



NEWS: Channeilly is aiming to boost SBN's role as a marketing vehicle in a switch to AM frequencies

Marketing 5



NEWS: The Arista 25th anniversary concert will give WESTLife a potential TV audience of 40m in the US

International 6



NEWS: After months of negotiations, Christian Tattersfield has signed DAVID GRAY to a deal with East West

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FOR EVERYONE IN THE BUSINESS OF MUSIC

musicweek

Branson moves to end debt crisis

by Paul Williams

Virgin Retail's ongoing payments crisis with the majors looks to be heading towards a conclusion with the retailer vowing to pay off its debtors in full from this week.

Universal chairman and CEO John Kennedy was telephoned by Virgin chief Sir Richard Branson late on Friday, telling him that his company would receive in full the money it is owed either today (Monday) or tomorrow. The vow came on the back of down payments of around 40% of the sums owed being either made or promised to each of the majors last week. Although some money has

been handed over, at least one of the majors claimed it had not received any money by the end of business last Friday.

"We believe the crisis is ending," says Kennedy, who adds there now seems to be a willingness for the debt to be paid as requested. "We took a co-operative attitude and it's paid off," he adds.

Virgin Entertainment Group chief operating officer Simon Wright, who along with Branson was in detailed discussions with the major chairmen throughout last week, says: "We're very anxious to bring this to a head as soon as possible and as a consequence we are now paying



Wright: anxious to end dispute

off the record companies in full with the proviso that full credit is in place immediately." Wright confirms two of the majors have now agreed to put in place again full credit arrange-

ments which will come into effect today (Monday) when staff are also expected to hear details of a management shake-up at Virgin Retail. This is anticipated to include plans about the future direction of the Our Price chain and the departure of at least one senior member of staff.

Speculation continues to mount over what fate awaits Our Price, which has suffered particularly in the current price-led retail environment and which has been a key factor in the stand-off between Virgin and the majors.

The chain is set to be converted into primarily a mobile phones out-

let, although a music element will be retained with a concentration on chart titles. Although the future of the Our Price name has not been confirmed, it is understood the stores will be re-branded in some way with the Virgin name.

Meanwhile, the highly-competitive retail market suffered its first significant victim this year with an announcement last week that Now - which has three stand-alone stores and 15 department store concessions - is to close. A statement issued by the company points to "the suicidal pricing wars". It adds a meeting of creditors will be called at the earliest opportunity.

A rare UK appearance by TLC's Lisa 'Left-Eye' Lopes last week to promote her rap on Melanie C's number one *Never Be The Same Again* looked likely to play a crucial part in preventing Westlife scoring their fifth number one out of five releases as *Music Week* went to press last Friday.

As the pair (pictured) embarked on joint promotion, including appearing together live on Radio One's *Whitney* programme and Capital FM along with recording an MTV acoustic session and *Top Of The Pops* appearance, their track retook the number one spot from Westlife in the midweek charts with a lead of around 3,000 units by the end of Thursday. But Westlife were fighting back hard with promotion including numerous signings, ISDNs to 20 regional networks and TV appearances on GMTV last Thursday and Friday, *TRF Friday* and *CD:UK* last Saturday against Melanie C on *Live & Kicking*.



WESTLIFE.COM

Boyzone members race for solo hits

Boyzone's Stephen Gately is going head-to-head with group colleague Mikey Graham on *May 29* for the release of their debut solo singles. As reported in *Music Week* in November, Gately - whose new solo manager is Chris Herbert (*Five*, *Lolly Girl Thing*) - will see his releases handled by Polydor Associated Labels under general manager Greg Castelli. His new single is *New Beginning*, co-written with Simon Climie and Murlyn's Anders Bagge, rather than his cover of *Bright Eyes* as previously anticipated.

Meanwhile, Graham has formed a new record label, Public Records, with John Campbell of JC Music who will be his new manager outside the UK. Campbell says

Graham is going independent because "he felt in the end it would be the same distribution team (Universal) and he wanted something more organic". A distribution deal is expected to be struck soon. Graham's debut solo single is *You're My Angel*, co-written with Howard New, which he has performed live on the *Boyzone* tour.

