



**NEWS: Iron Maiden's veteran manager**  
**ROD SMALLWOOD**  
takes the top IMF Peter Grant Award



**NEWS: Virgin Records is counting on the next six weeks to turn**  
**MELAINÉ C** into an international solo star



**A&R: Creativity emerged as the real winner at the 7th in the CITY Unsigned showcases**



**A&R**

ALL THE NEWS FROM EMI'S SALES CONFERENCE - p10

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# MUSICWEEK

## Bard fires net broadside

Brian Egan - McLaughlin

by Tracey Snell  
HMV Europe managing director Brian McLaughlin is threatening to take action against record companies which release records via the internet prior to making them available on the High Street.  
McLaughlin says HMV will not support the release of records which UK consumers can download before being able to buy them in-store. "It is unlikely we would stock it or the back catalogue of the artist in question," he says.  
He adds that while any such action is a matter for individual retailers, "feeling is running extremely high. Record retailers in the UK are not going to stand for it."  
McLaughlin was speaking last Friday, a day after he gave an impassioned speech at the Bard agm in London in which he spoke

of the "potentially disrupting effects" of such ventures.  
"We're obviously responsive to the huge opportunities offered by e-commerce — indeed, all the leading retailers have invested considerable resources in launching their own promotional and transactional sites — but we do seek a level playing field in making music available to everyone at the same time," said McLaughlin, who was speaking in his role as Bard chairman.  
In his speech McLaughlin made reference to Virgin Records America's decision to offer David Bowie's new album, hours, as a download from US retail sites two weeks before its in-store release on October 5. Web customers have also been offered an exclusive bonus track.  
"While I recognise that this is a US initiative, and can't be down-



**McLaughlin: threatening action**  
loaded by fans in the UK, we must be alert to more record companies attempting similar ventures, and possibly paying no regard to the

relationship between suppliers and retailers in the UK," said McLaughlin, adding that it is incumbent on UK record companies to make their international affiliates aware of the impact such initiatives would have if they were extended to the UK.  
Earlier this month Dutch retail chain Free Record Shop announced that it was withdrawing all David Bowie albums from sale because of the Virgin initiative. Virgin Entertainment COO Simon Wright has also said that he does not rule out his chain taking similar action on any future releases.  
McLaughlin was re-elected at the agm as Bard chairman while Andy Records managing director Andy Gray and Ainsleys partner Richard Wootton were re-confirmed in their respective posts as deputy chairman and treasurer.

## Dave Balfe goes for second 'retirement'

Columbia head of A&R and general manager Dave Balfe has ended months of speculation by confirming that he is to leave the company this Friday.  
The move follows discussions between Balfe and incoming managing director Blair McDonald.  
Balfe, best known for his involvement with Blur at Food Records with Andy Ross, says he intends to take a break from the industry.  
In a statement issued last week he said, "It is with a great deal of both joy and sadness that I leave Columbia — joy that I will be able to stay in bed a great deal longer in the morning and sadness that I suppose I still can't stay in bed all day."  
Balfe took his first break from the industry in 1994. He returned in 1996 to join Columbia, where he became involved with acts including A1, Hepburn, Pete Wylie and Kula Shaker.

## MCPS sets 10p royalty for downloaded music

The MCPS has set a mechanical royalty rate in the UK for music downloaded from the internet.  
The society confirmed last Friday that its board has "agreed in principle" to a mechanical rate of 10p per UK download for musical works of up to five minutes in length, with an additional 2p per minute beyond that.  
The rate for internet downloads contrasts with that for physical discs, which are calculated at 8.5% of dealer price. A spokesman for MCPS says, "There is no precedent here. The board felt it had to put down a marker on a value it believed was right."  
The spokesman says the rate — first revealed during a panel at In The City — is set with immediate effect and will run through to September 2000, adding that a formal announcement will be made in due course.  
The decision is likely to cause controversy, with some internet players declaring that the rate should be lower. In The City founder Tony Wilson, who is in the process of launching his own internet business for delivering songs, says he calculates that the 10p rate is higher than the average currently charged for songs delivered by physical form. "If that's the case then they're ripping off the public — it's disgraceful," he says.



Hard Hands/Higher Ground's Leftfield (pictured) were yesterday (Sunday) battling to secure the number one slot with their album Rhythm And Stealth against Sianra Twain's Come On Over. In recent weeks Twain has held off Martine McCutcheon and Gomez from the top spot, despite both leading the midweek charts. A similar pattern was emerging last week, with Leftfield leading by 10,000 units on Friday. TV appearances by Twain, promoting the single Man! I Feel Like A Woman, which looked set to go top three yesterday, have been responsible for driving the album. Higher Ground label manager Mark Conway says he is pleased that the long-awaited follow-up to February 1998's Leftism was performing so well after such a break and minimal radio support. "Leftism was more than an album, it was a soundtrack to people's lives and people have waited an age for this record," he says, adding that Rhythm And Stealth sold more on its first day than Leftism did in its first week.

## MW to sponsor Ericsson Muzik award

Music Week is to sponsor the key record label category at the forthcoming Ericsson Muzik Awards.  
The MW/Muzik mainstream label award is among 26 categories at the event, which takes place on October 14 at London's Gainsborough Studios. MW readers can vote for one of five short-listed labels — Essential, Manifesto, Positiva, XL and



Multiply — by filling out voting slips on MW's sister website dotmusic.  
This year the organisers of the awards, which were last week endorsed by BPI PR committee chairman Nick Phillips as the biggest event in the dance calendar, are raising their industry profile via a club tour, Radio One broadcasts and in-store promotions with Virgin Retail.

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# Dickins hails 'new era' as BP approves Aim link-up

by Paul Williams

at the watchtower at this year's BPI agm as the organisation ushered in a new era by formalising its relationship with the Association of Independent Music (AIM).

The meeting at Baffa in London's Piccadilly last Wednesday voted in proposals to change the BPI council's constitution, reducing it in size from 15 to 12 members. This significantly alters the makeup of the council between majors and independents with an even 6-6 divide replacing the previous 9-6 split in favour of independents.

Rob Dickins, confirmed as BPI chairman at the meeting for a second successive year, described the agreement as the "dawning of a new era". "The way forward that

we've mutually agreed is very good for the BPI, [enabling us] to be an industry with - as much as possible - one voice," he said.

The spirit of unity was further underlined by BPI director general John Deacon, who revealed that just the previous day the Government had announced its support for the trade and industry select committee finding that the music industry should be given special protection against parallel imports. "This very highly satisfactory outcome would not have been achieved without the co-operation of all the companies, be they large or small. It once again emphasises the need of all of us to work together with a common purpose," he said, adding that unless the music industry can talk to the



property right, international exhaustion of trade mark rights may have a damaging effect on UK copyright industries," the report added.

● The newly formed BPI council's six major record company members are: Paul Burger (Sony Music), Paul Conroy (Virgin Records), Richard Griffiths (BMG), John Kennedy (Universal Music), Nick Phillips (Warner Music) and Tony Wadsworth (EMI Records). The six independent members elected from nine candidates are: Paul Birch (Revlon), John Craig (First Night), Sean O'Shea (Telstar), Steve Mason (Pinnacle), Martin Mills (Beggar's Banquet) and Pete Waterman (Pete Waterman Ltd). Each group can co-opt two additional members from their expertise.

Virgin Entertainment UK chief operating officer Simon Wright took delivery last Tuesday of Virgin Megastores' new logo, which has gone up at its Brook Green head office in west London. The logo was due to make its first promotional appearance last Saturday on a pitch-side hoarding and on publicity material, including the match-day programme, at the Middlesbrough/Chelsea football match at the Riverside Stadium. Put together by design agency Kitchen, the logo will initially be used at three new stores in Middlesbrough (opening on October 7), London's Piccadilly (November 1) and Glasgow (end of November) before being rolled out across the other 92 stores during the next six months. Graphic design agency Field is currently working on how the logo will be incorporated in-store.



## UK sales drop reflects flat worldwide market

Declining UK music sales during the first half of the year reflected a worldwide trend as global shipments fell by 4% overall and value remained flat, according to IFPI figures released last week.

The UK's 1% drop in value and 6% decline in units were mirrored in several other key territories (see table). Russia suffered even bigger falls as part of a sharp overall decline across Eastern Europe, where unit sales plummeted by 50%. Denmark and Norway were among those bucking a European decline with France leading the way with a 5% unit rise.

The US market continued 1998's strong performance with a further 2% rise in volume and value, though Canada suffered a 5% unit drop and 2% decline in value.

In Asia, there were some encouraging signs in Australia following the region's recent economic problems. Excluding Japan, where units fell by 8%, there was a 5% rise in units and an 11% increase in dollar value, reflecting strong growth in Indonesia, South Korea and Thailand.

### HALF-YEAR SALES FIGURES

	Unit growth	Value growth
US	+2%	+2%
Japan	-8%	-2%
UK	-6%	+1%
Germany	-10%	-4%
France	+5%	+1%
Netherlands	+8%	+2%
EU total	-5%	-3%
World total	-4%	0%

SOURCE: IFPI

In Latin America, unit sales in the region's biggest market Brazil fell by 31% while the region as a whole dropped by 16% in units.

● The IFPI has joined forces with the RIAA to mount the biggest offensive yet against online piracy. The two organisations are working alongside a major search engine to establish sophisticated software for tracking down websites illegally offering music for download. IFPI chairman and chief executive Jay Berman told last Wednesday's BPI agm that, though his company has supported national groups such as the BPI in their efforts against such sites, this is a global problem which requires a global response.

## Tesco set to offer CDs on internet retail site

Tesco could spark a price war later this autumn when it becomes the first UK supermarket to offer CDs on its home shopping Internet site, Tesco Direct.

The initiative was unveiled last Tuesday by chief executive Terry Leahy, although details are being kept under wraps. Tesco's move coincides with Asda extending its Roll Back promotion - which slashes prices by up to 50% - from 4,000 CDs to 10,000 products by the end of 2000. CDs may be included, although Asda declines to reveal further details.

Tesco director of e-commerce Carolyn Bradley confirms that CDs and books will be added to the groceries already offered online. It is understood that around 1m CD and book titles will be available.

Some observers suggest products will be on sale even cheaper than they are in Tesco's 639 stores due to the lower overheads involved in e-commerce. One independent music retailer says that if Tesco does undercut its store prices on the Top 75 albums it will be "another nail in our coffin".

## newsfile

### COONEY JOINS UNIVERSAL ISLAND

Sean Cooney has been appointed head of promotions at Universal Island, replacing Damian Christian, who quit two weeks ago amid speculation he is to join East West. Cooney previously ran Delirious Promotions, and is joined at Universal Island by his business partner Karen Leslie, who becomes head of US. She replaces Suzanne Hague, who quit last week with four other members of the promotions team. Meanwhile, East West director of promotions Alan McGehe has confirmed he is leaving the company after 14 years at Warner.

### NIVEN QUITS INDEPENDIENTE ROLE

Independents A&R manager John Niven quit last week amid rumours he is to start up his own label within a larger organisation. Niven - who handled Impulsion, First Born and Deejay Punk-Roc and began at London Records - insists his resignation had nothing to do with the sudden departure of independent managing director Mike Henehan earlier this month.

### CHOUDHURY MOVES UP AT WARNER

Hassan Choudhury, previously WEA's director of international, has been promoted to the newly-created role of director of international marketing across Warner Music UK. Choudhury will oversee international promotion and marketing for WEA, East West and affiliated labels with a new international team of seven.

### TWAIN SCORES CMA AWARDS FIRST

The Dixie Chicks and Tim McGraw headed the list of winners at last Tuesday's 33rd annual CMA Awards in Nashville with three wins apiece. Shania Twain was named entertainer of the year for the first time, making her the first female winner of the award in 13 years. Other winners included Martina McBride, Jo Dee Messina and Brooks & Dunn.

## Spice Girls sign up for BBC millennium single

The Spice Girls added their names last week to a growing roll call of superstar acts contributing to a Perfect Day-style BBC charity record aimed at grabbing the first number one of the new millennium.

Nearly 20 acts, including the Fun Lovin' Criminals, Annie Lennox, James Brown and Christie Hyde, have already been in studio from London to Los Angeles to sing a line each from the Rolling Stones hit 'It's Only Rock 'N' Roll'.

It is understood that Mick Jagger gave his blessing to use his band's 1974 hit after hearing Lou Reed's Perfect Day tackled by various singers by up to 50% - from a corporate video. The producer Arthur Baker is producing the single, which will be released by Universal TV and timed to enter the first chart of 2000.

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## HAS MCPS GOT ITS SUMS RIGHT?

What's the value of a song? It's a question that sounds like the title of an In The City panel – and sure enough it was one of the issues that raised its head in Liverpool last week.

When it comes to mechanical royalties, at least one answer was forthcoming in one of the convention's sessions: Gavin Roberson of the MCPS-PRS revealed that after much debate the organisation has recently decided to charge 10p per five-minute download. Calculating a new rate when there is no precedent is fiendishly difficult, so MCPS has opted to rip up the rule book and set a flat fee rather than basing its charges on a percentage of dealer price as currently happens. Having done this the issue simply becomes one of where to pitch that flat fee. And it is this that is likely to cause such a fuss in some quarters.

Taking the example of an album with a dealer price of £9, 12 tracks and the current mechanical rate of 8.5p, this would produce an equivalent mechanical fee of 6.4p per track. The difference between this and the proposed 10p for downloads may not seem like much, but when you think of the hundreds of thousands of tracks that it is predicted will be downloaded in the UK within a few years and the gap becomes far more significant.

Internet pioneers make the point that digital distribution removes a layer of costs in areas such as manufacturing, packaging and distribution. Therefore, they argue, the only financial model that will work is for individual tracks to be priced lower than at the moment, rather than higher. In this light MCPS's move is charged as being regressive rather than forward thinking.

The Internet is still raising more questions than it is answering, but one basic principle is already clear: it is pushing prices down rather than up. With other rights societies already considering offering lower mechanical rates for digital downloads, it looks as though the MCPS may have to reconsider its online tariff before the proposed rate expires next year. *Ajax Scott*

## WEBBO

## THE MESS BEHIND THE GLR ROW

For readers outside the capital, the fight for the BBC local radio station for London, GLR, may appear trivial. After all GLR has only a 0.6% share of listening in a hugely-competitive market. But GLR is unique in having a far higher percentage of music played in its output than any other BBC local station. And the music it plays is generally not played by other stations.

This eclectic mix of great music and speech is listened to by many in the media and its influence is far greater than its small audience. Losing this would be a blow to the music industry as the number of outlets broadcasting live sessions, particularly breaking and smaller acts continues to fall. However, that's not my concern. After all the BBC must manage its facilities as it sees fit and the record industry's benefit should not be one of the considerations. And I'm also not saying that GLR shouldn't change – the BBC is not running a museum.

My concern is the ham-fisted way in which this has been managed. A "consultation" document is published using BBC buzzwords like "interactivity", "relevant" and "communities" and stating that the amount of music on the station will be decreased. Nowhere does it say why this could not be achieved by changing the speech content.

Then, during a phone-in on the subject, management representatives say nothing has been decided and they want listeners' views. When 99% of the views aired involve keeping music they say that they want the views of people who don't listen to the station rather than current listeners. They then arrange public meetings outside London to explain the significant changes in TV broadcasting in the SE Region but refuse to have a similar meeting in London. Success will presumably be measured by whether the audience grows but in London GLR is competing against commercial stations with much bigger promotional pockets.

I'll bet the changes happen despite the opposition. But the changes that should really happen are in the ranks of the BBC management which is presiding over this mess.

*Jon Webster's column is a personal view*



## Maiden's Smallwood takes top MF award

by Ajax Scott

Veteran Iron Maiden manager Rod Smallwood won the Peter Grant Award for special achievement at the International Managers Forum's annual British Music Roll of Honour last week.

Smallwood started off as an agent at the age of 23, signing acts including Judas Priest and Cockney Rebel. He was considering quitting the business before he saw an early incarnation of Iron Maiden perform in the Crown pub in Hammersmith, west London in the late Seventies.

Presenting the award to a man he jokingly referred to as "the ultimate party animal", EMI Recorded Music senior VP Rupert Perry said, "Rod is a very well organised manager. We always knew the gameplan. We always knew two years in advance exactly what was going to happen. And it has always happened like clockwork."

Iron Maiden frontman Bruce Dickinson added, "Rod's all about



Smallwood: taking the top honour

passion. Although he pretends he's the big nasty guy, it's an honour to be managed by him."

The Peter Grant Award was one of a number of gongs presented at the event, which was held at the London Hilton Hotel and was attended by guests including under secretary of state for tourism, firm and broadcasting Janet Anderson.

The Entic's producer of the year award voted for by the IMF membership was won by Ray Hedges for his work with artists like B'Witched and

Boyzone, while the winner of the BDO manager of the year was Siskin Anasie's Leigh Johnson. "She's not only the best thing that has ever happened to us, but she's my best friend on the whole planet," said lead singer Skin of her manager, who promptly donated her £1,000 winners' cheque to Amnesty International.

Inducted into the British Music Roll of Honour were Martin Hopewell, the Primary Talent agent who also founded the ILMC 12 years ago, MCPS-PRS Alliance CEO John Hutchinson and EMI's Rupert Perry.

Accepting his award, Perry insisted that the future of the music industry was not a bleak one. "There's plenty around for us all to share in. There are a lot of issues as we go forward in the next year that we need to be together on. Record companies, publishers, promoters, retailers and – one of the most important parts of our industry – managers: we all need to speak with one voice."

## New media dominates Liverpool ITC debates

In The City may move to Brighton next year in a bid to attract more senior key industry players.

Celebrating the success of last week's music conference in Liverpool, which attracted more than 800 paying delegates, founder Tony Wilson insisted the event attracted "more gonabes than wannabes".

"Because of the involvement of [Independent label organisation] Aim we got independents like [Beggars' Banquet's] Martin Mills and [Mute's] Daniel Miller. But it's time to work on involving top executives and heavyweights."

New media dominated this year's conference, with discussions addressing subjects ranging from



Haentes (left) with Wilson at ITC

developments that supersede MP3 technology and website ownership to Internet radio and online A&R.

In Monday's digital media keynote speech, website consultant Ross Sleight dismissed suggestions that the Internet boom would spell the end for middle men such as

record companies and retailers.

"Everybody talks about disintermediation, this process of cutting out the middle man, but it is just rubbish," said Sleight. "We like middle men. They make things quicker, they make things easier, and very often they make things cheaper for us."

During the keynote interview with Edel Group founder Michael Haentes he criticised the mp3.com site. He said the site's advertising funded business model deviated music.

Aim used the convention to host two sessions explaining its mission and examining alternative ways of raising finance.

© See ITC news, p8

## Rigg quits BMR for new consultancy role

Nanette Rigg has quit as director general of British Music Rights (BMR), the umbrella organisation representing composers, publishers and songwriters which she helped found three years ago.

Rigg will leave the organisation on December 27 to set-up her own entertainment business and media consultancy, Blencathra Productions.

"I am personally very proud of BMR. It's goals and its success," says Rigg, who adds that setting up in business is something she has been wanting to do for some time.

"I thought, if I didn't do it this year, I never will. I've taken BMR as far as I can," she adds. "It does need to go further – there are massive challenges ahead."

A BMR spokesman says a search for Rigg's replacement will begin immediately and that an announcement will be made in due course. BMR chairman Sir Alistair Hunter paid tribute to Rigg's achievements, saying she had done "a brilliant job" in seeing the organisation through its first three years.

## SFX snaps up MCP with view to developing top UK venues

Dorington Park and the Swindon motorcross track Foxhill could be developed into permanent concert venues following SFX Entertainment's acquisition of MCP Promotions last week.

The deal with MCP, which has promoted UK tours by Bryan Adams, Aerosmith and Simply Red, gives the largest US live music promoter, producer and venue operator another toehold in Europe following its £160m purchase of the Apollo Leisure Group in August. Last week it emerged that the deal has become the subject of an Office of Fair Trading investigation examining the state of competition in the UK.

The management team at MCP will remain unchanged following the deal, which MCP president and founding partner Tim Parsons says will give SFX a bridgehead into Europe, market share in the UK and access to leading artists. He adds that SFX also has the resources to develop Dorington motor racing track, which has hosted the



Bryan Adams: promoted by MCP

Monsters Of Rock festival for two decades, and Foxhill into permanent concert sites. "They have the ability to develop on a grand scale and with Wembley closing it is an ideal opportunity to have permanent concert facilities on these sites," he says.

Parsons adds that MCP had been in talks with the publicly-quoted SFX, which operates 82 US venues, including 16 amphitheatres, for four months before signing the deal.

Glow Worm/Epic's B\*Witched are to be the first of a trio of chart-topping acts featured in a series of three music documentaries to be broadcast on Children's TV in October. A Date With... which could eventually develop into further programmes, will first air with the Irish quartet at a time still to be announced on October 7. Northwestside's Another Level will follow on October 21 and Jive signings Steps seven days later. Steven Andrew, controller of children's TV for Granada (and Music Children's), says the first two editions will look at the acts growing up, how their groups started and their experiences in the music industry, while the Steps programme will examine preparations for their forthcoming arena tour. Andrew adds that pop's current dominance of the charts has given Children's TV more scope for covering music.



## Pepsi Chart Show targets new areas

Russia and Asia are the next global targets for The Pepsi Chart as it seeks to add to its growing list of more than 20 countries already taking the TV show.

The focus on the two regions comes as the programme's producer, Initial & Music Innovations, reports highly-successful starts for both Hungarian and Polish versions of the show.

Peter Christiansen, managing director of Initial sister company Gem, which is responsible for selling the show overseas, is hopeful of launching in Russia and Asia by early next year. Gem has also sold the show to the likes of Australia, Denmark, Sweden and the Middle East.

In a separate move, the brand has linked with Virgin/EMI TV for the first Best Pepsi Chart Album in the World...Ever! Released on October 18, it contains 40 tracks by artists including Gie Halliwell, S Club 7 and the Spice Girls.

## newsfile

**V2 OFFERS MORE FREE NET TRACKS**  
V2 Records and Virgin Records are offering further tracks for free download from the internet as part of new album launch promotions. V2 has teamed up with Microsoft to offer an exclusive Michael Hutchence track, Let The People Talk, which will not appear on the late singer's self-titled solo album. The track will be available for download for 10 days from October 18. Meanwhile, Virgin is offering a track off Genesis's greatest hits album for free download. The Carpet Crawlers 1999 became available last week, a month before the album's release.

**DAILY MOVES UP AT MUSIC CHOICE**  
Music Choice Europe has promoted territory manager for Merges Daily director of sales and marketing. Her new role will expand her responsibilities for securing distribution across Europe by including developing the company's internet and enhanced digital TV strategies.

**GLOBAL STRIKES DEAL WITH JUNGLE**  
Internet fulfillment company GlobalFulfillment.com has struck a partnership deal with Jungle.com, the newly-launched UK online store selling everything from computer software to music CDs, videos and games. Global will provide Jungle with access to its 600,000-plus product database and handle the fulfillment of UK orders from THE's facilities in Stoke-on-Trent.

**NW HQ FOR RED SHADOW**  
Promotions company Red Shadow, which represents acts including Sting, Sheryl Crow and Big Country, is moving to new premises. From October 4 it will be located at Wisteria House, 56 Cole Park Road, St Margarets, Twickenham TW1 1MS. The new telephone number is 0181 691 3333.

**RA EVENT TO TACKLE MARKETING**  
The Radio Academy is adding a new event to its conference portfolio. Marketing & Promotion '99 aims to attract around 80 sponsorship, promotional, PR and marketing executives from the BBC and commercial stations. It will take place on October 6 at London's Royal Institute of British Architects.

### CHEMICALS GO PLATINUM

Both the Chemical Brothers' Surrender and TLC's Fanmail were certified platinum by the BPI last week. Gold awards went to Ocean Colour Scene's One For The Modern, the certified Supergass album, the compilation Top Of The Pops 1999 Vol 2 and the single Blue (Dunedaun, Decca).

### HOW TV SHOWS' RATINGS COMPARE

Programme	Change on 1998
Top Of The Pops*	+1.08
Page Zero	+3.57
Planet Pop	787
Pepsi Chart Show*	755
The 2 One	621
Watch	-18.9
Late...	167

\* combined weekly figures  
Source: Mediamark TMB/Barb w/e Sept 6

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# Burton to get new live venue Lew's opens doors to music

by Tracey Snell  
Record companies are to get a new live music venue in central London with plans by Lew's to turn its flagship Regent Street store into a retail and entertainment complex.

The plan involves a re-design of the 1,000 sq m store, which from 8pm each evening will conceal its retail stock behind glass screens and fold away other fixtures and fittings to create a 600-capacity music venue.

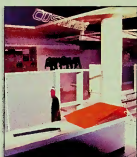
As part of the re-fit, Lew's is building a two-tier DJ booth which has been designed by Paul Oakenfold with technical assistance from Andy Kayll - both have previously designed booths for superclubs Cream and Home.

The Lew's DJ booth will be

equipped with an ISDN line, providing a link to beam live performances direct to other Lew's stores worldwide. It will also be able to broadcast performances direct over the internet.

The first live webcast from the store, which closed for refurbishment on August 2, will be a Perfecto party with Oakenfold to mark the store's re-opening on October 30. The evening will also feature Muzak magazine's Rob Da Bank, Jon Carter and Groove Armada.

Gideon Palmer, marketing manager at Slice Promotions who is project managing the initiative, says, "Lew's have been supporting music for a long time. Rather than associating themselves with a particular icon or band, this brings talent right



Lew's store: live venue

to your doorstep."

Lew's, which has been associated with acts including Death In Vegas, Basement Jaxx and Massive

Attack, is hoping to stage MTV Unplugged-style acoustic events at the store and is in negotiation with a number of broadcasters including Xfm. It is also in discussion with a number of independent labels about setting up an in-store record shop.

Other possible uses envisaged for the venue, which will be re-styled as 174 Regent Street for the evening show, include record company showcases and album launch parties.

John Chuter, general manager of The Echo Label, welcomes the new venue. "Any dedicated space that can hold live music and PAs is a good thing. Lew's is a brand that has always supported music, so I'm sure it will be done properly," he says.

