Brit Act Len moving from 22 to 12 with 2 Times.

overseas success in the coming months.

Sony's Jamiroquai are already setting the early pace with Sony international vice president, Brian Yates, reporting at the company's UK conference in Bournemouth last Saturday that their fourth album Synkronized has reached 2.9m sales worldwide so far. The project

Among the priority targets this time for B'Witched – whose first album has sold more than 3m units worldwide – will be continental Europe, since to date they have achieved most of their overseas sales in North America, Asia and Australasia. "The strategy is going to be very selective promotion lined up in Europe," says Yates.

attained by Voice Of An Angel and confidence is running even higher for the follow-up.

Although the Lightning Seeds' overseas success with Sony has so far been confined to three Lions becoming a hit twice in Germany and Scandinavia, the company also has international hopes for their forthcoming Tilt album, while a range of

Meanwhile, Sony's US company appears optimistic about breaking UK drum & bass signing DJ Rap there, although she has yet to make a notable breakthrough at home. On the back of strong coverage in music and style magazines in the States, she will be performing at CMJ in New York and as part of an MTV tour in the autumn.

V2-signed Stereophonics brushed shoulders with some of the US music industry's biggest stars and executives last Thursday, when they joined Richard Branson at this year's MTV Music Video Awards at the Metropolitan Opera House in New York. Their visit to the awards ceremony came as part of a promotional trip to the US last week, ahead of the Stateside release of the band's second album, Performance And Cocktails, on October 28. The group, whose track Pick A Part That's New went to US radio on August 24, were part of a double bill with Tonic at an MTV-sponsored showcase at the Irvine Plaza in Los Angeles last Tuesday. Last Friday the band were set to fly out to Australia to film a video for the track Hurry Up And Wait and support local act the Living End on tour. Their global profile is set to rise in October, when they perform at the Wembley section of NetAid with live dates following in the US and Europe.



UK TOP 20 AIRPLAY HITS IN EUROPE

UK	THIS WEEK (UK AIRPLAY)
1	Summer Son (Mercury)
2	When You Say Nothing At All (Roman Keating) (Polydor)
3	Sing A Back Masika (Epic)
4	It's Gonna Rain (Red Hot Chili Peppers) (EMI)
5	Tom's Acre (Phats & Small) (Mushy)
6	I Don't Know What You Want... (Put Stop Boys) (Parlophone)
7	Running Down The House (Tom Jones & The Carlins) (Gut)
8	If I Let You Go (Weathe) (RCA)
9	Control (New Ambrosial) (Sony S2)
10	Are Of Nothing (WeA)
11	Red Hot Chili Peppers (Mushy)
12	It's Gonna Rain (Red Hot Chili Peppers) (EMI)
13	Ronan Keating's Mi Chico Latino (Capitol)
14	As George Michael & Mary J Blige (Epic)
15	From The Heart (Another Level) (Northwestside)
16	Stop The Rock (Apollo 440) (Polydor)
17	Profit In Peace (Ocean Colour Scene) (Virgin)
18	Why Does It Always Rain On Me? (Trials) (Independent)
19	Whenever I Stop (Mike & The Mechanics) (Virgin)
20	I Saved The World (Sade) (Epic)

Chart shows the 20 most popular titles as listed for the week ending 10 September 1999. Source: Music & Soundscan

GAVIN US URBAN TOP 20

UK	THIS WEEK (UK AIRPLAY)
1	Summer Son (Mercury)
2	When You Say Nothing At All (Roman Keating) (Polydor)
3	Sing A Back Masika (Epic)
4	It's Gonna Rain (Red Hot Chili Peppers) (EMI)
5	Tom's Acre (Phats & Small) (Mushy)
6	I Don't Know What You Want... (Put Stop Boys) (Parlophone)
7	Running Down The House (Tom Jones & The Carlins) (Gut)
8	If I Let You Go (Weathe) (RCA)
9	Control (New Ambrosial) (Sony S2)
10	Are Of Nothing (WeA)
11	Red Hot Chili Peppers (Mushy)
12	It's Gonna Rain (Red Hot Chili Peppers) (EMI)
13	Ronan Keating's Mi Chico Latino (Capitol)
14	As George Michael & Mary J Blige (Epic)
15	From The Heart (Another Level) (Northwestside)
16	Stop The Rock (Apollo 440) (Polydor)
17	Profit In Peace (Ocean Colour Scene) (Virgin)
18	Why Does It Always Rain On Me? (Trials) (Independent)
19	Whenever I Stop (Mike & The Mechanics) (Virgin)
20	I Saved The World (Sade) (Epic)

Chart shows the 20 most popular titles as listed for the week ending 10 September 1999. Source: Music & Soundscan

TOP UK AND UK-SIGNED SALES CHART PERFORMERS ABOARD

Country	Artist	Album	Weeks on chart
AUSTRALIA	It's Gonna Rain (Red Hot Chili Peppers)	4	2
FRANCE	Control (New Ambrosial)	9	7
GERMANY	It's Gonna Rain (Red Hot Chili Peppers)	18	15
ITALY	Control (New Ambrosial)	10	8
NETHERLANDS	It's Gonna Rain (Red Hot Chili Peppers)	6	7
SPAIN	Control (New Ambrosial)	11	12
US	Control (New Ambrosial)	10	12

Chart shows the 20 most popular titles as listed for the week ending 10 September 1999. Source: Music & Soundscan

AMERICAN CHARTWATCH  
by ALAN JONES

With Charlotte Church's Voice Of An Angel and Fatboy Slim's You've Come A Long Way, Baby slipping 98-107 and 97-110 respectively, there are no British artists in the top 100 of Billboard's album chart for the first time in nearly 26 years. The last time the Top 100 was bereft of UK talent was on January 25, 1964. British acts had appeared in the chart only sporadically from the chart's inception in 1945 to that date, but the arrival of The Beatles' Meet The Beatles album – which debuted at number 92 on February 1 1964 – changed things if not for good, then for more than 35 years. A year after the Beatles' debut there were 13 records by UK acts in the Top 100 and by the mid-Eighties there were often 30 or more by UK acts in competition.

For the present, the British flag is flown only by proxy, with Cher's 3m-selling Believe album – primarily written and produced by Brits – holding 34th place in the chart. Aside from Charlotte Church and Fatboy Slim, albums by members of the Brit pack in the bottom half of the Top 200 are The

Chemical Brothers' Surrender (117-123), Sarah Brightman's Andrew Lloyd Webber Collection (133-133) and Eden (135-152), Eric Clapton's Blues (132-140), Phil Collins' Hits (142-145), the Moody Blues' Strange Times (148-150), Def Leppard's Euphonia (134-154), UK-born but US-raised Silk Rick's Art Of Storytelling (147-167) and the Bee Gees' One Night Only (157-178). UK-signed single B'Witched did 107-117 with their self-titled collection, while Boyzone finally make their album chart debut with Where We Belong, though it sold less than 8,000 copies to enter at number 192.

The number one album, Dixie Chicks' Fly, sold a more impressive 341,000 copies last week, and makes the Nashville-based trio the first country group ever to debut at number one. Their previous album, Wide Open Spaces, debuted at number 148 in February 1998, but has since gone on to sell more than 5m copies, as the group have joined Garth Brooks and Shania Twain at the top of the country tree. On the singles chart, Enrique Iglesias' Bailamos is replaced by U2 from TLC (pictured) – their second consecutive number one – but the Latino army is on the move again, with Ricky Martin's She's All I Ever Had sprinting 18-4 and Lou Bega's Mambo No. 5 jumping 16-11.



11/7: attracting attention

## Black Unsigned makes bigger ITC impression

11/7: The act managed by UK black music pioneer Erskine Thompson before his death in January, have made it through to the In The City Black Unsigned showcase as well as the last three in the Mobo's unsigned contest.

The now self-managed R&B/pop vocal harmony quartet features Brookside actor Leon Lopez (who plays Jerome) and have had material written for them by the *Family Stand*.

Two other acts likely to attract much interest include Jodi Karizma, who is understood to have already worked in a studio with Jazzy B, and upcoming Oxford-based rapper De Marvessel, who has been working with D'Influence. Other acts hailing from Bristol, Nottingham, Birmingham and London as well as the North-west are due to appear in Liverpool this weekend including 35style, Anastazia, Brussel Bruwers, Ch'ill Cru, Flex, Ibane, Jennifer John, The Supreme Beings, Sagan and Yvonne Newman.

Meanwhile, the lineup for the upcoming unsigned night, which is separate from the night organised by the Kashmir Klub, includes: Ben Williams, Booley, Catherine Tran, Ethan Allen, Ganiya P. Gasper and The Jablonisky Band. And at the In The City Unsigned, Terrie — a Welsh rock act managed by former *SON DOLLS* frontman Richard Parfitt — will have been added to the list of acts appearing along with all-giri guitar band Lashie, who are managed by former *Nellee Hooper* manager Mark Beder.

Publishing interest in Liverpool girl pop trio *Innocent Kittens* has mushroomed since their signing to Virgin's *Atomic* label a month ago and the surprise news that the company aims to hit the ground running with the act by releasing their first single on November 29. Although much of the songwriting is *EMI* Music writer and former *OLD FRONTMAN* Andy Cresswell's, co-writer Stewart Kershaw and the girls, who have some input, are without deals. Innocent managing director Hugh Goldsmith is keen to take the opportunity to launch them at a time when most labels are concentrating on big Christmas albums, and before other labels' giri acts in development release. The act, who are aged 17-19, are based at the city's Motor Museum studios and have performed 70-100 gigs nationwide, were put together by McCluskey, Kershaw and Integral Management's Martin O'Shea, who describes them as "a girl pop act with a rock'n'roll mentality." Pictured (from left) are O'Shea, Kerry Katona, Goldsmith, Natasha Hamilton, Lizzie McClarnon, Innocent head of marketing John Paveley and Kershaw.

Since a curvball in baseball is designed to be hard to strike a hit from, Rob Thompson might soon have to change the name of his fledgling record label — although he has already done that once.

When he quit Mushroom Records to form Curvball Records he nearly named it The Curvball Recording Co-operative, such was his desire to underline the label's philosophy of collaborating with others on ideas.

"I toyed with the idea, but the problem was the hippy-dippy cooperative tag. The Curvball philosophy comes from the belief that record companies are interested not in the same people approaching the same people with the same basic product. The world's not like that any more," says Jefferson.

In just a year, the label has concentrated on grassroots A&R and issued at least a dozen records, most of which are not the same people releasing the *Yo-Yos* on rock imprint Rebound, who are the subject of international label interest.

Several releases have come within a sniff of the Top 75 although the Symposium release with S Records would have likely gone

# Eurythmics return to pop with Peace

by Stephen Jones

Eurythmics' guitarist Dave Stewart admits that the act's surprise performance at departing B&W chairman John Preston's leaving party in January 1998 was the catalyst for their permanent reunion.

But it was only when the Eighties hitmakers rehearsed for February's *Brit Awards* last December — after effectively writing five songs in three days — that Stewart and front-woman Annie Lennox realised they were Eurythmics again. Lennox says, "We either stopped or carried on." Stewart adds, "We wrote the songs and realised it could be a good thing."

Within weeks 19 Management's Simon Fuller — who had managed Lennox since her 1992 solo debut *Diva* — agreed to handle Eurythmics and, while they were not A&R'd, he proved a conduit of information to RCA managing director Harry Magee.

Magee says, "We knew they were working together and Simon would put in the phone calls to me to say it was going well. It was clear there was a special chemistry going on and we all crossed our fingers that something special could come from it." The album *Peace* (released on October 18) will likely be seen as more than the story of another Eighties band reforming. Containing all the trademark Eurythmics hooks and distinctive vocals, from the opening romantic ballad *Seventeen Again*, which closes with lyrics from their 1983 hit *Sweet Dreams*, the band have come full circle. "[*Seventeen Again*] is autobiographical. It's so miraculous we got past the first step," says Lennox.

Recorded at The Church Studios in Crouch



Eurythmics: teamwork

End, London, the album is also likely to re-establish the act as a considerable leading songwriting duo.

Lennox says: "I'll sometimes have half a song and can't get further and Dave will come in and write a whole, or sometimes, like on (album track) *Beautiful Child*, he'll have written a whole backing track but no melody. It's 50:50. Dave takes care of the production and I'm there with ideas. It's like a team." Stewart adds, "It's like two chefs cooking and one says pass the salt."

The pensive first single *I Saved The World Today* (released October 4) is a less bombastic affair than might be expected for their return, and will be followed by second single *Seventeen Again* (which will be released here in January and will be the first US single). Other strong tracks include stadium power pop number *Power To The Meek*, aggressive rock track *I Want It All* and the soaring *Peace* just a *Ward*.



Round — Dan Solo, Regal-signed Robin 12Tree and Jak — and are currently attracting major label interest with a track called *Pukka Up*.

In November Curvball is set to release its first album by Glasgow rock band *Astral* (previous Evening Session record of the weekers). Meanwhile the label is also developing a project entitled *Why Have We Felt The Need To Interrupt? Your Otherwise Normal Existence?* by an unqualified and prolific act reminiscent of a mainstream Beta Band with Beck and Air intonations, whose name is yet to be revealed.

Jefferson says he is determined to let people discover the band via an extended series of EPs in much the same way he set up *Garbage* on Mushroom/Discoart. The first release this year is entitled *Drew Barrymore*. "It's not going to be what the band is called but about the project and the sounds in the music. I want people to be interested for themselves, not because they are told to be," says Jefferson.

With this in store it is no surprise Jefferson has been in talks with majors over funding. "Despite wanting to be different, I've realised the chequebook talks and we need money for innovation and to pay bands' wages which is just a reality," he says.

## newsfile

### CHEMICALS MIX FIRST PRIMAL SCREAM SINGLE

The Chemical Brothers have mixed the first single from Primal Scream's sixth album for Creation which is due before Christmas. An anti-fascism track, it has been self-produced by the band and is entitled *Swazika Eyes* (*War Pigs*). The band have also been working with producer David Holmes on four tracks.

### IGNITION RELEASES JAM TRIBUTE ALBUM

Oasis manager Marcus Russell's ignition label has picked up the long-awaited Jam tribute album, *Fire and Skill*, which had been expected on Interscope via Polydor. Liam Gallagher's cover of *Carnation* with Ocean Colour Scene's Steve Cradock will be its first release on October 11 as a double A-side with Going Underground by Buffalo Tom.

### OWEN LOOKS FOR DEAL AFTER RCA SPLIT

Former *Track* that member Mark Owen is searching for a new deal after splitting from RCA last week with more than half an album's worth of material in hand. Most was recorded with producer Arthur Baker, but Owen has also been working with Elliott Kennedy, Ben Chapman and Adam Kivman.

### LONDON PUTS TOGETHER THE BEACH OST

London Records is placing key artists with name producers to create an impressive soundtrack for next year's *The Beach* movie. Executive producer Pete Tong declined to comment, but collaborators include the Prodigy's Liam Howlett with Massive Attack's 3D, The Chemical Brothers with New Order and William Orbit with All Saints.

### CRUNCH EXPANDS INDIE A&R PROGRAMME

Crunch, the company which claims to be the UK's first specialist indie distributor to strike deals with labels to release data material online, has appointed former Pinnacle sales rep Jimmy Knight as indie development manager to expand its alternative music A&R wing.

### ALL SINGING I HNK CHRYSALIS PUBLISHING DEAL

Chrysalis Music Publishing has signed The All Singing I's core songwriters to a worldwide deal ahead of the release of their debut album *Picked Eggs & Shermert* on September 20. Although co-writers have included Jarvis Cocker and BabyDrum's Stephen Jones, the group are understood to have been responsible for writing around two-thirds of the album.

### FATBOY SLIM SETTLES SAMPLING DISPUTE

Fatboy Slim has settled out of court with Calgary blueswoman Ellen McIlwaine after it emerged a sample from her 1975 cover version of Steve Wonder's *Higher Ground* was used on his 1998 debut *Banana Tring* through Chemistry without permission. A spokesman for the artist declines to reveal terms, but says the song was sampled off a bootleg and it was impossible to trace its original rights.

### MW PLAYLIST

Bernard Butler — You Must Go On (Creation) — A new football anthem? (single, tbc); *Wyclef & Bono* — New Day (Columbia); *Bizarre*, but a grower (single, tbc); *Lucid* — Stay With Me Till Dawn (Delirious); Rock rhythmic development (single, October 4); *Pet Shop Boys* — New *City Boy* (Parlophone); *Choice Village* — People track from the album *Nightlife* (single, September 27); *Am Lee* — 2 Times (London); The new *Whigfield?* (single, September 20); *Jordan Knight* — Give It To You (Polydor); Will be huge (single, October 4); *R Kelly* — Turn Back The Hands Of Time (Time); *Jefferson* — (single, September 27); *Simply Red* — Ain't That A Lot Of Love (East West); *Stardust*-influenced Seventies disco number (single, October 18); *Therapy?* — Suicide Pact — You First (Ark 21) Best album title of the year (album, October 15).



Since a curvball in baseball is designed to be hard to strike a hit from, Rob Thompson might soon have to change the name of his fledgling record label — although he has already done that once.

When he quit Mushroom Records to form Curvball Records he nearly named it The Curvball Recording Co-operative, such was his desire to underline the label's philosophy of collaborating with others on ideas.

"I toyed with the idea, but the problem was the hippy-dippy cooperative tag. The Curvball philosophy comes from the belief that record companies are interested not in the same people approaching the same people with the same basic product. The world's not like that any more," says Jefferson.

In just a year, the label has concentrated on grassroots A&R and issued at least a dozen records, most of which are not the same people releasing the *Yo-Yos* on rock imprint Rebound, who are the subject of international label interest.

Several releases have come within a sniff of the Top 75 although the Symposium release with S Records would have likely gone



Jefferson: teaming up with Flat Eric

Top 40 had it been chart eligible. But now the label is on the verge of moving up several gears during the next few months.

A chart-topping hit is not out of the question either, with the first dance release on floating imprint *Round Records* — the new *Flat Eric* track from the *Let's* ad campaign which is currently being set up. The puppet — which came with *Mr Olo* for the number one hit *Flat Beat* — will be seen playing air guitar to a track tentatively scheduled for release on October 11.

Called *Get Fuzzed Up* by Wizz (the name of the drink *Eric* drinks in the adverts), the riff explodes into a thumping big beat tune. *Wizz* consist up of the multimedia team behind

Paul Burger was acutely aware of a feeling of déjà vu at Sony's annual sales conference last week, as he made another bold statement about his company's autumn release schedule. "This is far and away the best Christmas line-up this company has ever produced," the chairman/CEO proclaimed to the gathering of Sony staff, retailers and others inside Bournemouth's Royal Bath Hotel two Saturdays ago (September 4) as he predicted another runaway Christmas for Sony.

His statement virtually matched that he made at the Brighton conference a year ago word-for-word, but Burger is not one to air such sentiments lightly. With weapons in his armoury that include the first Celine Dion best of and new studio albums from Barbra Streisand, Will Smith and Charlotte Church to name just three, he has no need to talk things up to hide a light schedule. "We've got more than 20 albums to fit into the top 20 Christmas chart," noted Burger, as he proceeded to recite off the names of other superstars such as Barbra Streisand and Mariah Carey who are also returning with new albums.

However, though Burger's pre-Christmas predictions for Sony were similar to those of a year ago, the rest of his speech reflected the conference's straggle. Fast

Forward To The Future, focusing largely on the changes either under way or lying ahead at 10 Great Marlborough Street. One of the many ways in which Sony's business has changed is the Ten joint distribution venture with Warner, which Burger said was introduced fairly smoothly earlier; this year given the size of the project, although he admitted there had been "a few hiccups". In his speech he also revealed plans to open Europe's first Mini-Disco-only retail outlet on the ground floor of Great Marlborough Street to showcase the format.

Burger also highlighted several key executives who have either joined the company or been promoted internally. Among them is former Warner UK chairman Rob Dickins, who has launched his label Instant Karma through the major and who himself made his first appearance at his one-time rival's event. "I know Instant Karma will be exciting us at the conference next year with at least four or five new acts," said Burger. "We've already heard music from four Instant Karma acts and I can tell you, it's extremely exciting."

In the same month Dickins' arrival at Sony was announced, Ged Doherty left his post as managing director of Columbia to join Arista, eventually promoting the promotion of Sony/ATV Music chief Blair McDonald to take over at the label. Burger revealed at the conference that McDonald's successor at the publishing division is due to be announced shortly - insiders suggest an internal appointment - as is someone

# Celine Dion spearheads as Sony fast forward

A sparkling list of releases by top names marks the fourth quarter preview

## SINGLES CHART SCORES

	No 1s	Top 10s	Top 20s	Top 40s	Total Hits
Columbia	2	9	8	3	22
Epic	1	8	4	7	20
Sony S2	0	2	1	0	3
INCREIBLE	0	0	1	1	2
Higher Ground	0	0	0	1	1

Figures cover 1999 releases' highest chart positions in the 35 weeks to w/e 28/8/99. Sony's market share for the half year was 22.6%, making it the second biggest company, with Columbia, the joint fifth biggest company, contributed 6.0% to this, with Epic, the seventh biggest company, contributing 5.1%. Source: *MW*

with at least four or five new acts," said Burger. "We've already heard music from four Instant Karma acts and I can tell you, it's extremely exciting."

In the same month Dickins' arrival at Sony was announced, Ged Doherty left his post as managing director of Columbia to join Arista, eventually promoting the promotion of Sony/ATV Music chief Blair McDonald to take over at the label. Burger revealed at the conference that McDonald's successor at the publishing division is due to be announced shortly - insiders suggest an internal appointment - as is someone



Paul Burger and Sony Classical star Charlotte Church. Church is promoted at the conference

for a newly-created senior management post to oversee the UK company's online activities. The chairman/CEO noted that, since the last conference, 22 people had joined the conference and another 22 had been promoted within. "It shows a fantastic balance of promoting within and finding the

best from outside," he told the conference, which included performances by Travis, Charlotte Church, A1, Lightning Seeds, Paddy Casey and Thunderbugs.