Gately's other co-writers include Steve Mac (Westlife) and Striker & Rogers. One standout track is the George Michael-influenced *Wanna Be Where You Are?*

Meanwhile, *Boyzone* frontman Roman Keating continues to be signed to Polydor UK under general manager David Joseph and managed for his solo work by Louise Walsh.

Smith to unveil online music report

A joint agenda for the Government and music business to exploit the impact of new technologies on the record industry will be unveiled by Culture Secretary Chris Smith this Wednesday.

Smith will deliver the long-awaited report he commissioned last year from the Music Industry Forum's new technologies group, chaired by Biggles Banquet's Martin Mills, at 11 Downing Street under the aegis of Chancellor Gordon Brown's creative and new economy think tank The Smith Institute.

The 44-page *Consumers Call* the TUNE report investigated issues such as consumer confidence, security of copyright and a clear framework that the music industry and Government can build

on to address the opportunities provided by the sale and distribution of music online. Smith has already committed the Government to helping create a secure legal framework for any newly-negotiated online licensing structures.

Mills and his team, EMI president/CEO Tony Wadsworth, musicindie.com general manager Gavin Robertson and Warner/Chappell managing director Richard Manners, have proposed 14 recommendations. Manners says: "The blistering pace of technological development has set the music industry's clearest and most important challenge since it began. We owe it to the next generation of writers and performers to ensure that their music will have value in the online market place."

Preston to head board at Mode online venture

Online music industry application service provider Music On Demand (Mode) has appointed former BMG UK and BPI chairman John Preston as the head of a new board, while raising additional investment for further expansion.

Shadow Chancellor Archie Norman MP has also been recruited to the board at the company, now known as Mode International, which has raised more than £1.0m in capital through investors, including Telerec Ventures AS.

Mode founder and managing director Iain Clark says the time is right for the company to expand. "We have carefully researched and watched the digital distribution market for the past couple of



Preston: joining Mode

years and given the pace of technological development were determined not to just jump in with a quick and dirty solution, but wait until the time was right," he says.

As part of its growth Mode is

currently recruiting new staff in its marketing and technical development departments.

"As a member of the Secure Digital Music Initiative, we believe the Industry now has a reasonably clear picture of what they want - a properly integrated system for online delivery that not only manages rights properly, but is secure, robust and scalable," says Clark.

He points out that Mode is not in the business to replicate others' technologies. "Most critically, we understand how all the different components of content management, rights management, web commerce, encryption and security fit together and work," he says.

Work the Groove

Work the Groove

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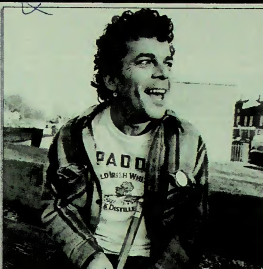
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Colleagues and friends have applauded the courage, talent and rich musical legacy of Ian Dury following the singer and songwriter's death last week from cancer, says Virgin Records president Paul Costello, who first saw Dury's outfit Kilburn & The High Roads at a pub in the mid-Seventies before becoming agent to the groundbreaking Ian Dury And The Blockheads, says the music business will probably never see his like again. "Ian was a very brave and wonderful person and a role model for anyone with disabilities. He was a rare commodity," she says. Dury (pictured) was also identified by Oval Records founder and former manager Chadwick Gillett as a musical innovator. "In the middle of punk, the band laid the roots of jazz funk and the brilliant juxtaposition with his lyrics mean phrases like 'reasons to be cheerful' are now part of the language," she says. Dury's funeral takes place this Wednesday and the singer's family have asked that donations go to Cancer BACUP, the national charity for which Dury acted as spokesman and which can be contacted on 0207 920 7209.



Weller joins line-up for BBC Music Live

Paul Weller, Elton John and Tony Bennett are among the first acts confirmed for this spring's BBC Music Live 2000, which will incorporate more than 500 events and cover almost every genre of music.

The five-day event, described by the BBC as its "most ambitious" music project to date, will culminate in an unprecedented 24-hour music broadcast across BBC1 and BBC2 during May 28-29 when the schedule will include Weller, whose new album *Helocentric* is issued next Monday (April 10), Elton, Reef, the Wannadies and Idles performing at London's Abbey Road studios. Other shows include Later With Jools from Southampton Guild Hall with Moby and the Eels, while Leeds Castle will be the setting for crooner Tony Bennett and Diana Krall's live concert.