## Sharp End founders to set up new label

Sharp End founders Robert Lemon and Ron McCreight are to launch a record label.

Lemon says the impetus to start Sharp End Records came after slow progress finding a deal for some tracks that had been receiving a good reaction at radio. "There have been two or three times when it has been difficult to broker a deal, which we could probably handle ourselves," says Lemon.

"In my opinion the only way an indie record label can survive is if a retailer's charts somewhere in the Top 20. We'll test to see if radio and TV will go with it and then release if the signs are good. Top 20 records have a good chance of being picked up for compilations," Lemon adds. Lemon consultant and MFC contributor Tilly Rutherford will act as sales consultant to the new label to test retail response and outline the promotional plan. The first release will be Tainted Love by Danny Burton's Hydrogenik in late October. A distribution deal is currently under negotiation.

## External appointments complete Our Price team

Our Price has looked outside the company to fill a number of vacant and newly-created positions as it completes the new structure of its product and marketing departments.

Colin Horslen has been appointed to the newly-created role of supply chain project manager, reporting to commercial director Neil Boote. He joins from Argos, where he was merchandise stock manager for five years.

One of Horslen's first tasks will be to undertake the retailer's biggest review of its supply chain process. This will concentrate on streamlining in-store procedures and supplier interfaces and is later expected to involve an overhaul of IT systems, with new applications planned to be put in place by Christmas next year.

"Since the Virgin Our Price team split [last October], one of the things we have identified is the need for more efficient systems and processes around supply chain," says Boote. "We're in a phase of increased competition



Boote: bringing in new team and evolution in the marketplace, with online [retailing] starting to happen and supermarkets in the fray."

Boote says the VOP split had led to a number of job vacancies and new positions. With visual project, Helen Cathrow has been poached from THE for the post of video product manager, replacing Steve McGinlell who left several months ago to join EUK. Melanie Haynes joins from Electronic Boutique as games product manager, replacing Martin Egan, and

John Carey moves from HMV to take up the newly-created role of assistant product manager video and games.

Elsewhere, Maxine Sheppard has been promoted from singles assistant to singles product manager, replacing Mark Wood. She has been replaced in her former role by Nik Leighton, who joins from Virgin Megastores. Pete Selby, meanwhile, moves from Our Price's Gatwick store to handle TV advertised product in a newly created role.

Product marketing, recent graduate Marianne Town is made advertising executive, Jo Coullidge has moved from customer services to become promotions assistant and Fiona Kilford has joined as display co-ordinator from the Our Price store in Poutry.

Says Boote, "Rightly or wrongly we have always had a culture of promoting from within where possible. We are at a stage now where we will see benefit from bringing people in from different retailers."

## chart file

## Melanie C gears up for extensive promotional tour to back album launch

● Summer Sun loses out to Eiffel 65's Blue (Da Ba Dee) in the battle to replace Shania Twain at number one in the German airplay chart, but the Texas track makes it to six straight weeks in a row at the top of fan's survey of the biggest UK-sourced hits on European radio (see below). The chart changes elsewhere in the top three with Ronan Keating at two and Moloko at three, though Simply Red's Ain't That A Lot Of Love climbs to number four in its second week at the chart.

● The arrival of Superglass's Moving and Eternal's What the Girls Do knocks EMI's fortunes from two to three tracks on the same *fano* chart, which also contains five indie tracks, three again from BMG (see below), two each from Sony and Warner, and one from Virgin.

● The phenomenon that is The Bee Gees' One Night Only goes on and on. The latest country to experience a revival in the Polydor album's fortunes is the Netherlands, where it reached number one in February and now returns as the highest new entry at seven. It remains a big French hit, this week holding its place at number 15.

● While their debut single Sweet It Again enjoyed some success in mainland Europe, it is the follow-up, If I Let You Go, which is really making its mark for RCA's Westlife. The track moves up to two in Norway and is the highest new entry at 18 in Spain. The single is also charting in Belgium (20-16), Denmark (14-20), Finland (14-14) and Sweden (7-6).

● Perhaps appropriately featuring an extract of the French national anthem at the start of the track All You Need Is Love, The Beatles' Yellow Submarine Songtrack makes its debut at 31 this week on France's albums chart. It finds little support between two Massive Attack albums with the band's latest release Mezzanine advancing 35-27 and Blue Lines climbing 42-36. In Japan, the Beatles album last week debuted at 10, beaten on the international chart only by Ricky Martin and Backstreet Boys.

● They were paired on the 1984 hit A Rockin' Good Way, but Shakin' Stevens and Bonnie Tyler are selling it solo to become Sony's most unlikely UK successes on the European continent. Shaky is making his mark on the Norwegian Top 20 with The Very Best Of this week, progressing 18-12, while Tyler lands the highest new entry in Portugal's Top 20 albums with Best Beliefs arriving at 13.

● Stevens' Norwegian success means he is outclassing two rather more contemporary UK charters with new solo releases. Topper Head Music by Suede leaping 21 places to 18 and Gomez's Liquid Silk entering at 11. Letitia's Affix Sling is the singles chart's highest new entry at 11. The Suede album makes an impressive climb elsewhere in Scandinavia, reaching 29-20 in Norway, where another domestic act A Teens are preventing Smoke from claiming the number one album spot.

by Paul Williams  
Virgin Records is counting on the next six weeks to transform Melanie C from Sporty Spice into a fully-fledged solo star.

Today (Monday) sees the start of an intense period of promotion for the singer, who is performing in her home city of Liverpool before setting off on a tour that will stretch across Europe into North America, Asia and Japan and as far as Australia. By the end of the tour—which will be combined with an exhausting round of TV, radio and press interviews—she may well be claiming the title Stamina Spice, as rehearsals will then begin immediately for the Spice Girls' December dates.

To add to her workload, there is also the small matter of progressing with the group's third album.

Given the volume of the singer's other commitments, Virgin interna-

tional marketing manager Bart Cools says the company really has to make the most of her availability in October to support her forthcoming debut solo album Northern Star.

"It's a hectic month, but she likes performing. In most countries she does two days, one promotion and one playing live," he says.

The six-week schedule coincides with the release today (Monday) of her first solo single, 'Goin' Down', whose tough qualities Cools admits proved a problem with radio programmers in Europe and the rest of the world until they heard the remainder of the album.

"Goin' Down has been used as an eye-opener for the album," he says. "Now everybody more or less knows there is going to be a Melanie C album and she looks different and sounds different. But in order not to scare off early Spice



Melanie C: intense promotion

Girls fans at radio people have been played at least a couple of tracks." Among those tracks previewed is the more radio-friendly title song, which will be released to radio on October 4 and will be issued as the next single.

In the US, Virgin is using the track to begin its campaign with the parent album—which is released in the

rest of the world around October 18—following in the first half of November. Airline concerts in New York and Los Angeles, support for the album there includes an appearance on the David Letterman show on November 8 and press interviews in magazines such as *Elle*, *People* and *Rolling Stone*.

Melanie C, whose schedule will also include presenting two prizes at Sydney's ARIA Awards on October 12, will be back on tour as a solo performer in January and February, with the promotional pit possibly taking an unusual twist later next year depending on the arrival date of the next Spice Girls album.

Virgin, which Cools says is hoping for an album from the quartet next year, could end up putting promotion for the Melanie C album on hold and then re-activating it later in the year to avoid overlapping with the group's next album.

The Pet Shop Boys are continuing to reap the benefits of the extensive promotion undertaken for their forthcoming Nightlife album (out on October 13) as the track New York City Boy becomes the highest new entry at 38 on Germany's airplay Top 50 this week. The airplay success of the record—which jumps from 19 to 14 on *fano's* countdown of the 20 biggest UK-sourced tracks on European radio—comes after the Parlophone act conducted more than 230 media interviews during six promotional days in London this summer as well as other promotion, including a launch party at Cologne's Popkorn in August. The duo, who began a US tour in October before going to Europe in November, were earmarked as one of EMI's UK-signed priorities for the coming few months at the company's worldwide conference earlier this month in Sardinia. Other acts highlighted include Joe Cocker, Eternal, Geri Halliwell, Paul McCartney, Pink Floyd, Queen, Superglass, Tina Turner and Robbie Williams.



## UK TOP 20 AIRPLAY HITS IN EUROPE

UK	EUROPEAN TOP 20	ARTIST (Label)
1	1	Summer Sun Texas (Mercury)
2	1	When You Say Nothing At All Ruonan Keating (Polydor)
3	2	Sing B Backstreet Boys (A&M)
4	3	Ain't That A Lot Of Love Simply Red (East West)
5	5	I Swear The World Today Eastwood (Epic)
6	7	Burning Down The House Toni Jones & The Cartoons (Gut)
7	4	Mid-Ohio Lovers Gail Halliwell (Sire)
8	8	If I Let You Go Westlife (RCA)
9	10	Feel Good Place & Small (Mushroom)
10	18	Melanie C Moving (Virgin)
11	12	Let's Get Together Cher (RCA)
12	13	It's My Giftin' Down Side (RCA)
13	9	Turn Around Places Small (Mushroom)
14	19	New York City Boy Pet Shop Boys (Parlophone)
15	15	Pier Federation Europe West The Six (Virgin)
16	12	Canoeed Heat Journey Project (S2)
17	11	Moving Superglass (Parlophone)
18	14	Francisco's Basement Junk (Nonesuch)
19	17	As Good As Gone Michael W. Smith & Blige (Epic)
20	16	What the Gonna Do Eternal (1st Avenue/EMI)

Chart shows the 20 most played UK-sourced tracks on Europe's charts from 1999-2000. See [www.chartwell.com](http://www.chartwell.com) for full chart. Source: GfK Chartwell

## GAVIN US ALTERNATIVE TOP 20

US	ALTERNATIVE TOP 20	ARTIST (Label)
1	1	Soar Tessa Ruth Hot Chickens (Warner Bros)
2	7	The Chemicals Between Us Back (Trauma)
3	4	Higher Creed (Vivacore)
4	3	Daphni's Cry Like (Blackstone)
5	2	What's My Age Again? Blink 182 (MCA)
6	6	Control My Back (Lava/Interscope)
7	8	Gone Goin' Dixie (Capitol)
8	10	Knockin' Limp (A&M/Interscope)
9	9	Learn To Fly Foo Fighters (RCA)
10	9	Can't Change My Mind Chris Cornell (A&M/Interscope)
11	13	Stuck In (RCA)
12	12	Days Of The New Empty (Interscope)
13	13	The Holy Anymore The Offspring (Columbia)
14	10	Shy My Sunlight Love (Epic/Warner)
15	16	We're In This Together Five Fingers (Nonesuch/Interscope)
16	16	Open My Eyes Link (A&M)
17	17	Down Stone Temple Pilots (Atlantic)
18	14	One Man Army Our Collective Soul (Gordian)
19	15	Center Tag La-Folay Marlene Bart Pigeonhead (Starfish/Star)
20	14	All Star Smash Mouth (Gordian)

Chart shows the 20 most played US alt alternative rock tracks on the US Alternative Top 20 chart from 1999-2000. Source: GfK Chartwell

## TOP UK AND UK-SIGNED SALES CHART PERFORMERS ABOARD

COUNTRY	Title/Artist (Label)	Chart pos.	UK
AUSTRALIA	single If I Let You Go (RCA)	3	2
	album By Request Boyzone (Polydor)	3	3
CANADA	single Can't Change My Mind Chris Cornell (A&M/Interscope)	7	8
	single Turn Around Places & Small (Mushroom)	29	23
FRANCE	album Bana Bana World Music (World Circuit)	9	2
GERMANY	single Summer Sun Texas (Mercury)	4	5
	album Bana Bana World Music (World Circuit)	1	2
ITALY	single Mid-Ohio Lovers Gail Halliwell (Sire)	7	6
	album Bana Bana World Music (World Circuit)	9	7
NETHERLANDS	single When You Say... Nothing At All Simply Red (East West)	5	6
	album Notting Hill Backstreet Boys (A&M)	3	2
SPAIN	single Summer Sun Texas (Mercury)	9	8
	album Notting Hill Backstreet Boys (A&M)	13	9
UK	single Yes We're In This Together Five Fingers (Nonesuch)	62	57
	album Yellow Submarine The Beatles (Parlophone)	15	15

© Source: UK Music Chart. See [www.ukmusic.com](http://www.ukmusic.com) for full chart. Source: GfK Chartwell

## AMERICAN CHARTWATCH

by ALAN JONES

Some rare good news from America, as the Yellow Submarine Songtrack by The Beatles (pictured) surfaces at number 45 on Billboard's albums chart. The new low comes after selling nearly 68,000 copies on its first week in the shops. It is the 42nd Beatles album to chart Stateside, among them the original Yellow Submarine, which reached number two in 1969. Yellow Submarine Songtrack is the second highest charting album of the year by a UK act, being beaten only by Def Leppard's number 11 album Euphoria, which dips 165-175 this week, although it has now crossed the 500,000 mark in some 15 weeks after its release.


Other UK acts on the chart are Fatboy Slim (93-91), Charlotte Church (116-120), The Chemical Brothers (123-134), Sarah Brightman (127-141) for the Andrew Lloyd Webber Collection and 147-151 for Eden, Eric Clapton (140-158), Phil Collins (139-159), The Moody Blues (171-195) and Silk Rick (162-200). Also appearing 192-167 last week, Boyzone's Where We Belong falls to number 180.

At the top of the chart, Dixie Chick's slip 4-1 to be replaced by rap star Eve, whose first solo album Let There Be...Eve debuts at number one with sales of more than 213,000. The 20-year-old New Yorker—full name Erykah Badu—is a member of the Rufus Wickers crew, and the strength of her debut took both dealers and Backstreet Boys by surprise. The latter had been expecting to fight hard to win back top billing this week, but all indications



were that they'd be toughing it out with Dr. Dirty Bastard, whose Nigga Please album debuts at a disappointing number 10. It may just be God's way of showing that crime does not pay—ODB has fitted in his album's recording sessions between several court appearances for misdemeanours, while the blameless Eve was herself a victim of crime back in July, when she was robbed of jewellery to the value of \$127,000 while preparing for the video shoot for her album's introductory single, Gotta Man.

On the singles chart, TLC still lead the way and Lu Bega jumps 6-4 but the good news is that there are two UK records in the Hot 100, with rickers Bush debuting at number 84 with The Chemicals Between Us. Phil Collins' You'll Be In My Heart continues its slow decline, slipping 57-62.



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## ITC quotes

"We went to see him performing at the Roxy and he was in his bikini!" Bob Marley manager Don Taylor on why the reggae giant insisted he drop Prince from his management roster

"I realised the other day that Ricky Martin's song is nicked off mine from the first EP 'Badly Drawn Boy' at the unlicensed interview, who proceeded to play a mix of his track and Livin' La Vida Loca acoustically

"Why are all you managers whingeing about us lawyers trying to negotiate you out of a management deal. Haven't you got any balls?" Lawyer Stephen Lee at the Who Needs A Manager When You've Got A Lawyer? panel

"As I was singing into a Dictaphone I remember watching the Strangeways riots" M People's Mike Pickering on how he wrote How Can I Love You More

"We always promised ourselves that we'd never do cabaret. But by the Seventies cabaret about wasn't cabaret. Robbie Williams — that's cabaret" The Marsebeats' Tony Crane on surviving after the Sixties

"I didn't know I was trying to get into the music business. I knew I was trying to eat" Don Taylor on why he started his career

"Lawyers are heavily trained to deal with facts and all things logical. The problem is there's nothing more illogical than an artist" Former IWF chairman John Glover on whether managers will replace lawyers

"There are a lot of male and female managers — and let's face it there are some good female managers — who work their nuts off" Dave Massey, Walk On The Wild Side

"There are no rules in music, but a few guidelines. And it's quite a good idea to do completely the opposite" Youth, producer (The Verve, Crowded House) and ex-Killing Joke bassist

"The trouble with alternative (music) is you end up with seven-and-a-half-minute songs" Echo & The Bunnymen frontman Ian McCulloch

"Get your databases sorted out as soon as you plug your amps in" Independent creative manager Tony Crean on website ownership

"I made a conscious decision to exploit the band's drug use. I felt it was a positive thing. We got a lot of mileage" Ex-Happy Mondays manager Nathan McCulloch at the panel on The Intelligent A&R Man's Guide To Rehab

"Doing it yourself (uploading MP3 files) is not objective. The human being is the best computer" Legendary producer Kim Foley on whether the Internet will kill the A&R scout

"Name [the A&Rs]. They should not be in this industry as A&R man if they called you for The Vegas Tones' phone number. Because any A&R man worth their salt should have seen them at The Barfly six months ago" Barfly promoter Nik Moore challenging Peoplesound.com who claimed that featuring the band on their site had prompted A&R interest. Peoplesound refused to name the A&R men

"Have I seen any of the bands? No, mate. I've got two kids at home with my mother-in-law. I'm just out to get loaded, you know what I mean?" Cost fanton John Power

## Creative bands make their mark at ITC's Unsigned competition

by Stephen Jones

While In The City undoubtedly failed in attracting key music industry players among its 800-plus paying delegates to Liverpool, its Unsigned arm succeeded in providing some of the convention's best music in at least three years.

It may not have matched the class of 1995, which saw Pizzaboi and Kula Shaker draw level in the final of the unsigned showcase competition, but more creative-minded acts, rather than a straightforward collection of Radiohead and Beck soundalikes, managed to come through.

Unofficially — organisers remain insistent ITC is no longer a competition — the panel of judges voted New Tellers first, followed by Tom Ewings, Dirtbox and Amsterdamm. New Tellers was unseated by former members of Underflow who appeared at ITC two years ago in Glasgow — eventually turned up too late at the closing party on Tuesday night to hear that they had won and were meant to be playing. Organisers, who had tried to reach them all day, learned how the band had packed up, thinking nobody had lived their diverse and experimental gig. — frontman David Brown, who with brother Peter forms the act — the other members quit after submitting their tape to ITC but before playing what was their first ever gig last Monday — said late last week: "There is no band. Everyone really fell for it. Do you know anyone who can answer the anonymous messages we have received? I don't know what we'll do."

West Country schoolboys Tom Ewings are managed by Philip Tennant (who also handles



Tom Ewings: rare star quality

The Waterboys' Mike Scott) and have been published by Carin Music for almost a year. With an average age of 17 and distinct experience they projected their Smashing Pumpkins-meets-Lenny Kravitz sound with a rare star quality. Dirtbox were one of the most creatively refreshing acts to have performed during the past three years, not least in the eyes of The Sinks Partnership's Penny Ganz (Underworld, Echo & The Bunnymen) who took them on during the weekend. Formed just seven weeks ago, but clearly based on some ideas that have been in someone's head much longer, they could be described as Alabama 3-meets-Brian Van 3000. They comprise two keyboarders, frontman Steve and guitarist Chex — who have a connection with the Liverpool Institute of Performing Arts — plus a drummer, female bassist, DJ, a 50-year-old side guitar/blues harmonica player and a seven-piece white female gospel choir.

Pop/rock act Amsterdam, on the other



Dirtbox: refreshing

hand, turned out to be members of former MCA signing Pele singing some old and new material. Frontman Ian Prowse's lyrics are still worth a listen — the band closed with a humorous anthem closing track that paid tribute to Paul Oakenfold and the Cafe Del Mar albums.

Members of the judging panel afterwards revealed that other acts who had nearly made the grade included Scotland's Stylus Automatic, heavy rock band Breeze — who have been working with Hus And Cry's Greg Kane — and TwentySeven, managed by former Cay manager Carol Hodge.

Of the black unsigned acts, local rapper Kane and trio 35TYLE, average ages 25, impressed most, with the latter staying true to their US influences rather than trying to do a more pop flavour to impress the assorted A&R people present.

● Various ITC winners are playing London's Barfly at The Falcon this Wednesday/Thursday



Vega 4 (left) and The Vegas Tones

The first act to be signed after appearing at In The City Unsigned will most likely be London-based The Vegas Tones, who comprise Australian, Bulgarian and UK members. They have a strong image and tunes, and already have at least one label offer in the bag. It also surprisingly missed the finals. Or it may be shouty Welsh rock band Terris, in whom Blanco Y Negro's Geoff Travis has expressed interest.

Doncaster schoolboy thrash rock/trap band Plan B, who recently won a national battle of the bands competition at Nottingham's Rock City, were a winner for ITC director Phil Saxe the second they took to the stage in white overalls to the drone of a nuclear siren. Meanwhile... Hullabaloo... Boom... Boom Horsepower competed with Norway's Cheese cake Truck for the title of best named band.

Published and developed in relative secrecy by Walk On The Wild Side's Dave Massey — who signed Kula Shaker to his former employer HMV & Run after their 1995 ITC appearance — Scary Monsters turned out to be Duran Duran crossed with The Cult and Mansun. Clearly the most developed band to play at ITC, the only criticism was that the Liverpoolians seemed if anything a little too clinical after only their second gig. Unfortunately, their popularity was such that the mobbed venue's doors were closed before four of the judges made it in, and the pair that did claimed to be unable to see the band over people's heads. It was then decided that it would unfair for those reasons to judge them, and Scary Monsters failed to make it into the final count of the Unsigned competition.

The former turned out to be a rock band from the Dennis Smith-owned Sawmills Studios which has produced Supergrass and Muse.

Other acts which deserved interest include: female rock act Lelie, managed by Mark Beder (D'Ream, Nasse Hooper); the Smiths-meets-Travis-sounding Assembly Communications; Sweden's The Mopeds, managed by Carl Marcantonio; former 410 act Shues, who have emerged as an electronic pop act; Uma; young Norwegian band Fat Foursome; music press darlings New Electric; groovy if uncharismatic Genic; and kitsch indie band Sitt, managed by Ballistrax manager Anna Hildur.

At the acoustic unsigned show it was the Kashmiri Club night — and in particular Catherine Porter — which gained most A&R attention, but there were other gems, such as the soft signed outfit Rosie Brown. The black unsigned side gained in strength with male vocal harmony act and Moby beat unsigned nominee 14.7, managed by Erskine Thompson until his death in January, and De Marvies, who has worked with D'Influence. But it may be Yvonne Newman who outpaces them all, with veteran manager Don Taylor name checking her in one conference session and promising to take her material to the US.

Although the Unsigned Contest has been the focus for many in The City delegates in recent years, some A&R people felt they saw the best acts off the bill, proving that there is in The City life on the fringe.

Relstar's Monk & Cantella emerged from their trip top beginnings to enter firmly — and perhaps curiously — into thrash metal territory, even if their energetic set at the Fluke & Firkin was interrupted mid-set by someone asking for a birthday request for her friend.

The unsigned-not-competing Vega 4, an unashamed mix of Stereophonics and Radiohead that has developed well — guided by manager Fran Cotton, better known as Mercury's legal & business affairs director — offered one of the week's finest performances.

Local Liverpool label Invicta H-F-I also turned in two very different acts in the shape of the promising lo-fi electroacoustic Ledytron and the northern soul Hayley's Cake fronted by a Sonias-meets-Lulu lookalike.

And the first live reformation of The Farm's Keith Mullen and Peter Hooton as Hunkpapa — handled by Hug Management (who also handle Space) — proved perhaps the most curious gig.

**A&R**  
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P9AA

The presence of The Beatles' "Yellow Submarine Songtrack" in the Top 10 a week ago and platinum sales this year for a Dean Martin best are evidence enough of the still crucial role that EMI's glorious past plays in its current and future profiles.

Add to that an autumn schedule whose highlights include a live version of Pink Floyd's *The Wall*, a Nat King Cole retrospective and a third Queen best of, and the continuing importance of the company's greatest-ever recordings to the balance sheet is further emphasized.

But for EMI's president/CEO Tony Wadsworth the past is all being sold too cheaply these days. And one of the issues he raised in his address to the company's conference at London's Ima Cinema last Tuesday (September 21) was the "undervaluing" of music, with CD prices now lower in real terms to the consumer than in 10 years ago.

"It breaks my heart to see the album of the millennium, Sgt Pepper, being sold at \$9.99 more often than not," he said, "and it confuses the hell out of consumers who don't understand why legendary albums such as Sgt Pepper or Dark Side Of The Moon aren't more expensive than other albums. It perpetuates the myth that most CDs are overpriced and that's not good for any of us," he said.

Wadsworth stressed he was not pointing the finger at retail alone on the issue, but instead called on everyone to work together to solve the problem. "We need to find new ways of selling music,"

especially catalogue, not just using price as the main tool," he said.

Wadsworth's words of concern came during a generally upbeat speech in which he noted his company had scored better as many Top 10 singles and albums in the year to date compared with the same period in 1998.

Last year, which saw the sudden departure of president/CEO Jean-Francois Decillon followed by that of EMI UK managing director Neil Ferris, one artist at least kept the company's musical hopes alive: Robbie Williams. And it was Williams again who gave EMI

its first notable success of 1999 with a record-breaking six Brits nominations which turned into three awards.

Almost 12 months after the release of I've Been Expecting You, the singer takes his place again in an EMI autumn roundup with the double A-side release on November 8 of the album's *She's The One* and brand new track "It's Only Us."

Efforts are also continuing to break him in the States where Angels is being released as a single on November 16. "The US company, Capitol, has been working Robbie very hard this year,"

EMI-Chrysalis managing director Mark Colten told the conference.

"They've made a fair amount of progress with Millennium, while last week Angels was the most-added record at CHR." Having turned Williams from

Jamella: hot tip contemporary, radio-friendly songs. Released

through Spice Girl's new Brooks film project, it will be previewed by single *Lost in You* on October 18.

**GERI HALLIWEL: Lift Me Up — EMI (November 1).** The only present or former Spice Girl to have an entirely solo number one, Halliwell returns with this single from Schizophonic, which has now shipped more than 1.5m units worldwide.

**ETHELIA: Eternal — EMI (November 1).** Duo producers and writers the calibre of Dexter Simmons (Brandy, Mary J. Blige, Monica) and Steve J (Puff Daddy, Notorious B.I.G.) have been brought on board for the first album featuring just sisters Easter and Vernie Bennett. The album's first single "What Cha Gonna Do Is Out on October 13.