The most senior of those promoted was Rob Stringer, who was made senior vice president in August in addition to his

### Thunderbugs



**LETFIELD: Rhythm And Stealth - Hard Heads/Higher Ground (September 20).** Much delayed and even more greatly anticipated, this new album will be supported by a second single, *Dusted*, which is released on November 1 and a tour next February.

**BARBRA STREISAND: A Love Like Ours - Columbia (September 20).** Her 55th album features if you ever leave me, a Vince Gill duet penned by Richard Marx and lined up as a single.

**VARIOUS: Double Life - Music For Playstation Sony TV (September 27).** Jamiroquai's Canned Heat and Chemical Brothers' Hey Boy, Hey Girl are among the tracks on this double album of hits and forthcoming computer games demonstrations.

**LEONARD BERNSTEIN: The Essential Bernstein - Sony Classical (October 4).** Highlights of his work as both a conductor and a composer are collected on this double CD, supported by advertising in specialist and national press.

**VARIOUS: Bedrock - Incredible (October 4).** John Digweed's Bedrock project will undertake a national tour to support this album.

**CLASS: From Here To Eternity - Columbia (October 4).** Two years in the making, this is, remarkably, the seminal band's first official live album and will be accompanied by a documentary on BBC2, a new video and the reissue of their remastered back catalogue.

**TR-TO NA: Solo - Sony Classical (October 4).** The cellist will perform at London's Barbican Hall on November 1 to support this album.

**PADDY CASEY: Whatever Gets You True - Sony (October 11).** The Irish singer-songwriter looks to build on critical acclaim with this second single from the already-issued debut album *Amey* (Epic 8).

**MARTIN TAYLOR: Kiss And Tell - Sony Jazz (October 11).** UK tour dates with Diana Krall in November and December will support the Sony debut of the winner of the British Jazz Guitar Award seven years running.

**YONDA SHEPARD: The Heart & Soul Of Ally McBeal - Epic (October 11).** The successor to her 450,000-selling debut in the UK will be promoted at the end of the Channel Four show right up until Christmas.

**MARJAH CAREY: Awake And Breathing - Blow Your/Epic (October 18).** Three million sales of their debut album on, the Irish quartet return with this single Jesse Hou (October 4) and this more mature-sounding album.

Another TV appearance blitz will accompany their first UK arena tour starting in November.

**DESTINY'S CHILD - Big & B - Def Jam (October 18).** The R&B act will be supporting TLC on tour to back the release of this second single from *The Writing's On The Wall* album.

**MERU: Meru - Epic (October 18).** Like dates in October and November will support this album, fusing everything from rock and dance to soul and folk.

**DEACON RILEY: Walking Back Home - Sony Classical (October 25).** New tracks feature on this low-key album collection, released on the same day as double Prefab Sprout retrospective *The 38 Carat Collection* and Natural Woman - The Very Best Of Carole King.

**JOHN WILLIAMS: Greatest Hits 1969-1999 - Sony Classical (October 25).** The five-times Oscar winner's career highlights are captured on this double album.

**RICKY MARTIN: She's All I Ever Had - Columbia (October 25).** This is currently lined up as the following to *Live!* La Vida Loca we betas in including appearances on the National Lottery, TOTP and The Pepsi Chart.

**APOLLO FOUR POINTS: Hotter Than Heaven - Epic (November 1).** High On Your Own

**Celine Dion: favours for Christmas album number one**

Supply's second single comes on the back of 10 club nights regionally and in London at the start of September to support the album's release.

**MARJAH CAREY: Rainbow - Columbia (November 1).** The Nineties' biggest-selling female solo artist returns with this album featuring producers including DJ Cue and David Foster. First single *Heartbreaker* is out on October 18.

**SARAH GARDNER: Affirmation - Columbia (November 1).** The Australian pair will be in the UK to support the follow-up to their 400,000-selling debut album.

**ANDY WILLIAMS: The Very Best Of - Columbia (November 1).** Carlton will be broadcasting a one-hour special put together by OK!

around the release of this retrospective.

**WILL SMITH: Willaniam - Columbia (November 8).** Blited by Sony as the "must-have pop album of the year", Smith's second LP will be backed by a TOTP special and includes his next single *Will2K*.

**BARBARA: The Stranger - Epic (November 8).** Never Love A Stranger, a duet with Madonna, features on this follow-up to 1996's *The Day*.

**MICHAEL BOLTON: Timeless (The Classics Volume II) - Columbia (November 8).** Bolton will be in the UK to promote this album of mainly covers.

**TOPLADDER: Inka's Big Neko - Sony S2 (November 8).** The Gasbourne band's debut album will be preceded by their third single *Breathe out* on October 18.

**VARIOUS: More Music To Watch Girls By - Columbia (November 8).** The follow-up to the 400,000-selling compilation will be one of Sony TV's autumn highlights with artists including Billy Joel

**CHARLOTTE CHURCH: Charlotte Church - Sony Classical (November 15).** Featuring the specially-written Ford ad track, tentatively titled *Goodye Hello* (see story, p5), this was recorded at London's Air Studios.

**CELINE DION: All The Way (w/Keith Hirst) - Epic (November 15).** The favourite to become the Christmas album number one combines 10 of her biggest UK hits with eight new recordings. She will be in the UK for promotion around the release.

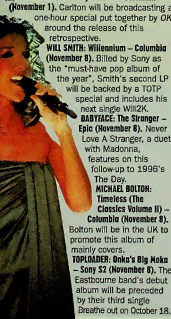
**LIGHTNING SEEDS: Fly - Epic (November 15).** Ian Brockie and Co's music takes a new dance twist, as illustrated by the strong first single *Love's Too Short* released on October 25.

**MARIAH CAREY: Hanging With You - Blacklist/Epic (November 15).** A support slot on the Steps tour in October will precede this second single with their album to follow next year.

**THUNDERBUGS: Delicious - 1st Avenue/Epic (November 22).** Hailing from four countries, the band have teamed up with hit songwriters such as Rick Nowels, Billy Steinberg and Rhett Lawrence for this debut album.

**KORN: album - Immortal/Epic (November 22).** The US rock band are set to be in the UK for promotional support around October to herald in this as yet-untilled follow-up to the US chart-topping *Follow The Leader*.

**HEPURN: Deep Deep Down - Columbia (November).** This third single follows the recent release of their self-titled debut album.



# Leads strong line-up towards the future

Aspects for Paul Burger's Sony, Paul Williams reports from the conference



B\*Witched: second album due



Hepburn: singles success in '99

responsibilities as Epic managing director.

Epic's biggest album projects of the year will all hit the stores during the next few weeks. "All the records we've been working on are autumn releases. There are five basic records - Thunderbugs, Lightning Seeds, B\*Witched, Apollo 440 and Merz -

their self-titled album, including more than 1m in the US. The Thunderbugs project with 1st Avenue will aim to reach a 1.5- to 2.4-year-old market, while the Lightning Seeds' return marks a shift in musical direction for Ian Brockie.

Having had the Christmas number one in 1997 with Celine Dion's Let's Talk About Love and George Michael's Ladies and Gentlemen best of 12 months later, Epic must be a good bet to do it for a third successive year with the first Dion best of, tentatively titled All The Way. Stringer has no doubts: "Celine is going to be the Christmas number one," he confidently predicts.

While Epic has a notably strong domestic line-up, Columbia's Christmas fortunes again rely most heavily on international acts such as Will Smith and Mariah Carey. However, its fortunes with homegrown acts

appear to be rising thanks to Top 10 singles success this year so far with A1 and Hepburn. At this time last year only Kula Shaker prevented all of Columbia's Top 10 successes being international affairs.

McDonald, who officially starts at Columbia in October, says it makes things easier to have two successful acts already.

"We have a phenomenon budding with A1," he says. "I know we've seen thousands of boy and girl groups who often come and go in a flash, but A1 are building into something very significant."

Meanwhile, Muff Winwood and his team at Sony S2 are continuing to build on their

excellent track record with another number one for Jamiroquai in Synkronized, which is already up to 2.9m sales in total around the world. Reef returned to the Top three with their album Rides In May, while the label is also developing promising new Irish singer-songwriter Paddy Casey, who was one of the acts who performed live in Bournemouth.

In Charlotte Church, Sony Classical has an artist who has already proved herself worldwide with her debut album Voice Of An Angel, which has sold 2m worldwide and went Top 30 in the States. Her next album looks set to take her even further.

## ALBUMS CHART SCORES

	No 1s	Top 10s	Top 20s	Top 40s	Total
Columbia	0 (1)	2 (5)	3 (3)	6	11 (9)
Epic	1	0	0	3	4
Sony S2	1	1	0	0	2
Sony TV	0	2 (2)	0	0	0 (4)
Sony Classical	0	1	0	0	1
INCREDIBLE	0	0 (3)	0 (2)	0	0 (5)

Figures cover 1999 releases' highest chart positions in the 35 weeks up to w/e 28/9/99. (brackets denote compilation chart hits). Sony's market share for the half year was 14.4%, making it the second biggest corporate group. Columbia, the second biggest company, contributed 7.7% to this, with Epic, the 10th biggest company, contributing 4.1%.

Source: MW

has made a successful

start with its Gatecreeper series. Taking all that on board, Sony's sales vice president John Aston has every reason to be optimistic as the company goes forward into the all-important closing quarter. Directly addressing the retailers, he told the conference, "We're going to have a fantastic Christmas between us. It really is a pleasure doing business with you."

Given the depth and range of his company's line up going into the final quarter, that feeling is very likely to be mutual.

## The only four music business directories you will ever need.



**A&R Registry** The music industry's only A&R directory updated and published every 8 weeks listing all major and independent record labels throughout the U.S., Canada, and the UK including LA, NY, Nashville, Atlanta, Miami, Toronto and London. Listings include entire A&R staff including the style of music they focus on, their titles, assistant's names, direct dial phone and fax numbers, e-mail and company web sites. All this for only \$325 USD (£215) a year (2 issue subscription) or get a trial (1 issue) for only \$65 USD (£40).\*



**Music Publisher Registry** The only directory of its kind that is updated twice a year lists all major publishers as well as significant independent publishers in LA, NY, Nashville, Atlanta, Toronto and London. Here you will find listings for the entire creative staff, their titles, assistant's names, direct dial phone and fax numbers, e-mail and company web sites. All this for only \$125 USD (£80) a year (2 issue subscr.) or get a trial (1 issue) for only \$75 USD (£45).\*

All directories are available on disk.



### Music Business Attorney, Legal & Business Affairs Registry

Our latest exclusive directory lists all music business attorneys (including the services they provide), their assistant's names, direct dial phone and fax numbers, e-mail and web sites. In addition this directory includes all Legal and Business Affairs personnel at all of the record labels, music publishers, film studios and television network music departments. All this for only \$150 USD (£95) a year (2 issue subscription) or get a trial (1 issue) for only \$90 USD (£50).\*



**Film & Television Music Guide** The only directory of its kind listing the contacts that can get your music into film and television. This directory lists all movie studios, television network and independent production company music departments, all music supervisors, film composers and their agents, music clearance companies, music libraries, music editors, ASCAP, BMI, & SESAC film/TV divisions, scoring stages, and music preparation services. All this for only \$95 USD (£60).\*



The A&R Registry is the most accurate and up-to-date A&R source I have ever seen. No producer should be without this.

— JELLYBREAK, PRODUCER OF MADONNA, WHITNEY HOUSTON

## The Music Business Registry

7510 SUNSET BOULEVARD, SUITE 1041, LOS ANGELES, CA 90046-3418 USA  
(800) 377-7411 • 818-769-2722 • fax: 800-228-9411 or 818-769-0990  
mbr@pacifinet.net • +15 SUN TO EUROPE, +53.50 USD SUN TO US • \*+19 SUN TO EUROPE, +58.50 USD SUN TO US



Rattle: long-term commitment; inset: Brava — more commercial



Panufnik: part of Warner's strong fourth quarter line-up



Holland: more sophisticated market



Lap: anticipating good year

Sales of classical recordings cooled still further in the second quarter of the year, a trend identified by the EPI's Research and Information Department as the "Titanic Effect." Although Sony Classical's OST of the blockbuster Titanic film remained in the Top 10 best-selling classical albums during the first six months of 1999, the album's performance fell far short of its dominance of the 1998 classical market.

The value of sales for the period April to June 1999 dropped by 17.9% on last year's second quarter, with units sold (2,772,000) closer to the figure for the equivalent period in 1997 (2,830,000).

In a classical market whose core sales are dwarfed by those of a handful of runaway crossover successes, some label chiefs are quick to point out that the consistently declining market valuations of this year's first six months do not tell the whole story.

"The figures suggest that the business as a whole has been less buoyant during the first six months of 1999," says Bill Holland, executive director of Universal Classics & Jazz. "But what they actually give us is an accurate picture of the size of the market for core classical product, which hasn't really changed. Things are always transformed by big commercial recordings such as The Three Tenors or Titanic."

Theo Lap, head of EMI Classics UK, is certain that the Titanic Effect clouds the true picture of a mature classical market that is being served by affordable, well-presented budget catalogue lines and attractive full-price product.

"I think this will be a very good year for EMI, and I am looking forward to a healthy final quarter," says Lap. "Of course, everybody will say the same, but our turnover is very good. Our margins are generous, my team is motivated and our artists are happy."

Needless to say, such optimistic predictions depend on the sales decline leveling off in the third quarter. But there are those who fear that such an upturn may not necessarily materialize.

Some believe that the core classical market, which for many years has been more or less static, is beginning to show signs of stress. In addition, the apparent absence this year of a blockbuster hit in the mould of Titanic gives the forecast a gloomier aspect than observers like Lap and Holland allow. Indeed, sales figures and reports from retailers suggest that the opening months of this year's second half were quiet even by traditional standards of summer trading.

"This summer has been one of the toughest for a long time," says Matthew Cosgrove, general manager of Warner Classics UK and vice chairman of the EPI Classical Committee.

"I feel like an alchemist trying to create gold when attempting to find an explanation, although activity in the housing market probably means that people's money has been going elsewhere. It is disappointing to see the number of excellent records released by all companies so far this year that have failed to perform. We have to ask if we're telling people what they want and if we are

# REGROUPING AFTER THE TITANIC WAVE

The classical sector has had to face up to a tough summer without a standout best-seller or crossover artist. By Andrew Stewart

marketing product in the best way."

The autumn release list for Warner's classical labels, he adds, has the potential to reach mass-market audiences and still appeal to collectors.

"Our fourth quarter releases are possibly our strongest of the year, with everything from José Cura and the Best Of Kiri to Roxana Panufnik's Westminster Mass and Philip Glass's Droula. "The whole range of repertoire is well represented."

Even setting sales concerns to one side, the industry remains divided on the issue of the true costs and benefits of crossover product.

"What has often been denied that colourful, commercial product is what generates the greatest sales, classical labels which thrive on such releases maintain that crossover material supports core repertoire, rather than undermining it."

"What has happened is that the industry has become more sophisticated in addressing two distinct markets for classical recordings," says Holland. "One is devoted to core product, while the other reaches out to a general audience with crossover albums and high-profile artists."

Universal Classics looks to the latter market this autumn with several unashamed crossover products, the Rugby World Cup

album and a piano disc by Jackie McAlliff, one of the most colourful characters from BBC TV's fly-on-the-wall documentary series Paddington Green.

"Those will bring in substantial revenue and market share, but we will remain as active as ever in core repertoire. If things were as bad as many depict, we would never have been able to contemplate a massive project such as Great Pianists Of The 20th Century on Philips Classics."

"If you are in business, you've got to listen to what your consumers want. The Jackie McAlliff recording has nothing to do with the great classical artists on our labels, but its sales will help support our core classical projects."

Others believe that an emphasis on personality-led releases could lead record companies to neglect the development of more high-brow talent, ultimately resulting in a shortage of timeless, marketable back catalogue in years to come.

Lap is careful to contrast priority EMI core classical releases by such artists as Itzhak Perlman, Martha Argerich and Ian Bostridge with more overtly commercial products from Dime Kiri Te Kanawa, Nigel Kennedy, and violinist and one-time *Pleasure* model Linda Brava.

"For us, discs by Linda Brava or Vanessa

Ma represent the here and now," says Lap. "They are not as crucial to EMI's future as the long-term artist commitments and catalogue exploitation. Over a period of time, Simon Rattle, Maria Callas and Jacqueline Du Pré will outsell grifts such as Vanessa Mae and Linda Brava."

Naturally, Lap has not forgotten that, in recent years, commercial hits such as The Monks Of Silos and Vanessa Mae have bolstered the EMI balance sheet. But he believes they are exceptions which prove the rule and that they should be viewed in perspective.

"When I look at some of our competition, I feel that they have lost touch with core classical values. As an industry we have to make sure we put our money where our hearts and souls are, or else we run the risk of killing our business in the end."

Lap agrees that high quality products are being released, but suggests that these are rarely supported by well-funded marketing campaigns.

"If we are to come up with a true picture of the classical business, it cannot include those heavily-marketed crossover products."

In a move which may well prove to be highly significant, the EPI Classical Committee proposes to clarify the market by establishing separate classical artist and compilation charts.

"There is never a perfect solution to the chart system, however it is structured," says Richard Dinnage, director of BMG Confier. "But the proposed changes mirror what is done with the main albums chart, and that makes sense."

Dinnage adds that the artist chart should prove a significant tool in developing new talent by giving young performers access to higher chart positions.

"The classical chart should reflect what classical music is about," says Holland. "It has been expedient to protect the commercial, best-selling titles in the charts, but I think we have got to try and use the revised charts to convey what our core business is about."

Anything which simplifies this increasingly complex sector is likely to be welcomed across the industry. In the meantime, the challenge for classical labels is to ensure that they do not allow the pursuit of crossover sales to distort their perspective on core classical business and long-term artist development. Sales figures may not tell the whole truth, but very rarely do they tell an outright lie.

## SECOND QUARTER COMPARISONS

	Q2 1997	Q2 1998	Q2 1999	% change
MC units (000)	1997	1998	1999	98/99
CD units (000)	2,759	3,082	2,585	-16.1
Total units * (000)	2,830	3,400	2,771	-18.5
Total value (000)	£11,691	£14,673	£12,048	-17.9

Share of total market (units) 7.9% 8.7% 7.5% 13.8  
\* including LPs Source: EPI

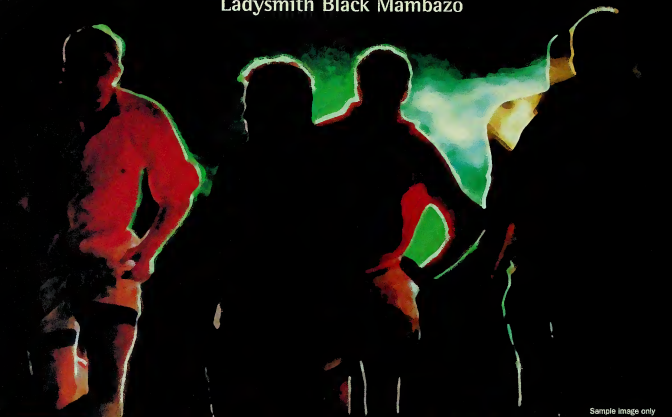
## BEST-SELLING ALBUMS APR-JUN 1999

Title	Artist	Label
1 Star Wars — The Phantom Menace	LSO/John Williams	Sony Classical
2 Voice Of An Angel	Charlotte Church	Sony Classical
3 Love Songs	Lucaiano Pavarotti	Universal Classics
4 Midsummer Classics	Various	Global Television
5 Titanic OST	James Horner	Sony Classical
6 The Beyondness Of Things	Various	Universal Classics
7 The Most Relaxing...	Various	Virgin/EMI
8 The Best Choral Album...	Various	Virgin/EMI
9 Mnenosyne	Jari Gaborak & Hillard Ensemble	New Note
10 Advents Hall Of Fame	Various	BMG Confier

Source: BPI

# Land Of My Fathers

featuring Shirley Bassey, Michael Ball, Bryn Terfel,  
Ladysmith Black Mambazo



Sample image only



#### Major TV Campaign

Phase 1: ITV: Central, HTV, GMTV  
Channel 5

Phase 2: ITV: Meridian, West Country  
S4C

#### Radio Campaign

Classic FM Heavyweight, Talk National, Red Dragon FM,  
Touch Radio, 96.4 FM, The Wave, Valleys Radio FM,  
Swansea Sound AM

#### Singles

'World In Union' - 11th October, 'Swing Low '99' - 18th October

#### Press & Promotion

Features in The Guardian, Daily Telegraph, Classic FM Magazine,  
Sunday Times, Kick-Off Magazine, Rugby World

TV: Des O'Connor (already broadcast), HTV Documentary,  
BBC TV Wales Interview, Sky News, GMTV, London Tonight  
Radio: Radio 5 (John Inverdale), Classic FM Newsnight, BBC Radio  
Wales, All BBC Local Radio Stations, ILR Featured Interview

Release date: 4th October  
Cat no. 466 567-2/4



75,000 leaflets to be distributed at the venue for the opening ceremony - 1st October

# AUTUMN OFFENSIVE TURNS TO TV

Television looks set to become a decisive battleground in the war for classical marketplace this autumn, writes Andrew Stewart.

Advertising campaigns for product from the majors' classical arms will feature prominently on the small screen during the next quarter, promoting a variety of crossover albums, compilations and artist-led recordings. The classical labels within the Universal Classics & Jazz stable are introducing seven titles to prime-time audiences, with EMI Classics and Sony Classical presenting at least four albums, and BMG Conifer and Warner Classics also investing heavily in television commercials.

According to BMG Conifer director Richard Dimmadge, last November's TV promotion for *The Only Classical Album You'll Ever Need* helped prepare the ground for consistent sales during the next 10 months. The compilation album has rarely been out of the Top 10 specialist classical chart since.

"You have to be as sure as you can be that a disc will sell in large numbers, but inevitably there's a risk," he says. "We made our first foray into television advertising with *The Only Classical Album*, before which we did very careful media research. Ultimately, though, the thing which influenced us the most was the response the disc drew from retailers and the public."