On the radio side, Radio One will provide extended coverage of the Homelands Dance Festival and will broadcast "surprise rooftop gigs" from secret locations throughout the five days. Elton John, George Benson, Steve Eric and Wyman from The Rhythms Kings make up part of the artist roster for Radio Two's contribution to the event.

TopShop set to ink deal on digital kiosks

TopShop/TopMan is on the verge of securing a deal with one of the major record companies to use selected repertoire for its in-store digital music kiosks.

BMG has expressed strong interest in participating in the venture, whose first eight Chemistry-branded kiosks are launched at the retailer's flagship store in London's Oxford Street this Wednesday. The system has already signed up 25 independents, including Beggars Banquet, Ministry of Sound, Telstar and V2, while BMG's involvement would make it the first major label to take part in such a project in the UK.

Around 250 tracks by artists such as ATB, Basement Jaxx and the Prodigy will be available on the system, which will allow customers to compile their own 10-track CD for £14. Cube managed

by Robert Ashton

Castle managing director Joe Cokell and his two fellow shareholders in Castle Music are nearly £5m richer after Sanctuary Group paid £46m for the company last Thursday.

The acquisition of a catalogue which contains 45,000 tracks by acts including Black Sabbath, Iron Maiden and The Kinks - thought to be the largest collection of copyrights outside a major - also hands Castle's previous owner, venture capitalist group Rutland Trust, a £28.2m profit from its two-year investment.

Cokell, finance director Ed Simon and commercial director Roger Semon, who earned their windfall from the 10% stake they took in the company following Rutland's £17.8m acquisition of Castle from Alliance in July 1998, says three other groups had been courting Castle recently. He adds that Castle and Rutland had turned down two deals earlier this year because they would not have been able to fulfil the same promise that Sanctuary can.

"We saw that with Sanctuary there are real synergies. They man-



Mercurialis: deal 'good value' age acts we own copyright for, they can connect us into North America and are plugged into multimedia," says Cokell.

Cokell says that although Rutland is making a hefty profit, Sanctuary is buying a healthier company than the one Alliance sold to the venture capitalists - the £3.4m profit Castle turned in 1999 marked its first figures in the black since the early Nineties. "We were in limbo with Alliance. We knew they were marketing us for a sale and that created problems in acquiring rights. Since we did the deal with Rutland we have got back to the core business of exploiting audio and visual rights and opened up partnerships globally," he says.

McGee and Green sell shares to Sony

Creation Records founders Alan McGee and Dick Green have severed their final links with the company after signing off on a deal to sell their remaining shares to Sony Music last Wednesday.

The agreement with Sony - which previously held a 45% stake in the company - comes four months after McGee announced that he was departing from Creation after a 17-year run. McGee, who with Green retains 100% of Creation Records, describes the striking of the deal as "the end of an era", but adds, "These are exciting times for me and the future is bright."

Among McGee's new projects is the development of Popstones, a new record label which is expected to be launched in the summer.

news file

UNIVERSAL HITS RONDOR RITCH
Universal and Rondor are refusing to comment on reports that the major is on the verge of buying the independent publishing company. The deal is understood to be valued at up to \$500m depending on whether it involves Almo Sounds. According to one source, final negotiations are being held up by founders Jerry Moss and Herb Alpert's \$100m legal wrangle with Seagram's Universal Music Group over its closure of the A&M label they founded.

TRICKY SIGNS TO EPITAPH EUROPE
Tricky has signed a new record contract with London-based independent label Epitaph Europe. His first record from the new deal will be an EP available worldwide on Epitaph in the summer. The as-yet-untitled follow-up album, which is due to be released across Europe at the end of the year, will be Tricky's first album since leaving Island Records last year.

POLICE MOUNT LEADS MARKET RAID
A raid by the MP3 anti-piracy unit, police and Leeds trading standards officials at the city's Cross Green Music Centre on March 15 resulted in 10 arrests and the seizure of an undisclosed number of CDs and MP3 formatted discs. A subsequent raid that day in the Leeds area resulted in the seizure of CD copying equipment.