**SUPERBASS: Mary — Parlophone (November 1).** Mary is the third single from their self-titled third album which was yesterday (Sunday) challenging for a top three place. A UK tour starts on October 14 in Liverpool.

**VARIOUS ARTISTS: Best Of Band — EMI Catalogue (November 1).** A £500,000 campaign will back the release of this 12-track album which comes in the midst of Bond fever with ITV completing its run of all the 007 films, a Wembley Bond concert with acts including Geri Halliwell and Shirley Bassey on October 24 (aired by ITV on November 6) and November the new movie, *The World Is Not Enough*.

**TINA TURNER: Twenty Four Seven — Parlophone (November 1).** ITV will be scouting the singer with a Happy Birthday Tina special on November 27 following the release of this first album since *Wildest Dreams*. Brian Rawling and Absolute are among those contributing to the album, previewed by the single *When The Heartache Is Over* out on October 18.

**MARLEA: Thinking 'Bout You — Parlophone Rhythm Series (November 1).** The much-lapsed 18-year-old returns with this single ahead of her debut album in late February.

# EMI: putting the right while embracing

Although it has a rich heritage, you can't accuse EMI's Tony Wadsworth



Wadsworth: the past is being 'undervalued'

Halliwell: third single from 1.5m

being an ex-Tate that member into a top superstar. Colten and his team have been undertaking a similar mission with one-time Ginger Spice Geri Halliwell, whose solo chart career began in May with the number

two hit *Look At Me*, and who then went better in August with *My Chico Latino*, which helped her album *Schizophonic* to return to the Top 20.

The Latin-flavoured song is one of three

**BLUR: No Distance Left To Run — EMI/Parlophone (November 8).** The album 13's third single will feature in a special *Blur* performance on December 12 at Wembley Arena where the band will perform all their hits. A *Blur* South Bank Show TV special will go out in November.

**QUEEN: Greatest Hits III — Parlophone (November 8).** Released four days after a Channel 4 *Queen For A Night* special, this retrospective features Queen hits not included on the first two best-ofs, solo tracks and one-offs with names such as George Michael and Elton John.

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**NAT KING COLE: The Ultimate Collection — EMI Catalogue (November 8).** EMI Catalogue will be looking to follow its unexpected platinum success with Dean Martin with a similar focus on Cole, supported by Quality Street featuring his version of *On The Street*.

Where You Live in a TV commercial and the track itself given away on a CD to 500,000 sweet tins.

**ROBBIE WILLIAMS: She's The One's Only Us — EMI (November 8).** Keri Wallinger's McCarryneque ballad is coupled with the brand new "It's Only Us" to help to boost

further sales of the now seventimes platinum I've Been Expecting You. The new song features in Sony PlayStation's *Fifa 2000* game, while Sega has adopted *She's The One* for *Dreamcast*.

**BEASTIE BOYS: Anthology — Grand Royal/Parlophone (November 15).** The Beastes' entire career, including rarities, will be included on this 42-track double album retrospective.

**RUN LOVIN' CHAMBLISS: Nimrod — Chrysalis (November 15).** In between their second and third studio albums comes this "loungy" collection of rarities, B-sides and two new tracks, all supported by a UK tour starting at London's Britton Academy on November 26.

**ALICE DEEJAY: Back In My Life — Positive (November 22).** The single follows up Better Off Alone, her collaboration with DJ Jurgan, which reached two and spent seven weeks in the Top 10.

**IV ANGELO: Voodoo — Colloempo (November 22).** Billed by the artist himself as "an urban OW Computer", this follow-up to his 1995 debut *Brown Sugar* features collaborations with Lauryn Hill, Redman and Method Man.

**VENGABOYS: Kiss (When The Sun Don't Shine) — Positive (November 22).** The Dutch act follow consecutive number ones with this brand new single which will pave the way for a new album in the autumn.

**CUBAN BOYS: C Yo! — EMI Commercial Marketing (November 22).** The band were signed after appearing on a *Tip Sheet* CD and have seen this single become a most requested track on John Peel's *Radio One* show since the *Sex Pistols*: *God Save The Queen*.

**PINK FLOYD: The Wall Live — EMI (December 1).** The Wall's 20th anniversary is marked by the release of this live version of the classic double album, recorded at London's Earls Court in 1980. BBC Radio 2 and TV specials featuring interviews with Roger Waters and David Gilmour are being developed to accompany the release.

**Tina Turner: new album**

## SINGLES CHART SCORES

	No 1s	Top 10s	Top 20s	Top 40s	Total
EMI-Chrysalis	2	7	6	6	21
Parlophone	0	2	9	3	14
EMI Comm.	1	2	0	0	3

Figures cover 1999 releases' highest chart positions in the 35 weeks to w/e 28/8/99 (Vengaboys' *We're Going To Ibiza* is not included after this period). EMI's market share for the chart year was 11.6%, making it the third biggest corporate group. EMI-Chrysalis, the second biggest company, contributed 8.1% to this. EMI Commercial's share is split evenly between EMI-Chrysalis and Parlophone. Source: MW



Jamella: hot tip contemporary, radio-friendly songs. Released

through Spice Girl's new Brooks film project, it will be previewed by single *Lost in You* on October 18.

**GERI HALLIWE: Lift Me Up — EMI (November 1).** The only present or former Spice Girl to have an entirely solo number one, Halliwell returns with this single from Schizophonic, which has now shipped more than 1.5m units worldwide.

**ETHELIA: Eternal — EMI (November 1).** Duo producers and writers the calibre of Dexter Simmons (Brandy, Mary J. Blige, Monica) and Steve J (Puff Daddy, Notorious B.I.G.) have been brought on board for the first album featuring just sisters Easter and Vernie Bennett. The album's first single "What Cha Gonna Do Is Out on October 13.

**SUPERBASS: Mary — Parlophone (November 1).** Mary is the third single from their self-titled third album which was yesterday (Sunday) challenging for a top three place. A UK tour starts on October 14 in Liverpool.

**VARIOUS ARTISTS: Best Of Band — EMI Catalogue (November 1).** A £500,000 campaign will back the release of this 12-track album which comes in the midst of Bond fever with ITV completing its run of all the 007 films, a Wembley Bond concert with acts including Geri Halliwell and Shirley Bassey on October 24 (aired by ITV on November 6) and November the new movie, *The World Is Not Enough*.

**TINA TURNER: Twenty Four Seven — Parlophone (November 1).** ITV will be scouting the singer with a Happy Birthday Tina special on November 27 following the release of this first album since *Wildest Dreams*. Brian Rawling and Absolute are among those contributing to the album, previewed by the single *When The Heartache Is Over* out on October 18.

**MARLEA: Thinking 'Bout You — Parlophone Rhythm Series (November 1).** The much-lapsed 18-year-old returns with this single ahead of her debut album in late February.

**BLONDE: Most of All — The Best Of Deborah Harry — EMI Catalogue (October 4).** After the platinum success of Blonde's Atomic best of, EMI Catalogue takes its attention to Harry's solo years and will be backing the release with a remix of *I Want That* album, out on October 6.

**PAUL McCARTNEY: Run Devil Run — Parlophone (October 4).** Three Macca originals, including the title track, are combined with a mixture of classic and rarely-visited rock'n'roll gems, among them *No Other Baby* and *Brown Eyed Handsome Man*, which are coming out as a double A-sided single on October 25.

**PET SHOP BOYS: Nightlife — Parlophone (October 11).** The Village People-inspired New York City Boy previews the release of this seventh studio album, which features acts such as Fatliss's *Hollo*, Kylie Minogue and Craig Armstrong. The memorably-titled *You Only Tell Me You Love Me When You're Drunk* comes out as a single on December 6.

**JOE COCKER: No Ordinary Word — Parlophone (October 11).** Graham Gouldman and Billy Steinberg are among the songwriters contributing songs to this album, previewed by the single *Different Roads* on October 4.

**DIANA NASS: Every Day Is A New Day — EMI (October 25).** Previewed by the single *Not Over You Yet* on October 11, this album will be heavily pushed through TV appearances, including the National Lottery, *191 Friday*, *TOTP Live* and *Kicking and Itiv's* an Audience With... on December 14.

**GARTH BROOKS: In the Life of Chris Goluma — Capitol/Parlophone (November 1).** Country music's biggest-selling star albums with possibly the most surprising album of the year as he assumes the guise of *Games for this album of*



Robbie Williams

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## VIEW

supergrass's self-indulgy. Next year, a album from the head plus le Minogue and mention new light, Jamaica is Wadsworth of such artist currently libed as "pure was becoming ingly difficult to the "more m, adulted quality

and the retailers "We will to invest in types of artists with you new ways, at a local as well as national level, of supporting artist development at retail."

On a global level EMI is also pressing on with its push into new media with deals secured in the past few

months with Digital On Demand, Liquid Audio and Musicmaker.com. Within the UK company it has also just launched pulse365.com, giving retailers instant internet access to the latest information about their artists.

So, while the company will be partially looking to the past this autumn with the likes of Queen, Pink Floyd and Nat King Cole, it also has its eye firmly on the future as it continues to invest in both new talent and new technology.

Wozencroft and his team.

Among the emerging acts are Food/Parlophone's Idlewild, who were yesterday (Sunday) challenging for a second successive Top 20 hit, Beverley Knight - who has already pulled off such a feat - and 18-year-old Jamaica, who is one of the big emerging hopes of the UK R&B scene and has already collaborated with the likes of Beenie Man for her debut album due next year.

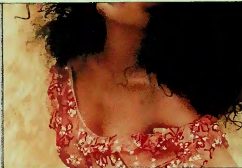
"She's a major songwriting talent in her own right," concludes Wozencroft. "This girl is a Lauryn Hill."

Two of Parlophone's biggest Nineties stars Blur and Supergrass have landed big albums again this year with 13 hitting

Figures cover 1999 releases' highest chart positions in the 35 weeks to w/e 28/8/99 (brackets denote compilation chart lists). EMI's market share for the half year was 11.6%, making it the fourth biggest corporate group. EMI-Chrysalis, the fourth biggest company, contributed 6.1% to this with Parlophone, the seventh biggest, contributing 4.8%. Both EMI Commercial and EMI TV's market shares are split evenly between EMI-Chrysalis and Parlophone. Source: MW



selling debut album



Ross: new set expected in EMI-Chrysalis's autumn line-up

number ones so far in 1999 for Collen's division, the other two coming from Dutch act the Vengaboys, who have driven dance label Postiva's most successful year to date.

Both Halliwell and the Vengaboys figure in EMI-Chrysalis's autumn line-up, which also sees the return of Eternal sisters Easther and Verne Bennett as a duo, plus new sets from D'Angelo and Diana Ross, and a live

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The presence of Gutormine Si week ago ant for a Dean Mart enough of the st glorious past pla profits.

Add to that an highlights includ Floyd's The Wall, retrospective an the continuing in great-ever rec sheet is further r

But for EMI's president/CEO T Wadsworth the p all being sold to cheaply these d And one of the it raised in his address to the company's confere

at London's Imi. Genes last Tuesday (September 21) was the "undervaluing" of music, with CD prices now lower in real terms to the consumer than 10 years ago.

"It breaks my heart to see the album of the millennium, Sgt Pepper, being sold at £9.99 more than now; and it confuses the hell out of consumers who don't understand why legendary albums such as Sgt Pepper or Dark Side Of The Moon aren't more expensive than other albums. It perpetuates the myth that most CDs are overpriced and that's no good for any of us," he said.

Wadsworth stressed he was not pointing the finger at retail alone on the issue, but instead called on everyone to work together to solve the problem. "We need to find new ways of selling music,

positions in the 35 weeks to w/e 28/9/90 (Vengaboys) We're Going To Ibiza is not included in EMI/Chrysalis' number one total as it charted after this period. EMI's market share for the half year was 11.6%, making it the third biggest corporate group. EMI/Chrysalis, the second biggest company, contributed 8.1% to EMI. Commercial's share is split evenly between EMI/Chrysalis and Parlophone. Source: MWM

Efforts are also continuing to break him in the States where Angels is being released as a single on November 16. "The US company, Capitol, has been working Robbie very hard this year," EMI/Chrysalis managing director Mark Collen told the conference. "They've made a fair amount of progress with Millennium, while last week Angels was the most-added record at CHR." Having turned Williams from

being an ex-Tek: That member into a solo superstar, Collen and his team have been undertaking a similar mission with one-time Ginger Spice Geri Halliwell, whose solo chart career began in May with the number

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Wadsworth: the past is being "undervalued"



Halliwell: third single from 1.5m

**BLONDIE: Noel All - The Best Of Deborah Harry - EMI Catalogue (October 4).** After the platinum success of Blondie's Atomic best of, EMI Catalogue turns its attentions to Harry's solo years and will be backing the release with a remix of I Want That Man, out on December 6.

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**GARTH BROOKS: In The Eye Of His Gaijnes - Capitol/Parlophone (November 1).** Country music's biggest-selling star emerges with possibly the most surprising album of the year as he assumes the guise of Gaines for this album of

contemporary, radio-friendly songs. Released after a forthcoming Brooks film project, it will be previewed by single Lost In You on October 28.

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**WARRIOR ARTISTS: Best Of Bond - EMI Catalogue (November 1).** A £500,000 campaign will back the release of this 18-track album which comes in the midst of Bond fever with ITV completing its run of all the 007 films, a Wembley Bond concert with acts including Geri Halliwell and Shirley Bassey on October 24 (aired by ITV on November 6) and in November the new movie, The World Is Not Enough.

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**BLUR: No Distance Left To Run - Food/Parlophone (November 8).** The album 13's third single will feature in a special Blur performance on December 12 at Wembley Arena where the band will perform all their hits. A Blur South Bank Show TV special will go out in November.

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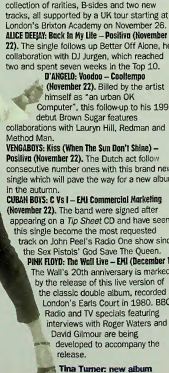
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Jamiea: hot tip



Robbie Williams



Tina Turner: new album

# Light price on history A brave new future

Worth of living in the past. Paul Williams reports from the conference



...selling debut album



Ross: new set expected in EMI-Chrysalis's autumn line-up

number ones so far in 1999 for Collien's division, the other two coming from Dutch act the Vengaboys, who have driven dance label Positiva's most successful year to date.

Both Halliwell and the Vengaboys figure in EMI-Chrysalis's autumn line-up, which also sees the return of Eternal sisters Easther and Vernie Bennett as a duo, plus new sets from D'Angelo and Diana Ross, and a live

version of Pink Floyd's *The Wall* to mark the album's 20th anniversary. Details of the album emerged last week as EMI also announced it had secured the worldwide rights to *The Wall* and four other Floyd releases. Previously it had only handled them within Europe.

Parlophone's two biggest autumn projects come from two of its most senior acts with a new studio album from Tina Turner and a third Queen best of which collects together highlights not featured on the first two retrospectives.

There are new albums, too, from elder statesmen Paul McCartney and Joe Cocker, but their presence perhaps masks what has been an important year of artist development for managing director Keith Wozencroft and his team.

Among the emerging acts are Food/Parlophone's lidewild, who were yesterday (Sunday) challenging for a second successive Top 20 hit, Beverly Knight - who has already pulled off such a feat - and 18-year-old Jamelia, who is one of the big emerging hopes of the UK R&B scene and has already collaborated with the likes of Beanie Man for her debut album due next year.

"She's a major songwriting talent in her own right," concludes Wozencroft. "This girl is a Lauryn Hill." Two of Parlophone's biggest Nineties stars Blur and Supergrass have landed big albums again this year with 13 hitting

number one in March and Supergrass's self-titled third set yesterday (Sunday) challenging for a top three place. Next year, meanwhile, could see a new album from the currently studio-bound Radiohead plus Parlophone debuts from Kylie Minogue and The Divine Comedy, not to mention new albums from the likes of Knight, Jamelia and lidewild.

During his opening address Wozencroft emphasised the importance of such artist development. With the chart currently dominated by what he described as "pure pop music", he noted that it was becoming increasingly difficult to develop the "more long-term, adult-orientated quality artist".

He told the retailers present, "We will continue to invest in these types of artists and hope to develop with you new ways, at a local as well as a national level, of supporting artist development at retail."

On a global level EMI is also pressing on with its push into new media with deals secured in the past few

months with Digital On Demand, Liquid Audio and Musicmaker.com. Within the UK company it has also just launched pulse365.com, giving retailers instant internet access to the latest information about their artists.

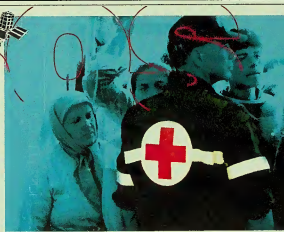
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## ALBUMS CHART SCORES

	No 1s	Top 10s	Top 20s	Top 40s	Total hits
EMI-Chrysalis	1	2	0	1	4
Parlophone	1	1	0	0	2
EMI Comm.	0	2	2	0	4
EMI Classics	0	0	0	1	1
EMI TV	0	5	0	1	0

Figures cover 1999 releases' highest chart positions in the 35 weeks to w/e 26/8/99 (brackets denote compilation chart hits). EMI's market share for the half year was 11.6%, making it the fourth biggest corporate group. EMI-Chrysalis, the fourth biggest company, contributed 6.1% to this with Parlophone, the seventh biggest, contributing 4.6%. Both EMI Commercial and EMI TV's market shares are split evenly between EMI-Chrysalis and Parlophone. Source: AIM

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**Bernard Butler**

**ORIGINAL CAST: The Lion King — Edel/Disney (out now).** The Grammy Award-winning original Broadway cast recording of the stage show which opened at London's Lyceum last week.

**GARY NORD: A Different Beat — Castle/Raw Power (September 27).** Guitar maestro supports new album with a UK tour in late October.

**VARIOUS: Still The Joint — Sugar Hill Remixes — Castle/Sugar Hill (September 27).** A celebration of 20 years of the Sugarhill label with contemporary mixes, available as a two-CD or four-LP set.

**COCTEAU TWINS: BBC Sessions — Bella Union (September 27).** Double CD of all the 4AD band's BBC sessions, including versions of two previously unreleased tracks.

**FREDDY FRESH: All Mixed Up — Smile (September 27).** Mixed by the breakfast supreme and featuring tracks by Kenny Gonzalez, Jaded and Big Muff.

**BIG COUNTRY: Driving To Damascus — Top Records (September 27).** New album by Scottish rockers includes single Fragile Thing featuring Edie Redler

which was A listed on Radio 2.

**RAE & CHRISTIAN: Mix & Move Presents — Mix & Move Live (late September).** Mix album includes tracks from Mr Scuff, DJ Spinn and Aim as well as a previously unreleased mix of Play On by Rae & Christian themselves.

**STONE ROSES: Anniversary Edition — Silverstone (October 4).** Double enhanced CD released to celebrate the 10th anniversary of the Stone Roses' influential debut album. Includes full-length videos and previously unseen clips.

**PHIL COLLINS & MARK MANCINA: Taron OST — Edel/Disney (October 11).** Soundtrack to Disney's latest full-length animation feature includes a Collins single backed by a raft of TV appearances.

**DAVID ESSEX: I Still Believe — Lamplight (October 11).** Latest

album of self-penned material, supported by radio and TV interviews, press advertising and a late autumn tour.

**KEVIN ROWLAND: My Beauty — Ozium (October 11).** Rowland's cross-dressing image is matched by an equally controversial selection of covers, replete with new autobiographical lyrics.

**DADDYLONGLEGS: Horse — Pussyfoot (October 11).** Producer extraordinaire Howie B adopts a new guise for the latest release via his own label.

**VORTEX: Pure Silk: A New Dimension — Pure Silk (mid**

**Phil Collins**

**October).** Featuring tracks by Moloko, Doolally and Masters At Work, the album is mixed by Karl "Tuff" Enuff and will be advertised on Kiss FM. Galaxy and Choice with TV ads in the Carlton region.

**MICHAEL HUTCHENCE: Michael Hutchence — V2 (October 18).** The album Hutchence was completing at the time of his death in November 1997, featuring contributions and production by artists such as Danny Saber and Gang Of Four founder Andy Gill.

**MARILLION: marillion.com — Castle/Raw Power (October 18).** New studio album will be supported by music press advertising and a UK tour of key cities in mid-November.

**KING CRIMSON: The Proteks — Discipline (October 18).** Released on Crimson founder Robert Fripp's independent label, the album will also be available as a four-CD boxed set.

**SNEAKER PUMPS: Splinter — Clean Up (October 25).** Guitarist Chris Corner takes on the mantle of lead singer on the follow up to gold album, *Becoming X*, includes the Top 40 single *Low Five*.

**A TRIBE CALLED QUEST: Anthology — Jive (October 25).** A definitive collection of tracks by one of hip-hop's most inventive acts.

Additional bonus CD of mixes includes a contribution by Norman Cook.

**MIDGE URE: Live In Concert — Strange Fruit (October 25).** Recorded at the Manchester Apollo in 1991 and featuring Ultravox and solo material including *Vienna* and *Dancing With Tears In My Eyes*.

**VARIOUS: Desert Island Discs III — Classics In Paradise — BBC Music (October 25).** Latest in

successful classical music series will be promoted by Sue Lawley and supported by a Classic FM campaign and national press advertising.

**RINING: Celtic Glory — Connoisseur (October 25).** Compilation focusing on the Celtic side of the Scottish band's output. Features tracks previously available only as CD singles or 8-discs. Supported by coverage in both the rock and folk press.

**STEPS: Stigmata — Jive (October 25).** The mighty quintet's follow up to the hugely successful *Step One*.

**BERNARD BUTLER: Friends And Lovers — Creation (October 25).** Trilled by single *You Must Go On* and backed by a short UK tour, the title track from *Friends And Lovers* was previewed in streamed Real Audio via Butler's own website.

**JUNGLE BROTHERS: VIP — V2 (October 25).** With fortunes revived by the return to old-school ethics, the Jungle Brothers deliver their latest slice of urban hip hop.

**VARIOUS: Fire & Skull — The Songs Of The Jam — Ignition (November 1).** Includes the first solo single by Liam Gallagher, a collaboration on Paul Weller's song *Carnation* with Steve Crook of Ocean Colour Scene. Other contributors include Noel Gallagher, Garbage, Beastie Boys and Reef, as well as Weller himself.



**Stone Roses**

# Diversity keeps Pinnacle on top

With releases ranging from pop to guitar rock, the indie distributor's schedule is looking to continue its success. By Paul Gorman

From the cut-and-out pop of Steps to the Cuban charm of the Buena Vista Social Club, the sheer diversity of music distributed by Pinnacle is one reason why the company has maintained its position as top dog in the world of independent distribution.

Another crucial factor is the savvy demonstrated in nurturing relationships with the right labels in the independent sector. "We tend to build on the diversity of releases and not prioritise any particular genre," says Pinnacle head of label management Susan Rush. "But we're not complacent about commercial success — we recognise that development of labels is a long-term project."

This time last year the company's supremacy was practically assured thanks to its position within the Zomba Group, which gave it access to a raft of Jive pop acts. In 1999, Jive has continued to prove itself as the world's premiere pop factory, consolidating the popularity of Backstreet Boys and Steps while creating a new global star in Britney Spears.

However, Pinnacle's momentum this year has not been sustained by Jive alone; it has also been boosted by blossoming relationships with other indies. Not least among these is V2, which has bucked the antithetical trend with the 300,000-plus selling number one album *Performance & Cocktails* by Welsh trio Stereophonics. At the same time, Brighton-based dance imprint Skint has defied the world's first big-budget superstar in Fatboy Slim, whose album *Right here, Right Now* has been almost alone in waving the flag for the UK across the Atlantic.

This year also saw the re-establishment of ties with Creation Records, after the record company's five-year sojourn with Vivaldi. This



**Steps: looking to build on their spectacular success**

group helped to consolidate further relations with sales and marketing partner 3MV, whose clients include Mushroom, which is also distributed by Pinnacle.

Another route to chart dominance has been supplied by Telstar's pop/dance imprint Pepper, which broke through this year with the critically and commercially successful *Groove Armada* and *Shanks & Bigfoot*.

Such acts have benefited from Pinnacle's involvement in Virgin Retail's listening post initiative *A Single Best Award*. "We use these to promote up-and-coming acts that will fuel our future," says Rush. However, she stresses that the company remains dedicated to the independent sector through initiatives such as its own *Seleccia* listening posts and the continuing *Recommended Retainers* campaign in *Maj* magazine.

Pinnacle's longstanding ties with US West Coast punk label Epitaph allowed the

company to give Tom Waits his biggest commercial success to date, with his *Mule Variations* set reaching number nine in the albums chart.

And the distributor has been a vital element in the quietest commercial success of recent years — that of the Buena Vista Social Club, the album by veterans of the Cuban music scene which has sold 1.5m-plus units globally for tiny indie World Circuit.

This autumn's big releases from Pinnacle include Steps' second album, *Stereophonics*, as well as new singles from fellow Jive stars Backstreet Boys & Kelly. The Jam tribute album on Ignition, the Sony Independent Network Europe-backed label owned by Oasis manager Marcus Russell, is stirring interest because it features the first solo release by Liam Gallagher, whose version of *Carnation* will be issued as a single. Meanwhile, one of the biggest influences on Oasis, the Stone

**SINGLES CHART SCORES**

	No 1s	Top 10s	Top 20s	Top 40s	Top 100s	Total
Jive	2	4	2	3	11	
V2	0	2	0	4	6	
Others	2	4	5	14	25	

Figures cover releases' highest chart positions in the 35 weeks to w/e 28/8/99. Pinnacle's market share for the half year was 13.3%, with a further 3.6% from 3MV making it comfortably the biggest independent singles distributor. In the UK singles chart, Jive accounted for 11.5% of the UK singles chart. Source: MW

**ALBUMS CHART SCORES**

	No 1s	Top 10s	Top 20s	Top 40s	Top 100s	Total
Jive	0	2	0	0	2	
V2	1	0	0	0	1	
Others	1	2	1	8	12	

Figures cover releases' highest chart positions in the 35 weeks to w/e 28/8/99. Pinnacle's market share for the half year was 6.1%, with a further 4.1% from 3MV making it the biggest independent albums distributor. Source: MW

Roses, are reappraised with a special 10th anniversary edition of their groundbreaking debut album by original label Silverstone.