BMG Conifer now hopes for comparable success with this November's television launch campaign for *The Only Opera Album You'll Ever Need*.

Classical campaigns on television reflect the distinction that exists in the market between overtly commercial crossover projects and core classical recordings. Theo Lap, head of EMI Classics UK, admits that it is frustrating not to be able to present



The Only Opera Album You'll Ever Need: the campaign is set to roll out

commercials promoting the latest release from Sir Simon Rattle or pianist Martha Argerich to television audiences.

"The albums we advertise on television and the artists who have the best chance of getting TV exposure are the ones that appeal widely and make interesting viewing. Most television stations say that core classical artists are not good television, but I would argue against that."

Lap's counterpart at Universal Classics & Jazz, Bill Holland, suggests that the large number of forthcoming television campaigns is in keeping with a more aggressive style of marketing from the classical majors.

"The advantage of a TV campaign is that product is racked out in places that you

wouldn't otherwise reach, such as Woolworths. Our television division gives us potential leverage to get slots on TV, which had become a prohibitively expensive medium. When we commit to a TV campaign, we have to be absolutely sure that the sales will justify it."

Holland's joint ventures with Universal TV allow costs and profits to be shared — an attractive proposition for a branch of marketing that rarely leaves change from £250,000.

"You have to be objective about an album's chances of finding mass market appeal," says Holland. "It's no use thinking that because it's a great performance of a great work of art, everyone should buy it. Not everything

lends itself to TV, and radio remains a strong way of getting to people who want to experience the sound of a release."

Brian Berg, head of Universal TV, agrees that the success of a television campaign is entirely dependent on the product.

"You've got to establish retail confidence and get the marketing and distribution absolutely right," he says. "If something has TV crossover potential, it is worth trying. But selling classical on television is not easy and the successes have been few and far between." Berg's joint ventures with Universal Classics include this month's campaign for *Coventry, Classic Love At The Movies* (November) and the October push for the Rugby World Cup album, *Land Of My Fathers*.

"Because of the fact that the tournament takes place in Wales, it was clear that artists such as Bryn Terfel and Shirley Bassey should be a part of the Rugby World Cup album, along with a Welsh male voice choir," says Berg. "That has given the strongest, most cohesive creative direction for any Rugby World Cup, which should help convince people that the record is worth buying. The *Land Of My Fathers* TV commercial will underline the emotions of the music and the tournament as a way of selling the album. It will certainly tug at the heart strings."

Selling core classical product on television remains a dream for the industry's most enthusiastic supporters, although the artist-led approach may yet prove to be a means of introducing rising classical stars to a mass TV market.

"You can look into TV if there is enough crossover potential or if an artist or event has generated a sufficient buzz to give it mass appeal," says Brian Berg. "If you can motivate the crossover audience, then you can do very big business."

Best of

# Kiri Te Kanawa

The Best of Kiri Te Kanawa is a collection of beautiful arias and songs performed by one of the greatest sopranos of our time.

This retrospective looks back at an exceptionally accomplished career and includes highlights from some of the best loved operas.

Features arias from *La Bohème*, *Tosca*, *Così fan tutte* and *Tannhäuser*.

Released 20th September



789-24119-3

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



WARNER CLASSICS  
UNITED KINGDOM



# COUNTDOWN TO CHRISTMAS

The UK's leading classical labels name their autumn priorities

**BMG CONIFER**

**L'AMOUR, L'AMOUR:** Ramon Virgas; Munich Radio Orchestra/Victrol. RCA Red Seal 74321. 16164-2. October 11  
**RUBINSTEIN EDITION:** Complete recordings (1929-1975). Arthur Rubinstein. RCA Red Seal 09026 630002 (94CD). October 11  
**RELAX — IT'S CLASSIC FM:** Various works and artists. Classic FM (CMCD30) (CD); CFMWC30 (MC). October 11  
**THE ONLY OPERA ALBUM YOU'LL EVER NEED:** Various works and artists. Conifer 75605 51366 (2 CD); 75605 51356 4 (MC), November 8  
**HANDEL — THE GREAT COMPOSERS:** Various works and artists. Classic FM 75605 57059 2, November 8  
**CHIZZOTTI:**  
**MUSIC FROM THE NOVELS OF LOUIS DE BERNIERS — CAPTAIN CORELLI'S MANDOLIN AND THE LATIN TRILOGY:** Music by Vivaldi, Viliblos, Tuma, Hummel, etc. Ogden, Stephens. CHAN 9780. October 21  
**HAYDN:** Heli-gnessco, etc. Solists, Collegium Musicum 90/Hickox. CHAN 0645. October 21  
**MASCAGNI/LEONCAVALLO:** Cavallotti  
**RUSSELL'S PALACE:** O'Neill, Micaola, Jull, etc. London Philharmonic/Pary. CHAN 9005(2) (2CD)  
**BRITTEN:** Paul Bunyan. Various soloists, Orchestra of the Royal Opera House Covent Garden/Hickox. CHAN 9781(2) (2CD), November 22  
**NINO ROTA:** Piano works. Palumbo. CHAN9771. November 22  
**DECCA**  
**LIBERA ME:** Traditional tunes and arrangements. Izzy. Decca Black Label 458 913-2. Out now  
**THE VIVALDI ALBUM:** Operatic arias by Antonio Vivaldi. Cecilia Bartoli. Il Giardino Armonico. 466 5622. October 4  
**LAND OF MY FATHERS:** Bassey, Terfel, Michael Ball, Black Mountain Male Chorus, Oceania, LadySmith Black Mambazo. Decca/Universal Classics 466 567-2. October 9  
**PUCCINI:** La Bohème. Angela Gheorghiu, Roberto Alagna, Simon Keenlyside, etc. Orchestra and Chorus of La Scala, Milan/Chailly. Decca 465 070-2 (2CD), November 1  
**PERGOLINI:** Stabat Mater, Salve Regina. Schöll, Bonney. Les Talens Lyriques/Roussset. Decca 466 134-2. November 1  
**DEUTSCHE GRAMMOPHON**  
**2001 — A STRAUSS ODYSSEY:** Excerpts from Also sprach Zarathustra, Don Juan, Ein Heldenleben, etc. Berlin Philharmonic/Herbert von Karajan. 463 447-2/4 (CD/MC), September 27  
**MUSIC FOR WELL-BEING WITH DR HILARY JONES:** 465 469-2/4 (2CD/2MC), October 11  
**THE ESSENTIAL CAROLS COLLECTION 465 378-2/4 (CD/MC):** November 15  
**SCHUTZ:** Christmas Vespers. Gabrieli Consort and Players/Paul McCreesh. 463 046-2. November 15  
**HOME FOR CHRISTMAS:** Anne Sofie von Otter, etc. 459 684-2. November 15  
**EMI CLASSICS**  
**MASSENET:** Werther. Roberto Alagna. Angela Gheorghiu, Thomas Hampson. London Symphony Orchestra/Antonio Pappano. CDS 5 56820-2 (2CD), October 4  
**LINDA BRAVA:** Popular violin classics by Elgar, Faure, Sibelius, Kreisler, Brava. Lenehan. CDS 5 56922-2 (CD); EL 5 56922-4 (MC), October 11  
**MCCARTNEY:** Working Classical. Lona Mar String Quartet, LSO/Foster, Quinn. CDS 5 56987 2/4/8/1 (CD/MC/Minidisc/2LP), October 18  
**CLASSIC KENNEDY:** Works by Vivaldi, Massenet, Brahms, Sarasate, Kennedy. Kennedy. EGO. CDS 5 56892 2/4/8 (CD/MC/Minidisc), October 25  
**MAJESTY SONGS FOR KIRI TE KANAWA:** Dame Kiri Te Kanawa. CDD 55628-2, November 15  
**HARMONIA MUNDI**  
**THE LEGENDS OF ST NICHOLAS:** Hymns, motets, conductus and medieval responsories. Anonymous 4. HMU 907322 (CD); HMU 407022 (MC), October 11  
**JS BACH:** The Most Beautiful Cantatas. Scholl, Kooy; La Chapelle Royale/Herreweghe. HMX 2908074.77 (3CD), November 8  
**CHARPENTIER:** Mésle. Various soloists; Les Arts Florissants/Childe. HMX 2901139.41 (3CD), October 11  
**MUSIC WEEK 18 SEPTEMBER 1999**

**JS BACH:** St Matthew Passion, Bostridge, Selig, Scholl, Oniz and Orchestra of Coltragne Vocale/Herreweghe. HMX 991676.78 (3CD/CD ROM), November 8  
**PROKOFIEV:** Cinderella, Lieutenant Kijé Suite. Terebinth. Chiu. HMU 907195. November 8  
**HYPERION**  
**ESSENTIAL BACH:** Choral, vocal and instrumental music by J. S. Bach. Fisher, Bowman, Gowdin, Wolfisch, Mackintosh, Töler Knabenchor, The King's Consort and Choir/Robert King. KINGS. October 4  
**FRYDERIK CHOPIN:** Chopin Songs. Kryger. Sponsler. CDD 17125. October 4  
**THE NEW PIANO ALBUM:** Encore pieces and transcriptions. Hough. CDAG7043. October 4  
**ILDEBRANDO PIZZETTI:** Rondo Veneziano; Preludio A Un Altro Giorno; Te Preludio; Sinfonia; La Pisanella. BBC Scottish SO/Winska. CDAG7084. October 4  
**FERRUCCIO BUSONI:** Piano Concerto Op. 39. Hamelin; CBSO/Elder. CDAG7143. November 1  
**PHILIPS MUSIC GROUP**  
**OCEANIA:** Hine, Jaz Coleman, Oceania. Point Music 536 775-2. Out now  
**ANDRE RIEU — WALTZES:** Music by Johann Strauss II, Shostakovich, Ludwig Gurler, etc. Rieu. Philips 522 933-2/4 (CD/MC), October 11  
**ANDREA BOCCELLI — AVE MARIA:** Sacred Arias. Bocelli, Santa Cecilia Orchestra/MyungWhun Chung. Philips Classics 462 800-2/4 (CD/MC), November 15  
**THE GREAT PIANISTS OF THE 20TH CENTURY — THE COMPLETE EDITION:** Philips Classics 462 845-2/200 (200CD), November 15  
**SELECT/NAOS**  
**JS BACH:** Cantatas BWV 179, 105, 186. Various soloists. Bach Collegium Japan/Suzuki. BIS CD 915. October 4  
**CHOPIN EXPLORATION:** Works by Chopin and his contemporaries. Various artists. Opus 111. OPS 2006/7/8/9/10/11/12/13/14/15 (10CD set available separately), October 4  
**HOWELLS:** Requiem, Take Him, Earth, For Christing. Collegium Regale, Choir of St John's Church, Cambridge/Robinson. Naos 8554659. October 4  
**BETHOVEN:** Fidelio, Wrobergh, Nielsen, Tius, Moll, etc. Nicolaus Esterházy Sinfonia/Halasz. Naos 8620070-1. October 4  
**ILLUMINA:** Unaccompanied chamber music by Hilgoad, Tallis, Josquin, Ligeti, Rutter, etc. Choir of Clare College, Cambridge/Brown. Collegium Records COLCD 125. November 1  
**SONY CLASSICAL**  
**YO YO MA SLOI:** Works for solo cello by Kodaly, David Wild, Tzscherning, Scher, SKB1739 (CD); SM61739 (Minidisc), October 4  
**THE ESSENTIAL BERNSTEIN:** Works by Copland, Mahler, Stravinsky, Bernstein, etc. New York Philharmonic/Bernstein. SNW51339. October 4  
**JOHN WILLIAMS GREATEST HITS 1969-1999:** Title tracks from Star Wars, ET, Superman, Jaws, Saving Private Ryan, Phantom Menace. LSO; Boston Pops/Williams. 2KS51333 (2CD); 52751333 (MC); 52M51333 (Minidisc), October 25  
**CHRISTMAS WITH EMMA KIRBY:** Choir of Westminster Abbey, Kirby. SKG2688 (CD); SKG2688 (MC), November 1  
**CHARLOTTE Church:** Church, LSO and Chorus/Edwards. SKG4356. November 15  
**WARNER CLASSICS**  
**BEST OF KIRI TE KANAWA:** Dame Kiri Te Kanawa. Leech, Scanduzzi, Vignoles. Songs and arias by Mozart, Puccini, Wagner, Schumann, Hout, Michel Legrand. Erato 3434-2639-2. Out now  
**GLASS:** Dancalia. Kronos Quartet, Nonessuch 79542. September 27  
**ROXANNA PANUFNIK/TAVERNER/PART:** Westminster Mass, Funeral Ios, The London Sinfonia/O'Donnell. Teldec 3984-28069-2. September 27  
**VERISIMO:** Operatic arias by Leoncavallo, Catalani, Giordano, etc. José Cura; Philharmonia Orchestra/Cura. Erato 3964 37317-2. October 11  
**BRUCKNER:** Symphony No. 7, Vienna Philharmonic/Harnoncourt. Teldec 3984 24488-2. November 15

● Compiled by Andrew Stewart

# CLASSIC FM

Introducing the superb new range  
**THE GREAT COMPOSERS**



**Mozart**

One one hour of his greatest music

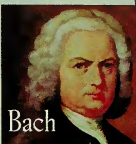
WOLFGANG AMADEUS MOZART  
 75605570602



**Mozart**

One one hour of his greatest music

WOLFGANG AMADEUS MOZART  
 75605570602



**Bach**

One one hour of his greatest music

JOHANN SEBASTIAN BACH  
 75605570582



**Bach**

One one hour of his greatest music

JOHANN SEBASTIAN BACH  
 75605570582



**Beethoven**

One one hour of his greatest music

LUDWIG VAN BEETHOVEN  
 75605570612



**Beethoven**

One one hour of his greatest music

LUDWIG VAN BEETHOVEN  
 75605570612

Classic FM celebrates in September both its seventh year as the country's favourite classical radio station, and also the second anniversary of the launch of the highly successful joint venture series with BMG Conifer 'the full works'.

Featuring brand new, critically acclaimed performances and recordings of complete works by established world class musicians and conductors, the series is now up to 40 distinctive titles in its range.

Drawing upon the strength and popularity of the existing series, we are now introducing 'The Great Composers' series, carefully compiled and prepared with extensive Classic FM Presenter notes and full composer chronology. These bold new titles celebrate the greatest music of the world's great composers, a highly collectable and exciting new series.

- Major Classic FM Radio advertising September - December
- BMG Conifer/ Classic FM Press and Publicity Campaign
- Classic FM Magazine Colour advertising
- National Press advertising
- National Radio 'on-air' competitions
- High quality packaging
- Mid-Price value
- Clear-CF FM branding

13 September 1999 New Release

Order Now from your BMG Telesales on 0121 543 4100 or from your local BMG Salesperson



BMG Conifer, Bedford House, 69 - 79 Fulham High Street, London SW6 3JW

TOP 75

18 SEPTEMBER 1999

Pos	Title	Artist	Label	CD/Cass (Distributor)
1	<b>WE'RE GOING TO IBIZA!</b>	Wang Chung	BMG	Positive CD/TVS 119/CTV 119 (E)
2	<b>MAMBO NO 5 (A LITTLE BIT OF...)</b>	RCA 743119672/7421574 (BMG)	Los Bays	CD/Cass 7421574 (BMG)
3	<b>THE LAUNCH</b>	AM/FM CD/MXP 123/MC/MAMP 123 (J)	Los Bays	CD/Cass 123 (J)
4	<b>MICKY</b>	Little Debbie Boyz	BMG	Polydor 5613632/5613634 (J)
5	<b>FRIENDS FOREVER</b>	First Avenue	BMG	Positive CD/TVS 119/CTV 119 (E)
6	<b>(MUCHO MAMBO) SWAY</b>	Shab & Al	BMG	Positive CD/TVS 119/CTV 119 (E)
7	<b>AFRIKA SHOX</b>	Higher Ground/Hands Hand	BMG	Positive CD/TVS 119/CTV 119 (E)
8	<b>BAILAMOS</b>	Interpaco	BMG	Positive CD/TVS 119/CTV 119 (E)
9	<b>MOVING</b>	Supergrass	BMG	Positive CD/TVS 119/CTV 119 (E)
10	<b>I'VE GOT YOU</b>	Mariah Carey	BMG	Positive CD/TVS 119/CTV 119 (E)
11	<b>MÍ CHICO LATINO</b>	Geri Halliwell	BMG	Positive CD/TVS 119/CTV 119 (E)
12	<b>BETTER OFF ALONE</b>	Positive CD/TVS 119/CTV 119 (E)	Various Artists	Positive CD/TVS 119/CTV 119 (E)
13	<b>SING IT BACK</b>	Musiq	BMG	Positive CD/TVS 119/CTV 119 (E)
14	<b>THERE SHE GOES</b>	Elektra	BMG	Positive CD/TVS 119/CTV 119 (E)
15	<b>UNPRETTY</b>	Lafayette	BMG	Positive CD/TVS 119/CTV 119 (E)
16	<b>SUMMER GIRLS</b>	Logie	BMG	Positive CD/TVS 119/CTV 119 (E)
17	<b>IF I LET YOU GO</b>	RCA 743218252/743218254 (BMG)	Westlife	Positive CD/TVS 119/CTV 119 (E)
18	<b>SUMMER OF OUR LIVES</b>	Columbia	BMG	Positive CD/TVS 119/CTV 119 (E)
19	<b>LIVIN' LA VIDA LOCA</b>	Ricky Martin	BMG	Positive CD/TVS 119/CTV 119 (E)
20	<b>DRINKING IN L.A.</b>	Capital	BMG	Positive CD/TVS 119/CTV 119 (E)
21	<b>THE KIDS AREN'T ALRIGHT</b>	Columbia	BMG	Positive CD/TVS 119/CTV 119 (E)
22	<b>RED SUN RISING</b>	Ministry	BMG	Positive CD/TVS 119/CTV 119 (E)
23	<b>WHEN YOU SAY NOTHING AT ALL</b>	Polydor	BMG	Positive CD/TVS 119/CTV 119 (E)
24	<b>EVERYTHING WILL FLOW</b>	Nude	BMG	Positive CD/TVS 119/CTV 119 (E)
25	<b>SUMMERTIME</b>	Northwestside	BMG	Positive CD/TVS 119/CTV 119 (E)
26	<b>SUMMER SON</b>	Mercury	BMG	Positive CD/TVS 119/CTV 119 (E)
27	<b>WILD WEST</b>	Columbia	BMG	Positive CD/TVS 119/CTV 119 (E)
28	<b>HST MAN IN SPACE</b>	FCMP	BMG	Positive CD/TVS 119/CTV 119 (E)
29	<b>PROFIT IN PEACE</b>	Island	BMG	Positive CD/TVS 119/CTV 119 (E)
30	<b>MAMMA MIA</b>	Stockholm	BMG	Positive CD/TVS 119/CTV 119 (E)
31	<b>1999</b>	Various Artists	BMG	Positive CD/TVS 119/CTV 119 (E)
32	<b>EVERYDAY</b>	Xscape	BMG	Positive CD/TVS 119/CTV 119 (E)
33	<b>THAT DON'T IMPRESS ME MUCH</b>	Mercy	BMG	Positive CD/TVS 119/CTV 119 (E)
34	<b>I WOULD BELIEVE YOUR VOICE</b>	Various Artists	BMG	Positive CD/TVS 119/CTV 119 (E)
35	<b>RHYTHM &amp; BLUES ALIBI</b>	Huz/Nigro	BMG	Positive CD/TVS 119/CTV 119 (E)
36	<b>GUILTY CONSCIENCE</b>	Interpaco	BMG	Positive CD/TVS 119/CTV 119 (E)
37	<b>STOP THE ROCK</b>	Apple	BMG	Positive CD/TVS 119/CTV 119 (E)