TORNADO LINKS WITH ENERGIS
Tornado Group, whose Digital Media Distribution System will allow customers to download music and other content from its virtual catalogue, has linked up with business telecoms and internet company Energis to develop an end-user payment system. The deal comes as Tornado begins tests of its system ahead of a planned launch in June.

CLICKMUSIC TO LAUNCH MP3 CHART
Clickmusic.co.uk is set to launch the UK's first internet-dependent weekly MP3 chart on April 10. The Clickmusic MP3 chart will be hosted by Radio One presenter Steve Lamacq. The chart will be compiled based on votes from Clickmusic users. Visitors to www.clickmusic.co.uk will vote for their favourite MP3 with tracks compiled from key UK MP3 sites with legally downloadable MP3s.

CDNow fights back over share worries

Online retailer CDNow has been forced to mount a robust PR offensive following a report from its accountants that it is running out of finance.

Fears that the group would not be able to continue as a "going concern" beyond September were prompted by accountants Arthur Andersen last week. The share price immediately plummeted from above \$5 to just above \$3 on Friday morning.

However, a spokeswoman for the group says that in order for Arthur Andersen to offer its "unqualified opinion" that CDNow could remain trading it had to be certain to fund its operation until the end of 2000. Following the collapse of the proposed merger between CDNow and Columbia House, that is not considered to have been the case.

Meanwhile, shares in ARTSDirect fell 21.6% on its first day of Nasdaq trading. The company raised \$60m (£37.3m) in its initial public offering.



Ryder (left) and TopShop brand director Jane Shepherdson
ing director Fyter, whose company handles the sourcing and choice of content, says the response from record companies has been excellent. "We're geared up specifically to be very

strong on dance and have had massive support from all of the dance scenes," she says. "Alongside the dance repertoire, rock and alternative acts such as the Stereophonics and Suede are also present in a selection which will be regularly altered rather than growing into an ever-expanding database."

Richard Fletschman, product management senior director at Liquid Audio, which is handling the system's software technologies that are one of the key elements of the kiosks is that their internet links mean they can be continually updated.

HMV, meanwhile, is expected to announce in the next few weeks track and pricing details of the digital music kiosk system which is being launched in its new store on London's Oxford Street on May 18.

LOOK OUT FOR BURSTBUBBLE.COM

The high-profile debacle of the Lastminute.com flotation underlined the general public just how fraught the business of investing in internet stocks is. But since then there has been even worse news – or possibly better depending on where in the industry you sit – regarding music-related internet stocks.

It is not that long ago that shares in anything involving music and the net seemed likely to soar, as companies like MP3.com went to the market. How different the picture is starting to look now. After a run of bad publicity, shares in CDNow, a company which is not that long ago was regarded as one of the strongest retail brands online, plummeted last week after its auditors suggested it was close to running out of money.

Meanwhile, ARTISTdirect, one of the few sites that is operated by a team that understand not only the online world but also the music industry, saw its IPO disappoint. Not surprisingly some are asking what future there is for them if ARTISTDirect, which has a track record, content and exclusive deals with superstar artists (not to mention investment from the majors) can't impress investors. The answer, quite probably, is not much. For while there are few signs – yet – that venture capitalists have stopped ploughing money into music start-ups, it seems that taking a company to market is fast becoming a much tougher process.

And not before time. One of the things that has bewildered sner observers is how some start-ups have been able to generate heat without backing up their offers with any substance. Since such companies have little long-term future, the sooner they are out of the picture the better. Not only will this help clarify an industry that grows more complex every day, but it will leave the way open for those that are genuinely going to advance or transform the wider business.

Ajax Scott

TILLY

WATCH OUT, THE BRIT DJS ARE COMING

A n old friend of mine Tony Prince, "The Royal Ruler", reminded us while in Miami at the world's biggest dance music event, the Winter Music Convention, of a quote he made in the distant days of the early Eighties – "The DJs of today will be the superstars of tomorrow".

At the time no one but ourselves and a couple of others believed that. But if proof was ever needed that he was right, then it was there in Miami. The influx of DJ talents such as Carl Cox, Paul Oakenfold, Pete Tong, Sasha and Digweed and the rest bought the crowds out in droves. It is amazing that DJs can command so much hero worship and immense financial benefits from essentially just playing other people's records. Up until recently it was the movie stars or big successful rock bands who climbed out of stretch limos. Now it is guys in trainers and baseball caps with a box of records. The great thing about it all is that it is mainly a UK and European phenomenon that is now building up to real critical mass on the US scene. They want the big UK DJs to play their clubs and promote the UK and European tunes to the uninitiated. But these guys are just the frontline attack – the cavalry coming up closely behind is our broader club culture.