As it celebrates the music of 10 years ago, Pinnacle continues to investigate online opportunities. Although it will not comment beyond discussing the company's website, which currently connects a large number of independent specialist retailers, undoubtedly it will not be alone in seeking to exploit its potential further.

## SINGLE of the week

**WYCLEF JEAN FEAT. BONO:** New Day (Columbia CSK42966). While initially sounding rather downbeat, this six-and-a-half-minute slice of Fugees-style hip-hop featuring U2's Bono on vocals has proved a grower on the *Music Week* stereo. Radio has been somewhat slow to pick up on its appeal, with Radio One only *C-listing* the track. But the high-profile pairing — and the fact that this will be released the Monday after Wembley's Net Aid concert — will ensure a hit. **GRADE:** B



**HEFNER: I Took Her Love For Granted (Top Pure PURE94CD5).** Yet another top-notch single from Hefner's *The Fidelity Wars* album, and Darren Hayman's love and twisted take on music is as sparkling as ever. With a growing fanbase and quirky amusing video, this single should see Hefner improve on previous sales. **SANTANA FEAT. ROB THOMAS: Smooth (Arista 743217094928).** A hit song, and in the US a Top 10 hit, but whether Matchbox 20's frontman Thomas has a high enough UK profile to back this track from the enthralling duets album *Supernatural* is unclear. Radio Two has *B-listed* it.

**DONNA SUMMER: I Will Go With You (Epic 6682092).** The pioneering disco diva — helped by producer Max Roach — returns with *Donna Summer's* *Time To Say Goodbye* from an MOR ballad into a dance anthem. **ETERNAL: What's Gonna Do (First Avenue/EMI/Chrysalis EMS52).** The first track in the new campaign was co-written by the duo with The Charlatans and has Radio One *B-list* support. It faces tough competition from their successors, Honeyz, released the same day.

**PRESENCE FEAT. SHARA NELSON: Sense Of Danger (Pagan PAGAN02005).** This rerelease of the club classic a new lease of life courtesy of choice remixes of Dave Sears, Futurehook and Lings of Tomorrow.

## ALBUM reviews

**BOONDOGS: PET SHOP BOYS: Nightlife (Parlophone 5218572).** The presence of Faithless's Rollo may have upped the dance factor, but otherwise this is very much business as usual for the PSBs. Craig Armstrong and Kylie Minogue guest on this exhilarating album which includes the Village People-style New York City Boy. All good stuff, but seven studio albums in, it may take something more daring to reawaken the wider public's interest.

**JOE COCKER: No Ordinary World (Parlophone 52309122).** One of Cocker's most satisfying collections in years, this combines new songs from the likes of Bryan Adams and Billy Steinberg and a selection of suitable covers, including a perky rewrite of Steve Winwood's US Top 10 hit *While You See A Cherise*.

**VARIOUS: Warp 10+1 Influences/Warp 10+2 Classics/Warp 10+3 Remixes (Warp WARP0067/68/69).** To celebrate its 10th birthday, the Sheffield label releases three double CD sets. The first includes acid house classics from Phuture and Model 500; the second compiles the label's earliest groundbreaking singles, with acts including LFO and Nightmares On Wax; while the third features remixes by Mogwai and Stereolab among others of tracks from acts such as Sabres of Paradise and Aphex Twin. **CUBE: Fast Food (Polydor 559 971-2).** This Leeds teen four-piece bear themselves with an authority and poise far beyond their years on this debut album. Like a less worthy Stereophonics with some Queen high

## ALBUM of the week

**JAMES: Millionaires (Mercury 5463862).** After the double-platinum success of his surreal album *Jesus*, James topping *Best Of* collection, James return in a confident mood with the lush sounding *Millionaires*. Co-produced by Brian Eno, the album boasts many different styles from the catchy pop of *I Know What I'm Here For* to the anthemic *We're Going To Miss You* to the darker *Someone's Got It In For Me*. With the next single *Just Like Fred Astaire* making a strong showing at radio, this album should become one of their biggest sellers.



camp thrown in, Cube may not be rewriting the book, but they certainly produce an enjoyable melodic guitar racket. **LONGPGIS: Mobile Home (Mother MUMCD09901).** Since bursting on to the scene in 1996 with their *The Sun Is On Ten* album, Longpgis have been quietly trying to break the States. Where that album was all power and emotive choruses, they have melted on this follow-up. It is a darker, more moody affair and, with the exception of current single *Blue Skies*, it rarely raises itself above a sombre pace. **SPACE BROTHERS: Shine (Manifesto 5463132).** While the Space Brothers duo are normally associated with uplifting vocal trance, such as their Top 40 hits *Shine*, *Forgiven* and *Legacy*, their debut album shows a welcome diversity. The package includes a Paul Oakenfold remix CD. **PHIL COLLINS: Tarzan OST (Walt Disney/Edel 0102472 DNY).** This epic soundtrack is written by Mark Mancina, responsible for the 10m-selling *Lon King OST*. You'll be in My Heart will be released as a single on

October 25, while the movie is released three days earlier. **WHEAT: Hope And Adams (City Slang 05726-2).** The Massachusetts four-piece follow their debut *Medeiros* by creating the best alternative rock limited-edition release of the year. Joining the dots between *The Velvets*, Paul Simon and Neil Young through CBS95 and post-punk to post-rock. Wheat meet dad guitars and percussion with a cool melodic sensibility. **GARY BARLOW: Twelve Months, Eleven Days (RCA 74321702182).** Had this record been released at least a year — if not two years — ago, it would undoubtedly be more of a splash. Unfortunately, Barlow still seems aimed at the younger pop market when his core audience is somewhat older.

## Hear new releases

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

This week's reviewers: Dugald Baird, James Brown, Scott W Burns-Smith, Michael Byrne, Tom FitzGerald, Stephen Jones, Sophie Moss, Nick Tescio, Simon Ward, Paul Williams, Adam Woods and Martin Worster.

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## SINGLE reviews

**BOONDOGS: KID ROCK: Cowboy (East West AT0076CD).** Mixing hip-hop beats with a twang guitar hook, this Detroit-area rapper has already reached platinum in the US with his album *Devil Without A Cause*. Now, backed by a Radio One *B-listing*, he could follow in the footsteps of the offprints in winning over the UK.

**BUFFALO TOM/LIAM GALLAGHER & STEVE CRADOCK: Going Underground/Carnation (Ignition IGNSC116).** This double A-side from the Jam tribute album *Fire & Skill* (released November 1) features new versions of two Jam classics. Buffalo Tom head downturns, resulting in a more enjoyable track than Gallagher & Cradock's introspective cover. The tracks are picking up some national daytime radio and, with the names involved, a high chart placing is not out of the question.

**HONEYZ: Never Let You Down (1st Avenue/Mercury HN2004).** The first release to feature new member Mariama Goodman, this continues in Honeyz' typical catchy pop/R&B style. It has been *B-listed* at both Radio One and Radio Two. **ATB: Don't Stop (Sound Of Ministry MOSDC5134).** Following the platinum chart-topping success of 9PM (*Till I Come*), Andre Tanneberger is back with another crossover hit. Combining a catchy melody with euphoric synths and a female vocal, it should see chart success.

**JAY-Z: A Girl's Best Friend (Epic XPCD2399).** Following his top three hit with *Hard Knock Life*, Jay-Z provides more rough-and-ready rapping over a skippy beat with a catchy female vocal on the chorus. Although not as instant as its predecessor, it is accessible enough for a high chart placing. **PAUL VAN DYK: Another Way (Avenue/Deviant DVNT34).** The German DJ and producer returns with a melodic track to follow his Top 30 hit *For An Angel*. The flip is a driving trance tune which has topped the *MIB* Club Chart and received airplay from Radio One's Pete Tong and Judge Jules. **MICHAEL HUTCHENCE: A Straight Line (V2 VVR5010773).** The late Hutchence's punchy return from beyond the grave is typically sparse guitar-driven rock, with a touch of Primal Scream-style gospel backing thrown in. Residual interest in the singer's life should ensure a moderate hit.

**BIG TIME CHARLIE: On The Run (Inferno COFER18).** Laying the classic *Sin Of A Gun* vocal over a disco loop similar to Pete Heller's *Big Love*, this house track seems to have all the ingredients of a crossover hit. Radio One has backed it with a *B-listing*. **STEPS: After The Love Has Gone (live) (Real 0519462).** An obvious hit in time for Steps' sell-out UK arena tour, its biggest downfall is perhaps that its Chinese-inspired video contains the hardest dance yet for fans to mimic. It is on Radio One's *C-list*. **911: Wonderland (Virgin VJSD1755).** The boy band hook up with producer Steve Haskin (*Take That*, *Eternal*) for this mid-tempo pop/R&B outing. Whether or not their fanbase has been damaged by claims they are splitting remains to be seen, but their track record of hits is enviable. **MUSIC WEEK 2 OCTOBER 1999**

TOP 75

Chart entries 1-37 with columns for Rank, Title, Artist (Producer), Publisher, Label, CD/Cass (Distributor), and 7/12. Includes songs like 'Blue (Da Ba Dee)', 'S Club Party', 'Man! I Feel Like a Woman!', 'Mambo No 5 (A Little Bit of...)', etc.

Chart entries 38-75 with columns for Rank, Title, Artist (Producer), Publisher, Label, CD/Cass (Distributor), and 7/12. Includes songs like 'What's My Age Again?', 'Supersonic', 'Tell Me It's Real', 'The Kids Aren't Alright', etc.

As used by Top of The Pops and Radio One

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2 OCTOBER 1999

# CHART COMMENTARY

by ALAN JONES



**SINGLE FACTFILE**  
 Shania Twain's *Come On Over* album yields its fifth hit single this week, as *Man! I Feel Like A Woman!* debuts at number three, equalling Twain's highest chart position, as achieved by *That Don't Impress Me Much*. The latter single, meanwhile, ends its 19 week residency in the Top 40 this week, siding 34-45. The other hits from *Come On Over* are *You're Still The One* (number 10), *When (number 18)* and *From This Moment On*

(number nine). *Man! I Feel Like A Woman* spent the early part of last week in even loftier orbit, holding second place, but was eventually overtaken by *S Club 7*'s *S Club Party*, which sold 84,000 copies compared to 80,000 for *Man! I Feel Like A Woman!* Twain has sold over 840,000 singles in the UK this year, the sixth highest tally of any artist. Among female soloists, only Whitney and Britney have sold more singles in 1999.

**E**ffel 65's *Blue (Da Ba Dee)* completes its second week at number one, achieving a comparatively easy victory, with its tally of more than 164,500 sales proving slightly greater the number two and number three singles added together. *Blue* has sold in excess of 390,000 copies in a fortnight, and is destined to become one of the year's biggest sellers not just here but just about everywhere it has been released. It is currently number one in no fewer than nine other European countries, namely Austria, Belgium, Denmark, Finland, Germany, Ireland, Norway, Sweden and Switzerland. Its strength here deprives *S Club 7* the opportunity of having their second straight number one, with *S Club Party* having to settle for runners-up spot.

The first artist and possibly only artist to sell two million singles this year will be Britney Spears, whose third single (*You Drive Me Crazy*) debuts at number five this week, with sales of more than 63,000

**MARKET REPORT**

**TOP 10 COMPANIES**

1	Polygram	15.5%
2	WEA	15.2%
3	Mercury	9.5%
4	EMI/Chrysalis	8.8%
5	RCA	7.2%
6	Jive	6.3%
7	Edel	4.9%
8	Universal-Ireland	4.2%
9	Columbia	3.0%
10	Defected	2.9%
Others		22.5%

**TOP CORPORATE GROUPS**

1	Universal	31.3%
2	Interscope	20.8%
3	Warner	17.8%
4	Virgin	2.9%
5	Sony	5.4%
6	BMG	9.7%
7	EMI	11.7%

**SALES UPDATE**  
 VERSUS LAST WEEK: -9.9%  
 YEAR TO DATE VERSUS LAST YEAR: +0.1%

**PERCENTAGE OF UK ACTS IN THE CHART**  
 UK: 46.7% US: 25.3% Other: 28.0%

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

copies. Britney has sold more than 1.9m singles so far this year, with her debut chart topper - and the year's runaway best-seller -

...Baby One More Time topping 1.44m, and the number three follow-up *Sometimes* topping 400,000 sales to date.

Thirty years ago this week, Creedence Clearwater Revival were number one with *Bad Moon Rising* and David Bowie entered the Top 20 for the first time with *Space Oddity*. The former are long gone, but Bowie returns to the Top 20 again this week, debuting at number 16 with *Thursday's Child*. It's his 61st hit in all, enough to place him fourth in the all-time hit league. Occupying seventh place in the same table, with 54 hits to their name, are *Status Quo*. They've had more hits than any other group, but their latest single *Twenty Wild Horses* is their 12th in a row to fall short of the Top 20 - and it does so by some distance, debuting at number 52 with just over 3,260 fans turning out to buy it last week.

Former *Etteral* star Kélie Bryan has her solo chart debut this week at number 14 with *She's Not From Heaven*. She's the second member to go solo, following Louise who launched her career exactly four years ago with the number eight hit *Light Of My Life*.

## INDEPENDENT SINGLES

This	Last	Title	Artist	Label (distributed)
1	1	SUN IS SHINING	Bob Marley vs Funkstar De Luxe	Club Tonic 096695 CLU (P)
2	NEW	YOU DRIVE ME CRAZY	Britney Spears	Jive 652082 (P)
3	2	BURNING DOWN THE HOUSE	Tom Jones & The Cardigans	Gut CD007 26 (V)
4	3	SING IT BACK	Mikolaj	Echo E5352 82 (P)
5	NEW	SPANISH DANCE TROUPE SHINING & HAPPINESS	Gloria's Zoptic Mynx Martina Beggars	Banquet MNT 4720 (V)
6	4	I WOULDN'T BELIEVE YOUR RADIO	Daryl Pandy/Henro's Subwerk	Asmi AZN7043 183 (V)
7	5	EVERYTHING WILL FLOW	Stereophonix	V2 VVR 500823 (3MV)(P)
8	6	SOMETIMES	Nude NUD 45201 (3MV)	Jive 652082 (P)
9	NEW	PARTY STARTED RIGHT	Firewall	Pepper 6520402 (P)
10	11	RENDEZ-VOU	Basement Jaxx	XL Recordings XLS 1100 (V)
11	NEW	COPA	Hell	V2 VVR 500823 (3MV)(P)
12	NEW	NOT STOP	ATB	Club Tonic CLU 66068 (Import)
13	10	U SURE DO IT	St-Like	Fresh FR5HD 10 (3MV)(P)
14	7	GAMEMASTER	Lost Tribe	Hooj Chooj HOOJ 8102X (V)
15	NEW	BOOMIN' BACK ATCHA	Freq Nasty ft. Phoebe One	Botch & Scarper B05C 802 (SRD)
16	NEW	TOUGH AT THE TOP	E2 Rollers	Moving Shadow SHADOW 120C (SRD)
17	9	BEST FRIENDS	Toy-Box	Edel 065245 ERE (P)
18	8	DO YOU WANNA GO OUR WAY???	Public Enemy	Pias Recordings P1ASX 065203X (V)
19	12	ITZ TRUMPET THING	Mozzato Vs The Trumpet Man	Serious SER9 81020 (V)

## PEPSI Chart

This	Last	Title	Artist	Label
1	1	BLUE (DA BA DEE) EFFEL 65	Creedence Clearwater Revival	Parlophone
2	2	S CLUB PARTY (Club 7)	S Club 7	Polygram
3	NEW	MAN! I FEEL LIKE A WOMAN!	Shania Twain	Mercury
4	4	MAMBO NO 5 (A LITTLE BIT OF...)	Lou Bega	RCA
5	5	YOU DRIVE ME CRAZY	Britney Spears	Jive
6	6	SUN IS SHINING	Bob Marley vs Funkstar De Luxe	Club Tonic
7	7	WE'RE GOING TO IBIZA	Vanessa Paradis	Parlophone
8	8	THE LAUNCH DJ	Janet Jack	EMI
9	9	GET GET DOWN	Paul Johnson	Defected
10	10	MICKEY LULLY	Lulu	Parlophone
11	11	BURNING DOWN THE HOUSE	Tom Jones And The Cardigans	Eel
12	12	MUCHO MAMBO	SWAY Shaft	Wendyhouse
13	13	UNPLEASANT	E2	Lafayette
14	14	SING IT BACK	Mikolaj	Echo
15	15	FRIENDS FOREVER	Thunderbugs	1st Avenue/EMI
16	16	BALAMOS	Enrique Iglesias	Interscope
17	17	WHEN YOU SAY NOTHING AT ALL	Enya	Polygram
18	18	BETTER OFF ALONE	Enya	Polygram
19	19	MY GUESS	LATINO	EMI
20	20	SUMMER SOUL	Sheryl Crow	Mercury

This	Last	Title	Artist	Label
21	21	LOVIN' LA VIDA LOCA	Robi Maric	Columbia
22	22	EVE GOT YOU	Yolande Bouchard	Interscope
23	23	DRINKING IN LA	Los Vatos 2000	Capitol
24	24	WY DOES IT ALWAYS RAIN ON ME?	Travis	Independents
25	25	GENIE IN A BOTTLE	Christina Aguilera	Capitol
26	26	AIN'T THAT A LOT OF LOVE	Single Red	Epic
27	27	IF YOU HAD MY LOVE	Jennifer Lopez	Columbia
28	28	BEAUTIFUL STRANGER	Christina Aguilera	Mercury
29	29	THAT DON'T IMPRESS ME MUCH	Shania Twain	Mercury
30	30	MOVING SUPERSTARS	Parlophone	Parlophone
31	31	I WOULDN'T BELIEVE YOUR RADIO	Stereophonix	XL
32	32	SUMMER GELS UP	Enya	Interscope
33	33	MY LOVE IS YOUR LOVE	Whitney Houston	A&M
34	34	THERE SHE GOES	Angie Stone	Mercury
35	35	I SAVED THE WORLD TODAY	The Rhythmites	Capitol
36	36	2 TIMES AS LONG	Enya	Synergistic/London
37	37	SHE'S SO HIGH	Janet Jack	EMI
38	38	NOT OVER YOU YET	Britney Spears	EMI
39	39	STRANG NEW DAY	Enya	A&M
40	40	HIGHER THAN HEAVEN	Enya	1st Avenue/EMI

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

**singles**

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**MASTER ROOM/777**

**MASTER ROOM/777**

**MASTER ROOM/777**

**MASTER ROOM/777**

**MASTER ROOM/777**

**1 WE'RE GOING TO IBIZA!**

1	MAMBO NO 5 (A LITTLE BIT OF...)	Lou Bega	RCA
2	THE LAUNCH DJ	Jean	AM/PA
3	MICKEY LULLY	Lolly	Polydor
4	FRIENDS FOREVER	Thunderbugs	First Avenue/EMI
5	MUCHO MAMBO	SWAY Shaft	Wendyhouse

TOP 75

Table with 4 columns: Rank, Artist (Producer), Title, Label/CD (Distributor), Cass/Vinyl/MD. Contains entries 1-50.

Table with 4 columns: Rank, Artist (Producer), Title, Label/CD (Distributor), Cass/Vinyl/MD. Contains entries 51-75.

TOP COMPILATIONS

Table with 4 columns: Rank, Artist (Producer), Title, Label/CD (Distributor), Cass/Vinyl/MD. Contains entries 1-20.

ARTISTS A-Z

Table with 4 columns: Artist Name, Rank, Weeks, Sales. Lists artists from A to Z.

2 OCTOBER 1999

## CHART COMMENTARY

by ALAN JONES

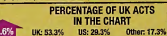
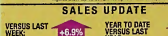
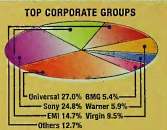
Letfield's impressive debut is tough luck on Shania Twain, whose Come On Over album loses pole position after three weeks despite attaining its highest ever weekly sales last week. It's only just its biggest week – it sold an estimated 70,388 compared to 70,072 the previous week – but it takes the five hit album to the 910,000 sales mark, a total which will doubtless be increased considerably by year's end. Whether or not it returns to number one, it has helped boost Canada into first place in the table of weeks at number one by artists from overseas in the second half of the Nineties. In the period 1995-1999, Canadian acts have held pole position 224 weeks, with Bryan Adams enjoying just one week at number one, and the remaining 27 weeks being contributed by women, with Céline Dion totalling 12 weeks on top from three albums, Alanis Morissette spending 11 weeks at number one with Jagged Little Pill and, of course,



## ALBUM FACTFILE

Letfield reached number three with their debut album Letfism in February 1995. Combining dub and house and featuring guest vocalists as diverse as Tomi Halliday and Earl Sixteen, it was nominated for the Mercury Music Prize, and continues to sell to this day, with more than half a million satisfied buyers to date. Now their long overdue follow-up Rhythm And Stealth has been an instant success. Featuring the

single Afrika Shox with Afrika Bambaataa, a number seven hit earlier this month, it sold 74,000 copies last week and ends, at least temporarily, Shania Twain's residency at the top of the album chart. Rhythm And Stealth features several other collaborations including Roots Manuva, Cheshire Cat and Nicole Willis. A set of five 10" singles, retailing at about £30, attracted only 2% of the sales.



Twain's recent run. In second place Ireland, with 26 weeks on top courtesy of Boyzone (14 weeks), The Corrs (10 weeks)

and U2 (two weeks). The USA, a country with more than 271m inhabitants – compared to Canada's 30m, and (the

Republic of Ireland's 3.6m – has totalled only 21 weeks at number one in the last half decade, with the Titanic soundtrack (generously categorised as American here, even though it features the LSO prominently) leading the way with three weeks on top. The last number one album by an American act was the Beastie Boys' LP more than 14 months ago.

It's the busiest weeks of the year for debuts, with no fewer than 13 newcomers to the Top 50 this week. As well as Letfield's Rhythm And Stealth (number one), there's Supergrass (number three), Daniel O'Donnell (number 10), Barbra Streisand (number 16), Lolly (number 21), Tori Amos (number 22), Chris De Burgh (number 23), former Soundgarden man Chris Cornell's (number 31), Yes (number 36), Charlie Landsborough (number 39), All Seeing I (number 45), Type O Negative (number 49) and Glen Campbell (number 50).

## COMPILATIONS

Just 143 sales are all that separates Top Of The Pops '99 – Volume 2 and Kiss Ibiza '99 at the top of the chart, but, for the third week running, it's the latter album that comes out top. Its tally of just less than 35,000 sales is less than any of the top three last week – and brings its own three week total to just less than 140,000 sales.

The week's highest new entry is the TV-related Ibiza Uncovered – The Return, the CD companion to Sky TV's vulgar holiday documentary, which is being re-run by ITV. Another title directly related to TV making its debut this week is Sex, Chips & Rock 'N' Roll – a cocktail of genuine sixties hits occasionally interrupted by the inclusion of a track specially recorded for the Debbie Horsfield BBC drama of the same name. It debuts at number 30, with just more than

2,000 sales. Even as the Ibiza holiday season draws to a close – many clubs shut up shop at the weekend – the same continues to be a passport to chart success. Aside from the Ibiza Uncovered album mentioned above, there are Top 20 entries this week for Saaha – Ibiza, and the original soundtrack to a movie about the island's notorious club Manumission, which debut at 12 and 17 respectively.

Finally, after 14 Top 10 appearances in a row, Columbia's Music To Watch Girls By compilation dips 7-11 this week. In the 18 weeks since it was released, the album, which features the likes of Andy Williams, Doris Day and Johnny Mathis, has sold nearly 320,000 copies, prompting the release of a second volume shortly.