Pos	Title	Artist	Label	CD/Cass (Distributor)
38	<b>WHY DOES IT ALWAYS RAIN ON ME?</b>	Independiente	BMG	Positive CD/TVS 119/CTV 119 (E)
39	<b>SOMETIMES</b>	Brandy Spears	BMG	Positive CD/TVS 119/CTV 119 (E)
40	<b>IF YA GETTHY DOWN</b>	Various Artists	BMG	Positive CD/TVS 119/CTV 119 (E)
41	<b>BEST FRIENDS</b>	Interpaco	BMG	Positive CD/TVS 119/CTV 119 (E)
42	<b>9PM (TILL I COME)</b>	Sound of Mystery	BMG	Positive CD/TVS 119/CTV 119 (E)
43	<b>BLUE (DA BA DEE)</b>	Ethel	BMG	Positive CD/TVS 119/CTV 119 (E)
44	<b>RENDEZ-VOUS</b>	XL Recordings	BMG	Positive CD/TVS 119/CTV 119 (E)
45	<b>GAMEMASTER</b>	Hooy Cons	BMG	Positive CD/TVS 119/CTV 119 (E)
46	<b>ITZA TRUMPET THING</b>	Serious Serr	BMG	Positive CD/TVS 119/CTV 119 (E)
47	<b>EVEN TO FLY</b>	VG Records	BMG	Positive CD/TVS 119/CTV 119 (E)
48	<b>BEAUTIFUL STRANGER</b>	Mariah Carey	BMG	Positive CD/TVS 119/CTV 119 (E)
49	<b>SUMMER IN SPACE</b>	Island	BMG	Positive CD/TVS 119/CTV 119 (E)
50	<b>SWEET CHILD O' MINE</b>	Columbia	BMG	Positive CD/TVS 119/CTV 119 (E)
51	<b>AS Y WAYS</b>	Capitons	BMG	Positive CD/TVS 119/CTV 119 (E)
52	<b>CAVE</b>	Mushroom	BMG	Positive CD/TVS 119/CTV 119 (E)
53	<b>LOVE'S GOT A HOLD ON MY HEART</b>	Ebu	BMG	Positive CD/TVS 119/CTV 119 (E)
54	<b>BOOM, BOOM, BOOM, BOOM!</b>	Various Artists	BMG	Positive CD/TVS 119/CTV 119 (E)
55	<b>DON'T DREAM</b>	Dave	BMG	Positive CD/TVS 119/CTV 119 (E)
56	<b>FEEL GOOD</b>	Various Artists	BMG	Positive CD/TVS 119/CTV 119 (E)
57	<b>2 TIMES</b>	Ami Lee	BMG	Positive CD/TVS 119/CTV 119 (E)
58	<b>GENIE IN A BOTTLE</b>	Columbia	BMG	Positive CD/TVS 119/CTV 119 (E)
59	<b>WHEN I THINK OF YOU</b>	Cher	BMG	Positive CD/TVS 119/CTV 119 (E)
60	<b>BUGS</b>	Happburn	BMG	Positive CD/TVS 119/CTV 119 (E)
61	<b>IF YOU HAD MY LOVE</b>	Columbia	BMG	Positive CD/TVS 119/CTV 119 (E)
62	<b>SYNTH &amp; STRINGS</b>	Various Artists	BMG	Positive CD/TVS 119/CTV 119 (E)
63	<b>SATURDAY NIGHT</b>	Various Artists	BMG	Positive CD/TVS 119/CTV 119 (E)
64	<b>MY LOVE IS YOUR LOVE</b>	Arista	BMG	Positive CD/TVS 119/CTV 119 (E)
65	<b>BRING IT ALL BACK</b>	Polydor	BMG	Positive CD/TVS 119/CTV 119 (E)
66	<b>LET FOREVER BE</b>	Virgin	BMG	Positive CD/TVS 119/CTV 119 (E)
67	<b>BEST FRIEND</b>	WEA	BMG	Positive CD/TVS 119/CTV 119 (E)
68	<b>OUTSTANDING</b>	WEA	BMG	Positive CD/TVS 119/CTV 119 (E)
69	<b>AYLA</b>	Positive	BMG	Positive CD/TVS 119/CTV 119 (E)
70	<b>OH YEAAA</b>	Virgin	BMG	Positive CD/TVS 119/CTV 119 (E)
71	<b>EVERYBODY'S FEELING IT (WEAR SUNSCREEN)</b>	EMI	BMG	Positive CD/TVS 119/CTV 119 (E)
72	<b>SHE</b>	Mercury	BMG	Positive CD/TVS 119/CTV 119 (E)
73	<b>TEARIN' UP MY HEART</b>	Various Artists	BMG	Positive CD/TVS 119/CTV 119 (E)
74	<b>BILLS, BILLS, BILLS</b>	Columbia	BMG	Positive CD/TVS 119/CTV 119 (E)
75	<b>SECRET SMILE</b>	Mercury	BMG	Positive CD/TVS 119/CTV 119 (E)

As used by Top Of The Pops and Radio One

**EIFFEL 65 - BLUE (DA BA DEE)**  
 THE EUROPEAN NO.1 SMASH OUT NOW  
 THE ERGERLY REVISED NEW DOUBLE ALBUM  
 CD1: NEW STUDIO ALBUM / CD2: LIVE ALBUM  
 RELEASED 20TH SEPTEMBER

**to venus and back tori amos**  
 THE ERGERLY REVISED NEW DOUBLE ALBUM  
 CD1: NEW STUDIO ALBUM / CD2: LIVE ALBUM  
 RELEASED 20TH SEPTEMBER

18 SEPTEMBER 1999

## CHART COMMENTARY

by ALAN JONES

Last week, Germany's Lou Bega withstood an assault on his singles chart title from Ireland's DJ Jean. This week, his 'not strong enough to fend off the challenge of another Dutch act, the Vengaboys. Their fourth single, 'We're Going To Ibiza', sold nearly 143,000 copies last week, compared to Mambo No.5's 126,000 tally. Bega thus dips to two and DJ Jean to three in an historic chart, in which all of the top three acts are of Continental origin for the first time. We had a situation earlier this year when all of the top three were European-signed – but one of those was Ricky Martin, who, of course, hails from Puerto Rico and lives in the US. Thus far in 1999, we've had more top five hits by European acts than in any previous chart year – 18 of them, including seven from Ireland, five from the Netherlands, three from Germany and one each from Denmark, France and Spain. No fewer than 11 of these records (and Ricky Martin's 'Livin' La Vida Loca') have reached number one – a remarkable tally

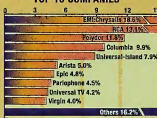


Vengaboys register their second consecutive number one this week, debuting in pole position with 'We're Going To Ibiza' just 12 weeks after Boom, Boom, Boom, Boom did likewise. Boom, Boom, Boom, Boom sold more than 134,000 copies on its first week but 'We're Going To Ibiza' has done even better, selling nearly 143,000 last week. Vengaboys are a multinational group based in Holland and are having a sensational year. When it started, they

were at number 14 with 'Up & Down', on its way down from a number four peak. Since then they've sold 473,000 copies of their number three hit 'We Like To Party' and 564,000 copies of 'Boom, Boom, Boom, Boom'. Now with 'We're Going To Ibiza', their sales for 1999 rise to more than 1.2m – a total beaten only by Britney Spears. They've also enjoyed substantial sales for their first LP, 'The Party Album'. At number 11 this week, it topped 250,000 sales on Saturday.

## MARKET REPORT

## TOP 10 COMPANIES

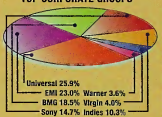


Figures show top 10 companies by % of total sales of the Top 75 and average group shares by % of total sales of the Top 75



which will grow again next week with Eiffel 65 adding its name to the list. Surprisingly, the Continental country which has provided

## TOP CORPORATE GROUPS



## PERCENTAGE OF UK ACTS IN THE CHART

UK: 53.3% US: 22.7% Other: 24.0%

more hits than any other in recent years – Sweden – is not represented. The current European domination of the

chart is unprecedented – but while some things change others remain remarkably the same. If, for example, we rewind chart history to 9 August 1975, we find *Typically Tropical* at number one with Barbados and Smoke at number four with 'If You Think You Know How To Love Me'. The current number one is only a minor re-write of Barbados, while the number four hit, Mickey by Lolly, is a Nicky Chinn/Mike Chapman composition, as is 'If You Think You Know How To Love Me'. Mickey is also a rewrite, having originally surfaced as Kitty, a B-side and album track by Seventies group Racey, which was turned into the cheerleading chant it remains by Toni Basil, who had a number two hit with it in 1982.

After peaking at number 11, with Pumping On Your Stereo, the first single from their upcoming, self-titled album, Supergass regain Top 10 status with their latest, Moving, which debuts this week at number nine. It's the band's 11th hit in all, and the sixth to reach the Top 10.

## INDEPENDENT SINGLES

This List	Title	Artist	Label	Cat. No. (distributor)	
1	NEW SING IT BACK	Moloko	Island	ECCSD 02 (P)	
2	NEW EVERYTHING WILL FLOW	Suede	Nude	NUD 5CD01 (DMVP)	
3	NEW BEST FRIENDS	Ty-Die	Epic	092645 ERE (P)	
4	1 I WOULD'NT BELIEVE YOUR RADIO	Stereophonics	V2	VIR 500603 (DMVP)	
5	GAMMASTER	Lost Tapes	Hooj	CHOS HOJL R100X (V)	
6	NEW ITZA TRUMPET THING	Moritano Vs The Trumpet Man	Serious SER 0100X (V)		
7	5 RENDEZ-VOU	Basement Jaxx	XL Recordings	XLS 1100X (V)	
8	NEW CAVE	Muse	Mushroom	MUSH S100X (DMVP)	
9	4 DON'T DREAM	Dove	ZTT	ZTT 211 1350X (DMVP)	
10	8 SOMETIMES	Britney Spears	XL	0528282 (P)	
11	12 2 TIMES	Ain Le	ZYX	ZYX 0718X (ZYX)	
12	NEW DR FUNK	Garf Cox	Worldwide Unlimited	WLD 1797 CDX (P)	
13	NEW SEVEN DAYS AND ONE WEEK	Garf Cox	Addicta	12AD 960 (P)	
14	6 START THE COMMOTION	Wiggwags	Wall Of Sound	WALLD 159 (V)	
15	7 IF I SURVIVE	Hybrid feat. Julie Cruise	Definitive	DEFIN 050 (P)	
16	NEW DISCO HEAVEN	Holly Johnson	Pleasure Dome	PLDCC 1004 (V)	
17	11 STRANGED FROM THE HEART	Doolally	Chocolate	BOYXL Recordings	LXL 112X (V)
18	10 LOVE'S GOT A HOLD ON MY HEART	Steps	Jays	0519372 (P)	
19	NEW PISTOLETO	Jojo Reactor	Blue Room	BR 060X (DMVP)	

hit charts © DN

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



This List	Title	Artist	Label	Cat. No. (distributor)
1	NEW WE'RE GOING TO IBIZA	Vengaboys	EMI	092645 ERE (P)
2	NEW MAMBO NO.5 (A LITTLE BIT...)	Lou Bega	BMG	092645 ERE (P)
3	THE LAUNCH CD	Juan	ATM	ATM 01
4	MICKEY LULLY	Lolly	Fisher	FIS 01
5	FRIENDS FOREVER	Thanksgoys	First Avenue	FV 01
6	MUCHO MAMBO	Shak	Virgin	092645 ERE (P)
7	ARIBA SHUK	Lou Bega	BMG	092645 ERE (P)
8	BALLADE	George Lopez	Interscope	INT 01
9	MOVING	Supergass	Paradeigm	PAR 01
10	I'VE GOT YOU	Melina McCoolman	Innocent	INN 01
11	MI CHICO LATINO	Osai	BMG	092645 ERE (P)
12	UNPRETTY 101	Donna	Capitol	092645 ERE (P)
13	SUMMER SPM	Travis	Mercury	092645 ERE (P)
14	SING IT BACK	Moloko	Epic	092645 ERE (P)
15	BETTER OFF ALONE	Jürgen van den Broek	Funk	FUN 01
16	LIVIN' LA VIDA LOCA	Ricky Martin	Capitol	092645 ERE (P)
17	WINTER GIRLS	Lucy	Capitol	092645 ERE (P)
18	WHEN YOU SAY NOTHING AT ALL	Van Horn	Capitol	092645 ERE (P)
19	DRINKING IN LA	Britney Spears	Capitol	092645 ERE (P)

miro weekly

# futureHITS

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

*futureHITS* includes:

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

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

For more information or to subscribe, call Shane, Anna or Richard on 0171 940 8605 / 8585 / 8572.

# SUNLINE

## YOUR LOVE

indian rope man: गुणहामोद ठा चतर भरुद

RELEASED: 20TH SEPTEMBER ON 12" CD.

FEATURING MIXES FROM: SPECTRE, DANIEL SAN & WILDSTYLE BOB NIMBLE

TAKEN FROM THE ALBUM 'ELEPHANT SOUND' OUT NOW. www.sk.int.net

LIVE: LEEDS FISHERMAN (THE DOUBTIVE) 23RD SEPTEMBER  
 PRESBYTERIAN (THE DOUBTIVE) 24TH SEPTEMBER  
 NEWCASTLE UNIVERSITY 20TH SEPTEMBER



18 SEPTEMBER 1999

## CHART COMMENTARY

by ALAN JONES

On its 80th week in the shops, sales of **Shania Twain's Come On Over** reached another high last week, with nearly 62,000 copies sold, compared to 57,000 the previous week. The album is home to all four of Twain's hit singles - You're Still The One (number 10), When (18), From This Moment On (nine), and That Don't Impress Me Much (three), as well as the upcoming Man! I Feel Like A Woman!, a play for which is driving the massive pick-up in sales of **Come On Over**. Thus far, the album has sold nearly 770,000 copies. Coincidentally, it also reached number one in Australia for the first time a few weeks ago but in America it has managed to sell a stunning 1.3m copies without ever reaching number one.

The success of albums by Steps and Vengaboys, to name but two, show how artists initially perceived as singles acts can cross over, though not usually without a run of hit singles first. Such is the experience of **Lou Bega**, whose Mambo No.5 (A Little Bit Of...)

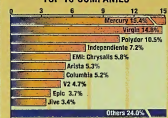


**ALBUM FACTFILE**  
Few British female vocalists have ever had a number one album - but Martine McCutcheon seemed set to join the elite, having established a big lead over Shania Twain's **Come On Over** in the midweek sales flashes. But Twain's sales picked up in sensational fashion at the weekend leaving McCutcheon with a number two debut for **You, Me & Us**, despite selling nearly 52,000 copies. The album, McCutcheon's first, features her number one single **Perfect Moment**,

the number six follow-up I've Got You and a cover of Yvonne Elliman's **Love Me**, among others. It was on course to become the first number one album by a local female since **Jayne McDonald** dived at the top with her self-titled debut a year-and-a-half ago. It may get another chance but even if it doesn't Martine's success as an album artist has comfortably eclipsed other EastEnders alumni such as **Nick Berry** and **Anita Dobson**.

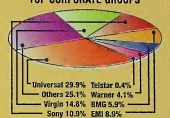
### MARKET REPORT

#### TOP 10 COMPANIES



Represents the top 10 companies by % of total sales and percentage share of UK corporate groups by % of total sales of the top 75 overall albums

#### TOP CORPORATE GROUPS

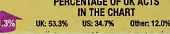


#### SALES UPDATE



has sold more than 520,000 copies in the past three weeks but whose album **A Little Bit Of Mambo** is conspicuously less successful.

#### PERCENTAGE OF UK ACTS IN THE CHART



selling just 2,700 copies to debut at number 50 this week. The album has done very well in Europe on the strength of the one hit single

however, selling more than 500,000 copies. Winning the Mercury Music Prize has generated plenty of publicity for **Yalvin Singh**, and has helped lift his **OK** album into the Top 75 for the first time. The album sold a little more than 2,400 copies last week and makes its debut at number 52. That's still fewer than the budget compilation 1999 Mercury Music Prize album, on which Twain and all the rest of this year's nominees featured. That sold more than 3,000 copies last week, a total which would frequently be enough to earn it top place on the budget chart, but not at the moment as the current number one "budget album" is **Eiffel 65's Blue (Da Ba Dee)** single, which sold nearly 52,000 copies last week. If sales of this record - which has too many tracks to qualify for the singles chart - were combined with the other import of Blue, which is eligible and stands at number 43 on the singles chart, it would be number 25 on the singles chart this week.

## COMPILATIONS

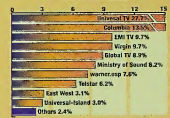
Rising the temptation to include "Vengaboys" We're Going To Ibiza!, but including a special booklet focusing on a decade of the Ibiza phenomenon, proved a winning gambit: for the latest **Kiss-100/Universal** best in **Kiss Ibiza 99**, which debuts atop the compilation chart after selling more than 56,000 copies last week. That's enough to overshadow **Big Hits 99**, which sold nearly 54,000 copies, to bring its total after just three weeks on release to more than 230,000. **Big Hits 99** still has a good chance of becoming the biggest non-Now! compilation of the year, a title currently held by the **MOR** giant **Muscle To Watch Girls By**, which will pass the 300,000 mark tomorrow. Among the 36 tracks included on **Kiss Ibiza 99** - which makes the somewhat spurious claim to include "every Ibiza house and trance

anthem of this summer" - are **ATB's 9PM (Till I Come)**, **DJ J presents Alice Deejay's Better Off Alone**, **Musique Is The Answer** by **Danny Tenaglia** and **Sun Is Shining** by **Bob Marley** - though the latter track is not the version which will be challenging for the top of the singles chart this week but is an adaptation of the later **Kaya** recording of the track which has been put together by Island as a spoiler.

The 17th biggest-selling compilation of the week does not appear in the chart as its astonishing value-for-money marks it as a budget release. The latest in techno samplers from the **Moving Shadow** label, **99.1** is a double CD with a dealer price of just £1.20. Some previous volumes in this series have sold more than 60,000 copies, and after just two weeks in the shops, **99.1** has already exceeded 10,000 sales.

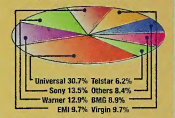
### MARKET REPORT

#### TOP 10 COMPANIES



Represents the top 10 companies by % of total sales and percentage share of UK corporate groups by % of total sales of the top 75 overall albums

#### TOP CORPORATE GROUPS



#### SALES UPDATE



#### COMPILATIONS' SHARE OF TOTAL SALES

Actual albums: 70.3%  
Compilations: 29.7%

## INDEPENDENT ALBUMS

This Week	Title	Artist	Label/Cat. No./Moorbeat
1	PERFORMANCE AND COCKTAILS	Stereophones	V2 VVR 100492 (DM/PI)
2	A SECRET HISTORY	The Divina Comedy	Seltans SETCDL 100 (V)
3	YESTERDAY WENT TOO SOON	Feeder	Echo ECHO28 (P)
4	ONLY YAZOO - THE BEST OF	Yazoo	Mute COMUTE 6 (V)
5	BABY ONE MORE TIME	Bribery Spears	Jive 052272 (PI)
6	THE MASTERPLAN	Oasis	Creation CRE21 281 (DM/PI)
7	YOU'VE COME A LONG WAY, BABY	Faithy Slim	Skinie BRASSIC 1100 (DM/PI)
8	VERSION 2.0	Garbage	Mushroom MUSH2 280 (DM/PI)
9	ULTRA OSCURE	Breakfast Era	XL Recordings XLCD 130 (V)
10	WORD GETS AROUND	Stereophones	V2 VVR 100493 (DM/PI)
11	REMEDY	Besament Jaxx	XL Recordings XLCD 120 (V)
12	STEP ONE	Steps	Jive 051912 (PI)
13	REACHING TO THE CONVERTED	Billy Bragg	Cooking Vinyl COCKCD 108 (V)
14	VERTIGO	Groove Armada	Pepper PE53032 (PI)
15	GARBAGE	Garbage	Mushroom 2 3160 (DM/PI)
16	SCREAMADELICA	Primal Scream	Creation CRECD 01 (DM/PI)
17	MILLENNIUM	Backstreet Boys	Jive 962222 (PI)
18	GUESSILLA	Super Furry Animals	Creation CRECD 242 (DM/PI)
19	HEAD MUSIC	Suede	Nude NUDE 1400 (DM/PI)
20	BEACUPOF FISH	Underworld	JBO JBO 100542 (DM/PI)

## THE YEAR SO FAR... TOP 20 ALBUMS

This Week	Title	Artist	Label/Cat. No./Moorbeat
1	BY REQUEST	BOYZONE	POLYDOR
2	3 GOLD - GREAT HITS	THE CORRS	143/LA/AR/LANTIC
3	GOLD - LARGEST HITS	ABBA	POLYDOR
4	PERFORMANCE AND COCKTAILS	STEREOPHONES	V2
5	YOU'VE COME A LONG WAY, BABY	FATBOY SAM	SKOT
6	I'VE BEEN EXPECTING YOU	ROBBIE WILLIAMS	CHRYSALIS
7	COME ON OVER	SHANIA TWAIN	MERCURY
8	STEP ONE	STEPS	EBULIVE
9	THE MISADVENTURE OF...	LAURYN HILL	COLUMBIA
10	FORGIVEN, NOT FORGOTTEN	THE CORRS	143/LA/AR/LANTIC
11	MY LOVE IS YOUR LOVE	WHITNEY HOUSTON	ARISTA
12	THE NUSERS	TEXAS	MERCURY
13	LADIES & GENTLEMEN - THE BEST OF	GEORGE MICHAEL	EPIC
14	THE MAN WHO	TRAVIS	INDEPENDIENTE
15	RAY OF LIGHT	MADONNA	MAVERICK/WARNER BROS
16	THIS IS MY TRUTH TELL ME YOURS	MANIC STREET PREACHERS	EPIC
17	BABY ONE MORE TIME	BRITNEY SPEARS	JIVE
18	CRAN TUREMID	CARDIGANS	STOCKHOLM/POLYDOR
19	SYNKRONIZED	JAMROUQUA	SONY S
20	LIFE THRU A LENS	ROBBIE WILLIAMS	CHRYSALIS

18  
sept  
1999

# THE OFFICIAL CHARTS

## singles

music week  
AS USED BY  
**BBC RADIO 1**  
97-99PM



### 1 WE'RE GOING TO IBIZA!

1	MAMBO NO 5 (A LITTLE BIT OF...)	Lour Bega	RCA
2	THE LAUNCH DJ	Jean	AM/PM
3	MICKY LOLLY		Polydor
4	FRIENDS FOREVER	Thunderbugs	First Avenue/Epic
5	(MUCHO MAMBO) SWAY SHAIT		Wonderboy
6	AFRIKA SHOX	Leffield/Bambaataa	Higher Ground/Hard Hands
7	BAILAMOS	Enrique Iglesias	Innascapes/Polydor
8	MOVING SUPERGRASS		Perfomance
9	I'VE GOT YOU	Martine McCutcheon	Innocent



10	MI CHICO LATINO	Geri Halliwell	EMI
11	BETTER OFF ALONE	DJ Jurgan p/s. Alice Deejay	Positive
12	SING IT BACK	Moloko	Echo
13	THERE SHE GOES	Sixpence None The Richer	Elektra
14	UNPRETTY TLC		LaFace/Arista
15	SUMMER GIRLS	Lyte Finkie Ones	Logic
16	IF I LET YOU GO	Westlife	RCA
17	SUMMERTIME OF OUR LIVES	AI	Columbia
18	UNVIN'	LA VIDA LOCA	Ricky Martin
19			Columbia

18  
sept  
1999

# albums



### 1 COME ON OVER

1	YOU, ME & US	Martine McCutcheon	Innocent
2	THE MAN WHO TRAVIS		Independiente
3	PERFORMANCE AND COCKTAILS	Stereophonics	V2
4	THE HUSH	Texas	Polydor
5	A SECRET HISTORY	The Divine Comedy	Mercury
6	SOGNO	Andrea Bocelli	Sugar/Polydor
7	FANMAIL	TLC	LaFace/Arista
8	GOLD - GREATEST HITS	Abba	Polydor