The theme clubs with their own special sets and mix brands like Ministry, Cream, Gate Crasher and so forth are poised to take the US by storm.

Our American friends know they are a little behind on the dance scene, but our boys, who have already achieved immense success here, are going to be marketed and promoted at the very highest level. There may have been 4,000-plus delegates from around the world at the WMC, having a great time at some of the most bizarre and exciting clubs and parties ever, but they were there to do serious business, too. Expect to see the real dance culture compilations selling in bucket loads over the pond. Dance music and DJ culture originally started in America but we Euros have perfected it to a fine art and are ready to return to show them how it should be done.

Tilly Rutherford's column is a personal view

Receivers set to break up £30m Point Group

The Point Group, whose interests include budget labels Hallmark and Pickwick, is likely to be broken up and sold in parts after being placed in receivership.

Grant Thornton partner Mike Jervis, whose company was called in last week by Barclays Bank to handle the receivership, says he is now trying to find buyers for some of the two dozen companies which make up the Point Group. He adds the group, which has an annual turnover of £30m and owes up to £10m to between 500 and 1,000 creditors, is unlikely to be sold as

a complete package. "It is a very complex thing to set together. The group has everything from manufacturing to production and back catalogue," he says.

Jervis adds that there has been a lot of interest in Pickwick and Hallmark, which is not insolvent and is already subject to a proposed management buyout by a team headed by managing director Marcello Tammaro. "The management buyout will be considered, but it's whoever puts the best deal on the table," adds Jervis. The group's north German manufacturing plant

Optimal Disc Services, which employs 150 people, is also thought likely to be a favourite target of competitors.

Jervis declines to elaborate on the reasons for the failure of the Point Group and its subsidiary Point Entertainment, which recently appointed former Polydor managing director Jimmy Devlin as chief operating officer. However, he says there were "major liabilities" within the group which have held back the development of its more successful parts. Devlin was unavailable for comment.

Edison claims first with new UK online network

by Mike McGeever
E-commerce and digital media group Edison Interactive has unveiled what it bills as the UK's first online entertainment broadcast now trying to find buyers for some of the two dozen companies which make up the Point Group. He adds the group, which has an annual turnover of £30m and owes up to £10m to between 500 and 1,000 creditors, is unlikely to be sold as

Switch2, which is set to launch in late spring, will target 15- to 35-year-olds with personalised portals containing static and streamed content, which will be organised into five branded channels covering music, film, comedy, sport and games. The network will also offer interactive "communities" and branded consumer goods and services, including music retailing.

Managing director Paul Morrison says the aim of the service – which will combine aspects of television and traditional music distribution channels such as radio and CD players – is to create the sort of "entertainment experience" which is not currently offered via the internet. "Switch2 will create a unique entertainment network with content that people will want to watch," says the former KLP/EuroRSCG Entertainment managing director, who



Morrison: 'unique entertainment'

describes the majority of existing internet content as "boring".

He claims that Switch2's concept will make it unique from other content providers. "To say this is an ambitious project is the understatement of the year. We are broadcasters: that is what will set us apart from the other 'dotcommers'. We think and act like broadcasters. We will be producing our own programming," he says. "Switch2 will provide a platform for users to watch the programming in their own schedule."

Prior to its launch Switch2 has

recruited a senior management team from the traditional music, media and marketing sectors. This includes: editorial director Tim Southwell (formerly editor of *Loaded*), deputy editorial director Tony Cross (ex-founder of *Sky Magazine*), commercial director Adrian Pettett (former publisher of *Loaded*), production director Simon Pzye (on-time head of production at MTV Networks Europe), marketing director Adam Hollywood (former Telstar marketing/A&R director) and communications director Iain Watt (on head of press at Epic).

Switch2 has also acquired TV production company Done & Dusted to develop talent-focused programming for its channels. The company's recent commissions include Robbie Williams at Stans Castle for Sky TV, Spice Girls in *The Round for BBC2*, Done & Dusted co-founders Hamish Hamilton and Ian Stewart will take on the respective roles of creative director and programming director at Switch2, but will still operate as an independent production arm producing programming for other broadcasters such as MTV, Sky and Channel Four.