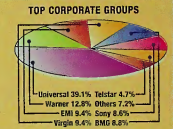
## INDEPENDENT ALBUMS

This Week	Title	Artist	Label (distributor)
1	PERFORMANCE AND COCKTAILS	Stereophonics	V2 VVR 1004982 (DMV/P)
2	BABY ONE MORE TIME	Britney Spears	Jive J552172 (P)
3	A SECRET HISTORY	The Divine Comedy	Selena CASTLE 100 (V)
4	BUENA VISTA SOCIAL CLUB	Ry Cooder	World Circuit WCD 050 (P)
5	DEBUT	Björk	One Little Indian TLP 310CX (P)
6	THE MASTERPLAN	Gasis	Creation CHC30 341 (DMV/P)
7	BEYOND SKIN	Nitin Sawhney	Queensway CASTLE 8CD (P)
8	YOU'VE COME A LONG WAY, BABY	Fabrizio Sim	Skim BRASSIC 1120 (DMV/P)
9	WORDS GETS AROUND	Stereophonics	V2 VVR 1004948 (DMV/P)
10	REMEDY	Bassment Jaxx	XL Recordings XLCD 129 (V)
11	YESTERDAY WENT TOO SOON	Feeder	Echo ECHO2 28 (P)
12	VERTIGO	Groove Armada	Pepper 053232 (P)
13	MILLENNIUM	Backstreet Boys	Jive J552322 (P)
14	GARBAGE	Garbage	Mushroom 0 31650 (DMV/P)
15	WIDE ANGLE	Hybrid	Distinction DDCNO 54 (P)
16	STEP ONE	Steps	Epic EPC 659112 (P)
17	ONLY YACZOO – THE BEST OF	Primal Screen	Mare COMUTE 4 (V)
18	SCRAMBLEDICA	The Chantays	Creation CRECC 016 (DMV/P)
19	MELTING POT	Name	Beggars Banquet 89000 196 (V)
20	PURE CILT	The Cilt	RTM (Beggars Banquet) BEGA1300C (V)

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

MUSIC WEEK 2 OCTOBER 1999

## MARKET REPORT



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

This Week	Title	Artist	Label
1	BABY ONE MORE TIME	BRITNEY SPEARS	JIVE
2	9PM (TELLI COME)	ATB	SOUND OF MINISTRY
3	LIVIN' LA VIDA LOCA	ROCKY MARTIN	COLUMBIA
4	THAT DON'T IMPRESS ME MUCH	SHANIA TWAIN	MERCURY
5	SWEET LIKE CHOCOLATE	SHANAS & BIGDOTT	CHOCOLATE BOYFRIEND
6	MAMBO NOS (A LITTLE BIT OF...)	LOU BEGA	RICCA
7	FLAT BEAT	MAR OIZO	PIAS RECORDINGS/P COMMUNICATIONS
8	WHEN THE GOING GETS TOUGH	BOYZONE	POLYGRAM
9	BRING IT ALL BACK	S CLUB 7	INNOCENT
10	PERFECT MOMENT	NARHTIME MCCUTCHEON	PRODIGY
11	ROOM, ROOM, ROOM (ROOM)	VENGABOYS	PRODIGY
12	BETTER OFF ALONE	DJ JUNGLES PTS ALICE DEJAYE	POSITIVA
13	NO SCRUBS	TLC	LAFACALARISTA
14	HEARTBEAT/THROUGH	STEPS	EMI
15	WHEN YOU SAY NOTHING AT ALL	RONAN KEATING	POLYGRAM
16	MY LOVE IS YOUR LOVE	WHITNEY HOUSTON	ARISTA
17	IT'S NOT RIGHT BUT IT'S OKAY	WHITNEY HOUSTON	ARISTA
18	TURN AROUND	PHATS & SMALL	MULTIPLE
19	BEAUTIFUL STRANGER	MADONNA	MAVERICK/WARNER BROS.
20	WITCH DOCTOR	CARTOONS	EMI

© 2001 Last figures represent the chart placing from this last published Year-By-Year singles chart

october  
1999

# Singles



## 1 BLUE (DA BA DEE)

- |    |  |            |
|----|--|------------|
| 1  | <b>1 BLUE (DA BA DEE)</b><br>Eminem                    | 19         |
| 2  | <b>2 S CLUB PARTY</b> S Club 7                         | Polydor    |
| 3  | <b>3 MAN! I FEEL LIKE A WOMAN!</b> Shania Twain        | Mercury    |
| 4  | <b>4 MAMBO NO 5 (A LITTLE BIT OF...)</b> Lou Bega      | RCA        |
| 5  | <b>5 (YOU DRIVE ME) CRAZY</b> Britney Spears           | Jive       |
| 6  | <b>6 SUN IS SHINING</b> Bob Marley vs Funkstar De Luxe | Club Tonic |
| 7  | <b>7 WE'RE GOING TO IBIZA!</b> Vengaboys               | Parlophone |
| 8  | <b>8 THE LAUNCH DJ</b> Jean                            | Parlophone |
| 9  | <b>9 GET GET DOWN</b> Paul Johnson                     | Defected   |
| 10 | <b>10 MICKEY Lolly</b>                                 | Polydor    |



- |    |  |                    |
|----|--|--------------------|
| 7  | <b>11 BURNING DOWN THE HOUSE</b> Tom Jones & The Cardigans | Gut                |
| 9  | <b>12 (MUCHO MAMBO) SWAY</b> Shaft                         | Wonderboy          |
| 10 | <b>13 BALLAMOS</b> Enrique Iglesias                        | Interscope/Polydor |
| 14 | <b>14 HIGHER THAN HEAVEN</b> Kelle Bryan                   | 1st Avenue/Mercury |
| 12 | <b>15 FRIENDS FOREVER</b> Thunderbugs                      | First Avenue/Epic  |
| 16 | <b>16 THURSDAY'S CHILD</b> David Bowie                     | Virgin             |
| 15 | <b>17 BETTER OFF ALONE</b> DJ Jurgan pits Alice Doohey     | Parlophone         |
| 18 | <b>18 UNDER THE WATER</b> Brother Brown feat. Frank ee     | ffrr               |
| 11 | <b>19 TOCA ME</b> Enigma                                   | Parlophone         |

# THE OFFICIAL CHARTS

WV  
music week  
AS USED BY



BBC RADIO 1  
97-99 FM



# albums



## 1 RHYTHM AND STEALTH

- |    |  |                         |
|----|--|-------------------------|
| 1  | <b>1 RHYTHM AND STEALTH</b><br>Higher Ground/Hard Hands<br>Lainfield | Mercury                 |
| 2  | <b>2 COME ON OVER</b> Shania Twain                                   | Mercury                 |
| 3  | <b>3 SUPERGRASS</b> Supergrass                                       | Parlophone              |
| 4  | <b>4 THE MAN WHO TRAVIS</b>  | Independiente           |
| 5  | <b>5 LIQUID SKIN</b> Gomez   | Hut/Virgin              |
| 6  | <b>6 ONE FROM THE MODERN</b> Ocean Colour Scene                      | Island/Universal-Island |
| 7  | <b>7 YOU, ME &amp; US</b> Maritime                                   | McCUTCHEON              |
| 8  | <b>8 SOGNO</b> Andrea Bocelli  | Sugar/Polydor           |
| 9  | <b>9 PERFORMANCE AND COCKTAILS</b> Stereophonics                     | VZ                      |
| 10 | <b>10 GREATEST HITS</b> Daniel O'Donnell                             | Ritz                    |



- |    |  |                      |
|----|--|----------------------|
| 10 | <b>11 BY REQUEST</b> Boyzone                     | Polydor              |
| 12 | <b>12 THE PARTY ALBUM!</b> Vengaboys             | Parlophone           |
| 14 | <b>13 THE HUSH</b> Texas                         | Mercury              |
| 11 | <b>14 FANMAIL</b> TLC                            | LaFace/Arista        |
| 7  | <b>15 NEXUS... Another Level</b>                 | Northwestside/Arista |
| 16 | <b>16 A LOVE LIKE OURS</b> Barbara Streisand     | Columbia             |
| 29 | <b>17 ON HOW LIFE IS</b> Macy Gray               | Epic                 |
| 8  | <b>18 YELLOW SUBMARINE</b> SONGTRACK The Beatles | Parlophone           |
| 19 | <b>19 BABY ONE MORE TIME</b> Britney Spears      | Parlophone           |

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13 20 BRAND NEW DAY Sting



18 21 UNPRETTY TLC

Lal Pave/Arista

14 22 I'VE GOT YOU Martina McCutcheon

Innocent

16 23 MI CHICO LATINO Geri Halliwell

EMI

14 24 LITTLE DISCOVERY Idlewild

Food/Parlophone

23 25 IF I LET YOU GO Westlife

RCA

21 26 SING IT BACK Maloko

Echlo

19 27 MOVING Supergrass

Parlophone

24 28 LIVIN' LA VIDA LOCA Ricky Martin

Columbia

26 29 SUMMER GIRLS Lyle Funkles Ones

Logic

30 30 WHEN YOU SAY NOTHING AT ALL Roman Keating

Polydor



17 31 ARIKA SHDU Lefffield/Bambareza

Higher Ground/Hard Hands

25 32 CANTO DELLA TERRA Andrea Bocelli

Sugar/Polydor

20 33 ALL IN MY GRILL Missy "Misdemeanor" Elliott feat. MC Solar

Elektra

29 34 DRINKING IN LA Bran Van 3000

Capitol

28 35 THERE SHE GOES Sixpence None The Richer

Elektra

36 DESTINATION SUNSHINE Balearic Bill

Xravagezza

37 WAITING FOR THE SUN Ruff Driverz

Interno

38 WHAT'S MY AGE AGAIN? Blink 182

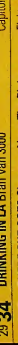
MCA/Universal-Island

22 39 SUPERSONIC Jamiroquai

Sony S2

40 TELL ME IT'S REAL K-Ci &amp; JoJo

MCA/Universal-Island



1 KISS IBIZA 99

Universal TV

2 TOP OF THE POPS 99 VOL 2

Universal TV

3 BIG HITS 99

warner.bpi@bci.com/TV/Sony TV

4 THE BEST IBIZA ANTHEMS...EVER!

Virgin/EMI

5 THE SOUND OF MAGIC LOVE

Universal TV

6 FAT POP HITS

Global TV

7 THIS YEAR IN IBIZA

warner.bpi

8 NOW THAT'S WHAT I CALL MUSIC! 43

EMI/Virgin/Universal TV

9 IBIZA ANNUAL 99

Ministry Of Sound

10 TRANCEMIX 99

Virgin/EMI

# compilations

7 11 MUSIC TO WATCH GIRLS BY

Columbia

12 SASHA - IBIZA

Global Underground

9 13 IBIZA EUPHORIA

Ibiza TV

10 14 THE BEST IBIZA ANTHEMS...EVER!

Virgin/EMI

11 15 SOUTH PARK BIGGER, LONGER &amp; UNCUT

Atlantic

12 16 NOTTING HILL (OST)

Island/Universal-Island

17 MANUMISSION - THE MOVIE

Ibiza TV

18 THE DEFINITIVE SOUND OF ATLANTIC'S SOUL

warner.bpi

20 19 IBIZA: THE CLOSING PARTY

Dance Pool

13 20 CLUB MIX 99

Universal TV



21

22 GOLD - GREATEST HITS Abba

Polydor

23 MY FIRST ALBUM Lolly

Polydor

24 TO VENUS AND BACK Toni Amos

Atlantic

25 QUIET REVOLUTION Chris De Burgh

A&amp;M/Mercury

26 TRUNK FUNK - THE BEST OF The Brand New Heavies

firr

18 27 MY LOVE IS YOUR LOVE Whitney Houston

Arista

15 28 A SECRET HISTORY The Divine Comedy

Selena

20 29 SURRENDER The Chemical Brothers

Virgin

21 30 RICKY MARTIN Ricky Martin

Columbia



22 32 THE VERY BEST OF - CAPITOL/REPRISE YEARS Deen Martin

EMI

26 33 SYNCHRONIZED Jamiroquai

Sony S2

34 EUPHORIA MORNING Chris Cornell

A&amp;M/Polydor

28 35 CALIFORNIA MORNING Red Hot Chili Peppers

Warner Bros

36 THE CONTINO SESSIONS Death In Vegas

Concrete/Iconstruction/Arista

50 37 BRING IT ON Gomez

Hut/Virgin

24 38 THE VERY BEST OF Elvis Costello

Universal TV

39 THE LADDER Yes

Eagle

40 SLIM SHADY Eminem

Interscope/Polydor



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# THE OFFICIAL UK CHARTS SPECIALIST

2 OCTOBER 1999

## MID-PRICE

This Week	Last Week	Title	Artist	Label (Distribution)
1	1	TRACY CHAPMAN	Tracy Chapman	Elektra 950742 (TEN)
2	NEW	THE BODYGUARD (OST)	Various	Arista 782118352 (BMG)
3	6	APPETITE FOR DESTRUCTION	Guina V. Ross	Geffen 6019208 (U)
4	7	SCREAMBLADIC!	Prime Scream	Creation CREC016 (IMP/VP)
5	13	BROTHERS IN ARMS	Die Kraviz	Vertigo 824942 (U)
6	10	GENERATION PREACHERS	Monic: Street Preachers	Columbia 4710622 (TEN)
7	2	DOOKIE	Green Day	Reprise 50285252 (TEN)
8	8	TAPESTRY	Carole King	Epic 453362 (TEN)
9	3	DEFINITELY MAYBE	Dixie	Creation CREC118 (IMP/VP)
10	14	BRIDGE OVER Troubled Water	Simon And Garfunkel	Columbia 452649 (TEN)
11	NEW	SINGLES	Alicia Mayet	Columbia 496622 (TEN)
12	12	RESERVOR DOGS (OST)	MCA MCD193 (U)	
13	NEW	PARKFIE	Blur	Foca FOC00214 (E)
14	11	GREATEST HITS	Take That	Parlophone 6013582 (BMG)
15	NEW	IN IT FOR THE MONEY	Supergass	RCA/Geffen CDP35738 (E)
16	5	ROCK OF THE SKY - DEFINITIVE COLLECTION	Adrian Belew	Atlantic 56421782 (TEN)
17	18	WHAT'S COMING ON	Marvin Gaye	Polygram 508002 (U)
18	20	GREATEST HITS	Bob Dylan	Columbia 453693 (U)
19	17	THE FINAL	Wham!	Epic CDB881 (U)
20	NEW	SECOND COMING	Stone Roses	Geffen GED4563 (U)

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## BUDGET

This Week	Last Week	Title	Artist	Label (Distribution)
1	3	2 TIMES	Ann Lee	ZYX ZYX 99188 (Imp/ord)
2	2	93.1	Various	Moving Shadow ASHAD09 (IMP/VP)
3	4	THE BEST SURRENDER	The Jam	Spectrum 550992 (U)
4	5	STRICTLY CHILL OUT	Various	Beechwood STBC10 (IMP/BM/BMG)
5	NEW	GODFATHER OF SOUL	James Brown	Spectrum 550982 (U)
6	15	THE COLLECTION	Michael Ball	Spectrum 511172 (U)
7	NEW	PRETTY WOMAN - THE BEST OF	Ray Ohlson	Columbia 452392 (TEN)
8	11	THE MUSIC STILL GOES ON	Albba	Spectrum 551352 (U)
9	14	1999 MERCUURY MUSIC PRIZE	Various	Music Prize MPPCD 3 (E)
10	8	BLUE (DA BA DE)	Eliel 05	Logic 743216822 (E)

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## R&B SINGLES

This Week	Last Week	Title	Artist	Label Cat. No. (Distribution)
1	2	UNPRETTY	TLC	LaFace/Arista 7421 093528 (BMG)
2	1	ALL MY GRILL	Missy Madonna/Blazin' feat. MC Solar	Elektra E32422 (TEN)
3	NEW	TELL ME IT'S REAL	K-O-J & Julo	MCA/Universal-Island MISTD 40211 (U)
4	4	WILD WILD WEST	Will Smith feat. Dru Hill	Columbia 675935 (IMP)
5	3	SUMMERTIME	Another Level feat. TJ	Northwestside/Arista 7421319422 (BMG)
6	5	GUILTY CONSCIENCE	Erniester feat. Dr Dre	Interscope 4391252 (U)
7	6	SWEET LAY	Tyrese	RCA 742110842 (BMG)
8	7	DO YOU WANNA GO OUR WAYWWW?	Public Enemy	PIAS Recordings PIAS5 050024 (U)
9	8	IF YOU HAD MY LOVE	Jennifer Lopez	Columbia 12E
10	10	SAMBORRE	Nazhy By Nature feat. Zhane	Arista 742130992 (BMG)
11	15	PE 200	Puff Daddy feat. Marlene G. Puff Daddy/Arista 742131042 (IMP)	
12	15	GIVIT TO YOU	Jordan Knight	Interscope RFD 96388 (Imp/ord)
13	14	BILLS, BILLS, BILLS	Drexx's Child	Columbia 675932 (IMP)
14	12	MY LOVE IS YOUR LOVE	Whitney Houston	Arista 742130782 (BMG)
15	13	BEST FRIEND	Mark Morrison & Connor Reeves	WEA/VEA 211221 (TEN)
16	11	SATURDAY NITE	The Brand New Heavies	finR/MIC 12 (TEN)
17	20	SWEET LIKE CHOCOLATE	Shanks & Bigfoot	Pepper 030520 (P)
18	19	NO PIGONES	Spooky Thiez	Columbia 6767422 (TEN)
19	16	WHERE MY GIRLS AT?	Jay Z	Motown/Universal-Island TMGCD 1500 (U)
20	23	BETTER DAYS	Lauryn Hill	Epic 667535 (TEN)
21	25	EVERYTHING IS EVERYTHING	Loumy Hill	Columbia 667535 (TEN)
22	11	ALL THAT CAN SAY	Mary J. Blige	MCA/Universal-Island MISTD 40213 (U)
23	22	ANGLE OF MIND	Montec	Arista 742130782 (BMG)
24	26	DO SOMETHING	Macy Gray	Epic 667525 (TEN)
25	25	MY LOVE IS YOUR LOVE	Whitney Houston	Arista (Imp/ord)
26	28	SO LONG	Fierce	Wildstar CDMVD 77 (TEN)
27	37	DEAR MAMA	2Pac	Jive 052302 (P)
28	26	DO YOU EVER THINK	R. Kelly	Jive 052361 (U)
29	16	OUTSTANDING	Andy Cole	WEA/VEA 2242 (TEN)
30	29	GET READY	Mase	Puff Daddy/Arista 742130812 (BMG)

© C/N. Compiled from data from a panel of independents and specialist multiples.

## COUNTRY

This Week	Last Week	Title	Artist	Label (Distribution)
1	1	COME ON OVER	Shania Twain	Mercury 730012 (U)
2	NEW	STILL CAN'T SAY GOODBYE	Chadler Landström/Justin	Ritz RZCD 002 (IMP/GU)
3	2	FLY	Dixie Chicks	Epic 6659152 (TEN)
4	6	WESTERN BAY - THE GOODSEN SESSIONS	Linda Ronstadt/Emmylou Harris	Aoylen 75562902 (TEN)
5	3	WIDE OPEN SPACE	Dixie Chicks	Epic 666242 (TEN)
6	4	THE WOMAN IN ME	Shania Twain	Mercury 7326862 (U)
7	7	TRAMPOLINE	The Mavericks	MCA Nashville UMD 9546 (BMG)
8	5	FORGET ABOUT IT	Alison Krauss	Rounder RBK0 0485 (IMP)
9	8	SITTING ON TOP OF THE WORLD	LeAnn Rimes	Capitol/London 556122 (TEN)
10	9	SHANA TWAIN	Shania Twain	Mercury 514222 (U)
11	18	A PLACE IN THE SUN	Tom McGreen	Curb/London 556112 (IMP/TEN)
12	11	LOVE WILL ALWAYS WIN	Faith Hill	Warner Bros 35824732 (TEN)
13	NEW	I'M NOT SO TOUGH	Mindy McCreedy	BMG 74262502 (BMG)
14	10	SONGS OF INSPIRATION	Daniel O'Donnell	RITR2BCD 789 (IMP/GU)
15	16	COLD HARD TROUTH	George Jones	Aoylen 75562362 (TEN)
16	NEW	TIGHT ROPE	Garth Brooks	Arista Nashville 017822982 (BMG)
17	NEW	A MAN AIN'T MADE OF STONE	Randy Travis	Dreamworks 401152 (U)
18	12	LOVE SONGS	Daniel O'Donnell	Ritz RZBCD 715 (IMP/GU)
19	15	THE MOUNTAIN	Steve Earle	Grapevine GRACD 232 (IMP/GU)
20	13	THU II	Harris/Ronstadt/Parton	Aoylen 75562225 (TEN)

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## ROCK

This Week	Last Week	Title	Artist	Label (Distribution)
1	NEW	WORLD R COMING DOWN	Tip D Negotiate	Roaderunner RIR 8602 (U)
2	1	AMERICANA	The Offspring	Columbia 415052 (TEN)
3	4	GARBAGE	Garbage	Mushroom D 31450 (IMP)
4	2	CHAMBER MUSIC	Coal Chamber	Roaderunner RIR 8605 (U)
5	5	PURE CULT	Beggars Banquet BEGA 1333 (U)	
6	3	RISK	Megadeth	Capitol 699130 (E)
7	6	APPETITE FOR DESTRUCTION	Guin N Roses	Geffen GED4923 (U)
8	NEW	AMEN	Armen	Roaderunner RIR856 (U)
9	NEW	BLOOD SUGAR SEX MAGIK	Red Hot Chili Peppers	Warner Bros 74926282 (TEN)
10	10	DOOKIE	Green Day	Reprise 33624752 (IMP)

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## DANCE SINGLES

This Week	Last Week	Title	Artist	Label Cat. No. (Distribution)
1	NEW	DESTINATION SUNSHINE	Balkan Beat	Xtravaganza XTRAV 312 (IMP/TEN)
2	NEW	UNDER THE WATER	Brother Brown feat. Frankie	Titty TS 307 (TEN)
3	1	TOGA ME	Fragna	Positive 3137 (U)
4	NEW	SUNSHINE & HAPPINESS	Darryl/Pamela/Andy's Dubwork	Acid 07 P1 (U)
5	3	THE LAUNCH	DJ Jean	AMP-PM 12AMP1A 123 (U)
6	NEW	COMMUNITY OF THE SPIRIT	Danny Rampling	Distance D1327 (P)
7	11	JOYRIDER	Colour Girl	4 Liberty LIT 1024 (P)
8	2	AFRIKA SHOX	Leifheid/Sambaata	Higher Ground/Hard Hands HANO 057 (TEN)
9	NEW	WAITING FOR THE SUN	Ruff Diverx	Wetland TERN 15 (IMP/TEN)
10	11	SING IT BACK	Muloko	Echo ESOY82 (P)
11	10	1999	Benny Finlay	Positive 12711 (E)
12	6	PLEASURE LOVE	De Funk feat. F45	INCREDIBLE INCS SLP (TEN)
13	4	SUNDSENITALT AEP	Various	Tidy Trax TIDY 1322T (ADD)
14	12	EVERYDAY	Agneli & Nelson	Xtravaganza XTRAV2 12 (IMP/TEN)
15	8	ALL N MY GRILL	Missy Madonna/Blazin' feat. MC Solar	Elektra E 32427 (E)
16	NEW	TOUGH AT THE TOP	E-Z Rollers	Moving Shadow SHAD0W 1202 (IMP)
17	7	SUNDSENITALT AEP	Lisa Laselle/Paul Kershaw	Tidy Trax TIDY 1322T (ADD)
18	17	SYNTH & STRINGS	Yomanda	Manifesto/Morey FESX 59 (U)
19	19	ITZA TRUMPET FEELING	Monsano Vs The Trumpet Man	Serious SCRR 021 (U)
20	NEW	BOOMIN' BACK ATCHA	Freq Nasty feat. Phoebe One	Botch & Scarper BS22 022S (IMP)

© C/N

## DANCE ALBUMS

This Week	Last Week	Title	Artist	Label Cat. No. (Distribution)
1	NEW	RHYTHM AND HEALTH	Lentfeld	Higher Ground/Hard Hands HAN0P 47RAN0M 4 (TEN)
2	NEW	SUMMER IN SPACE	Cosmos	Island Blue 12PFA 3 (U)
3	NEW	SASHA - I(B)Z	Various	Global Underground - GU13 121 (IMP)
4	NEW	99.1	Various	Moving Shadow ASHAD09 99 (IMP)
5	NEW	THE CONTINO SESSIONS	Duchin Las Vegas	Contra HADP 1 (IMP/ADD)
6	4	ULTRA OBSCENE	Breastbeat Era	XL Recordings XLLP 1300 (IMP)
7	NEW	2 TIMES	Ann Lee	ZYX ZYX 99188 (IMP)
8	7	SURRENDER	The Chemical Brothers	Virgin XDUSLP 4 (X)DUSTM 4 (E)
9	3	N*M*A*P*H*E*A*S*	Old Dirty Bastard	Elektra 7556244 (U) 7556244 (IMP)
10	NEW	BLAZING THE CROP - BAE & CHRISTIAN	Various	Mamag Line MMLPL 030 (P)

© C/N

## MUSIC VIDEO

TV	Week	Title	Label Cat. No.	This Week	Last Week	Title	Artist	Label (Distribution)
1	1	1 STEPS: The Video	EMI/USA 051975	11	8	MICHAEL FLATLEY: Feet Of Flames	Various	WL 050423
2	2	BOYZON: By Request Their Greatest Hits	WV 519740	12	10	METALLICA: Curing Stress	Various	PolyGram Video 905993
3	3	ABBA: Forever Gold	PolyGram Video 427683	13	11	STEREOBOPERS: Live At Cardiff	Various	Viral 31 1697
4	4	ORIGINAL CAST RECORDING: Cats	PolyGram Video 427683	14	12	GEORGE MICHAEL: Ladies & Gentlemen-Best Of	Various	SWN Epic 705552
5	5	TOM JONES: Ultimate Collection	Puff Daddy/Puff Daddy 2	15	14	ROY ORBISON: Definitive Collection	Various	Watersnail/WVS2002
6	6	THE CORRS: Live At The Royal Albert Hall	Worner Music Video 75078713	16	13	VARIOUS ARTISTS: Live In 2 Living Rooms	Various	Warner Vision Inc
7	7	VARIOUS ARTISTS: Drilling Ahead: Live	Roaderunner PR9483	17	15	ROBBIE WILLIAMS: Live In 2 Living Rooms	Various	Videa Collection V4116
8	13	VARIOUS ARTISTS: Stage - Karaoke	IMC Video 84232	18	16	A NIGHT IN TUSCANY	Various	Chrysalis 420463
9	8	CRADLE OF FIITH: Pandemonium	Music For Nations VNY47	19	18	MICHAEL FLATLEY: Load Of The Deuce	Various	Arctic Beach V411
10	9	FOSTER AND ALLER: Irish Times	Tenax Video TVE105					WL 43183

2 OCTOBER 1998

**COOL CUTS CHART**

as featured on Tim Linnaker's show on Galaxy

1	SWASTIKA EYES Primal Scream	Creepin'
2	RHYTHM AND STEALTH Lettified	Hard Hanks
3	JUMP AND SHOUT Basement Jaxx	XL Recordings
4	THAT SOUND Michael Moyo	Stiletto Rhythms/Inferno
5	IN AND OUT OF MY LIFE Oneheadfive	Defected
6	ISEE YOU BABY Simon Bowling	Armadada
7	RISE TO THE TOP Eddie Amador	Yoshimoto/Defected
8	SEVEN CITIES Solar Stone	Hooj Choons
9	WASTIN' TIME Vibe	Cleveland City
10	SITUATION Yazoo	Mute
11	IMMIGRANT NIN Samwony	Oulcasts
12	CHANGED MY MIND Capeman	Mo Wax
13	OH LORD Love's 'Flashin' Folkies	Azuli
14	HERE COMES THE RAIN Lynsee Moore	Concept
15	COMING HOME Blue Amazon	Subversive
16	KIDS GO FREE BAG	B-Movies
17	YOU CAN'T STOP IT! Kojak	Pro-Zak Trax
18	SUN SHINING DOWN GIRL	Inferno
19	X-SANTO DJ Jan	Southeast