9	THE PARTY ALBUM!	Vengaboys	Positive
10	PREMIERS SYMPTOMES	Air	Virgin
11	RICKY MARTIN	Ricky Martin	Columbia
12	MY LOVE IS YOUR LOVE	Whitney Houston	Arista
13	THE VERY BEST OF - CAPITOL/REPRISE	YEARS DEAN MARTIN	EMI
14	THE VERY BEST OF - CAPITOL/REPRISE	YEARS DEAN MARTIN	EMI
15	BABY ONE MORE TIME	Britney Spears	Jive
16	SCHIZOPHONIC	Geri Halliwell	EMI
17	SURRENDER	The Chemical Brothers	Virgin
18			Virgin
19	THE VERY BEST OF Edwige Fenech		Universal TV

13 19 LA VIDA LOCA RICKY MARTIN Columbia

14 20 DRINKING IN L.A. Bran Van 3000 Capitol



11 21 THE KIDS AREN'T ALRIGHT The O'Jays Columbia

12 22 RED SUN RISING Lost Witness Sound Of Ministry

16 23 WHEN YOU SAY NOTHING AT ALL Ronan Keating Polydor

17 24 EVERYTHING WILL FLOW Suede Nude

15 25 SUMMERTIME Another Level feat. TO Northwestside/Arista

20 26 SUMMER SON Texas Mercury

19 27 WILD WILD WEST Will Smith feat. Dr. Hill Columbia

18 28 1ST MAN IN SPACE The All Seeing I frr

22 29 PROFIT IN PEACE Ocean Colour Scene Island/Universal-Island

21 30 MAMMA MIA A Teens Stockholm/Polydor



25 31 1999 Binary Finary Positiva

17 32 EVERYDAY Agnelli & Nelson Xtravaganza

31 33 THAT DON'T IMPRESS ME MUCH Shania Twain Mercury

23 34 I WOULD'NT BELIEVE YOU'R RADIO Stereophonics V2

18 35 RHYTHM & BLUES ALBI Gomez Hut/Virgin

29 36 GUILTY CONSCIENCE Eminem feat. Dr Dre Interscope

27 37 STOP THE ROCK Apollo Four Forty Epic

36 38 WHY DOES IT ALWAYS RAIN ON ME? Travis Independent

33 39 SOMETIMES Britney Spears Jive

28 40 IF YA GETTIN' DOWN Five RCA



# compilations

1 KISS IBIZA 99 Universal TV

10 11 NOTTING HILL (OST) Island/Universal-Island

2 BIG HITS 99 Warner Exp/Global TV/Sony TV

3 IBIZA ANNUAL 99 Ministry Of Sound

4 NOW THAT'S WHAT I CALL MUSIC! 43 EMI/Virgin/Universal TV

13 14 SPEED GARAGE ANTHEMS 99 Global TV

5 IBIZA EUPHORIA Telestar TV

12 15 AUSTIN POWERS - THE SPY WHO SHAGGED ME Warner Bros

6 MUSIC TO WATCH GIRLS BY SISTERS OF SWING 99 Universal TV

7 THE BEST IBIZA ANTHEMS...EVER! 17 17 NEW WOMAN Virgin/EMI

8 CLUB ANTHEMS 99 Virgin/EMI

9 CLUB MIX 99 Virgin/EMI

16 19 DANCEMIX UK V1 Warner Exp

10 SOUTH PARK: BIGGER, LONGER & UNCUT Atlantic

13 19 THE VERY BEST OF Elvis Costello Universal TV



20 GETTIN' HIGH ON YOUR OWN SUPPLY Apollo Four Forty Epic

21 CHAMBER MUSIC Coal Chamber Roadrunner

22 ONLY YAZOO - THE BEST OF Yazoo Mute

20 23 SLIM SHADY Eminem Interscope/Polydor

8 24 YESTERDAY WENT TOO SOON Feeder Echo

24 25 STEP ONE Steps Ebu/Jive

22 26 CALIFORNICATION Red Hot Chili Peppers Warner Bros

21 27 MARY MARY J Blige MCA/Universal-Island

18 28 FOREVER Puff Daddy Puff Daddy/Arista

18 29 RISK Megadeth Capitol

25 30 SYNCHRONIZED Jamiroquai Sony SZ



23 31 I'VE BEEN EXPECTING YOU Robbie Williams Chrysalis

26 32 TALK ON CORNERS The Corrs Atlantic

48 33 13 Blur Food/Panophone

27 34 THE MIS EDUCATION OF LAURYN HILL Lauryn Hill Columbia

29 35 AMERICANA The O'Jays Columbia

18 36 SIMPLE PLEASURE Tindersticks Island/Universal-Island

60 37 THE MASTERPLAN Oasis Creation

46 38 BRING IT ON Gomez Hut/Virgin

30 39 RAY OF LIGHT Madonna Manerick/Warner Bros

50 40 ON HOW LIFE IS Macy Gray Epic



© CIN. Produced in co-operation with the BPI and BARD, based on a sample of more than 4,000 record outlets

**BUENA VISTA SOCIAL CLUB**

NOW A FILM  
INSPIRED BY MUSIC FROM THE ALBUMS  
THE VERY BEST OF CLASSICAL EXPERIENCE

THE greatest musical experience of my life! - *Ry Coodler*







## CHART COMMENTARY

by ALAN JONES

Stretching its lead at the top of the airplay chart to a massive 21% over unlucky runner-up **Geri Halliwell**, **Lou Bega's** Mambo No. 5 (A Little Bit Of...) achieves the highest tally of plays and the highest audience in the six years since Music Control started monitoring airplay for Music Week. Bega's single received a staggering 2,529 plays last week, comprehensively smashing the old record of 2,462 achieved by **Madonna's** Beautiful Stranger in July. It beat the old audience record more narrowly, its 92.6m listeners being a million more than the top figure achieved by **Cher's** Believe last winter. Mambo No. 5 is still gaining support or holding steady pretty much everywhere except at Virgin 1215, where it declined from 40 plays to 26 last week - though even the latter figure is remarkable for a record of its kind at Chris Evans' "rock" station. Though

### AIRPLAY FACTSHEET

● Last week's highest new entry is **Last Week's Highest Climber**, **Shania Twain's** Man! I Feel Like A Woman! jumps 37-22 but does so without apparently making any impact on current single **That Don't Impress Me Much**, which holds at number 26, with a marginally reduced audience. ● **Eurythmics' first new single** since 1990's Angel, I Saved The World Tonight, is doing brisk

business and received 415 plays in its first full week on the airwaves, generating an audience of more than 20m and earning 36th place in the chart. ● **Half of the eight most popular records** on radio have a Latin flavour, **Lou Bega** and **Geri Halliwell** occupy the top two slots followed by **Enrique Iglesias** at number seven and **Shanté** at number eight.

**World Halliwell's** Mi Chico Latino and TLC's Unpretty are chasing hard they are too far behind Mambo No. 5 to stand a chance of detroning it in the near future, and nothing else even comes close...

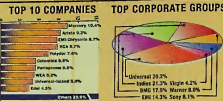
One of the biggest hits of the year - 551,000 sales to date in just eight weeks - DJ **Jürgen** presents **Alce Deolay's** Better Off Alone peaked at number three on the airplay chart a month ago, holds steady at number six this week, with a strong 11% uptick in its audience. The reason? It's moved to the top of the most played lists at two of the country's most popular stations - Radio One and Capital, earning 34 plays from the former and a whopping 57 from the latter last week. At Radio Two - where, not surprisingly, **Better Off Alone** was completely absent from the airwaves - support for **Sting's** Brand New Day increased to 22

plays, enough to push it to the top of the station's most-played list, and providing much of the firepower which drove it 44-30 on the airplay chart. Radio Two is also well behind **The Beatles' Yellow Submarine** releases, and has made **Blaney Rigby** the focus of its attention, playing the track five times last week. It doesn't sound much compared to most stations, but at Radio Two that's a total beaten by only 14 other tracks.

**Britney Spears** was simultaneously Top Grower and Top Add with both Baby One More Time and Sometimes, and she achieves the hat-trick with her upcoming smash (You Drive Me) Crazy, which joined 20 new playlists and conjured up nearly 500 extra plays in the week. It also makes its Top 50 airplay chart debut at number 44, contributing to the 29-41 slide of Sometimes. While **Geri Halliwell** holds at two, former

pal **Melanie C** is still short of the Top 50 with her upcoming single - but only because of the way the chart is compiled. Mel's rock chick persona shines through on Goin' Down, which achieved 99 plays and an audience of more than 14m last week, enough to earn it 64th place in the chart. Meanwhile, her more mellow track Ga Ga was considerably less popular with just 11 plays, but had an audience of more than 8.6m. Apparently, the two tracks will be double **Asides** on **Me!** Mel's next single, and combining them together would give Mel 37th place on the chart. After debuting at number two on the sales chart last week, airplay for **DJ Jean's** The Launch has, appropriately, gone into a higher orbit. A 67% improvement in audience sees it jump 31-18 this week, and the fact it has slipped only 2-3 on the latest sales chart should help it to capitalise still further next week.

### AT A GLANCE WEEKLY MARKET SHARES



Based on sales data. Compilation by BBC's Soundscan. The Top 10, and average group shares by % of total sales of the Top 50

### MTV

#	This Week	Artist
1	2	SING IT BACK Molohe
2	1	UNPRETTY TLC
3	5	WHY DOES IT ALWAYS RAIN ON ME? Travis
4	7	MAMBO NO. 5 Lou Bega
5	3	PROFIT IN PEACE Colour Colour Scene
6	1	SUMMER SON Texas
7	1	I WOULDN'T BELIEVE YOUR RADIO Stereophonics
8	6	MI CHICO LATINO Geri Halliwell
9	4	BEAUTIFUL STRANGER Madonna
10	11	BAILAMOS Enrique Iglesias

Most played video on MTV UK/Media Release Ltd. w/e 10/9/99  
Source: MTV UK

### THE BOX

#	This Week	Artist
1	1	BLUE (DA BA DEE) Eiffel 65
2	7	(YOU DRIVE ME) CRAZY Britney Spears
3	5	5 CLUB MY PSY Club 7
4	3	MAMBO NO. 5 Lou Bega
5	4	TURN BACK THE HANDS OF TIME R Kelly
6	7	HIE MICKEY Lily
7	2	RUN FOR YOUR LIFE Northern Line
8	5	GIMME ALL YOUR LOVIN' Marty Feldt. ZZ Top
9	5	BAILAMOS Enrique Iglesias
10	6	WE'RE GOING TO Ibiza Bengaz

Most played video on The Box. w/e 5/9/99  
Source: The Box

### BOX BREAKERS

#	This Week	Artist
1	1	BEST FRIEND Toybox
2	1	MAN I FEEL LIKE A WOMAN Shania Twain
3	2	GIVE IT TO YOU Jordan King
4	4	I DRIVE MYSELF CRAZY 'N Sync
5	4	ZORBA'S DANCE LCD
6	10	GENIE IN A BOTTLE Christina Aguilera
7	6	DON'T STOP AT
8	9	SUMMER GIRLS Lyla Ferkle One
9	9	SHIE ALL I EVER HAD Ricky Martin
10	10	WE ROCK POINT Box

Highest climbing video on The Box in advance of single release w/e 5/9/99  
Source: The Box

### TOP OF THE POPS

Moving Superstars: Sheena Sees Expensive None The Richer; Friends Forever Thankabongs; Fleet Man In Space The All Seeing I; Mickey Loly; Summer Gals Lyle Furber One; Everything Will Flow Suede; We're Going To Ibiza Vinylboys

Draft Inaug 17/9/99

### CD:UK

There is no CDuk this week  
\*Witched and Sting will appear on SMTV

### RADIO ONE PLAYLISTS

BBC RADIO 1 97.8 FM

**A-LIST** Better Off Alone Alce Deolay; Mambo No. 5 Lou Bega; Drunk In LA: Brian Van 3000; Higher Than Heaven Keith Bryan; Goin' Down Ga Ga Melanie C; The Lessons DJ Stars; Blue (Da Ba Dee) Eiffel 65; All My Girlz My Girlz; Fred Astaire James; Get Down Paul Johnson; Afrika Bambaatae feat. Afrika Bambaatae; Stay With Me TLC Dawn Lund; Son Is Shining Bob Marley vs. Forester Duane; Step It Back Molohe; Much Mambo Club; I Wouldn't Believe Your Radio Stereophonics; Moving Superstars; Unpretty TLC; Why Does It Always Rain On Me? Travis

**B-LIST** Genie In A Bottle Christina Aguilera; What's The Way A Go? Blink 182; Udder Water Brother Brown feat. Frankie; Forever Christians; Out Of Control The Chemical Brothers; \*Buddy Green Team vs. Noreah Cheryl; What's Gone Good? Five Fathers Everything But The Girl; Sunshine Gabrielle; I Try Macy Gray; Little Discourage Jennifer; Bailamos Enrique Iglesias; Superstars Jamiroquai; \*Give It To You Jordan King

R1 playlists from week beginning 13/9/99  
\* Denotes additions

### MTV UK PLAYLISTS

Summer Son Texas; Unpretty TLC; Why Does It Always Rain On Me? Travis; Sing It Back Molohe; I Wouldn't Believe Your Radio Stereophonics; Mambo No. 5 Lou Bega; Get Down Paul Johnson; The Launch DJ Jean; \*Mambo Mambo Shanté; \*Battar Off Alone Alce Deolay

**B-LIST** Mi Chico Latino Geri Halliwell; We're Going To Ibiza Vinylboys; Friends Forever Thankabongs; Drunk In LA: Brian Van 3000; Bailamos Enrique Iglesias; Beautiful Stranger Madonna; Higher Than Heaven Keith Bryan; Goin' Down Molohe C; Superstars Jamiroquai; 5 Club Party S Club 7; Junes Hold On B'Witched; When You Say Nothing At All Ronan Keating; Profit In Peace Colour Colour Scene; Blue (Da Ba Dee) Eiffel 65; (You Drive Me) Crazy Britney Spears; Burning Down The House Tom Jones & The Cardigans

**M2-LIST** Summer TLC; Why Does It Always Rain On Me? Travis; Sing It Back Molohe; What's The Way A Go? Blink 182; Udder Water Brother Brown feat. Frankie; Out Of Control The Chemical Brothers; \*Buddy Green Team vs. Noreah Cheryl; What's Gone Good? Five Fathers Everything But The Girl; Sunshine Gabrielle; I Try Macy Gray; Little Discourage Jennifer; Bailamos Enrique Iglesias; Superstars Jamiroquai; \*Give It To You Jordan King

R1 playlists from week beginning 13/9/99  
\* Denotes additions

### THE PEPSI CHART

Performance: Brand The All Seeing I; First Man In Space The All Seeing I; Mickey Loly; Goin' Down Melanie C; Videos: Friends Forever Thankabongs; Goin' To Ibiza Vinylboys

Draft Inaug 16/9/99

### RADIO TWO PLAYLISTS

BBC RADIO 2 87.5 FM

**A-LIST** \*Different Brands Jo Cocori; Man! I Feel Like A Woman Shania Twain; When's Think Of You Chris Daegu; Bailamos Enrique Iglesias; Brand New Day Sting; I've Got My Name Melodiages; \*I I Could Turn Back The Hands Of Time Alvin; \*Sunshine Gabrielle

**B-LIST** Forget About It (Remix) Afion Sun; \*Twenty Wild Horses Status Quo; City Of The Second Chance Jane; \*No Merman Join Beer; Thursday's Child David; Mi Chico Latino Geri Halliwell; For All That Your Love (Remix) G. (Remix) Daley; Chris; Mambo No. 5 Lou Bega; \*No Loveone Heather Myles & The Cadillac Cowboys; Philosopher's

**C-LIST** Spinning With The Bitch (album) Mary Logic; Back In It Let You Go Westlife; Apocryph Tale The Voca's; Out Of Control The Chemical Brothers; Chuck Berry & Caddy; Western Wall The Tussles

Sessions (album) Lindisfarne & Emmu Harlow; When You Say Nothing At All Ronan Keating; \*Yellow Submarine (album) The Beatles; \*Come Around Kim Richey; Higher Than Heaven Keith Bryan

R2 playlists from week beginning 13/9/99  
\* Denotes additions

### WEEKLY MARKET SHARES

Universal 28.3%; EMI 11.2%; Virgin 4.2%; EMI Music 1.8%; Warner 0.6%; EMI Music 0.5%

**C-LIST** Welcome To The Fall; Zip Lick; \*All 'N My Girl Missy Elliott; Around The World Red Hot Chili Peppers; Letters Scott 4; I Loving You Is Wrong Faithless; Blue Suede Longlegs; Fred Astaire James; Major Leagues Prevention; Thursday's Child David; Brand New Second Resurrection; Brand New; When We Say Liberty 27; Boomer! Back Atcha Feri Cosby file; Probe One; Forever Christians; Nancy Red Rock; Son Is Shining Bob Marley Vs. Forester De Luze

\* & \* Denotes still available in new playlist packets



## RETAIL FOCUS: CARBON

by Karen Faux

Occupying the mezzanine floor of lifestyle department store Urban Outfitters on London's Kensington High Street, Carbon aims to be cutting edge in terms of both music and technology. One of its biggest publicity coups when it opened last June was that it could offer customers the facility to compile their own CDs by having them burnt on to a disc in-store. "When we opened, the concept was completely new to retail and generated a lot of coverage," says director Jan Memet. "Since then we have seen it steadily grow in popularity and no one could accuse it of being a gimmick."

A priority has been to make the business of customised CDs as easy and user-friendly as possible. All customers have to do is make their way to one of two computer screens and work their way through the list of available tracks. "As people go through they can listen to 20-minute snippets to see what they like and when they've confirmed their selection it then takes about half an hour for



Carbon: CD-burning on offer

the burning to be done," says Memet.

Making shoppers feel comfortable is an important part of the Carbon ethos. The interior is striking with its stripped-down style and metallic fixtures while its music station – where customers can listen to both vinyl and

## ON THE DECKS AT CARBON

Carbon has hosted several PAs including DJ Bukem, Thevery Corporation, Gus Gus and Freshy Fresh. The store is also planning to feature live DJ weekends, spanning both celebrities and unknowns. "We will be promoting them with posters and by word of mouth," says Memet. "Sunday is probably the best day as there are not so many shoppers around." Meanwhile, Memet is also to release a record on his own house label, Carbonate. "Test pressings recently received a good response in Ibiza and we will be pushing it through the shop," he says.

CD – is positioned in the centre. "It means that people are grouped together while trying new things, rather than staring at a wall," says Memet.

Carbon covers all dance music tastes with wide range spanning house, big beat, drum

& bass, leftfield, downtempo, funk and electronic. Vinyl stock is updated daily, although Memet is quick to point out that the store only stocks what it likes and believes will sell. He and his partners Justin and Jon Lee have a DJ residency at London's Ministry club, which puts them in a strong position to pick up on new releases.

Carbon identifies a great advantage in being able to play its music throughout the three floors of the whole shop and reports that customers often arrive at the counter to ask what is being played. "It actively encourages people to interact with our staff who attempt to be as knowledgeable as possible," says Memet. Biggest sellers this week have been Om Lounge 2, All Back To Mine and Groovejam's Exkursion.

More stores are planned during the next year. "We want to take the Carbon approach further afield and will possibly expand outside of London," says Memet. "Urban Outfitters is a US chain and we may target some of the outlets across the Atlantic."

## IN-STORE NEXT WEEK (from 20/9/99)



**Windows** – Leftfield, Supergrass, Universal campaign with two CDs for £20. **In-store** – Supergrass, Idlewild, John Paul Jones, Fairport Convention, Sibellus, Feeder, Coal Chamber, Restwood. **Mac**: Press ads – John Paul Jones, Fairport Convention, Idlewild, Nocturne 2, Another Level, Sibellus, Walton, Coal Chamber, Feeder



**Singles** – S Club 7, Britney Spears, Shania Twain; **Albums** – Supergrass, Fat Pop Hits, Chris De Burgh, A\*Teens, Lolly, Charlie CD-burning. **Mac**: Press ads – John Paul Jones, Fairport Convention, Idlewild, Nocturne 2, Another Level, Sibellus, Walton, Coal Chamber, Feeder



**In-store** – sale, Now Millennium promotion with two CDs for £22, selected video for £7.99, B2 Comedy Greats for £10.99, A Bug's Life



**Album of the Month** – Breakfast Era; **In-store** display boards – Gentle People, Joy Zipser, Cinematic Orchestra, Campa Velocet, Stereolab, Appliance, Face Action, Soyab



**Windows** – S Club 7, Britney Spears, Shania Twain, Kenny Bryon; **Idlewild**, Def Leppard, Shawn Mullins, Leftfield, Armageddon; **In-store** – Martine McCutcheon, The Truman Show

Everything But The Girl; **Press ads** – Britney Spears, Daphne & Celeste, Shania Twain, Gorky's Zygote Mynci



**In-store** – Travis, Now! 43, Shania Twain, Barbara Streisand and Harry Connick Jr, Hope And Glory, Ricky Martin



**Albums** – Daniel O'Donnell, Leftfield; **In-store** – Charlie Landsborough, Ocean Colour Lizard, The Beatles, four videos for £15; **Listening posts** – Ben Harper, Yes, Iggy Pop, Ravenous, Talking Heads, Izzy, Death In Vegas, Linda Ronstadt and Emmylou Harris, Paul Brady



**Singles** – S Club 7, Shania Twain, Whitney Houston, N' Sync, K-Ci and Jolii; **Albums** – Supergrass, Sasha, From Ibiza, Daniel O'Donnell, Leftfield, Barbara Streisand and Harry Connick Jr, Charlie Landsborough; **Video** – Armageddon, Snake Eyes, Elizabeth



**Singles** – Britney Spears, Shania Twain, Kelly Bryan, Shawn Mullins; **Albums** – Liz, Charlie Landsborough, Raze and Christian, Rugby World Cup Album, Kiri Te Kanawa, Ralissa, Sex Chips 'N' Rock 'N' Roll, Dreamscape, Scorpions, Arab Strap; **In-store** – buy two CDs at £12.99 and get one for £5, The Beatles, Paul Johnson, Eiffel 65



**Album of the month** – Cocoeau Twins; **Selecta listening posts** – Joe Henry, Hybrid, John Paul Jones, Buena Vista Social Club,

Fifth Amendment; **Mojo recommended retailers** – Pre-Fab, Playpen, Asie Payton, Rallyway Children, Joe Henry, Danny & Jo



**Singles** – David Bowie, LCD, Idlewild; **Windows** – The Beatles, Gomez, Another Level, Supergrass, sale, Barbara Streisand and Harry Connick Jr; **In-store** – Gomez, David Bowie, Mtn Sawtooth Press ads – Whitney Houston, Barbara Streisand and Harry Connick Jr, Another Level, Martine McCutcheon, sale



**Singles** – Everything But The Girl, The Zygote Mynci; **Albums** – Press ads – Whitney Houston, Ben Harper, Big Daddy, Manumission, Beth Orton; **Windows** – Leftfield; **Press ads** – singles range, Suede, Junior Sanchez, Longlegs, Britney Spears



**In-store** – Travis, Now! 43, Shania Twain, Barbara Streisand and Harry Connick Jr, Hope And Glory, Ricky Martin



**Singles** – S Club 7, Shania Twain; **Album** – Leftfield; **In-store** – Top Of The Pops, S Club 7, Daniel O'Donnell, Tori Amos, Lolly, Charlie Landsborough, Supergrass; **Press ads** – Backstreet Boys, Lolly

## ON THE SHELF

LISA HUGHES  
manager, Now,  
Haverfordwest, S Wales



Andreas Bocelli ahead of it.