Famous and Edel hire publishing MDs

Dominic Walker has been appointed managing director of Famous Music in the UK, while its separate move Phil Hope has been appointed to the same role at Edel Publishing UK.

Walker – who signed artists such as the Clash as well as writers for S Club 7, Boyzone and Lighthouse Family in his previous role as senior creative manager at Universal Music – will be responsible for handling more than 100,000 copyrights in the UK. He replaces Susan Collins.

Walker's move to the Viacom-owned company comes on the back of its launch last year of divisions in France and Germany. Walker is expected to work closely with BMG Music, Famous's sub-publisher in key international territories.

Meanwhile, Hope, who was previously managing director of Dave Stewart's publishing company Anxious where he worked with artists including Robert Hoodson (aka Bobby Bluebell) and David Freeman, will focus on building up the UK arm of Edel's new publishing company.

Gina G ex-label boss hit by legal bill

Gina G's former record label boss Stephen Rowday has been ordered by the High Court to foot a massive legal costs bill in the long-running legal dispute between her FX Music and the one-time Eurovision hopeful.

Gina G, now relaunching her career in the US with Warner Bros, was freed from her contract with Rowday's FX in February 1999 after a previous court appearance established she had received less than £30,000 in royalties from Ooh Aah...Just A Little Bit, an album and five other hit singles.

However, since then a side battle has been fought over who should meet the legal costs of the original case. Although Rowday was not a defendant in the original action, resulting in FX going into liquidation, he was a majority shareholder. Last week the High Court ruled that Rowday must pay part of the legal costs, but these were not specified.

In a separate High Court case Richard Walsley (aka Goldbug) is set to receive thousands of pounds following a successful royalties battle with Acid Jazz over the 1996 hit Whole Lotta Love. The exact calculations over the adaptation of the



Gina G: protracted legal battle

Led Zeppelin classic, which reached number three, have yet to be worked out but a counter-claim for breach of contract by Acid Jazz was dismissed last week.

Meanwhile, Ministry magazine agreed to pay former Led Zeppelin guitarist Jimmy Page "substantial" libel damages, legal costs and issue a public apology at the High Court last week over an article about John Bonham's death.

Finally, a judgment is expected this week in the action launched by Phil Collins in which he is seeking to recoup around £500,000 in royalties mistakenly overpaid to former backing musicians Louis Satterfield and Rahmlee Davis, who played on the singer's live album from the 1990 Serious tour.

Channel 5 boosts SBN's reach with switch to low-powered AM

by Steve Hemsley

Channel 5.com, which acquired the Student Broadcast Network (SBN) for more than £1.0m in February, wants to increase SBN's role as a marketing vehicle by switching as many of its 44 university stations as possible on to low-powered AM frequencies.

The music and internet group is spending around £500,000 on the project, which will mean music programming at upgraded stations can be heard between five and 15 miles outside each campus area, significantly boosting the potential audience.

Currently only nine SBN stations are on low-powered AM and seven, including Xtreme at Swansea University, Insanity at Royal Holloway University in Egham and GCR at Guildford, were due to have low-powered AM installations this year, but the Channel 5 deal means

many more could be improved.

Most of SBN's revenue comes from advertising and programme sponsorship with clients including brands such as BT, Tango, Evian and Cadbury's, but the network's last audited turnover was just £214,608 on which it made a loss of £1.02m.

SBN predicts that with the switch to more LPAM services the network will soon be reaching between 500,000 and 700,000 listeners a week, up from the 265,000 recorded when the audience was last surveyed in October 1998.

Channel 5 chief executive Adam Driscoll says there is huge potential for student radio in the UK. "When we bought SBN we were aware of the success of college radio in the US and are convinced the same possibilities exist here. This development fits in with what Channel 5 tries to do, which is to use



Driscoll: convinced of possibilities technology to deliver music," he says. Low-powered AM licences are officially granted as site-specific by the Radio Authority (RA), but it is acknowledged that the signal does reach many miles further, though stations are not allowed to advertise this fact off campus. It could take up to eight weeks to win each five-year licence as the RA must be

convinced that a site is suitable, while planning permission for the antenna must also be obtained.