**URBAN TOP 20**

1	BUG A BOO Destiny's Child	Columbia
2	HEARTBREAKER Mariah Carey	Columbia
3	6 SLUSHINE Coke	RCA
4	I KNOW WHAT'S UP Donell Jones	LaFace
5	WHERE I WANNA BE (LP) Donell Jones	LaFace
6	THERE FOR ME Hit Street Soul	Warner Bros
7	1-2-3 Amyth	Real Aot
8	LATELY Divine	Universal
9	BET SHE DON'T LOVE YOU A+	Investive
10	HERE WE GO Elizabeth Lewison	ZTT
11	DREAMING OF LOVING YOU David's Daughters	ZTT
12	CRAVE/BREAK IT DOWN/EVERYBODY KNOWS Marc Borsary	Jive
13	HURTING ALL OVER Andrea Grant	Mack Lite/WEA
14	ALL IN MY GILLS Michelle Elliott	MC Solaar
15	UNPRETTY ILL	LaFace
16	J.E. HEARTBEAT/JP Jagged Edge	So So Def/Columbia
17	WHAT CHA GONNA DO Eternal	1st Avenue/EMI
18	ITRY Macy Gray	Virgin
19	ALWAYS FIND A WAY Nina Young	Jive
20	IF I COULD TURN BACK THE HANDS OF TIME/EMPEROR MONEY Kelly Rowland	Jive

**CLUB CHART TOP 40**

1	UP IN FLAMES Satoshi Tomiie feat. Kelli All	INcredible
2	BULLET IN THE GUN Planet Perfecto	Perfecto
3	WHAT CHA GONNA DO Eternal	Pagan
4	ISEE YOU BABY Simon Bowling	1st Avenue/EMI
5	RESCUE ME SunKids feat. Chance	Deviant
6	BOOGIE WONDERLAND 2000 Earth Wind & Fire	AM-PM
7	DONT CALL ME BABY Madison Avenue	Columbia
8	AL PARADIS Gigolo	Code Blue
9	SUMMERSAULT Taste Xperience feat. Natasha Pearl	Manifesto
10	WHY DOES MY HEART FEEL SO BAD? Moby	Blue
11	LOVE SHINES THROUGH Chaka	Code Blue
12	THE WEEKEND HAS LANDED Krana	Essential
13	GONNA GET YOU LIZARD Mauro Picotto	Nuklez/VC Recordings
14	DREAM ON Que Pasa	Manifesto
15	KIDS GO FREE BAG	B-Movie Recordings
16	HARD NIGHT Phunky Data	Edel
17	MERCURY AND SOLACE BT	Embrace The Future
18	SUN SHINING DOWN Circa feat. Desry	Inferno
19	ON & ON Yo Yoja Susumu feat. Harrison Crump	Sublime
20	LARGER THAN LIFE Backstreet Boys	Jive
21	WASTIN' TIME Vibe	Cleveland City
22	MUSIC IS THE ANSWER (DANCIN' & PRANCIN') Dany Tenaglia & Celeste	Twisted UK
23	FEEL THE SAME Triple X	Sound Of Ministry
24	WHERE ARE YOU NOW? The Generator	Tidy Trax
25	SUN IS SHINING Bob Marley & Funkstar Deluxé	Club Tools
26	WHO'S MY DJ The Headliners	AMP:PM
27	MY LIFE MUZIK The Madkath Courtship	Brf
28	DREAMING OF LOVING YOU David's Daughters	ZTT
29	STEP INTO THE RHYTHM Klippers	Milkpeans
30	NEW YORK CITY BOY Pat Shop Boys	Parlophone
31	STAY WITH ME TILL DAWN Lucie	Indirect
32	LEARNING TO FLY Mother's Pride	Devolution
33	NEVER KNEW ROGER Sanchez	INcredible
34	WITH U Junior Sanchez feat. Dajae	Manifesto
35	SYMMETRY C Brainchild	Multiply
36	TOTALLY Shaboom	WEA
37	IT'S A FINE DAY Miss Jane	GI Recordings
38	CIRCLES Mustafa feat. Natalia	Go! Beat
39	FATAL FATAL B-Tribe	Eternal/blanco & negro

**CLUB CHART BREAKERS**

1	ROCK WITH ME TR Junior feat. Kirsty	Amato
2	JACOUES YOUR BODY Les Rhythmes Digitales	Wail Of Columbia
3	BUG A BOO Destiny's Child	LaFace
4	YOU CAN'T STOP IT Kojak	Pro-Zak Trax
5	ANDRAK LOU Genebal	Polydor
6	CANNED HEAT/PLANET HOME/SUPERSONIC Jamiroquai	Sony S2
7	ISEE YOU BABY Simon Bowling	Glow Worm/Epic
8	WILL I GO WITH YOU (CON TE PARTIRO) Donna Summer	Epic
9	THE WARNING KeySTONE	Distinctive
10	FOR REAL Bushbaby	Ride

Breakers are the 10 records outside the Top 40 which have registered the most improved DJ reactions. The Club Chart Top 40 (including mixes), Urban, Pop and Gospel charts can be obtained from [www.donmusic.com](http://www.donmusic.com). To receive the Club, Urban and Pop charts visit the site or call Ken Rowse on 0171 940 5669.

**CHART COMMENTARY**

It seems that no matter how strong a record is these days, it struggles to spend more than a week at the top of the Club Chart. Only four of this year's number ones have managed to survive for a second week, and none has extended its stay at the top beyond three weeks. Paul Van Dyk's *Flemus* looked a good bet to become one of the two-week toppers but intense pressure from newer and hotter records paid to that hope, and the record sinks to number five, being replaced at the top by *Satoshi Tomiie's Up In Flames*. Tomiie is no stranger to the chart, having charted most recently in partnership with Frankie Knuckles on a remix of *Tears*, but *Up In Flames* - which features vocalist Kelli All - is a key release for the Japanese producer, being the first fruits of an album deal he has signed with Sony imprint INcredible. His surge to the top puts paid to the hopes of Planet Perfecto getting their second straight number one with *Bullet In The Gun* ending up a little over 10% behind. With the current rate of turnover, as in the sales chart, number two rarely get a second chance... On the Pop Chart, *Britney Spears'* reign is curtailed after just one week, with *ATB's Don't Stop* - already number one for two weeks last month - bouncing 5-1 to reclaim its title, thanks to a wave of support for newly-minted mixes by fellow German Sasha! It's tough luck for *B'Witched*, whose *Jesse Hold* on single accumulated significantly more support in reaching number two this week than Britney had when she was number one a week ago. *Satoshi Tomiie* - mailed in copious quantities on a double 12-inch and a third 12-inch - is making his mark here too, debuting at number four... On the Urban Chart, *Donell Jones* is shaping up for a hit album and a hit single, with both records occupying slots in the top five. The single *I Know What's Up*, which has been a heavy import seller, bounces 6-4 on its 10th week in the Top 10, though it has never climbed higher than number three. Its parent album *Where I Wanna Be* follows close behind, advancing 7-5, its highest position to date. At the top, *Destiny's Child* snatch their second number one in a row with *Bug A Boo*, but will be under severe pressure from *Mariah Carey* - up 4-2 - a week hence.

**POP TOP 20**

1	5 DON'T STOP ATB	Sound Of Ministry
2	1 JESSE HOLD ON B'Witched	Glow Worm/Epic
3	1 YOU DRIVE ME CRAZY Britney Spears	LaFace
4	UP IN FLAMES Satoshi Tomiie feat. Kelli All	INcredible
5	2 EVERYTHING MY HEART DESIRES Adam Rickitt	Polydor
6	4 NEW YORK CITY BOY Pat Shop Boys	Parlophone
7	KIDS GO FREE BAG	B-Movie Recordings
8	WHY DOES MY HEART FEEL SO BAD? Moby	Mute
9	BLUE (OH BA DEE) EMI 65	Eternal
10	LARGER THAN LIFE Backstreet Boys	Jive
11	I WILL GO WITH YOU Donna Summer	Epic
12	STEP INTO THE RHYTHM Klippers	Milkpeans
13	2 EVERYTHING MY HEART DESIRES Adam Rickitt	Parlophone
14	GOODYE ALICE	Danceopol
15	BOOGIE WONDERLAND 2000 Earth Wind & Fire/Columbia	1st Avenue/EMI
16	GET GET DOWN Paul Johnson	Defected
17	WHAT CHA GONNA DO Eternal	London
18	WARRIOR NOLA (LITTLE BIT OF...) First Avenue	RCA
19	4 S CLUB PARTY 8 Club 7	Polydor
20	15 (MUCH) MAMBO! SWAY! Shelli	Worndorby

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AIRPLAY FACTSHEET

CHART COMMENTARY

by ALAN JONES

**L**u Bega's Mambo No.5 (A Little Bit Of...) continues its decline at the top of the chart but enjoys a decisive victory on its fourth week at number one, beating off the growing challenge of Eiffel 65's Blue (Da Ba Dee) by a comfortable margin of nearly 10%. It's unlikely to have such a luxury next week however, as the latter track's 5-2 move was powered by an improvement of nearly 15 in its audience, while Mambo No.5 is down more than 9m on the week. As for future number ones, it's worth keeping an eye on Shania Twain's Man I Feel Like A Woman, which makes a giant leap for the fourth straight week, moving 64-37-22-14, it seems unstoppable. It has taken off much more quickly than That Don't Impress Me Much, which eventually peaked at number three with 68m listeners but not until it had spent several weeks in the sales

chart. Twain's latest single is getting massive support from (LR) stations, and achieves the highest weekly total of plays by any record this year on Radio 2, with no fewer than 26 spins last week, three more than runner-up Sting's Brand New Day. Radio 2 is also taking an interest in The Last Good Day Of The Year by Cousteau, which has all the hallmarks of a smash. Its classic sound, likened by critics to a Bacharach/Radio David composition, have won it widespread acclaim and praise from GLR, Kim and Radio One where it's a favourite of Mark & Lard. It is now been added to Radio Two's B list - a rare if not unique accolade for a record which is unsigned, the promo appearing on the Global Warming label, but clearly destined to end up on a rather better knock imprint. For the moment, anyone curious to hear what the fuss is about

should check out the latest edition of MW sister publication fono's free CD, on which it features. A band that jealousy guards its catalogue, ZZ Top have allowed one of their tracks to be sampled for the first time, giving their ascent to the use of the classic Gimme All Your Lovin' for Martya's pumping Riversehowe single of the same name. A festive pop/dance track, with Martya's rap carrying the song beyond vocal samples from the word boards, it is already in the top 10 at the BX. Has made the Pop Top chart and is now beginning to cross over to radio, though it has yet to reach the Top 50. Virgin 1215 takes a leap in the dark with the debut single by Tal Bachman, whose father Randy was the leader of Bachman Turner Overdrive. Bachman's self-named She's So High recently reached number 14

AT A GLANCE WEEKLY MARKET SHARES



Figures show the companies with the highest market shares in the Top 10 independent groups shown by 5-6 million sales of the top 25

on Billboard's Hot 100, and has come from nowhere to top the Virgin playlist in just three weeks, a very rare occurrence. It amassed 44 plays at the station last week, jumping 10.1. Virgin's support was crucial to the record's 47-42 move on the airplay chart, and helped it make its debut on the Pepsi chart at number 37. After jumping 90-44 last week, the Vengaboy's 'We're Going To Ibiza' jumps to number 17, showing little UK radio programmers are happy to play the records by the artists who topped the sales chart either side of them - Lu Bega and Eiffel 65, who currently hold the top two places on the airplay chart - they are still wary of the Vengaboy's. Unless it recovers, We're Going To Ibiza will share with We Like To Party the 'honour' of being the least successful Vengaboy's record on the airplay chart.

**MTV**

Rank	Title/Artist	Label
1	SUN IS SHINING Bob Marley Vs Funkstar De Luxe	Club Tunes
2	UNPRETTY TLC	LaFace/Arista
3	SING IT BACK Moloko	Echo
4	YOU DRIVE ME CRAZY Brinyx Spears	Virgin
5	WHY DOES IT ALWAYS RAIN ON ME? Travis	Independent
6	BURNING DOWN THE HOUSE Tom Jones & The Cardigans	Gut
7	BEAUTIFUL STRANGER Madonna	Maverick/Warner Bros
8	BALLROOMS Enrique Iglesias	Interscope/Polydor
9	MUCHO MAMBO Shy	Wonderboy

Most played videos on MTV UK/Media Research Ltd w/e 17/9/99  
Source: MTV UK

**THE BOX**

Rank	Title/Artist	Label
1	BLUE (DA BA DEE) Eiffel 65	External
2	(YOU DRIVE ME) CRAZY Brinyx Spears	Jive
3	RUN FOR YOUR LIFE Northern Line	Global Talent
4	I DRIVE MYSELF CRAZY N Sync	Northwestside/Arista
5	S CLUB PARTY 5 Club 7	Polydor
6	TURN BACK THE HANDS The Time & Krilly	Jive
7	MAN I FEEL LIKE A WOMAN Shania Twain	Mercury
8	GIMME ALL YOUR LOVIN' Martya	Riverhouse
9	AFTER THE LOVE HAS GONE Steps	Jive/Chub
10	ZORBA'S DANCE Lou	Virgin

Most played videos on The Box, w/e 17/9/99  
Source: The Box

**BOX BREAKERS**

Rank	Title/Artist	Label
1	GIVE IT TO YOU Jordan Knight	Interscope/Polydor
2	FLYING WITHOUT WINGS Westlife	RCA
3	2 TIMES Ann Lee	London
4	HEARTBREAK Mariah Carey feat. Jay-Z	Columbia
5	10 DON'T STOP 4TB	Sound Of Music
6	DO WE ROCK THE PARTY WEAT	THE BOX
7	OOH SUGAR YOU Daphne & Celeste	Universal-Island
8	WHEN MY BABY SCOOBS	Accolade/Parlophone
9	EVERYTHING MY HEART DESIRES Adam Rickitt	Polydor
10	JESSE HOLD ON	Glow WarmUpCo

Highest circling videos on The Box in advance of single release w/e 17/9/99  
Source: The Box

**TOP OF THE POPS**

Performance: Mamba No. 5 Lou Bega; Get Down Paul Johnson; Man I Feel Like A Woman Shania Twain; Higher Than Heaven Kiki Bryan; Thursday's Child David Bowie; The Launch DJ Jason; (You Drive Me) Crazy Brinyx Spears; 5 Club Party 5 Club 7; Blue (Da Ba Dee) Eiffel 65

Draft line-up 1/10/99

**CD:UK**

Performance: Everything My Heart Desires Adam Rickitt; Glow Down Helena C; Videos: All At That You Want Gary Bowser; Higher Than Heaven Kiki Bryan; Features: Brinyx Spears video diary

Draft line-up 25/9/99

**THE PEPSI CHART**

Performance: Give It To You Jordan Knight; Higher Than Heaven Kiki Bryan; S Club Party 5 Club 7; Videos: What's Gonna Do Danni; New Day Dickey Dan & Bono; Keep On Moving Five; Blue (Da Ba Dee) Eiffel 65

Draft line-up date 30/9/99

**RADIO ONE PLAYLISTS**

**A-LIST** Genie In A Bottle Christina Aguilera; Breaking In LA Brian Van 3000; Goin' Down (Da Banana) C; Out Of Control The Chemical Brothers; Buddy 8 '99 Dreem Team vs. North Cherry Blue (Da Ba Dee) Eiffel 65; Fred Astaire James; Get Get Down Paul Johnson; Give It To You Jordan Knight; Ahika Shie Lettice; Love, Ahika Bombardier; Stay With Me Tiff Daffy; Ken is Knocked Out By Funkstar De Luxe; Love; Why Does My Heart Feel So Busy; Sing It Back Moloko; In And Out Of My Life Onepathetics; 5 Club Party 5 Club 7; Moving Up Strokes; Unpretty TLC

**B-LIST** Jump & Shout Basement Jaxx; On The Run The Cardigans & Tom Jones; Forever the Charlatans; Bug A Bye Dazzler's Child; What's Gonna Do Danni; Leave To Fly Foo Fighters; Sunshine Charlatans; Camellian Liza Gallagher & Steve Cropper; I Try Macy Gray; Never Let You Down Monie; Little Discourage Indigo; Cowboy Kid; Rock 2 Times Ann Lee; Blue (Da Dee) Eiffel 65

**C-LIST** Turn It Around Alamo; '54 Hello Hello Shola King; Jesse Hold On B-Witched; 'Heaven So Close Bedouk; 'Love Like A Fountain In Brown; Heartbreaker Mariah Carey; 'Man In A New York City Sade; 'Moulin's Entrance; New Day Dickey Dan & Bono; Diving Faces Liquid Chic; 'Now I Tell You Boy Pit Stop Boys; B With U John Sanchez; OK Tavin Singh; After The Love Has Gone Steps; Man I Feel Like A Woman Shania Twain

RI playlists for week beginning 27/9/99  
\* Denotes additions

**RADIO TWO PLAYLISTS**

**A-LIST** Different Roads Jim Cooker; Man I Feel Like A Woman Shania Twain; City Of The Second Chance Jango; For All That What You Want Gary Bowser; Brand New Day Sting; I Saved The World Today Eurythmics; If It Could Run Back The Heads Of Time Kiki; Sunshine Gabrielle

**B-LIST** No Normalize Jim Cooker; Thursday's Child David Bowie; Smooth Sensual Radio; Rob Thomas; 'The Last Good Day Of The Year Cousteau; I Try Macy Gray; 'If You Ever Leave Me Baby Strangers & Venice Girl; 'Lonesome Hester Miles & The Cardigans; Cowboy Kid; Steve Van Marcke; Never Let You Down Monie; Twenty One Horses Status Quo; When I Think Of You Chis de Burgh

**C-LIST** Hills Home - The Nashville Album (album) Genesis; Forget About It (album) Klaus; Ballrooms Enrique Iglesias; A&A Awards Collection (album) Various; What A Wonderful World Eva Cassidy; Mamba No. 5 Lou Bega; No Place That Far (album) Sara Evans; Lovely When I'm Down Big Boy; Western Walk - The Tucson Sessions (album) Lindo Rotblatt & Emorys Harris; 'Runaway Brinyx 05 (album) Various; Come Around Us (album) Higher Than Heaven; Kiki Bryan; Gene Hollie Smith; You Me & Us (album) Marlene McCutcheon; The Dust Bowl Symphony (album) Nanci Griffin

RI playlists for week beginning 27/9/99  
\* Denotes additions

**UK FILLER PLAYLISTS**

**A-LIST** Unpretty TLC; Why Does It Always Rain On Me? Travis; Sing It Back Moloko; Mamba No. 5 Lou Bega; Sun Is Shining Bob Marley Vs Funkstar De Luxe; Larger Than Life Backstreet Boys; 'Get Get Down Paul Johnson; 'The Launch DJ Jason; 'Higher Than Heaven Kiki Bryan; 'After All Alone Alamo Danni

**B-LIST** Mi Chica Latino Gett; Halliwell; I've Got Higher Than Heaven Kiki Bryan; Goin' Down Helena C; Supreme; Jonastone; S Club Party 5 Club 7; Jesse Hold On B-Witched; Blue (Da Ba Dee) Eiffel 65; Burning Down The House Tom Jones & The Cardigans; I Wouldn't Believe Your Radio Sceptrophysics; Nothing's Gonna Change Another Layer; Genie In A Bottle Christina Aguilera; (You Drive Me) Crazy Brinyx Spears; What's Gonna Do Danni; Fred Astaire James; Thursday's Child David Bowie

**C-LIST** Never Let You Down Monie; Sunshine Gabrielle; After The Love Has Gone Steps; 2 Times Ann Lee

**D-LIST** Welcome To The UK Filler; If Only The Charlatans; Cowboy Kid Back; Jacques Your Baby Sings; Dazzler's Child; Hickey Winters; OK Tavin Singh; I'm Not A Bunch Of Old Men; I'm Not A Bunch Of Old Men; Backstreet Boys; Why Does My Heart Feel So Busy; You Me & So High Tal Bachman; Closing Time Semisonic; Oh So Beautifully Ben Drenke; Tears From A White Cobweb; Lovely Daughter Merv; Coded Language DJ Anek; Saul Williams

\* \*\* Denotes split rotation in two playlist packets

MUSIC WEEK 2 OCTOBER 1999



# THE OFFICIAL UK AIRPLAY CHARTS



2 OCTOBER 1998

		music control		Buy/Play	Play	Best of	1998	1997
<b>1 MAMBO NO 5 (A LITTLE BIT OF...)</b> Lou Bega <b>RCA 2257 -8 78.05 -12</b>								
2	3	1	<b>BLUE (DA BA DEE)</b> Eiffel 65	Eternal	1745	+15	71.56	+27
3	2	0	<b>UNPRETTY</b> TLC	LaFace/Arista	2002	-4	68.32	-5
4	4	1	<b>SUN IS SHINING</b> Bob Marley Vs Funkstar De Luxe	Club Tools/Efel	1482	+20	64.30	+16
5	5	0	<b>SING IT BACK</b> Moloko	Echo	1598	-12	63.70	-4
6	4	1	<b>MAN! I FEEL LIKE A WOMAN!</b> Shania Twain	Mercury	1548	+11	52.57	+15
7	6	1	<b>GET GET DOWN</b> Paul Johnson	Defected	916	n/c	49.43	+3
8	7	0	<b>DRINKING IN L.A.</b> Brian Van 3000	Capitol	900	-17	46.66	-13
9	10	4	<b>BURNING DOWN THE HOUSE</b> Tom Jones And The Cardinals	Gut	1517	+20	44.61	+27
10	9	17	<b>BETTER OFF ALONE</b> DJ Jurgens Presents Alice Deejay	Positiva	1118	-3	44.52	-18
11	11	20	<b>WHEN YOU SAY NOTHING AT ALL</b> Ronan Keating	Polydor	1487	n/c	42.35	+4
12	16	27	<b>MOVING</b> Supergrass	Parlophone	724	-3	41.08	-4
13	17	13	<b>BALAMOS</b> Enrique Iglesias	Interscope/Polydor	1384	-6	40.83	-13
<b>HIGHEST CLIMBER</b>								
14	23	5	<b>[YOU DRIVE ME] CRAZY</b> Britney Spears	Jive	1306	+53	40.81	+63
15	4	12	<b>[MUCHO MAMBO] SWAY</b> Shaft	Ward	1327	-2	40.53	+45
16	13	0	<b>GENIE IN A BOTTLE</b> Christina Aguilera	RCA	1220	+36	40.00	+39
17	18	3	<b>I SAVED THE WORLD TODAY</b> Eurythmics	RCA	724	+29	39.95	+45
18	14	0	<b>WHY DOES IT ALWAYS RAIN ON ME?</b> Travis	Independents	1042	-9	39.07	-15
19	12	4	<b>SUMMER SON</b> Texas	Mercury	1728	-17	38.53	+19
20	15	0	<b>FRIENDS FOREVER</b> Thunderbugs	1st Avenue/Epic	1417	+7	36.43	-4
21	16	12	<b>BEAUTIFUL STRANGER</b> Madonna	Maverick/Warner Bros.	1059	-22	35.85	-20
22	19	28	<b>MI CHICO LATINO</b> Geni Halliwell	EMI	1665	-16	35.13	-53
23	6	4	<b>THE LAUNCH</b> DJ Jean	AM-PM	796	n/c	34.71	-5
24	19	12	<b>LIVIN' LA VIDA LOCA</b> Ricky Martin	Columbia	1483	-11	33.66	-21
25	15	0	<b>I WOULDNT BELIEVE YOUR RADIO</b> Stereophonics	V2	701	-25	33.61	-19
26	20	0	<b>IF YOU HAD MY LOVE</b> Jennifer Lopez	Columbia	981	-7	32.65	-15
27	23	3	<b>SUNSHINE</b> Gabrielle	Go Beat	454	+40	32.00	+28
28	27	4	<b>BRAND NEW DAY</b> Sting	A&M/Polydor	555	+39	31.15	+8
29	21	2	<b>AIN'T THAT A LOT OF LOVE</b> Simply Red	East West	1065	+13	30.92	+20
30	29	0	<b>MY LOVE IS YOUR LOVE</b> Whitney Houston	Arista	814	-34	27.26	-32
31	30	2	<b>THAT DONT IMPRESS ME MUCH</b> Shania Twain	Mercury	887	-7	26.10	-5
32	32	12	<b>I'VE GOT YOU</b> Martine McCutcheon	Innocent	1252	-10	25.39	-81
<b>BIGGEST INCREASE IN AUDIENCE</b>								
33	10	0	<b>I TRY</b> Macy Gray	Epic	192	+67	22.97	+185
34	34	4	<b>KISS ME</b> Spicey None The Richer	Elektra	567	+23	22.68	-23
35	6	1	<b>TIMES</b> Ann Lee	Systematic/London	627	+61	22.59	+109
36	47	1	<b>S CLUB PARTY</b> S Club 7	Polydor	408	+66	21.94	+90
37	41	0	<b>JUST LIKE FRED ASTAIRE</b> James	Mercury	369	+69	21.64	+18
38	71	1	<b>NEVER LET YOU DOWN</b> Honeyz	1st Avenue/Mercury	610	+27	19.95	-96
39	58	1	<b>9PM (TILL I COME)</b> A*1	Sound ID Music	497	-18	19.77	-26
40	59	1	<b>FOR ALL THAT YOU WANT</b> Gary Barlow	RCA	340	+33	19.76	-26
41	75	0	<b>SUMMER GIRLS</b> LFO	Logic/Arista	863	-5	19.52	-28
42	74	1	<b>DRIVE ME HIGH</b> Topi Bachman	Columbia	540	+15	18.96	+26
43	41	1	<b>NOT OVER YOU YET</b> Diana Ross	EMI	746	+16	18.86	+67
44	52	1	<b>IN OUR LIFETIME</b> Texas	Mercury	353	+15	18.18	+28
<b>BIGGEST INCREASE IN PLAYS</b>								
45	15	0	<b>IF I COULD TURN BACK THE HANDS OF TIME</b> R. Kelly	Jive	103	+151	18.02	+65
46	38	1	<b>THERE SHE GOES</b> Spicey None The Richer	Elektra	811	-20	17.62	-31
47	18	0	<b>WHAT'S CHA GONNA DO</b> Eternal	1st Avenue/EMI	276	+46	17.61	+43
48	42	10	<b>RENDEZ-VOU</b> Basement Jaxx	XL Recordings	272	+33	16.90	-6
49	33	0	<b>WHEN I THINK OF YOU</b> Chris De Burgh	A&M/Mercury	90	+23	16.80	-21
50	45	0	<b>HIGHER THAN HEAVEN</b> Kelle Bryan	1st Avenue/Mercury	364	+2	16.34	-12