Another development resulting from Now's takeover is that we have increased our video sales. The budget section is very popular and A Bug's Life has been a recent best seller in our chart department. A lot of our autumn video stock is beginning to come in and we are expecting to sell stacks of Saving Private Ryan and Armageddon.

Singles business should be brisk next week. There is a lot of interest in Tom Jones' collaboration with The Cardigans and Bob Marley vs Funkster De Luxe is also being requested. In-store we will also be featuring James, Everything But The Girl, Ocean Colour Scene and Another Level.

As all our buying is done centrally and is on an automatic replenishment systems we rarely experience any hiccups. We are just about to enforce the Now branding in-store with new POs and signage, which will help to draw attention to our offer."

"My area has expanded recently and now includes North Wales. As far as I'm concerned it is a case of the more shops the better. The trading climate is pretty tough in the Welsh region but all the indie are pro-active and determined to survive.

So far it has been a great week. The Vengaboys single has gone in at number one and Supergrass are strong contenders for the Top 10. Pre-sales on the latter's new album are shaping up very well. They are still carrying along their original fans but gaining new ones with a more mature style.

On Parlophone we've got the Blur singles boxed set which is selling in much better than I thought it would. It features 22 CD singles spanning the band's whole career and will retail for just under the £10 mark.

The Beatles' Yellow Submarine is released on the label next Monday and there is huge anticipation for it. Anything from the Beatles

always creates a lot of excitement and this has been carried along on the wave of its own publicity.

Personally I really like the new Pet Shop Boys album and the new single, New York City Boys, is released next week.

We have enjoyed a very healthy run of singles over the summer with Petka heading up the hits. In the run-up to Christmas, the label is releasing Positive Classics, a series of stylishly packaged EPs featuring all its past highlights.

On EMI/Capitol there is a Diana Ross album scheduled for October. As the material is new and falls somewhere in between dance and pop. It is a very upbeat album.

We are just in the process of smartening up all our special POs in our indie accounts. We are putting in new window and free-standing displays so that all labels will get the best possible showing this autumn."

## SINGLE of the week

**R KELLY:** If I Could Turn Back The Hands of Time (Jive 0523182). While the immaculate double album R is perhaps slightly too long for its classic qualities to

be recognized, this stand-out track deserves to give it fresh impetus. An epic, soaring ballad—a tribute to Kelly's mother Sadie who died in 1993—it is at least his best release since I Believe I Can Fly. Very much in the style of such greats as Sam Cooke and Ben E King, this deserves a lengthy chart residency despite its three-minute running time.



## SINGLE reviews



### RECOMMEND FAITHLESS:

**Why Go (Cheeky Records CHEKCD038).** Faithless's new single features Boy George on vocals and is taken from the Mercury Music Prize-nominated album Sunday 8pm. Faithless, Rollo & Sister Bliss, Ferry Corsten & Lange provide a diverse set of mixes that will appeal to the broadest of tastes, with further versions of If Lovin' You is Wrong on CD2.

**RECOMMEND MACY GRAY: I Try (Epic 6681932).** I try has the warm production values of a classic soul record. As with her previous single, Do Something, this showcases Gray's honeyed rasp to good effect. Radio One is increasingly supporting Gray, whose lack of concern about traditional music pigeonholes is a breath of fresh air.

**RECOMMEND GARY BARLOW: For All That You Want (RCA 74321701012).** Co-written and produced by the proven Cheron Productions team, this stirring mid-tempo tune takes Barlow further into Boyzyme/Westlife territory despite his core audience being somewhat older. Sadly, though, it lacks that killer hook that would make it stand out from the pack.

**RECOMMEND PET SHOP BOYS: New York City Boy (Parlophone CDRE6525).** A firm return to Seventies New York disco and again firmly tongue-in-cheek, the Pet Shop Boys' Village People in the chorus to addictive effect. This should set up the album well.

**RECOMMEND JAMES: Feel Like Fred Astaire (Mercury JMC023).** This sees James sweeping elegantly over their chart peers with a song that evokes that magical first moment of love. B-listed by Radio One, it is one of the best releases in his 16-year career.

**RECOMMEND PAVEMENT: Major Leagues (Domino RUG06).** Fresh from their well-received appearance at the recent Leeds/Reading double-header, Pavement continue their louché approach to music. With a snappy chorus and Stephen Malkmus's engrossing lyrics, it deserves to at least equal previous single Carrot Pie's number 27 peak. A C-listing at MTV should help.

**NEW RADICALS: Someday Well Know (Universal MCSD2 40217).** After the success of You Get What You Give this song

is disappointingly neither new or radical. The track lacks the immediate impact of its predecessor and will not be helped by frontman Greg Alexander announcing his retirement from live performances.

**GABRIELLE: Sunshine (Got Beat G0B CD23).** Gabrielle's return is heralded with a gentle tune that is more akin to Des're's sound than the current R&B/pop vogue, with a drifting acoustic guitar melody and uplifting chorus. Already working its way up the airplay lists, this will set up her new album Rise, released on October 18.

**DINA CARROLL: Say You Love Me (1st Avenue/Manifesto MERRCS24).** By Carroll's own high standards, the number 13 debut of the previous single Without You may have been disappointing, but this will further re-establish her dance credentials ahead of her new album.



**LONGFIS: Blue Skies (Mother MUMC013D).** After a two-year hiatus, the hard-edged guitar of Richard Hawley and melancholic vocal of Crispin Hull still impress.

Jo Whalley has already made this her record of the week and with a Radio One 5:30 slot, it may have been disappointing, but this will further re-establish her dance credentials ahead of her new album.

**TINA COUSINS: Angel (Jive/Bloc 0519432).** This, the fifth single to from the 'Kiln' time machine, is a spacey house affair with a startling mix by Paul Paul. Her appearance at the Lynx Voodoo Eclipse festival alongside Fatboy Slim and Carl Cox will up her credibility ratings.

**BT: Mercury & Solace (Headspace/Pioneer Inc).** Brian Transeau provides another quality production, this time for his own Headspace label in conjunction with Pioneer. BT's Master Mix is the lead version, while Transax provides a typical Euro sounding Gatecrasher theme.

**ROGER SANCHEZ: Never Never (Incredible INC45D).** The S-Man returns with another vocal house track but, despite Sanchez's trademark percussive sound, it lacks the immediate hook or melody to score an airplay hit.

**RECOMMEND BEN & JASON: Air Guitar (Go Beat G0B024).** Riding the crest of the new acoustic music movement, Ben & Jason release their most enticing single to date. While radio has yet to decide how to handle the duo, wider media support continues to grow.



**MELANIE C: Goin' Down (Virgin VSCD21744).** Mel C finally releases her debut single, taken from the forthcoming album Northern Style. Goin' Down is a punk rock, electro/guitar slamin' track reminiscent of Bowie circa Low and such a complete change from her musical role in the Spice Girls could well shock her current fanbase as much as gain a new audience. Produced by Maris De Vries, Goin' Down has already made its way on to the Radio One A-list, although the B-side, Ga Ga, is possibly a superior track.

## ALBUM of the week

**SHELBY LYNNE: I Am Shelby Lynne (Mercury 5461772).** At a time when it seems harder than ever for labels to break female solo artists, this



29-year-old US, Alabama-based, soul/blues singer seems to have come out of nowhere with a blistering record. Lynne's sound can be compared more comfortably with Dusty Springfield's 1969 album Dusty in Memphis than the output of many of her peers. Mercury's enthusiasm for the project has prompted significant support in the UK, even before she has really made a mark in the US. One of the best debuts of the year.



## ALBUM reviews



### RECOMMEND TOM JONES:

**Reload (Gut GUTCD009).** With help from The Cardigans, the Manic's James Dean Bradfield, Van Morrison and Cerys Matthews to name but a few, Jones has managed to create an album that is as fun to listen to as it is a testament to his superb voice, even if not every collaboration succeeds. Expect huge success.

**RECOMMEND GUIDED BY VOICES: Do The Collapse (Creation CRECD251).** After years of underground accolades, Robert Pollard's seminal Guided Voices make their Creation debut. Do The Collapse furthers this US maverick's reputation with rock ballers such as current single Teenage FBI. With production from former Carls man Ric Ocasek and an enviable word-of-mouth buzz, Guided By Voices may well find themselves crossing over.

**TORI AMOS: To Venus And Back (Atlantic 7567832422).** Although this is double album—the second disc was recorded live during her 1998 world tour—it is the studio album which shines. Recorded with Amos' three-piece touring band and given a sleek modern veneer by programmer Andy Gray, the songs have a warmth and simplicity which is immediately endearing. This should win her more admirers.

**RECOMMEND STEREO LAB: Cobra And Phases Group Play Volatile In The Milky Night (Duophonic UHF Discs DUHFCD23).** Stereolab's first studio album since 1997's Dots And Loops sees the band continuing their experiments with leftfield electronic pop. With John McEntire and Jim O'Rourke on board, the band are sounding more musically complex than ever, yet Cobra And Phases Group has enough melodic charm to appeal beyond their dedicated fanbase.

**VARIOUS: Green Baza: Departures (Virgin VTDCD266).** The follow-up to the gold-status Green baza: Arrivals compilation closes the book on Ibiza-related product for 1999 with a selection of favourites chosen by Fred Fontaine and Roger Sanchez. Anthems from Moby, Basement Jaxx, Mauro Picotto and Blockstar among a host of others should guarantee success.

**KOJAK: Crime In The City (Pro-Zak Trax**

**5479832).** The latest French fusion of funk, hip hop and house has all the right ingredients. The formula works particularly on tracks such as Cold Blood.

**RECOMMEND IAN DURY & THE BLOCKHEADS: Reasons to Be Cheerful: The Very Best of (Papillon/EMI 5228882).** From the title track, through to Hit Me With Your Rhythm Stick, Dury has been a singular voice in British rock and this collection shows why. With a BBC documentary on the man being shown two nights before the album's release, it should do well.

**RUFF DRIVERZ: In-fidelity (INFERNO INFERN 1).** Since their chart debut with Don't Stop, Chris Brown and Ruff Driverz, have kept up the momentum with high-profile remixes and further singles of their own. Their album is a

pastiche of megabub froc-fillers and while it is notchy new, there is enough familiarity to satisfy Ibiza junkies.

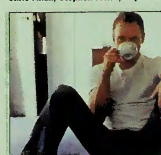
**MINT ROYALE: On The Ropes (faith & hope FYCD011).** The architects behind Terrorvision's Turky renaissance, Equila remixer Mint Royale unleash their debut album, and it is a predictably unpretentious listen. Former Kenickie singer Lauren Laverne makes a return on Don't Falter, while the distance between the last single From Rushville: With Love and current release Shake Me gives a good illustration of the breadth of styles on show.

**EVERYTHING BUT THE GIRL: Temperamental (Virgin CDVDJ2892).** EBIG's first material since 1996's Waking Wounded brings their total of studio albums to nine. While there's little dance or breakfast progression, it is eloquently produced by Ben Watt and contains intelligent experimentation with spoken word and samples of Tracy Thorn's vocals as percussion. The first single, Five Fattons released today (Monday), is B-listed by Radio One and the club mixes have gone down well.

## Hear new releases

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

This week's reviewers: Brad Beatnick, Michael Byrne, Hugo Fleamy, Tom FitzGerald, Chris Finan, Stephen Jones, Sophie Moss, Nick Tesco, Adam Woods and Simon Ward.



### RECOMMEND STING: Brand New Day (A&M/PAL 490 4352).

Sting's songwriting has changed relatively little since The Police disbanded, then his methods of communicating those songs have changed infinitely slicker. His first album since Mercury Falling has no discernible band sound, but the largely soul-influenced, faultlessly proficient songs have everything it takes to appeal to Sting's substantial core market. Stand-outs include opener A Thousand Years and the Stevie Wonder-assisted first single, Brand New Day.

RECOMMENDED ALBUMS RELEASES THIS WEEK: 300 • YEAR TO DATE: 10,160

CATALOGUE NEW RELEASES

PEREZ PRADO: Mambo By The King (Blue Moon BMD 2006) The success of Low Rega and Shant with adaptations of tunes first recorded by Prado has sent many scuttling to find the originals, and has gone some way to showing how few of Prado's numerous albums are currently available - an issue which RCA will surely address. It is not possible to get both Shant and Mambo No.5 on the same way at the moment, but this compilation is one of the best currently available and does feature the latter track, with 19 other cuts, some of which would also lend themselves to a contemporary overhaul.

VARIOUS: Electro Lounge (EMI 5221552) Occupying the middle ground between a reissue and a new album, this bizarre concoction's modus operandi is to take original lounge favourites - Watermelon Man, The James Bond Theme, The Good Bad & The Ugly, for example - and have them genetically modified by contemporary but off-tune dance acts such as Huggy Christ, Mad Cool Manifesto and Utan Stains. It doesn't always work but there are some interesting combinations, not least the current Shant hit Sky, which here is a combination of separate recordings by Dean Martin and Julie London blended with new percussive elements and some odd instrumentation by the Rip-Off Artist.

RAY STEVENS: The Very Best Of Ray Stevens - Misty (Music Club MCD 1404) Ray Stevens is a very talented singer with the ability to decide whether to sing pop, country or comedy songs has underlined his status somewhat. This compilation - which features a mix of live and studio versions - perfectly illustrates his talent, whether on novelty tracks like Bridget The Midget, country cuts like Misty or sharply observed pop tunes such as Mr Businessman.

DEEP PURPLE: The House Of Blue Light (Polygram 5416122) This is the ninth and last Top 10 album of Deep Purple's career, originally released in 1987. Though lacking any hit singles, it features the band near their peak, with the widely venerated Bad Attitude and Hard Working Woman among the group's more memorable tracks. The second album completed by the group following their 1984 reunion. The House Of Blue Light is full of melodic hard rock. Alan Jones

FRONTLINE RELEASES

Table listing new releases with columns for Artist, Album, Label, and Release Date. Includes artists like Frank Ocean, Justin Bieber, and various pop acts.

Table listing new releases with columns for Artist, Album, Label, and Release Date. Includes artists like Madonna, Beyoncé, and various pop acts.

CATALOGUE & REISSUES

Table listing catalogue and reissues with columns for Artist, Album, Label, and Release Date. Includes artists like The Beatles, The Rolling Stones, and various classic acts.

DISTRIBUTORS

Table listing distributors with columns for Name, Address, and Contact Information. Includes companies like Virgin Music, EMI, and various regional distributors.

Table of new releases. Columns include artist name (e.g., ANNE SWEENEY), album title, and release date (e.g., CD 229984 19 99).

Table of new releases. Columns include artist name (e.g., RAY HAY), album title, and release date (e.g., CD 230010 19 99).

Table of new releases. Columns include artist name (e.g., JANE BURNETT), album title, and release date (e.g., CD 229829 19 99).

### NEW RELEASE COUNTDOWN

Key album releases scheduled for the next six weeks

Table of new releases scheduled for the next six weeks. Columns include artist name (e.g., Everything But The Girl), album title, and release date.

## SINGLES RELEASES THIS WEEK: 172 ● YEAR TO DATE: 5,277

Table of new singles releases. Columns include artist name, title, genre, and release date.

Table of new singles releases. Columns include artist name, title, genre, and release date.

Table of new singles releases. Columns include artist name, title, genre, and release date.

### PREVIOUSLY LISTED IN ALTERNATIVE FORMAT

Table of singles previously listed in alternative format.

### PREVIOUSLY LISTED IN MUSIC WEEK, SINGLE/ALBUM OF THE WEEK

Table of singles previously listed in Music Week, Single/Album of the Week.

### PREVIOUSLY LISTED IN MUSIC WEEK, SINGLE/ALBUM OF THE WEEK

Table of singles previously listed in Music Week, Single/Album of the Week.

the definitive magazine for chartwatchers

# HITmusic

Published weekly, **Hit Music** provides the most comprehensive source of chart information in the UK:

- Top 200 singles chart\*
- Top 200 albums chart\*
- Top 200 artist albums chart
- Top 50 compilations of the week
- Singles and albums chart climbers
- Best selling singles and albums for the year to date

\*as used by BBC Radio 1 and Top of the Pops

If you want at-a-glance chart information, look no further than **Hit Music**

For more information and to subscribe, call Shane, Anna or Richard on 0171 940 8605 / 8585 / 8572



## The Album

Released Monday 27th September 1999

"A new thoroughbred joins the stable"

Distributed by **bmd**



# TRIBUTORS SQUARE UP TO THE ONLINE GOLDRUSH

The boom in internet websites offering music for sale has seen a new online fulfilment industry spring up. Steve Hemsley reports on the current players

**A**mid the ambitious projections of the online music market's potential growth rate, the issue of exactly who will distribute the product and how it will be done is one that has, until recently, been largely left to one side.

In January, Market Tracking International predicted that global internet music sales will be worth \$3.9bn (£2.4bn) by 2004. A survey unveiled by Jupiter Communications in June estimated that the value of the online music market across Europe alone will exceed \$1bn (£625m) by 2003. The UK's retail distributors know that to disregard such figures could be to pass on the opportunity of occupying a place in the vanguard of the revolution.

The problem companies face is how to make an internet fulfilment service initially cost-effective and ultimately profitable. Whereas in the past the record shop has been the sole customer, now individual households are the target, which means distributors must deliver many more packages, each containing fewer units. As the net is a global marketing tool, consumers will expect to carry out transactions in their local language and currency.

Distributors are pondering this dilemma at a time when sales volumes from the internet are relatively low and projected growth figures are potentially unreliable. In this context, it is perhaps understandable why so few companies have put e-fulfilment systems in place. Those that do, such as Global Fulfillment and Telstar's Startle Distribution operation, could be stealing a march on many of their rivals whose only venture into this area has been to supply the tiny volumes ordered via their label clients' own web sites.

US company Global Fulfillment has been active in the UK for 18 months and recently opened a fulfilment facility at THE's huge warehouse in Staffordshire. The deal gives Global access to THE's 25,000 CD, video and computer game product lines and 85,000 book titles, while any online orders received via THE's retail customers' web sites can be processed by the internet specialists.

In the UK, the pride of Global's client list is Tower Records, while in other territories the company distributes largely on behalf of internet service providers (ISPs) and radio stations. According to Global managing director Jimmy Devlin, the UK company's turnover has trebled in 18 months and is now growing by 15% a day.

Its success internationally, he claims, is based on a strategy of working with local partners in different countries.

"We are not just stuffing envelopes," says Devlin. "We supply a full service that includes catalogues in 16 languages and transaction facilities for 164 currencies. We work with wholesalers worldwide so that if someone in Australia buys a CD, the order is fulfilled locally. Apart from anything else,



THE's Staffordshire warehouse which houses Global Fulfillment's new e-commerce distribution facility



EMI Distribution: constantly reassessing online fulfilment

it means customers can return products more easily if there is a problem."

More than a year ago Telstar signed a joint venture with the Capital Group to fulfil orders generated by its radio station websites. The distributor changed its name to Startle Distribution at the end of August and is now part of the newly-formed Startle Group, which includes Lightning Export. The company is embarking on a £3m investment programme to ensure it can fulfil what it predicts will be a sharp rise in online orders over the next five years.

The focus of this is a joint venture with logistics giant Tibbett & Britten. Branded as Track One Logistics, the new company will

handle all the physical distribution for Startle and Lightning. On September 20, the old 25,000 sq ft Telstar warehousing facility at Enfield will close – although the sales team will remain at the site – and all product will be moved to a 200,000 sq ft former Tibbett & Britten site in Telford.

Unlike Global, Startle ships all online orders from the UK, although there are plans to open a second warehouse in mainland Europe. "The internet is providing us with a new market," says Startle Group chief executive, Barry Watts.

"As an independent company with no direct links to High Street retailers, we are in a perfect position to exploit the opportunities

it brings. Our strength is in sourcing and stocking catalogue white Tibbett & Britten are experts in logistics."

For other distributors, progress in the area of online fulfilment has been much slower. Each of the majors is negotiating with various parties, but if any has yet decided exactly how it will approach this sector, they are being careful to keep their plans under wraps.

Sony and Warner's joint distribution venture Ten, launched in April, is expected to supply the UK orders generated by leading internet retailer CDNow, which has been merged into the two record companies' direct marketing operation Columbia House. However, Ten managing director Gwen Pearce says she has yet to receive confirmation of how any such arrangements will work.