## RADIO ONE

		BBC RADIO 1		Buy/Play	Play	Best of	1998	1997
<b>1 MAMBO NO 5 (A LITTLE BIT OF...)</b> Lou Bega <b>RCA 2257 -8 78.05 -12</b>								
2	1	1	<b>BLUE (DA BA DEE)</b> Eiffel 65	Eternal	1745	+15	71.56	+27
3	2	0	<b>SING IT BACK</b> Moloko	Echo	1598	-12	63.70	-4
4	3	1	<b>GENIE IN A BOTTLE</b> Christina Aguilera	RCA	1220	+36	40.00	+39
5	4	1	<b>MAN! I FEEL LIKE A WOMAN!</b> Shania Twain	Mercury	1548	+11	52.57	+15
6	5	0	<b>GET GET DOWN</b> Paul Johnson	Defected	916	n/c	49.43	+3
7	6	1	<b>DRINKING IN L.A.</b> Brian Van 3000	Capitol	900	-17	46.66	-13
8	7	0	<b>BURNING DOWN THE HOUSE</b> Tom Jones And The Cardinals	Gut	1517	+20	44.61	+27
9	8	1	<b>BETTER OFF ALONE</b> DJ Jurgens Presents Alice Deejay	Positiva	1118	-3	44.52	-18
10	9	1	<b>WHEN YOU SAY NOTHING AT ALL</b> Ronan Keating	Polydor	1487	n/c	42.35	+4
11	10	2	<b>MOVING</b> Supergrass	Parlophone	724	-3	41.08	-4
12	11	3	<b>BALAMOS</b> Enrique Iglesias	Interscope/Polydor	1384	-6	40.83	-13
<b>HIGHEST CLIMBER</b>								
13	23	5	<b>[YOU DRIVE ME] CRAZY</b> Britney Spears	Jive	1306	+53	40.81	+63
14	4	12	<b>[MUCHO MAMBO] SWAY</b> Shaft	Ward	1327	-2	40.53	+45
15	13	0	<b>GENIE IN A BOTTLE</b> Christina Aguilera	RCA	1220	+36	40.00	+39
16	18	3	<b>I SAVED THE WORLD TODAY</b> Eurythmics	RCA	724	+29	39.95	+45
17	14	0	<b>WHY DOES IT ALWAYS RAIN ON ME?</b> Travis	Independents	1042	-9	39.07	-15
18	12	4	<b>SUMMER SON</b> Texas	Mercury	1728	-17	38.53	+19
19	15	0	<b>FRIENDS FOREVER</b> Thunderbugs	1st Avenue/Epic	1417	+7	36.43	-4
20	16	12	<b>BEAUTIFUL STRANGER</b> Madonna	Maverick/Warner Bros.	1059	-22	35.85	-20
21	19	28	<b>MI CHICO LATINO</b> Geni Halliwell	EMI	1665	-16	35.13	-53
22	6	4	<b>THE LAUNCH</b> DJ Jean	AM-PM	796	n/c	34.71	-5
23	19	12	<b>LIVIN' LA VIDA LOCA</b> Ricky Martin	Columbia	1483	-11	33.66	-21
24	15	0	<b>I WOULDNT BELIEVE YOUR RADIO</b> Stereophonics	V2	701	-25	33.61	-19
25	20	0	<b>IF YOU HAD MY LOVE</b> Jennifer Lopez	Columbia	981	-7	32.65	-15
26	23	3	<b>SUNSHINE</b> Gabrielle	Go Beat	454	+40	32.00	+28
27	27	4	<b>BRAND NEW DAY</b> Sting	A&M/Polydor	555	+39	31.15	+8
28	21	2	<b>AIN'T THAT A LOT OF LOVE</b> Simply Red	East West	1065	+13	30.92	+20
29	29	0	<b>MY LOVE IS YOUR LOVE</b> Whitney Houston	Arista	814	-34	27.26	-32
30	30	2	<b>THAT DONT IMPRESS ME MUCH</b> Shania Twain	Mercury	887	-7	26.10	-5
31	32	12	<b>I'VE GOT YOU</b> Martine McCutcheon	Innocent	1252	-10	25.39	-81
<b>BIGGEST INCREASE IN AUDIENCE</b>								
32	10	0	<b>I TRY</b> Macy Gray	Epic	192	+67	22.97	+185
33	34	4	<b>KISS ME</b> Spicey None The Richer	Elektra	567	+23	22.68	-23
34	6	1	<b>TIMES</b> Ann Lee	Systematic/London	627	+61	22.59	+109
35	47	1	<b>S CLUB PARTY</b> S Club 7	Polydor	408	+66	21.94	+90
36	41	0	<b>JUST LIKE FRED ASTAIRE</b> James	Mercury	369	+69	21.64	+18
37	71	1	<b>NEVER LET YOU DOWN</b> Honeyz	1st Avenue/Mercury	610	+27	19.95	-96
38	58	1	<b>9PM (TILL I COME)</b> A*1	Sound ID Music	497	-18	19.77	-26
39	59	1	<b>FOR ALL THAT YOU WANT</b> Gary Barlow	RCA	340	+33	19.76	-26
40	75	0	<b>SUMMER GIRLS</b> LFO	Logic/Arista	863	-5	19.52	-28
41	74	1	<b>DRIVE ME HIGH</b> Topi Bachman	Columbia	540	+15	18.96	+26
42	41	1	<b>NOT OVER YOU YET</b> Diana Ross	EMI	746	+16	18.86	+67
43	52	1	<b>IN OUR LIFETIME</b> Texas	Mercury	353	+15	18.18	+28
<b>BIGGEST INCREASE IN PLAYS</b>								
44	15	0	<b>IF I COULD TURN BACK THE HANDS OF TIME</b> R. Kelly	Jive	103	+151	18.02	+65
45	38	1	<b>THERE SHE GOES</b> Spicey None The Richer	Elektra	811	-20	17.62	-31
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## ILLR

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25	20	0	<b>IF YOU HAD MY LOVE</b> Jennifer Lopez	Columbia	981	-7	32.65	-15
26	23	3	<b>SUNSHINE</b> Gabri					

# Linda BRAVA

Her debut album on  
EMI Classics

A delightful selection of popular  
classical pieces for violin and piano

Available on CD and cassette from  
11 October 1999

### Marketing

Full page adverts in Classic CD and  
Classic FM Magazine  
National Press advertising  
London Bus Mega Rear for 3 Months  
CD blow-ups and posters are available

### Promotion — confirmed to date

TV  
Reuters TV (w/c 14 September 1999)  
Nightlife (Friday 24 September 1999)  
This Morning (w/c 11 October 1999)

### Radio

Classic FM features  
BBC Radio 3 (In Tune)

### Press

Classic FM cover and story (out now)  
Evening Standard (14 Sep)  
Music Week (18 Sep)  
News of the World (19 Sep)  
The Star (20 Sep)  
Hello (24 Sep)  
and there's more to come...



CDC 5 56922 2 • EL 5 56922 4

www.emiclassics.com



## ALBUM of the week

RELAX — IT'S CLASSIC FM. Various  
works and artists (Classic FM  
CFMCD30). A mid-price compilation

featuring artists  
including Lesley  
Garrett (pictured),

guitarist Simon Dinnigan, conductor Enrique Balza and pianist  
Evelyn Chen. The album is backed by television advertising and  
an extensive radio campaign on Classic FM, estimated by Classic  
managing director Roger Lewis to be worth around £1m.



### REVIEWS

for records released up to 11 October, 1999

**JS BACH:** The Well-Tempered Clavier Books  
I and II, Bernard Roberts (Nimbus NI  
5608/11). Newly recorded by one of  
Nimbus's best-selling artists, this fine set of  
Bach's 48 preludes and fugues features first-  
class production values. It is offered at a  
special dealer price of £11.50 and is backed  
by ads in the specialist classical press.

**L'AMOUR, L'AMOUR:**  
Ramón Vargas; Munich  
Ramon Orchestra/Viotti  
(RCA Red Seal 74321  
61464-2). Exciting  
Mexican tenor Vargas  
brings his solo debut  
album with a collection of operatic arias and  
songs. The long-term promotional approach  
for Vargas will stress the rich qualities of his  
voice rather than pitching him against the  
likes of Cura and Alagna. Ads will run in  
November's Gramophone.

**LAND OF MY FATHERS:** Bassezy, Terfel,  
Michael Ball, Black National Male Chorus,  
Oceania, Ladysmith Black Mambazo etc  
(Decca/Universal Classics 466 567-2).  
Universal TV and Decca share the £180,000  
costs of a TV ad campaign for the official

album of this October's Rugby World Cup.  
The album can expect to benefit from ITV's  
exposure of Shirley Bassey & Bryn Terfel's  
World in Union duet. The release will receive  
considerable editorial coverage on top of a  
£70,000 press marketing spend.

**LINDA BRAVA:** Popular  
Violin Classics by Elgar,  
Fauré, Sibelius, Kreisler,  
etc. Brava, Lenahan (EMI  
Classics CDC 5 56922  
2). Finnish violinist Linda  
Brava (aka Linda

Lampenius) caused an uproar among  
classical purists when she posed for  
Playboy. EMI's marketing campaign makes a  
virtue of her appearance, backed by ads on  
London buses, in-store posters and life-size  
blow-ups. Full page ads will run in Classic  
CD and Classic FM Magazine, backed by  
national radio and press advertising.  
**VERISMO:** Operatic Arias by Leoncavallo,  
Catalani, Giordano, etc. José Cura;  
Philharmonia Orchestra/Cura (Erato 3984  
37317-2). Cura proves he has the vocal  
apparatus to produce impassioned and  
characterful performances of this  
programme of verismo arias. Press  
coverage is backed by a heavyweight  
marketing campaign.

## CLASSICAL news

### SONY CLASSICAL UNVEILS AUTUMN LINE-UP

Sony Classical Universal's dominance of the UK  
corporate market share league looks set to  
continue in the final quarter of 1999 with the  
release of a clutch of high-profile  
albums in the run-up to Christmas.

A double-disc compilation of film scores  
by John Williams and the second release  
from angel-voiced Welsh schoolgirl Charlotte  
Church, both TV-advertised, lead the way for  
Sony this autumn.

The release roster  
also includes  
crossover titles,  
soundtracks and  
three albums from  
US violinist Joshua  
Bell. Other recent releases from Sony's  
young core classical artists, including  
Austrian mezzo-soprano Angelika  
Kirchschlager and Russian virtuoso pianist  
Arcadi Volodos, underline the diversity of  
releases from a company that makes no  
excuses for presenting overly commercial  
discs alongside those of specialist appeal.

"People forget that we also present high-  
quality core classical releases and just  
pigeon-hole us as a soundtrack company  
that is selling lots of records," says Chris  
Black, director of Sony Classical UK.

Black points to the October 4 release of  
Joe Jackson's Symphony No. 1 (Jackson  
pictured above) as typical of the company's  
commitment to unusual crossover projects;  
likewise, he suggests that the forthcoming  
soundtrack for Mike Leigh's film about  
Gilbert & Sullivan, Topsy Turvy, will reach far  
beyond the composers' usual audience.

"If Joe Jackson or a soundtrack disc  
generates big sales then it is positive for the  
whole classical business," says Black.

### ECN BACKS LIVE MUSIC FESTIVAL

Manfred Eichar's Munich-based independent  
label ECM features at the heart of a new  
festival presented by the University of

Brighton in association with Gramophone.

Selected Signs — An ECM Festival runs  
from November 6/27 and includes  
performances by Jan Garbarek and the  
Hilfand Ensemble, Kenny Wheeler, the  
Keller Quartet, Norma  
Winstone and John  
Surman. Eichar  
(pictured) takes part in  
a symposium on the  
future of the record  
business with critic and  
broadcaster Rob Cowan on November 20.  
Eddie Wilkinson, joint managing director  
of ECM's UK distributor New Note, feels  
that Selected Signs offers a powerful  
marketing opportunity.

"ECM is a trend-setter and, as far as I  
know, this is the first time a record  
company has invested in a festival of live  
music in this country," he says.

November's edition of Gramophone will  
carry a full-page ad for the festival and an  
insert promoting ECM's autumn releases.

### RIEU WALTIZES INTO UK MARKET

Violinist André Rieu has sold 8m albums  
worldwide and routinely draws adoring  
audiences to hear the dance music of the  
Strausses in sell-out stadium concerts in  
Holland, Belgium and Germany.

Philips Music Group is preparing to  
introduce Rieu to the UK, with heavy TV and  
press exposure planned for the launch of his  
debut album. André Rieu — Waltzes is  
released on October 18 to coincide with the  
UK's first National Waltzing Week, of which  
Rieu is patron.

"It is not a matter of if he takes off in  
this country, but when," says Mark  
Wilkinson, head of Philips Classics UK.  
A national tour in February should help  
his cause, as will substantial advertising  
and an expected high TV profile.

Andrew Stewart can be contacted by email at:  
Andrew.Stewart1@compuserve.com

## RETAIL FOCUS: ANDYS

by Karen Faux

Andy's has just consolidated expansion into the Midlands with the opening of its 40th store, in Leamington Spa. The new outlet marks another stage in the evolution of the indie chain. "Every store we open is an improvement on the last," says marketing director Billy Gray. "There is more space and more light and an altogether easier shopping environment for our customers."

To get the store off to a flying start, Andy's rolled out a local media campaign underlining the breadth of its range and its personal service. "We wanted to convey that everything in Andy's is about quality," says Gray. "We spend a lot on our shop fittings to get the right look and feel. Personal service and human contact are also important otherwise people may as well order off the internet."

While rock and pop continue to be an important part of the chain's offer, it is increasingly scaling up specialist sections such as classical and jazz. "We commit a lot of our budget to promoting the classical sector with regular advertising in classical music magazines," says Gray. "We are also



Andy's: emphasising quality through media campaign

aggressive in our pricing of premium product." Among its most successful recent releases have been La Bottine Souriante, Rachmaninov Vespers and Bernstein's Wonderful Town. "We have our target market very well tracked in this area and we know exactly who we are selling to," says Gray.

## TRACKING THE TARGET MARKET

During the past six years Andy's has been developing a database that now tracks 140,000 customers by age, sex and favoured genres of music. In November its in-house magazine *Music Matters* is set to be sent out to everyone on the list featuring 100 titles which will each carry a redemption voucher of £2. "This will be supported by an extensive advertising campaign and we are expecting a very good take-up," says Louise Gray. "Bringing albums that would normally retail at £12.99 down to £10.99 is an offer of genuine value to people."

Andy's also sustains a hefty commitment to radio and TV advertising for a wide range of releases and campaigns are always programmed. It has recently carried out a substantial amount of co-op advertising with Sony and EMI, focusing on powerful local radio stations. "For pop product we buy across as

many as 30 stations and we always aim to match the product carefully to the target market. Essentially the product is what we are profiling rather than the chain. I am a great believer in the fact that you cannot sell two things at once."

Andy's does not feel it has too much to complain about when it comes to sales of new album releases in recent months. Marketing manager Louise Gray says, "Gomez has sold particularly well and Travis has been in our top five for weeks now. This week our advertising is very focused on new students with space for space for space student pack booked in the student edition of the *NME* and in *The Guardian* and *Select*. It should go down well as it offers £2 off premium albums."

Currently Andy's is planning its autumn blitz and talking to record companies about TV co-ops ad on stations spanning Channel Four in the North and Midlands, Anglia, Granada Border and Tye-Tees. "The last quarter takes a big slice of our annual marketing budget and we will be spending more this year than we did last," says Billy Gray.

## IN-STORE NEXT WEEK (from 4/10/99)



**Windows** - B\*Witched, The Clash, Universal campaign with three CDs for £21. **In-store** - Big Country, Loreena McKennitt, The Clash, Fungus, Walton, Type O Negative, Amen, Macy Gray, Basement Jaxx, The Chemical Brothers, Death In Vegas; **Press ads** - Hellowen, Howells, Fungus, Walton, Type O Negative, Amen, Chillout Album 2, Death In Vegas, Macy Gray, Basement Jaxx, The Chemical Brothers, John Paul Jones



**In-store** - Melanie C, Tom Jones, Christina Aguilera, B\*Witched, Ann Lee, David Bowie, Northern Line



**In-store** - buy two chart CDs and save £5, two for £12 on Boots exclusive CDs, classical CDs for £5.99 each or two for £12



**Album of the Month** - Breakbeat Era; **In-store display boards** - Gentle People, Juanjaro, Cinematic Orchestra, Camp, Weezer, Stereobab, Explosion, Faze Action, Jon Spencer Blues Explosion



**Single** - The Charlatans; **Windows** - Christina Aguilera, Adam Rickitt, Ann Lee, James, Merz, B\*Witched, Eurythmics, Jordan Knight, October sale; **In-store** - David Bowie, Martine McCutcheon, The Clash,

Something About Mary, B\*Witched; **Press ads** - James, Darryl Tenaglia, Mark Dorsey, Northern Line, Jordan Knight



**Albums** - S Club 7, Land Of My Fathers; **Listening posts** - James, Reba McEntire, Macy Gray, Talvin Singh



**Album** - David Bowie; **Windows** - David Bowie, Paul McCartney; **In-store** - Reba McEntire, Macy Gray, Lion King, The Beatles, Country Music Awards, four videos for £15, three Fox videos for the price of two; **Listening posts** - Ladysmith Black Mambazo, Live, Shelby Lynne, Dracula, Gary Moore, Nanci Griffith, Beth Orton, Tori Amos, Ian Dury



**Singles** - Destiny's Child, B\*Witched, Ann Lee; **Albums** - David Bowie, Melanie C, The Clash, Debbie Harry, Ladysmith Black Mambazo, Paul McCartney, S Club 7; **Videos** - Something About Mary, Ricky Martin



**Singles** - The Charlatans, B\*Witched, Christine Aguilera, Ann Lee; **Albums** - Trance Nation 2, Leftfield, Gomez, Martine McCutcheon, The Divine Comedy, Dancemix Vol.1, Mary J Blige; **Windows** - S Club 7, The Clash, David Bowie, Ladysmith Black Mambazo, The Charlatans; **In-store** - CDs for £7, buy two CDs and get one free. South Park, Christine Aguilera, Ann Lee



**Album of the Month** - Hi-Ball Lounge Sessions Vol.1, Dagg, Skinfur Vol.3, Funky Monkey, Fifth Amendment; **Mojo** recommended retailers - PreFab, Flay, Asie Payton, Railway Children, Joe Henry, Darryl & Jo



**Singles** - Bernard Butler, Eternal, 911, Fire And Skill; **Windows** - Tom Jones, David Bowie, Tarzan, Longpigs, The Pet Shop Boys; **In-store** - Deacon Blue, James, Pet Shop Boys, Roachford, buy two CDs and get one free; **Press ads** - Tom Jones, Dracula, buy two CDs and get one free



**In-store** - David Bowie, Tom Jones, Superglass, Ben Harper, Big Daddy, Manumission, Beth Orton, Leftfield, Junior Sanchez, Longpigs, Britney Spears



**Albums** - S Club 7, Land Of My Fathers; **Listening posts** - James, Reba McEntire, Talvin Singh, Macy Gray



**Singles** - B\*Witched, Christina Aguilera; **Album** - Paul McCartney; **In-store** - Sting, Chillout Album 2, The Clash, Bob Awdard, Rugby World Cup; **Press ads** - Ladysmith Black Mambazo, David Bowie, Stone Roses

## ON THE SHELF

KEITH SHEPHERD,  
owner, Upbeat,  
Bude, Devon



"This store opened 12 years ago and since then we have moved to a main street site and recently expanded the floorspace by two-thirds. We also have stores in Bideford and Padstow which are going from strength to strength. Padstow is only 18 months old and we are still in the process of bringing it into line with the other two stores."

Because of where we are, we do very strongly in cassettes and it is frustrating that there are so few big new releases at that time. All the record companies are now rolling out their autumn campaigns and while our autumn trading should be good, we are mainly buying stock for next summer. Because we cater for a lot of tourists who are passing through in cars, we sell big quantities of cassettes and another bugbear is that they are priced so high. We could make a much healthier profit and sell a lot more of them if the dealer prices were to be lowered.

We have a mid-price campaign that is

ongoing throughout the year with three CDs for £21 and a budget promotion that offers four CDs for £10. Stalwart sellers in the mid price include Tracy Chapman and Led Zeppelin, while in the budget section we are doing very well with Frank Sinatra.

This week our biggest new album performer has been Leftfield and we are expecting it carry on up until Christmas. The Gomez album has been flying out since its release and we are still doing good business with Stereophonics, Travis and Shania Twain. This week has been pretty good for singles and it looks as if S Club 7 and Shania Twain will make high chart debuts.

S Club 7's forthcoming album should be a seasonal frontrunner and there is also a lot of interest in Tom Jones. It is good to see that EMI are now offering an across-the-board discount on its mid-price product, which is not dependent on how many units are ordered. Long may it continue."



## ON THE ROAD

TIM ROBERTS,  
3my rep for East and  
South Midlands

"Presales on the new Mese album are picking up very good this week. I recently saw them play live in Leicester and they were great. The tour will help to boost sales when the album hits the racks in October. All in all it is shaping up to be a busy week. The breakfast compilation A Finger Liked Thing is picking up steam. I'm also pre-selling the new Divine single on Mushroom and Martay on Riverhorse. The latter features samples of Give Me All Your Loving from ZZ Top and is starting to generate interest. We are generally in the process of gearing up for a very hectic October. There are lots of enquiries coming in about new singles and albums from Bernard Butler and ATB. The James Clarke single, which features on the recent TV advert for The Gap, is also going to be big next month."

There is quite a solid stronghold of dance stores in my catchment area and I am expecting very healthy sales for Ministry Of

Sound's *Galaxy Mix*, mixed by Boy George and Defcon 1, which is the first album to be released by Defected. The label has a strong reputation in many of my stores and seasonal sales should be good. On the singles front my big two upcoming releases are Big Time Charlie on inferno and Onephdavea on Defected.

We also have a Faithless remix album lined up and this will be preceded by a single on October 18. *Mint Royale* seem to have developed a very solid fanbase around here and I am expecting the new single and album to fly out. Kevin Rowland's new album on Creation has had a lot of exposure in the press and on radio so there will also be a fair amount of mileage in that. In November we have the release of *Fire And Skull*, an album of cover versions of Jim songs. This includes the double *Aside* single Carrion/Gold Underground, featuring Liam Gallagher and released on October 11."









Elvisrockin'



**THE MILLENNIUM MASTERS:** While Elvis catalogue is selling well out of the High Street stores thanks to the Artist of the Century campaign, four fresh generic collections have stimulated sales in supermarkets and other non-traditional outlets. Released in August, the Millennium Masters' Ultimate Collection CDs have already sold tens of thousands of copies with strong support from EMI, MCA, Car Price, Asda and Tesco. The four genre-themed mid-price CDs – Elvis Movies, Elvis Ballads, Elvis Rockin' and Elvis >

THE ULTIMATE COLLECTION  
Elvismovies

> Country – are each packaged in a generic style slipcase which adds to their visual impact. "They are specifically designed to give us access to non-traditional markets," says Stanford. "The beauty of mid-price is that it allows us into the all-important retail campaigns and encourages multi-buys across the series." If any further incentives were needed, the collections, complete with detailed sleeve notes and quality packaging, are limited editions and will be deleted in the year 2000.

# AS ARTIST OF THE CENTURY

The impressive back catalogue of superstar Elvis Presley spearheads the millennium efforts of BMG. Colin Irwin reports

It is 22 years since he died, but there is still no limit to the world's fascination with Elvis Presley. Such is the phenomenal endurance of his appeal that sales of Elvis' catalogue have notched up a staggering 20m units worldwide in the past three years alone.

Even this extraordinary figure could increase dramatically before the millennium, thanks to an imaginative BMG marketing campaign designed to maintain Presley's place at the heart of popular music by promoting him as the undisputed Artist of the Century. It has issued 22 new releases in the past 18 months, culminating in a bold campaign ranging from specially-themed releases at one end of the market to a superb deluxe gift set at the other.

"It has been a case of looking at the whole of Elvis' repertoire, picking out key areas that we know will be of interest to the fans and then focusing on them," says Charlie Stanford, BMG's mid-price label manager. "It has been a great success. Retail has come on board and, as the credibility of the whole campaign has increased, so have sales."

The strategy involves a campaign designed to increase momentum in the run-up to Christmas and to exploit the various millennial polls that will inevitably feature Elvis prominently, by making all his most popular tracks available either on the three-CD Artist of the Century gift pack or on one of the generic Ultimate Collection series. The initial interest was spiced by a teaser campaign, including quotes from the likes of John Lennon, Elton John, Bruce Springsteen, Bob Dylan, David Bowie and Eric Clapton, which was sent to the key media, and resulted in strong pre-release awareness of the product. This upfront profile gave retail the confidence to support the release. For example, HMV launched its own Elvis campaign, which included in-store leaflets, competition prizes and front-of-store racking. At the same time, MCA launched its own Artist of the Millennium push with competitions, magazine

promotions and dedicated racking.

This renewed activity signals a landmark in the marketing of Presley.

In telling contrast to the grim years immediately after his death, when catalogue was seemingly freely available to all and sundry, with no questions asked about how or where it was recycled, Elvis' recorded output is now fiercely protected. One of the first things BMG did when it bought RCA was to take all

Elvis product off the market.

"There was a conscious effort from New York to completely oversee Elvis because his catalogue had been licensed out to all sorts of companies and there were a lot of tacky packages around," says catalogue development manager Linda Nevill. "For a while, much of Elvis' material did not present a good image. Consequently it was all withdrawn."