BMG is in a strong position to win >

**"We work with wholesalers worldwide so that if someone in Australia buys a CD, the order is fulfilled locally" – Jimmy Devlin, Global Fulfillment**

## EUK expands to meet demands of non-traditional music outlets

One of the driving forces behind the emergence of supermarkets and other non-traditional outlets as key players in UK music retailing is Kingfisher's distribution arm, Entertainment UK.

EUK is an integral part of the Kingfisher music and video operation, supplying product to sister companies Woolworths, MCV and Comet as well as distributing to grocery rivals Asda, Tesco and Sainsbury. EUK today supplies a quarter of all music and video product sold in the UK and is well placed to take advantage of any on-line retailing revolution because it already supplies product ordered through Kingfisher's Entertainment Express site.

The company's new 250,000 sq ft distribution centre at Greenford has been designed with e-commerce in mind and should be operational by the end of 2000.

"We are keeping our exact plans close to our chest for now, but e-fulfilment is an area we expect to grow considerably so we will need the extra capacity," says EUK commercial director Richard Izard.

The opening of the Greenford warehouse will enable EUK to rationalise its other distribution depots. As well as the existing 80,000 sq ft site in Hayes, the company has satellite depots at Perrivale and Colnbrook, although these are likely to close once Greenford opens.

Izard believes the company must expand to ensure it can continue to meet the growing demand from the supermarket sector for music and video titles.

"We must grow as our clients grow and the supermarkets roll out music to more and more stores," says Izard.

In fact, according to the latest BPI handbook, Asda offered music and video in 221 stores in 1998, Tesco 624 and Sainsbury 423.

EUK itself was formed in 1964 by the major record companies specifically to



Izard: 'we must grow as our clients grow'

supply non-traditional outlets such as Woolworths. It was acquired by Kingfisher in 1986 and changed its name to Entertainment UK in 1988. Music accounts for just under two-thirds of distributed product, with video making up 20% and computer games, books and CD-Roms accounting for the remaining 15%.

EUK advises many of its clients on which titles to stock, and this consultancy service could extend to the Internet as retailers everywhere start to face competition from their online rivals.

The company's retail marketing department currently provides a complete

category management system and compiles details of consumer buying habits, enabling it to recommend the most suitable products for individual branches.

EUK also provides advertising support and point-of-sale material, and can coordinate the design of fixtures and shop fittings, as well as managing replenishment systems on a store-by-store basis.

The company operates the retail replenishment system Chartline, which links retailers' Epos sales data with its own computer system to counter any problems with product availability.

"Our detailed database offers the

retailer help with precision marketing," says Izard. "This means they can establish sales forecasts and customer profiles while automated stock handling systems ensure accurate fulfilment."

Izard believes EUK has developed a good working relationship with today's record companies. "They understand us now, and we understand them perhaps better than we have in the past. The degree of co-operation can vary from label to label, but most record company executives have learned to appreciate the sales potential of the non-traditional outlets and are taking the supermarket sector seriously." SW

01 11 1999

amate distribution  
on line



www.amatodistribution.co.uk

► market share in the online fulfillment market as its parent, the Bertelsmann Group, owns the giant service provider AOL.

However, BMG director of distribution operations John Henderson describes e-fulfilment as a new and difficult area for the music industry, and one which must be approached with care.

"Fulfilling internet orders involves a different methodology and can become very complex," says Henderson. "It is something that must be carefully planned."

But as the first step towards this end, the past few months have found Henderson more occupied by the installation of a new pan-European computer system which will enable BMG to offer clients a bespoke fulfillment service.

According to EMI Distribution's director of distribution, Bill Manktelow, e-fulfilment is a likely growth area for the company. He too is reluctant to give details about ongoing negotiations and says it is too early to judge the effect that online retailing will have on EMI's overall distribution business.

"We have set up systems to exploit new areas as they emerge," says Manktelow. "But it is important to remember that, in the short term, there will still be a huge demand for traditional retail distribution."

Distributors serving independent labels are more forthcoming about their plans for the internet, and Pinnacle and Vital freely admit to being in discussions with the Association of Independent Music (AIM) with a view to fulfilling orders received via AIM's central website, indie.com.

The three parties met for the first time in August and discussions are continuing regarding how best to service this new market. The issue of funding has yet to be settled, as have the logistical details of the

proposed operation. More specifically, the distributors themselves are undecided as to whose warehouse should house the initiative, if indeed it is to be based in a single location. With such matters still up in the air, the launch date itself is still a matter for conjecture.

Pinnacle managing director Tony Powell believes a service could be in operation as early as October, although Vital director Pete Thompson thinks negotiations could take longer.

"It does make sense for the public to be able to buy indie product from a single internet location, perhaps accessed from individual labels' own sites," says Thompson. "It would also make sense to supply product from one warehouse."

Pinnacle is keen to expand its e-commerce business and Powell has appointed former Virgin Records general manager Mark Hutton to oversee this effort for the Pinnacle group. "We already fulfil orders for many label

creations, including Webster's," says Powell. "Mark will be talking to the online retailers and pulling all the strands together."

Vital Distribution's own e-fulfilment activities are also expected to gather momentum following

German independent record company Edell's decision to buy a 74.9% stake in Vital's parent, Play It Again Sam (PIAS). Edell has pledged not to interfere in the running of PIAS, but Thompson believes the new corporate owner is likely to invest in all areas of its new business. As well as its various e-commerce initiatives, Vital has been building an Irish arm, having opened a permanently-staffed office in Dublin in July. The distributor's management system which is expected to go live at the end of September. Other independent distributors whose ►

**'It makes sense for the public to be able to buy indie product from a single internet location, perhaps accessed from individual labels' own sites' — Pete Thompson, Vital**

**music week** **Subscribe today for just £140**

- YES!** Please start my subscription to Music Week for 1 year and send me my **FREE** Music Week Directory  
**Please tick**  UK and N. Ireland - £140  USA, Middle East, Africa and Indian Sub Continent- \$440  
 Europe and S. Ireland - £175  Australia and the Far East - \$500

- Type of business (Please tick)  
 Music/Video Retailer 01   
 Radio Station 15   
 Music/Video Wholesaler/Distributor 04   
 TV Station 14   
 Record Company/Label 05   
 DJ/Record/Club 21   
 Concert Booking Agent/Promoter 22   
 Record CD/Tape Manufacturer/Capricator 11   
 Live Music Venue/University/College 25   
 Studios/Label/Promoter/Kit Studio 26   
 Record Promoter/Manager 30   
 Recording Studio/Producer/Engineer 28   
 Marketing Merchandiser/Distributor 07   
 Video Production Facility/Producer/Engineer 29   
 Accounts/Manager/Rep Business Management 13   
 Pro Audio Equipment Manufacturing/Wire 27   
 Print/Publishing Agency/Publishing/Consultation 18   
 Artist/Manager 12   
 Office/ Organisation/Publicity Library 19   
 Music Publisher 16   
 Other 99

Name Mr/Mrs/Ms	Initials	Surname
Job title		Company
Address		
Daytime tel		Post/Zip
Fax	E-mail	

**Payment Method**  
 Invoice me  
 I enclose a cheque for the sum of \_\_\_\_\_ made payable to "Music Week"  
 Please charge my  Visa  Access/Mastercard  AmEx  Diners

Card Number

Expiry Date   Signature \_\_\_\_\_ Date \_\_\_\_\_

**Exclusive Subscription Offer**

**FREE Music Week Directory**  
 Subscribe today and claim your free gift

Subscribe today for just £140 and receive your own copy of Music Week delivered every week direct to your home or office. Plus you will receive the 2000 Music Week Directory absolutely FREE

Simply complete this card and return to us, or alternatively, fax an direct on the number below

**FAX HOTLINE (+44) 0181 309 3661**

51 issues for just £140

**2000**

FREE Delivery direct to your door

FREE Music Week Directory worth £42

**FREE GIFT**  
 FREE Music Week Directory worth £42

Don't post this card to your nearest UK Post Office and do not return this card to Direct Mail magazine

DDMS

**BOB MARLEY AND THE WAILERS**

*Classic Catalogue*  
 ON

**TROJAN**

EXCLUSIVELY DISTRIBUTED IN THE UK BY  
**DIRECT DISTRIBUTION**

website: www.trojan-records.com

website: www.trojan-records.com



**BOB MARLEY/SUN IS SHINING**  
 CDTRD 422

Double CD featuring the original recording of "Sun Is Shining" plus 39 additional tracks from the King Of Reggae



A vintage collection containing all the group's major Jamaican hits from 1970 to 1972, including "Small Axe", "Livin' Up Yourself", "Keep On Moving" and "Trenchtown Rock"



Classic Lee Perry produced album, containing the original versions of "Soul Rebel", "Duppy Conqueror" and "Four Hundred Years"



Digi pack containing rare tracks from early seventies, featuring a 40 page booklet



Limited Edition 4 CD box set, plus a book of rare photos by Toby Ingham

Order from Direct Distribution, 50 Stroud Green Road, London N4 3EF. Telephone 0171 281 3465 Fax 0171 281 5671  
 Trojan Recordings Ltd, Regent House, 1 Pratt Mews, London NW1 0AD. Fax 0171 267 6746. email: info@trojan-records.com



One of the drivers of the emergence of non-traditional in UK music retail distribution arm, I EUK is an internet music and video product to sister MVC and Comet; grocery rivals Asda EUK today su music and video p is well placed to t line retailing revol supplies product fisher's Entertainr The company's distribution centre designed with e- should be operatc "We are keepin to our chest for m

area we expect to grow considerably so we will need the extra capacity," says EUK commercial director Richard Izard.

The opening of the Greenford warehouse will enable EUK to rationalise its other distribution depots. As well as the existing 80,000 sq ft site in Hayes, the company has satellite depots at Perivale and Colindale, although these are likely to close once Greenford opens.

Izard believes the company must expand to ensure it can continue to meet the growing demand from the supermarket sector for music and video titles.

"We must grow as our clients grow and the supermarkets roll out music to more and more stores," says Izard.

In fact, according to the latest BPI handbook, Asda offered music and video in 221 stores in 1998, Tesco 624 and Safeway 423.

EUK itself was formed in 1966 by the major record companies specifically to

**MUSIC WEEK - Circulation Department**  
Miller Freeman UK Ltd  
Marlowe House  
109 Station Road  
SIDCUP  
DA15 7BR



Izard: 'we must grow as our clients grow'

supply non-traditional outlets such as Woolworths. It was acquired by Kingfisher in 1986 and changed its name to Entertainment UK in 1988. Music accounts for just under two-thirds of distributed product, with video making up 20% and computer games, books and CD-Roms accounting for the remaining 15%.

EUK advises many of its clients on which titles to stock, and this consultancy service could extend to the internet as retailers everywhere start to face competition from their online rivals.

The company's retail marketing department currently provides a complete

category management system and complex details of consumer buying habits, enabling it to recommend the most suitable products for individual branches.

EUK also provides advertising support and point-of-sale material, and can coordinate the design of fixtures and shop fittings, as well as managing replenishment systems on a store-by-store basis.

The company operates the retail replenishment system Chartline, which links retailers' Epos sales data with its own computer system to counter any problems with product availability.

"Our detailed database offers the

retailer help with precision marketing," says Izard. "This means they can establish sales forecasts and customer profiles while automated stock handling systems ensure accurate fulfilment."

Izard believes EUK has developed a good working relationship with today's record companies. "They understand us now, and we understand them perhaps better than we have in the past. The degree of co-operation can vary from label to label, but most record company executives have learned to appreciate the sales potential of the non-traditional outlets and are taking the supermarket sector seriously." SH

01 11 1999

amatodistribution  
on line



[www.amatodistribution.co.uk](http://www.amatodistribution.co.uk)

> market share in the online fulfilment market as its parent, the Bertelsmann Group, owns the giant service provider AOL.

However, BMG director of distribution operations John Henderson describes e-fulfilment as a new and difficult area for the music industry, and one which must be approached with care.

"Fulfilling internet orders involves a different methodology and can become very complex," says Henderson. "It is something that must be carefully planned."

But as the first step towards this end, the past few months have found Henderson more occupied by the installation of a new pan-European computer system which will enable BMG to offer clients a bespoke fulfilment service.

According to EMI Distribution's director of distribution, Bill Manktelow, e-fulfilment is a likely growth area for the company. He too is reluctant to give details about on-going negotiations and says it is too early to judge the effect that online retailing will have on EMI's overall distribution business.

"We have set up systems to exploit new areas as they emerge," says Manktelow. "But it is important to remember that, in the short term, there will still be a huge demand for traditional retail distribution."

Distributors serving independent labels are more forthcoming about their plans for the internet, and Pinnacle and Vital freely admit to being in discussions with the Association of Independent Music (AIM) with a view to fulfilling orders received via Aim's central website, indie.com.

The three parties met for the first time in August and discussions are continuing regarding how best to service this new market. The issue of funding has yet to be settled, as have the logistical details of the

proposed operation. More specifically, the distributors themselves are undecided as to whose warehouse should house the initiative, if indeed it is to be based in a single location. With such matters still up in the air, the launch date itself is still a matter for conjecture.

Pinnacle managing director Tony Powell believes a service could be in operation as early as October, although Vital director Pete Thompson thinks negotiations could take longer.

"It does make sense for the public to be able to buy indie product from a single internet location, perhaps accessed from individual labels' own sites," says Thompson. "It would also make sense to supply product from one warehouse."

Pinnacle is keen to expand its e-commerce business and Powell has appointed former Virgin Records general manager Mark Hutton to oversee this area for the Pinnacle group. "We already fulfil orders for many label websites, including Creation," says Powell. "Mark will be talking to the online retailers and pulling all the strands together."

Vital Distribution's own e-fulfilment activities are also expected to gather momentum following

German independent record company Edel's decision to buy a 74.9% stake in Vital's parent, Play It Again Sam (PIAS). Edel has pledged not to interfere in the running of PIAS, but Thompson believes the new corporate owner is likely to invest in all areas of its new business. As well as its various e-commerce initiatives, Vital has been building an Irish arm, having opened a permanently-staffed office in Dublin in July. The distributor is also testing a new warehouse management system which is expected to go live at the end of September.

Other independent distributors whose

**'It makes sense for the public to be able to buy indie product from a single internet location, perhaps accessed from individual labels' own sites' - Pete Thompson, Vital**

# ! STOP PRESS !

## BOB MARLEY ALBUM SUN IS SHINING

16 SPECIALLY REMIXED TRACKS  
AVAILABLE SOON ON EAGLE RECORDS

Cat. No. EAGCD 121 Sales by 3MV. Distribution by BMG.  
Licensed by Trojan Records Ltd.

# BOB MARLEY AND THE WAILERS

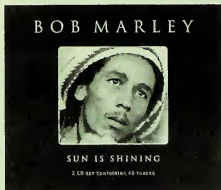
*Classic Catalogue*  
ON

# TROJAN

EXCLUSIVELY DISTRIBUTED IN THE UK BY  
DIRECT DISTRIBUTION

website: [www.trojan-records.com](http://www.trojan-records.com)

website: [www.trojan-records.com](http://www.trojan-records.com)



**BOB MARLEY/SUN IS SHINING**

CDTRD 422

Double CD featuring the original recording of "Sun Is Shining" plus 39 additional tracks from the King Of Reggae



**BOB MARLEY & THE WAILERS  
AFRICAN HERBSMAN**  
CDTRL 62/TRLS 62

A vintage collection containing all the group's major Jamaican hits from 1970 to 1972, including "Small Axe", "Lively Up Yourself", "Keep On Moving" and "Trenchtown Rock"



**BOB MARLEY & THE WAILERS  
RASTA REVOLUTION**  
CDTRL 89/TRLS 89

Classic Lee Perry produced album, containing the original versions of "Soul Rebel", "Duppy Conqueror" and "Four Hundred Years"



**BOB MARLEY & FRIENDS  
ROOTS OF A LEGEND**  
CDTRL 901

Digi pack containing rare tracks from early seventies, featuring a 40 page booklet



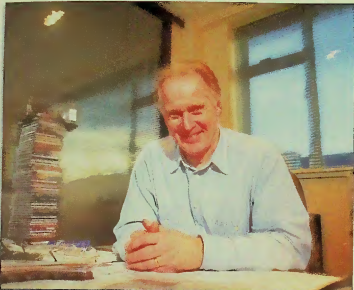
**BOB MARLEY & THE WAILERS  
THE EARLY YEARS 1969 - 1973**  
CDTRL 600

Limited Edition 4 CD box set, plus a book of rare photos by Toby Ingham

Order from Direct Distribution, 50 Stroud Green Road, London N4 3EF. Telephone 0171 281 3465 Fax 0171 281 5671

Trojan Records Ltd, Regent House, 1 Pratt Mews, London NW1 0AD. Fax 0171 267 6746. email: [info@trojan-records.com](mailto:info@trojan-records.com)

**DIRECT**  
DISTRIBUTION



Powell: 'we already fulfill orders for many labels' websites, including Creation'

> e-commerce ambitions stand at various stages of development include Amato Distribution, Apex and Direct Distribution. Amato has earmarked between £50,000 and £100,000 for a move into the sector, and is in talks with a number of record labels planning to offer their catalogue on the internet.

The company will sink a significant proportion of the available funds into expanding its west London warehouse, which will then allow for the creation of a

dedicated internet distribution operation.

"Something ought to be in place, if not by the end of 1999, then certainly within the first six months of next year," says Amato managing director Mario Howell. "We are fairly deep in negotiations with four different labels, two of which are big names."

Sales and marketing outfit Apex, set up in June 1998 by former BMG commercial director Harry Maloney, has been planning to enter the market in conjunction with BMG, which handles its fulfilment. Apex sales and

**'The net is a marketing tool we're looking at exploiting in the near future. Any e-fulfilment ventures will link closely into BMG's activities' — Wilf Mann, Apex**

## Ten steps to the future face of distribution

It is now more than five months since Sony and Warner consolidated their distribution operations to create The Entertainment Network.

Ten was heralded as a new benchmark in British distribution when it was launched on April 6, operating out of a 250,000 sq ft warehouse at the old Sony site in Aylesbury and with an experienced management team headed by managing director Owen Pearce, formerly operations director at Warner.

Retailers have quickly had to become familiar with new ordering and accounting systems, and Pearce accepts there have been some teething problems. She is confident, however, that these have either already been ironed out or will be resolved before the busy Christmas period kicks in.

While retailers are full of praise for Ten's customer service team and the way it has handled queries, they identify poor packaging and unreliable next-day delivery service as areas of concern.

"Too much product is taking two days to arrive," says Paul Quirk, owner of Quirk's Records in Ormskirk, Lancashire.

"This was not something we were used to with the old Warner service, which was excellent. Having said that, it was something we had come to expect from Sony on occasion."

Pearce believes many of the difficulties



TEN: operating at volumes up to 25% higher than

stores are experiencing have occurred because Ten is operating at volumes up to 25% higher than it had expected. This has meant rearranging staff working patterns to meet extra demand.

marketing director Wilf Mann will not be drawn on the precise nature of the plans under discussion, but he points to Apex's impressive rate of growth during the past year. During that time, the company has grown its roster of represented labels from a starting figure of six to the current level of 43, accounting for more than 1,100 titles.

Any movements into e-fulfilment will be equally single-minded, according to Mann.

"The internet is a marketing tool we are looking at exploiting in the near future, and any e-fulfilment ventures we embark upon will link closely into BMG's activities," he says.

Direct Distribution is a part of independent folk label Topic Records, whose

# APEX

*'We started Apex just one year ago after I left BMG UK where I was the Commercial Director, where I identified the real need for independent record labels to be provided with the attention to help maximise their sales in order to assist in their growth. A number of existing sales and distribution companies have become so large that they are no longer able to provide the attention, or the help, that some small independent labels require.'*

*At Apex we are able to concentrate on the sales build up to a release, advising on marketing and promotion; Analysing a particular market segment to take advantage of limited marketing budgets; To work closely with the label providing detailed sales analysis and information throughout the life cycle of any release.*

*We are strong in all genres of music whether it is Dance, Pop, Hip Hop, R 'n' B, Rock, Catalogue etc, etc. Our partnership with BMG ensures that money is safe and secure and payments are made on time, yet we remain independent.'*

**Harry Maloney** Managing Director, Apex Entertainment

For sales and distribution of all audio and video product contact - Wilf Mann, Sales & Marketing Director  
 TEL : 0181 968 1100 FAX : 0181 968 1171  
 Email : wilfmann@apex-music.co.uk Website : www.apex-ent.com

### STOP PRESS... APEX... HOME... OF.....

acid jazz, artful, activ, irma, one, lyric, sound entertainment, voiceprint, opaque stereo, sound moves, catalogue, excess, sunfly, moicard, idn, melt 2000, provocateur, tdi, saraja, rp media, rockview, n-terrogation, linden music, riverside, boys, uncanny, universe, latent talent, timbre, la cooca ratcha, kindness, saliva, izm, atlantis, bridge, classiprint, hypertension and complete etc. etc.....

tion



had expected

Delivery times should also improve in the autumn as the company introduces a guaranteed next-day delivery service for priority releases. The concept, covering the top 40 highest selling lines, was

60th anniversary celebrations this year include the launch of a transactional website. Direct, which currently distributes around 150 niche labels and operates its own mail order catalogue, will fulfill all orders.

However, in the face of an issue which no self-respecting distributor can be seen to

tested at the end of August.

The subject of stronger and more secure packaging is also being addressed, according to Pearce.

"We are making the strips tighter so it is more difficult for packages to come open accidentally in transit," she says. "There have also been problems with CDs being stolen from boxes, so these are being strengthened to make it harder to take product out from the bottom."

Retailers have also faced changes when ordering Universal product, which since the spring has been handled by the old PolyGram Record Operations site at Milton Keynes, in place of BMG Distribution in the Midlands.

Universal director of distribution Russell Richards says more than 1m units had to be moved.

"The switch went smoothly and we are now supplying combined catalogue," he says. "We co-operated very closely with BMG so the changeover was less traumatic than it might have been."

Universal had a fast-track delivery service of its own in place last autumn for Top 40 product and Richards is considering repeating the idea this year.

"It meant retailers could order product late in the day for delivery next morning. It is not always easy to provide this service for every part of the country, but we will try our best," he says. SH

ignore, Direct head of distribution Richard Porter is keen to speak out in favour of traditional methods of distribution and retailing.

"Two years ago, I was on a panel at a conference and someone asked me if I was scared about losing a lot of business to the internet," says Porter. "I thought it was a ridiculous question then and I think it is a



Watts: 'we're in a perfect position'

ridiculous question now. Going shopping is an important part of our culture in the UK, as it is in a lot of other European territories. People appreciate the social interaction.

"Computers are good for a lot of things, and internet retail will certainly grow, and we will be a part of that. But I just don't believe it is going to grow to the size that everybody seems to imagine."

Porter's view is one which is clearly shared by many in the distribution business, who are not fully convinced by



Thompson: in talks with Pinnacle and AIM

commentators' projections and are acting with what may well be appropriate caution.

Nonetheless, few doubt that the face of music retailing will change over the next 10 years, to a greater or lesser extent, with the worldwide web becoming a significant vehicle for music product of all kinds. Distributors are aware of the possibilities, and

the current mood of cautiousness will certainly become a gold rush if the visionaries are correct in their predictions for this enigmatic market.

**Internet retail will certainly grow, and we will be a part of that. But I don't believe it is going to grow to the size everybody seems to imagine' — Richard Porter, Direct**

**IN RECOGNITION OF  
OVER 750,000 SALES  
IN THE UK**

**RECOGNITION  
DISTRIBUTION**

• Telesales • Key Accounts • Media & Design • Marketing • Distribution

Call Andy or Sue Richmond

Tel: 01225 864422 Fax: 01225 864466 Email: andy or sue @recognition1.freeserve.co.uk

## E-Commerce Category Managers

Books & Entertainment - Bring Your Marketing Skills to the Internet  
Substantial Packages • Home Counties

Our client is a £multi-billion retailer that has for sometime embraced the hypermarket concept on a global scale. The company offers a wide range of goods to its consumers including food, homeware, clothes, electrical goods, books, gifts, stationery, toys, leisure and home entertainment.

They already have an exciting Internet site for home shopping and through a free offering to consumers have become a leading home page to many experienced Internet users. Their easy to use front end allows people both familiar and unfamiliar with the Internet rapid access to a broad range of useful information on-line.

Already a major household name, they are looking to build their on-line shopping service as a complementary business to the personal shopping experience.

As a Category Manager for either books or entertainment, you will devise, develop and deliver the category on-line. Bringing your flair to the fore, you will develop the concept ensuring it contains unique and exciting features which will drive the company's position in the market. You will be involved in product selection and play a key role in developing and implementing the promotional strategy. Your role will also require you to develop relationships with suppliers, manage service level agreements and develop the supply chain for the category.

You will be responsible for meeting sales profit and customer service targets and ensuring that the category contributes to the company's overall objectives.

Of graduate calibre and technically literate, you will have at least 3 year's relevant experience in Category Marketing in either a books or home entertainment environment. Exposure to achieving aggressive financial targets is essential coupled with an enthusiasm for Internet selling.

A dynamic self-starter, you will flourish in a fast moving environment and in a role characterised by a real breadth of activity and responsibility. Effective communication and teamwork skills are essential for co-ordinating input from a range of functions both internal and external to the company.

You must have proven organisational and project management skills, coupled with the ability to spot ideas and concepts that offer significant competitive advantage. It is essential that you can balance innovation and creativity with solid commercial acumen.

These are phenomenal career opportunities with a true market leader - prospects for the chosen candidates are therefore superb.



To apply, please email [retail@harveynash.com](mailto:retail@harveynash.com) or visit [http://taps.com/harvey\\_nash](http://taps.com/harvey_nash) or write to Harvey Nash plc, 13 Briton Street, London W1X 7AH.  
Please quote ref. RA55M/LUW and include your current CV with salary details.  
(Tel 0171 333 0033)

London Birmingham Bristol Munich Paris Stuttgart Amsterdam Zurich

**Harvey Nash**

International Search and Selection

### The VDC Group of Companies Systems VDC House, South Way, Wembley, Middlesex HA9 0HB

Due to expansion into DVD manufacturing, exciting opportunities are emerging within our Customer Support Department. Good communicators are now sought for our Video and CD Departments to manage new and existing customer accounts. An ability to work under pressure in a team environment, handling customer queries and liaising with the Production Department. Experience in this area would be an advantage but computer literacy is a must.

Closing date for applications: 30th September

Due to expansion the following vacancies are available for immediate start.

#### CD Print Operators (Ref. MP1)

Candidates must be able to demonstrate full understanding of silk screen printing. Ideally having experience on CD printing machines. Must be familiar with ink mixing techniques and colour matching.

#### CD Mastering Opportunities (Ref. MP2)

Opportunities exist working within cleanroom environment, manufacturing stampers for CD/DVD production. Previous experience preferred but not essential. Candidates should have physics or chemical background. Full training will be given.

#### CD Line Operators (Ref. MP3)

Persons with experience preferred, however, candidates should have experience in automated production line environment.

Please forward your CV's, with a hand written covering letter quoting reference number, to: Mr Parmar Human Resources Officer



## INTERNATIONAL PRODUCT MANAGER

Virgin Records is the most successful label in the UK and we can count The Rolling Stones, George Michael and Lenny Kravitz amongst our global successes.

We are looking for an experienced and enthusiastic International Product Manager to work within our Special Projects Department.

The successful candidate will have 2 years' international product management experience and have the ability to communicate at senior level and with artists. You must, of course, have an absolute passion for music.

Write, enclosing full CV and current salary to Sue Henry, Personnel Manager, Virgin Records Limited, Kensal House, 553-579 Harrow Road, London W10 4RH.



Virgin Records Limited

my **music week**

CLASSIFIED

CALL  
0171 840  
8800/8808

## Press Officer

New Note, the UK's leading independent jazz and world music distribution company requires a Press Officer to work as part of a small committed team on all aspects of the promotion and marketing of its distributed labels.

The successful applicant will be well-organised, outgoing, able to work in a fast-moving environment, computer literate, self-motivated and will have a genuine interest in jazz, world and other related music.

Salary negotiable depending on experience.

Please send CV to:  
PERSONNEL DEPT, NEW NOTE, ELECTRON HOUSE  
CRAY AVENUE, ORPINGTON, KENT BR6 3RJ





## RETAIL

Label Management services

ASSASSINATION  
MUSIC PROMOTIONS

GET YOUR  
PROMOTIONS  
ON TARGET

Full Media Promotions

Contact  
Rayner Wilkes on 01753 893665

An IAMP Recommended Company

www.assassination.co.uk

LIFT  
CD/CASSETTE  
DISPLAY STANDS

STORAGE DRAWER UNITS  
ALSO INDEX CARDS

£2.50  
PER UNIT

WEST LONDON  
0956 316552  
0181 896 9998

LONG ESTABLISHED MUSIC SHOP

LIFT FIXTURES/FITTINGS  
EXTENSIVE STOCK RANGE

Serious enquiries only please  
MIDLANDS AREA

APPLY BOX NO. 004

Music Week, 4th Floor  
& Montague Close  
London SE1 9UR

THE  
MUSIC  
STOREFITTING  
SPECIALISTS

MUSIC VIDEO & GAMES  
NEW MINIDISC & DVD

OPTIONS  
WALL & ISLAND  
SOLUTIONS FOR  
CHARTWALL & BROWERS  
COUNTERS & STORAGE

EXTENSIVE RANGE OR  
CUSTOM BUILT  
FREE STORE PLANNING  
IN-HOUSE DESIGN &  
MANUFACTURE &  
INSTALLATION



INTERNATIONAL  
DISPLAYS  
TEL: 01480 414204  
FAX: 01480 414205  
Email: info@ipdisplay.co.uk

## FOR SALE

SPINADISC  
RECORDS COVENTRY  
ARE ON THE MOVE TO:  
25/27 MARKET WAY,  
COVENTRY CV1 1DF

LIFT CD BROWERS  
FOR SALE

Gondolas - £150 incl VAT  
Standard - £100 incl VAT  
Book Unit & Lighting - £30 incl VAT

CONTACT: Will  
Tel: 01203 632004

## PRODUCER

NEW RISING STUDIO  
Affordable residential 24 track  
set in an acre of private  
gardens Facilities include  
swimming pool, catering by  
resident caribbean chef or  
self catering, natural  
daylight in all rooms.

Studio Owner, Mark  
Daghton's production credits  
include:  
Fah, John Wesley, Merilion, Area  
54, Katherine Crowe, The Parry.  
TEL: 01206 735324

## FOR HIRE



Jukebox  
Showroom

Specialists in Hire and  
Sales of Vintage and  
Modern Jukeboxes

Tel : 0181 992 8482/3

Fax : 0181 992 8480

BLACKING  
THE RECORDING STUDIO

Customers include:  
Pavai, The Moral Code, Ridd, James  
Jones, Trans Global Underground,  
Stereos, Eric O'Neegan & The High  
Lions, Ezzikca, Tenage Fan Club,  
Orange Juice, Scaris, The Badmies,  
Warm Jets, Suvit, Livelihood, Jaguar,  
Symposium, Clive of the Raincoats,  
Inchworm, Piccolo, Star Dancer, Night  
Kisses, Gomez, Grandaddy Turner, Vex.

Only 50 miles from  
London  
0171-261 0118  
www.blackwing.co.uk

## FOR RENT

FED UP WITH  
EXPENSIVE HOTELS  
FOR YOUR GROUPS?

Consort Estates  
have a wide array of serviced  
apartments available  
for weekly letting in  
Kennington and Hanger Hill  
Tel: 0181 451 3094  
Fax: 0181 459 4422  
e-mail: consortestates@aol.com

JUKE BOX  
SERVICES

OVER 300  
JUKEBOXES  
IN STOCK

0181  
288 1700

15 LION ROAD, TWICKENHAM  
MIDDLESEX TW1 4BH

## WANTED

CASH PAID

REVIEWERS/RADIO DJ PRODUCERS  
We Want Your Vinyl! LP, EP, 4 T's  
CD Singles, 12" EPs, 7" Singles, Rap  
Acetates & CD-Rs, B.O.B., Quizzes  
Memorable, Airplay, Gates, Awards  
Complete Collections of Singles  
Shop Inventories & Overruns  
Music Libraries etc. Sited  
www.retrorecords.com  
Contact Simon or Martin on...  
Tel: 01474 816414  
Fax: 01474 816414  
e-mail: simon@ell.com

## MERCHANDISING

CARRIER BAGS  
BY AIRBORNE



LEICESTER  
TEL 0116 - 253 6136  
FAX 0116 - 251 4485

## STUDIO

THE RECORDING  
WORKSHOP

Construction of professional 2, 3 and 4 track studios in select recording and production facilities in South Essex.  
Working in South Essex in North London.  
Studio equipment from the best, inclusive of:  
Always covered from MD, DANCE, HIPHOP, R&B, RITZ, etc. with FURNITURE, RECORDS, etc.  
Solutions from PRO to REQUEST.  
0800 980 74 58

## PRODUCER

GREYSTOKE  
STUDIO

Andy Whitmore  
Producer/Manager  
17 years of No. 1 in the UK Singles Charts  
Single of the week in  
Blues and Soul 14 June 99  
5 Major Release Deals signed from Andy's  
Production in the last 12 Months  
Production Credits include  
Amel Slimani, Mykellwells, Taddy Rivers,  
Tali Jinn, Patti Azizi, Ezzikca, Azzidun  
Nazzari, Yasmine Dwyer  
Call 011 993 8523  
www.greystokestudios.co.uk

MW  
music week

DIRECTORY 2000

The MW Directory is now being compiled. All companies listed in last year's edition are being contacted for updates. To get your company listed send your company name, address, phone number, fax, e-mail and website, along with a description of your business, to:

FAX: 020 7407 7081 or 020 7407 7092

E-MAIL: mwdirectory@unmf.com

ADDRESS: Music Week Directory 2000 (C), 8 Montague Close,  
London Bridge SE1 9UR

DIRECTORY SECTIONS: accountants - ad agencies - art and creative studios - artist management - booking agents - broadcast services - computer services - concert promoters - conferences and exhibitions - distributors - financial services - insurance - international hqs - internet designers/providers - jingle prod - legal - mail order - mastering and post prod - merchandise cos - multi-media developers - newspapers and magazines - pa and lighting hire - photographers and agencies - pressers and duplicators - printers - promoters and pluggers - pr cos - publishers - radio - record cos - recording studios - recruitment services - rehearsal studios - retail services - session fixers - sheet music - studio design and construction - studio equipment hire - studio equipment manufacture - tv cos - venues - video cos - video prod.

## ADVERTISING IN MW DIRECTORY 2000:

All basic entries are FREE.

You can add up to 20 words of description with a logo from £230 or display from £305.

MW Ad team tel 020 7940 8606

DEADLINE: 15 OCTOBER 1999



**HOMIE** was where the heart of clubland was to be found last Thursday night. The launch of the multi-level superclub in London's Leicester Square seemed more popular for music types than all the sales conferences and Technic Mercury Music Prize rolled into one. Among those putting in appearances were (1) **RONNIE WOOD** AND **JAY KAY** (1), **Slice PR** managing director **SIMONE YOUNG**, home director **RON MCCULLOUGH**, home marketing and promotional director **DARREN HUGHES**, **YOUNG PR** CEO and **HOME PR** campaign director **DAMIAN MOULD**, and **Slice** director **SACHA TAYLOR-COX** (2), and **PETE TONG** AND **PAUL OAKENFOLD** separated by **M People's MIKE PICKERING** (3).

Remember where you heard it: Mounting chatter that executive moves at the top of one corporation could ultimately pave the way for a new **BPI** appointment...And could a sudden exit elsewhere mean one long-vacant **MD's** chair will soon be filled?...**Paul Burger** kindly let on at **Sony's** Bournemouth conference the other weekend what he really makes of **Rob Stringer's** elevated senior VP status. "A fantastically poncey title," was the big man's very own summary...Still, the chairman/CEO was at the end of a very sharp tongue himself courtesy of **Gary** "available for summer season" **Farrow**, whose Saturday night performance as a camp comic had even **Burger** suffering at the hands of the Bromley wit...No prizes for guessing which **Sony** talent set off the conference hotel's fire alarm in the early hours of Saturday morning because he was bored...**Bournemouth's** warm weather was clearly getting to **Sony's** top

ADVERTISEMENT

**WINNER**  
MUSIC PRIZE  
of the year

"Pure genius from a sonic global engineer" **TD**  
The album set new, the single **OK** set September 27th

international man **Brian Yates**, who welcomed everyone at the conference to, er, **Brighton**...**Sony's** head of artist and company relations **Jackie Hyde** got the conference **surprise** of her life when **Paul Burger** announced on stage she had been promoted to director of artist relations...Over at **BMG's** conference at London's **Bafta** last Thursday, the ever-stylish **Nick Stewart** wore a **Lou Bega-style** hat to present the Mambo sensation's album to retailers, but admitted, "It's full of more stories of a love life more hectic than my own"...**Universal-Island's** **Marc Marlot** really is counting the benefits of **Talvin Singh** winning the Technics Mercury Music Prize. The smart exec had £100 on **Singh** winning at 9-1.

"It's only the second time I've put a bet on," says the man surely now in the frame to buy the next round...Incidentally, **Singh** was one of **Sirs Blackwell's** last signings...Meanwhile, students at the London Guildhall University's **London Alternative Radio** station won £20,000 after putting their own bet on **Singh**. **Dooley** is wondering how a bunch of hard-up

students managed to find their £2,000 stake... Good news for **Jeremy Lascelles** last week not only publishing **Singh** but, a year to the week he started at **Echo**, he was enjoying **Top 10** success with the **Moloko** single and **Feeder** album...Forget **B\*Witched**. If you really want to be **spooked** then turn to **Westbury Music's** **Caroline Robertson** who, in last week's **Mirror**, discussed her life as a witch. "I love being a member of the coven," she let on. "We all share a really close bond, but some of them are civil servants and have to keep totally quiet about it"...**Generous Universal** is holding a **millennium party** this Friday (September 17) for its entire staff at a **secret east London venue**... **Photographer Steve Double**, whose credits include many **NME** covers, is holding an exhibition in London's West Central Street from this Thursday (Sep 16) in aid of **Warchild**...There are a few (free) tickets left for the **1999 Pop Music Challenge** which **Eversheds** is hosting at London's **Business Design Centre** this Thursday featuring the likes of **Rob Dickens**, **Tim Rice**, **Ed Bicknell** and **Paul Gambaccini** in aid of **Nordoff Robbins**. Call Tara Dowdell on 0171 919 4919 for details.....



**Fool On The Hill?** Right group friend, but you've selected the wrong hill. **The Hill** in question is none other than **Parlophone's** top promotions

**guru MALCOLM**, who grabbed the wheel of this taxi the other day to provide a **real specialised delivery service** to London radio stations for the newly-remixed and extended **Fabs** album **YELLOW SUBMARINE SONGTRACK**. "Baby, you can drive my car," kindly suggested **Hill** to his passengers, regional promotions manager **MIKE WALSH** and senior promotions manager **HELENA MCGEOUGH**, ahead of the album's release today (Monday). But the pair didn't seem too bothered to take up the invite. They've got a ticket to ride and, frankly, they don't care.

#### CUSTOMER CARELINE

If you have any comments or queries arising from this issue of **Music Week**, please contact **Sophie Moss** at e-mail - smoss@unimf.com fax +44 (0)171 407 7094; or write to - **Music Week Feedback**, Fourth Floor, 8 Montague Close, London SE1 9UR.

## music week

Incorporating Record Mirror

Miller Freeman Entertainment Group,  
a division of Miller Freeman UK Ltd.

Fourth Floor, 8 Montague Close, London SE1 9UR.  
Tel: 0171 940 8500. Fax: 0171 407 7094

Miller Freeman  
A Group of Miller Freeman UK Ltd.

For direct lines, dial 0171 940 join the extension you require. Editor: **Ajan Scott** (0511). Managing editor: **Tony Snel** (0577). AGM and editor: **Stephen Jones** (0558). Chief reporter: **Paul Williams** (0575). Contributing editor: **Paul Gorman**. Chart consultant: **Alan Jones** (0559). Group production editor: **Duncan Redden** (0540). Senior sub-editor/designer: **Fiona Robertson** (0575). Sub-editor: **Digital David** (0541). Group Special Projects Editor: **Chris de Winter** (0587). Special Projects Assistant Editor: **Adam Woods** (0574). Editorial assistant: **Sophie Moss** (0544). Deputy group sales manager: **Justin Rivers** (0558). Sales executives (advertising): **Sally Thompson** (0569), **Martin Stevens** (0912), **Christopher T. Morgan** (1212 370 0462), **Grants main agent: Louise Stevens** (0552). Head of operations, overseas: **Anna Jones** (0570). Sales executives (subscriptions/other sales): **Anna Spence** (0560), **Personal Copy** (0574), **Shane Downey** (0562), **Walter Thurston** (412 378 0406). Classified sales executives: **Scott Green** (0599), **Chris Boardley** (0580). For **Miller Freeman Entertainment Ltd.**, all production: **Denise Widdow** (0539). Publisher: **Steve Rudd** (0500). Managing director: **Douglas** (0550). For **Miller Freeman UK Ltd.**, 0599. 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 any information storage or retrieval system without the express prior consent of the publisher. The contents of **Music Week** are subject to introduction in introduction magazine and retrieval systems. Reprinted at the consent of the publisher. Member of **Promotional Publishers' Association**. Subscriptions, including **Free Music Week Directory** every January, from **Miller Freeman Direct**, **Markus Houna**, 309 Station Rd, Solihull, near **Birmingham**, Tel: 0181 309 3950. Fax: 0181 309 0662. USA: **Sub Content USA** 0542. Advertisement: see the **Fat** EIC 0545. Returns on cancelled subscriptions will only be provided at the Publisher's discretion, unless specifically guaranteed within the terms of subscription offer. Originator and printer by **Stapleton & Gooch** Millers, Goshill Rd, Doleak, Metherby, York. **Mail** (classmark 0246 370).

ISSN 0265-1548

**ABC**  
BUSINESS PRESS

Annual weekly circulation: 3 July 1997 to 30 June 1998: 12,503.



SUBSCRIPTION HOTLINE: 0181 309 3689 NEWSTRADE HOTLINE: 0171 638 4666

**Pre-Opening  
MidemNet Internet Music Forum**

- An entire day focusing on e-business issues
- Outstanding conferences
- Eminent speakers
- Awards for best music websites (online vote: [www.midem.com](http://www.midem.com))

A must for anyone interested  
in e-commerce

# midem 2000

The Premier International Music Market  
23-27 January 2000 - Pre-Opening MidemNet Forum - 22 January  
Palais des Festivals - Cannes, France - [www.midem.com](http://www.midem.com)

## U.K. Subsidy

The D.T.I. offer support for  
U.K. exhibiting  
companies at Midem if  
your stand is booked  
in time.

m u s i c  
r e m i x e s  
t i m e

## Five non-stop days of top-dollar music business for

- Forging deals (4,000 companies)
- Key executive contacts (10,000 participants)
- Universal representation (93 countries)
- Cutting-edge musical trends (800 artists)
- Experts' opinions and instruction (18 conferences)
- 24h a day promotion (700 journalists)

for further information, call Emma Dallas now on Tel.: 0171 528 0086 or return this coupon to Fax: 0171 895 0949

First name ..... Surname .....

Title .....

Company name ..... Activity .....

Address .....

City ..... Country .....

Tel. .... Fax ..... e mail .....

UK - Reed Midem Organisation Ltd., Walmar House, 296 Regent Street, London W1R 6AB - Tel: 0171 528 0086 - Fax: 0171 895 0949