**'As each new generation comes along, it is important to make them aware of Elvis' place in the history of popular music' – Charlie Stanford**

## The ultimate gift set

For Elvis fans – and indeed most popular music lovers – few collections can come closer to defining the essence of the king than the Elvis Artist of the Century three-CD gift set which was issued last month. Released in two formats – a deluxe long-form package and standard digi-pack – the set features 75 tracks voted for by Elvis fans, journalists, celebrities and musicians, including Elton John, David Bowie, Eric Clapton and Bob Dylan. The result is a collection that includes 32 Top 10 hits and 42 platinum and gold singles consisting of every classic Elvis track recorded between 1954-75. They range from That's All Right Mama, Heartbreak Hotel and Blue Suede Shoes to Always On My Mind, The Wonder of You and Suspicious Minds.

The packs come complete with extensive sleeve notes, celebrity quotes and rare photographs. The deluxe set retails at around £30 (dealer price £17),

while the digi-pack is in the shops at the mid-price point of about £20 (£12.50 dealer price).

These are the jewels in the crown of BMG's Artist of the Century. The collection has been record of the week on Radio Two and, as well as heavy Capital Gold programming, is enjoying high profile on 75 local radio stations, an additional feature of which has been competitions offering weekends away and giveaways throughout August.

"We've had coverage in all the specialist music publications and great press support all round," says Stanford. "We certainly feel this is one of the best Elvis campaigns ever. It has captured the imagination of the media, retail and consumer alike."

Nothing is now released in Elvis' name in any territory without the approval of the US-based Elvis Committee, which was set up to maintain strict quality control over all future releases. The care and attention taken to re-position Presley and excite devoted fans and casual buyers alike has certainly been justified by the phenomenal number of units sold during the past 18 months. Recent releases have ranged from the Sunrise collection of Sun Studio recordings – aimed specifically at hard-core fans – to Tiger Man, a credible collection of rock tracks which earned a nine out of 10 rating in NME. The Burnin' Love compilation of Seventies tracks was similarly well-received as were the current Artist of the Century and Millennium Masters releases.

"Everything we do is scrutinised closely by Elvis fans, but with good sleeve notes and interesting photos we feel we can appeal to music fans and hard-core collectors alike," says Stanford. "As each new generation of music buyers comes along, it is important to make them aware of all Elvis achieved and of his place in the history of popular music. Our campaigns are aimed at a wide cross-section of people, which is why we've gone for the High Street chains as well as the supermarkets. We decided to make this campaign really retail-focused so we went to each retailer showing the different packs available and what we could do specifically for them. As a result we're enjoying lots of support, including dedicated in-store racking and listening posts and we have set up promotions with most retailers."

There is plenty more to come, as the Camden label is about to put out an Elvis' Gospel Song Collection, which will be followed soon after by the first low-price release of a re-packaged, re-mastered Elvis Christmas Album. There are huge promotional opportunities ahead for the refreshed Elvis catalogue.

"The sky's the limit, there's massive potential," enthuses Stanford. "We will be generating activity all the way up to Christmas...and beyond."



# REVIVED CAMDEN LABEL HELPS REVOLUTIONISE LOW-PRICE SECTOR

by Colin Irwin

BMG was not slow to meet the challenge presented by the growth in the low-price CD market during the mid-Nineties and reacted by charging its Commercial Division with the task of creating a cohesive, streamlined marketing structure – and the strategy to go with it – which would maximise the earning potential of its huge back catalogue across all genres and price points.

Confident that it could outreach the

existing specialists by offering quality product into established low-price markets, BMG launched a label specifically to achieve this. To sidestep the practical complications involved in registering a new label, it elected to use Camden.

Camden had previously been an RCA imprint in the Sixties and had lain dormant for many years before being revived for the catalogue market of the Nineties. Camden has subsequently enjoyed a rapid rise to prominence,

and has helped revolutionise the whole image of the low-price sector by combining high quality packaging with popular repertoire by top flight artists as varied as Lou Reed, Dolly Parton, Boney M and Elvis Presley.

Dedicated to devising and preparing new releases and packages as well as planning retail initiatives and high-profile marketing campaigns, the BMG Commercial Division has its own in-house design team to create every piece of artwork that is released under

the Camden banner, from distinctive CD packaging to sales sheets and advertising.

As a result, each Camden title is treated with the same care and attention to detail which is applied to a full-price product release.

"It was clear that many retailers were switching from having a lot of A-Z range producing instead for more campaign and promotional space, which suited the low price specialists," says label manager Andy Street.

## Camden's Deluxe model

The Camden Deluxe imprint, launched in January has already made an impact on the

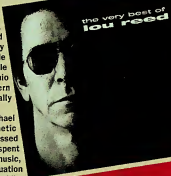
price market with a broad range of acclaimed titles. The Very Best Of Lou Reed, compiled with help from Reed himself, was described by *Uncut* mag as "definitive" while *Time Out* referred to the double CD collection of three Ennio Morricone spaghetti western soundtracks as "totally essential".

Meanwhile, the 2 on 1 Michael Nesmith package *Magnific South/Loose Salute* has surpassed all sales predictions. "If you've spent 29 years not hearing this music, it's time to remedy the situation now," said the *Sunday Times*, while the release was also hailed in *Mojo* as one of the best reissues of the year so far.

Other titles that have performed well for the new imprint include Henry Mancini's *Pink Panther/Return Of The Pink Panther*, The Very Best Of Jon Lucien and Dakota Staton's *Jazz Me Blues*. Two Various Artists collections have also caught the eye at retail – the highly-rated *Jumpin' At The Go-Go* selection of 23 Northern soul classics, featuring Roy Hamilton, Willie Hutch, Ketty Lester and The Dynamics; and the Fallen Angels album of legendary country rock recordings, which includes two unreleased Gram Parsons tracks, plus cuts by Crazy Horse with Neil Young, Jayhawks, Youngbloods and America.

Camden Deluxe has quickly assembled a catalogue of 38 titles, but that figure will increase dramatically with a strong new collection of titles waiting to hit the shelves. BMG is particularly proud of the new batch, which includes Atomic Lullabies, a definitive two-CD Blow Monkeys compilation encompassing the hits and B-sides, as well as rarities and unreleased material, with witty sleeve notes and tracks selected by Blow Monkeys mainman Robert Howard.

A music press article inspired Camden to reissue two neglected Nina Simone classics, *Nina Simone & Piano/Silk And Soul* in one Deluxe pack. Originally a *Buried Treasure* article in *Mojo* included a quote from



the very best of Lou Reed



SEBASTIANO MIZOGUCHI A FISTFUL OF SOUPS



THE PINK PANTHER THE RETURN OF THE PINK PANTHER

Simone herself to the effect that Nina Simone & Piano was her favourite album and that she would rather be remembered for this than *My Baby Just Cares For Me* or *Ain't Got No (I Got Life)*.

"When the *Mojo* article appeared, a lot of people phoned to ask where they could get the album," says Camden label manager Andy Street. "We reacted by releasing this with *Silk & Soul* from the same period and we also included a couple of seven-inch single tracks, two rare albums, plus a couple of bonus tracks. There are hundreds of Simone compilations at different price points. About eight different labels have access to her material, but this is more than just another compilation."

Other highlights of the forthcoming double include the Cuban *Revolucion Jazz* schedule collection, featuring 110 minutes of Latin jazz by the likes of Arturo Sandoval, Irakere and Chucho Valdes, which is regarded as one of the best compilations of its type of recent years. "This is a great introduction to jazz from Cuba," says Street.

There are also more 2 on 1s from Henry Mancini (*Breakfast At Tiffany's/Arabesque*), Lovin' Spoonful film soundtracks (*What's Up Tiger Lily/You're A Big Boy Now*), Waylon Jennings (*Honky Tom Heroes/Lonesome, Oratory & Mean*) and the Jimmy Castor Bunch (*It's Just Begun/Phase Two*).

Beyond that there are further plans to develop Camden Deluxe into the foreseeable future.

"There's a lot of great material by other artists in the archives, and we are in the throes of upgrading the Nilsson catalogue, which is long overdue," says Street.

ANDY STREET

## The Camden market

As the low price market grew more sophisticated in the Nineties, so the combination of easy listening and Sixties pop packages which had once dominated the price point began to look increasingly outmoded.

The sheer diversity and depth of the BMG catalogue put Camden in a position where it could immediately offer a range of exciting releases to challenge those preconceptions. Its most notable success and all-time best seller is *The Best Of Boney M*, with worldwide sales approaching 500,000 units.

Not far behind comes Lou Reed's *Perfect Day*, a release which fortuitously coincided with a BBC promotion based on the title song and benefited hugely from the publicity.

This year Camden is enjoying strong retail activity on a wide variety of titles, notably Elvis Presley's *Love Songs*, Clannad's *Celtic Collection*, The Very Best Of Fifth Dimension, The Very Best Of John Denver and Dolly Parton's *Love Songs*.

Camden also has a busy release schedule for the rest of the year. *Primed* and ready to hit retail this month are an array of attractive titles, including Elvis Presley's *Gospel Favourites*, *Beat DIs – The Very Best Of Bomb The Bass*, Marc Bolan's *Acoustic Warrior* and The Very Best Of Betty Boo.

Hard on their heels comes a formidable schedule of seasonal titles. Barry Manilow makes his first appearance at this price point with *Because It's Christmas*, while John Denver's million-selling *Rocky Mountain Christmas*, Perry Como's *Christmas Album*, Jim Reeves' *Christmas Songbook* and Roger Whittaker's *Christmas Celebration* are all expected to set the tills ringing throughout November and December.

Pride of place on the Christmas release schedule, however, must go to the first low price appearance of Elvis' *Christmas Album* and Boney M's *Christmas Party*.



# CAMDEN LABEL

► "We looked at this growing market and planned our strategy accordingly. We felt strongly that our products should not look like budget releases and that everything we did should be commercially viable.

"From the outset, we wanted to treat Camden similarly to a full-price label to create that point of difference," adds Street.

From tentative beginnings and just a handful of titles two years ago, Camden

is now one of the market leaders with around 250 quality titles in a five-fold market share increase in the UK and worldwide sales in excess of 5m units.

The London-based Commercial Division drives Camden for the world and has certainly made its mark internationally, since it is represented in almost 40 territories and, despite the buoyant import sector, shipments to UK domestic accounts for the last year exceeded 1m units.

Not content with establishing Camden as one of the low-price market leaders in such a short time, BMG took a further step early this year with the introduction of the Camden Deluxe mid-price label. Here the aim was not to compete with or swallow the low-price label, but to complement it and give the overall Camden brand more flexibility.

"We began to feel that some of the specialist multiples were shying away from low-price campaign activity, which was due to slim margins, low turnover and market saturation," says Street.

"At that stage, we hadn't done much in the way of creating our own product at mid-price; it tended to be reductions of full-price albums, but Camden gave us the freedom to create and design from scratch.

"We realised we could take Camden a step further with a high-quality range of product going from a commercially viable album such as The Very Best Of Lou Reed to artists like Michael Nesmith which hadn't been available before," says Street. "We had great music sitting in the vaults and we started to search for original tapes of unreleased material to use as bonus tracks along with rare photos."

Meanwhile, BMG's successful Stop! campaign, consisting of full-price albums reduced to mid-price, continues to thrive

and is itself a rapidly expanding arm of the company with more than 400 titles. Recent best-sellers include Take That's Greatest Hits, M People's Bizarre Fruit, Dolly Parton's Ultimate Collection and Annie Lennox's Diva.

**'Mid-price has really snowballed for us in the past couple of years. There's always a new audience out there – our job is to find it'**  
– Andy Street

An opportunity not to be missed was the upgrading of Lou Reed's classic Transformer. The album was digitally remastered from the original tapes, sleeve notes were commissioned from Rolling Stone writer David Fricke and the

booklet includes rare photos by Mick Rock. In the ensuing months Transformer has sold in excess of 50,000 units in the UK alone.

"Mid-price has really snowballed for us in the past couple of years," says Street. "There's always a new audience out there – our job is to find it."

## Classic artists: Run DMC



When Run DMC hit the top of the UK charts for the first time with It's Like That last year,

a new generation was introduced to the band, who effectively pioneered rap's mainstream crossover with Walk This Way in 1986.

With a new full-price product scheduled, the chance to get Run DMC's back catalogue moving in a serious manner was too good an opportunity to miss.

By the end of the month nobody will be left in any doubt that one of

the most influential rap groups in history is back with a vengeance.



down with the kings

The release of a new full-price studio album will come hard on the heels of the reissue of their entire back catalogue of six classic albums – Tougher Than Leather, King Of Rock, Raising Hell, Run DMC, Down With The King and Back From Hell.

This will be the first time these albums have appeared on the mid-price shelves and in the reflected glare of the spotlight on the rappers' new material, BMG expects them to fly out of the stores.

## Classic artists: Captain Beefheart

Captain Beefheart & his Magic Band



the Mirror Man sessions

cult heroes don't come any more enduring than Captain Beefheart, one of rock's great eccentrics whose pioneering psychedelic work has continued to influence successive generations of music from the late Sixties to the present day.

Often described by John Peel as a genius, the public's perennial interest in Beefheart's work is certain to reach new heights when his name inevitably features prominently in various millennium polls.

BMG therefore anticipates strong retail interest for two reissues of the Captain's earliest – and many would say best – albums, Safe As Milk and Mirror Man.

Safe As Milk, originally issued in 1967 and featuring Ry Cooder, was recently described by

Rough Guide To Rock as "one of the most extraordinary debuts ever", while the double live album Mirror Man has been repackaged with five bonus tracks, rare photos and new liner notes. Both albums were originally released on the Buddha label, which was acquired by BMG eight years ago.

"Captain Beefheart took a very different approach to music and sound and we have the opportunity to introduce him to a whole new market," says Stanford.

"The younger market may have heard or read about him but are reluctant to spend £13.99 to find out more.

"We're offering these upgraded albums at mid-price and are confident we can tempt them at this more attractive price point."



## Classic artists: Whitney Houston

### Waiting to Exhale

Original Soundtrack Album



Includes new music by Whitney Houston, Robin Givens, Laurence Fishburne, Cuba Gooding Jr., and Whitney Houston. Original Soundtrack Album. All New Songs Written and Produced by Babyface.



The release of Whitney Houston's first new album for five years has given BMG the perfect opportunity to ignite retail activity across her entire back catalogue.

The return of one of the world's biggest stars with a succession of hit singles, a critically- and commercially-acclaimed album and a world tour all add up to the sort of exposure of which catalogue managers dream.

"It will always give a big boost to catalogue sales when a major artist tours and has new product on the market and Whitney is one of our premier artists, so it was an obvious move to re-promote her back catalogues," says Charlie Stanford.

"All the albums were still selling reasonably well at full-price but as soon as we knew there was new product, we saw the opportunity to increase sales substantially by marketing them at mid-price."

To get clearance for such a radical marketing initiative involving one of the company's key assets – and the best-selling artist of the last two decades – meant going through lengthy discussions with Artists in the US.

As a result, all Houston's six albums –

Whitney Houston, Whitney, I'm Your Baby Tonight, The Bodyguard, Waiting To Exhale and The Preacher's Wife – were reduced to mid-price on August 2 and will remain at that price point until the end of the year, at which time the singer's catalogue will revert to full-price.

At full-price, this catalogue has already achieved more than 3.5m unit sales in the UK alone, and Stanford is excited by the commercial possibilities created by the price reduction and its associated retail-friendly benefits.

In August alone there was a tentfold increase in Houston catalogue sales, and he believes this may only be the tip of the iceberg.

"Whitney's releases have always been strong-selling, must-stock catalogue items, but with all the opportunities mid-price offers, the sky is the limit," he says.

"We always work closely with the front-line labels to maximise profile and potential for reductions from full- to mid-price. It not only generates valuable additional revenue, it increases the artists' overall profile and allows us to reach cost-conscious consumers who are reluctant to pay £14 for a CD."



## Selling soundtracks

The Commercial Division recently took on the marketing of the ever-increasing roster of original soundtracks now being acquired by BMG and affiliated labels in the US.

"Marketing new release soundtracks alongside established OSTs allows us huge opportunities to cross-promote and increase sales across the board," says catalogue development manager Linda Nevill.

A new venture is already off to a flying start with a series of high-profile movies that each boast strong soundtracks. The General's Daughter is a title which BMG expects to perform exceptionally well. It is a thriller starring John Travolta which has grossed more than \$100m in the States, while composer Carter Burwell (who numbers Wayne's World 2, Fargo and Conspiracy Theory among his screen credits), has written a stunning score that has won endless plaudits by mixing traditional orchestral and keyboard scores with Afro-American spirituals originally recorded more than 70 years ago.

BMG launched a marketing campaign to coincide with the September 17 UK release of The General's Daughter, which is being hailed as one of the best movies of the year.

"We have very high hopes for this film," says Nevill. "We will be advertising in film magazines and there are various tie-ins with retail, while the music itself is so eclectic. It's of the

dance age but is also incredibly atmospheric."

Further soundtracks just arriving in store are the romantic comedy-Mickey Blue Eyes, starring Hugh Grant and James Caan, and the priority release Dirty Dancing – The Collectors Edition. This double-CD box set, which carries a £13 dealer price, puts together the original 1987 Dirty Dancing soundtrack with More Dirty Dancing soundtrack in one deluxe package, which comes complete with a 24-page booklet featuring behind-the-scenes photos.

"Dirty Dancing is one of those rare titles which simply hasn't stopped selling since it was first released," says Nevill. "In fact it seems to sell more and more each year. The original has sold more than 800,000 units in the UK alone. But this is the first time we've put the two together in this form – it makes a great gift pack."

An upcoming release that could be one of the best-selling score soundtracks of the year is Fight Club. This dark tale of disenfranchised American youth turning to violence as a means of escape reunites Brad Pitt and the director of Seven, David Fincher, for a film that is already causing controversy on both sides of the Atlantic. The

sweeping, atmospheric score created by the Dust Brothers mirrors the feel and intensity of the movie itself.



## The Rory revival

New artists are as widely respected or highly-regarded as the late Rory Gallagher. BMG

commercial director, Ray Jenks, who worked on Rory's recordings as a Polygram sales manager in the Seventies, was acutely aware of the artist's potential.

Because Rory moved from label to label, it tended to disguise his true potential, but I was aware that total album sales were in the millions and was delighted when his brother Donal Gallagher finally agreed to bringing Rory's complete catalogue to BMG," says Jenks.

"We confidently predicted sales of more than a million units but expectations are now well beyond that figure."

Twelve months, 10 albums and 450,000 CD sales later, Jenks cheerfully admits that he got it wrong. "Rory was revered by everyone, including different generations of blues greats. This ongoing campaign is very satisfying for all of us," he says.

A low-price sampler released on Camden entitled Etched in Blue features a track from each of Rory's classic albums. It

helped stimulate interest in the mid-price reissues and the whole campaign has worked

neatly. The marketing team work closely with Donal Gallagher, whose own extensive archive provides a fund of information, rare photographs and previously unreleased recordings.

Four more mid-price reissues are scheduled for January 2000 but meanwhile the current success story is the BBC Sessions.

Released in August, this double album – one in Concert and one Studio disc containing mostly previously unreleased material – is enjoying enthusiastically press coverage, strong retail support and has shipped more than 11,000 units in the UK during the first month of release.

The album is enjoying a good profile in stores and a track features on the cover-mounted CD in the October issue of Uncut.

Unsurprisingly, everyone is convinced there is still plenty of potential for growth and another full-price release is scheduled for later in 2000.



## The Great War

When people talk of seminal influences and the most important bands of all time, they rarely mention the name WAR. BMG aims to change all that, exploiting a recent explosion of club interest in the rock funk pioneers with the full-price release of a double CD tying in WAR's Greatest Hits with Grooves & Messages, a remix CD of classic WAR tracks by the likes of Armand Van Helten, Ganja Kru, Orinoko and La Pozza Latina.

Formed in California in 1969, WAR hit the big time after recording with ex-Animals singer Eric Burdon, triggering a remarkable career that has seen them sell 25m albums worldwide over three decades. Fusing jazz, rock, R&B, blues and Latin musio, the band's multi-racial line-up transcended



cultural and ethnic barriers. Puff Daddy, TLC, Janet Jackson, 2Pac,

Ice-T and the Beastie Boys have all used WAR samples in recent years, convincing BMG that the time is right for a major push.

A promotional campaign supports the September 20 release with clubs singled out for special targeting through flyers, special promotions and 12-inch remixes.

"Everyone knows WAR's music when they hear it, but they don't always realise that it's WAR. It's up to us to tell them," says Stanford. "The time is right and the potential is huge."

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### Merchandising Manager for Music (Internet)

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Your brief is to create the best commercial classical website on the Internet; negotiating with major labels to source high-quality products at best-value prices, while also actively promoting new repertoire. This involves devising creative campaigns and cross-category promotions, generating maximum interest from specialist consumers and first-time purchasers alike. You should ideally possess at least two years' classical retail buying experience, demonstrating all-round experience of sales trends, budgeting, forecasting and margin management, plus a high degree of organisation and excellent analytical, negotiation and communication skills.

### Dance/Indie Music Merchandiser (Internet)

You'll be expected to bring cutting-edge knowledge of emerging trends to the development of a specialist dance/indie music site concept - by networking with specialist suppliers, you'll establish a unique Web-based consumer marketplace, which you'll then work closely with other departments to promote to its fullest potential. A strong communicator and business negotiator with a firmly established circle of dance/indie contacts, you should ideally also have a good first-hand knowledge both of IT and of retailing.

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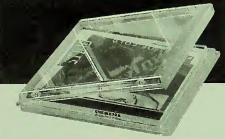
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It was all smiles at the IMF's upmarket bash at the London Hilton last week. Iron Maiden's BRUCE DICKINSON admitted his initial amazement that the band's award-winning manager ROD SMALLWOOD had ever wanted to handle them in the first place: "He turned up on an early gig at the Crown in Hammersmith when the singer had just been arrested for carrying an offensive weapon and the guitarist had just been fired, but he still wanted the job..." Pictured (1) (l-r) are: EMI's RUPERT PERRY, Iron Maiden drummer NICKO McBRAIN, the SMALLWOOD, DICKINSON, IMF's JEFF HANLON and JAMES FISHER. Also in celebratory mood were (2) Skunk Anansie manager LEIGH JOHNSON (centre) pictured with Chrysalis Music's JEREMY LASCELLES, who signed the band's publishing, and singer SKIN. And (3) producer of the year RAY HEDGES (second right), pictured with JAMES RATTRAY from sponsor Emtac, manager STEPHEN BUDD and RONAN KEATING from Boyzone, who he has produced.

## Remember where you heard it:

Comfortably numb, that's Mark Collen, who revealed at last Tuesday's (September 21) EMI conference at south-east London's Imax just what his musical bag really is. Plugging the forthcoming live Pink Floyd album, he exclaimed, "This record is the perfect Christmas gift for Floyd man. I am Floyd man, by the way" ...Meanwhile, even Dooley was impressed by Collen's skills as a marketer. One moment he was seen heading off from the conference to catch Diana Ross's video shoot, the next she was all over the front page of every tabloid...Ross could well have done with the enforcing hand of EMI's commercial marketing guru Ian "shaken but rarely stirred" Hanson, who decided to turn up at the same conference dressed as 007 to publicise a new James Bond best of. It's just as

well he didn't get the same idea about his division's forthcoming Debbie Harry retrospective...Hanson, though, was not the only music industry executive who has been dressing up lately. John Kennedy showed up at Universal UK's millennium party at Shoreditch's Planet 2000 the other week in the guise of Ringo Starr...Agent Martin Hopewell turned up as himself for the IMF's bash: "Not for the first time I find myself made totally speechless by a bunch of managers," he noted in his acceptance speech...Also notable for its presence given its run-in with the IMF over internet rights in contracts was a heavyweight Sony delegation led by European big cheese Paul Russell...

Virgin Megastores is counting its blisters after a staff team completed a 192-mile walk from St Bee's Head in Cumbria to Robin Hood's Bay in North Yorkshire, raising £15,000 for the RNID...Just a few tables remain for this year's Music Industry Trust's Dinner at London's Grosvenor House on October 22, honouring John Barry. Ring Viveka Thomas on 0171 287 4422...Speculation continues to mount about Hit &

ROB DICKINS and his team - including none other than MW editor AJAX SCOTT - reigned supreme at the EVERSHEDS 1999 POP MUSIC CHALLENGE held at Islington's Business Design Centre in aid of Nordoff-Robbins.

Robbins, comfortably doubling the score of the rival team captained by ED BICKNELL. Dooley will spare the red faces of participants by not mentioning those who failed to recognise records they had been involved in (though one involved a number one single with a harmonic solo). Even more amazing than the size of the margin dividing the two teams was the virtual silence maintained by GARY FARROW throughout. Pictured, left to right, are Music Choice Europa's STUART GRABER, BICKNELL, AEL MUSICA's BARRY KNITTEL, host PAUL GAMBACCINI, DJ of Hit signings BIRTH, DICKINS, SCOTT, FARROW and JUD LANDER.

Run after its agreement to strike a new sub-publishing deal with EMI Music. Watch this space...Who decided to hold the A&R Man's Guide To Rehab at In The City in the conference hall called Charlie's Room?...Vega 4 was responsible for emptying the Holiday Inn of guests after setting off the fire alarm at 3am on Tuesday morning by smoking cigarettes at the bar (bizarre, indeed)...And talking of smoking, infamous manager Don Taylor didn't seem too worried about the heart bypass operation he is due to undergo on his return to Miami this week; he spent the whole time walking around

with the largest cigar of the convention.....

The allure of the bright lights - or, more accurately, a brightly-dressed gaffly and legendary producer KIM FOLEY - attracted IN THE CITY UNSIGNED entrants 35STYLE into conversation. 35tyle, the R&B act comprising three 16-year-olds, are the ones with 35tyle cut into their heads (1). They probably appreciated his honest style: Foley was overheard telling one act who handed over a CD: "If it's any good, I'll rip it off..." At the annual Sunday BMI NYC branch Danish BMO, R&A-singing MARIE FRANK (2) performed at De Coubertin's Bar. Frank is best known for having collaborated with Brother

Brown on dance-floor Hit Under The Water. Pictured (l-r) are bassist HENRIK MARSTAL, keyboardist JORGEN HOLMEGAARD, drummer/programmer SOREN KOCK, BMI's CHRISTIAN ULF-HANSEN, vocalist MARIE FRANK, BMI's BRANDON BAKSHI, guitarist KENT OLSEN and manager NIELS LINDGREEN.

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