SBN marketing manager Emma Marlow says Channel 5 has given her the financial backing to promote the network to the music industry. "I will be sending copies of our playlist to label product managers on a regular basis so they can see the level of support we are giving their acts," she says.

Hit Recordings sponsored a special Embrace week and advertised the new album Drawn From Memory across the SBN network during March, and Virgin Records' college promotions manager Dolly Clew says moving more stations to low-powered AM will increase listener choice. "It means we can reach people who may not be students but who still want an alternative to their local FR station or Radio One," she says.

Virgin/EMI is supporting the soundtrack for the forthcoming movie Kevin & Perry Go Large, starring Harry Enfield and Kathy Burke as the moody teenagers from Enfield's TV show, with a comprehensive marketing campaign around its release on April 17. The album and the film - on general release four days later and featuring the two leads on their quest to lose their virginity and become top DJs in Ibiza - is targeting teenage males via press and cinema advertising in the first week, with Odéon Cinemas playing tracks from the album in its foyer. TV advertising will appear during Hollyweaks on Channel 4, The Simpsons on Sky One and football coverage on Sky Sports. There is also across-the-board retail support. The compilation includes original tracks by Lange, Roger 5 and Jay Kay & Jools Holland, as well as a reworking of Hybrid's Kid with vocals from Chrissie Hynde. Three singles are set to be released from the album with the first, the theme song Big Girl featuring the vocal talents of Kevin and Perry, out on April 10.



Sky and VH1 link up for Sting concert

Sky Box Office and VH1 have linked-up for an exclusive broadcast of Sting live at the Royal Albert Hall as a one-off promotion.

The concert will be recorded this Thursday and aired free to Sky Digital viewers on Sky Box Office on April 23 as part of Sky's digital viewers rewards scheme. The performance will be broadcast again on VH1 on Sky Day on May 29 and will be cross-promoted with customer magazine *Sky Digital* and on the Internet.

Brian Sullivan, Sky Box Office's director of channels and marketing, says: "The Sting concert comes after the success of Sky's cross-promotion with MTV to launch its six digital channels last year." He adds, "Although this is a one-off, Sky would love to team-up with MTV for a series of concerts-pay per view or otherwise."



Sting: Albert Hall broadcast

Michel Bakker, marketing director of MTV Networks UK says, "This partnership with Sky Box Office is the perfect opportunity to deliver extra value among VH1 and Sky customers."

As part of the Sting concert run-up promotion, Sky Digital viewers will be given the chance to win tickets to the performance, which is part of Sting's International tour supporting his Grammy-winning album, *Brand New Day*.

Polaroid snaps up chance to sponsor Pop 2000 event

Camera brand Polaroid has agreed a £50,000 sponsorship deal with Music Innovations to support Pop 2000 at the NEC from November 17-19.

This is the first of 10 sponsorship agreements with teen brands that Music Innovation's marketing director Georgina Capp hopes to secure during the next few weeks for the music and fashion showcase.

"We want to talk to any brand that targets eight- to 18-year-olds and can bring something to what is the UK's only youth pop and lifestyle exhibition," she says.

Innocent/Virgin's Atomic Kitten and Poytor's S Club 7 are the first acts confirmed to take part and Capp says she is close to announcing other artists and has meetings planned for the next few weeks with

Roadrunner and Virgin join in catalogue sale

Roadrunner Records has joined forces with Virgin Megastores for a third successive year to promote its artists' back catalogues and distribute its latest compilation of video promos called *Diluting The Vein III*.

The campaign starts today (Monday) and runs throughout the month. Consumers can buy two CDs for £20 from a range of more than 20 titles to get the 11-track video free or they can buy it separately for £4.95.

Artists featured in the promotion include Cool Chamber, Machine Head and Slipknot.

The campaign will be supported by full-colour ads in *Metal Hammer*, *Kerrang!* and *NME* with branded racking in-store.

Roadrunner managing director Mark Palmer says, "Most rock acts produce video promos but there are few outlets on TV to show them. The *Diluting The Vein* series gets them seen by the target audience and succeeds in driving catalogue sales."

newsfile

SECURE WEB LOG: AT VITAL PUBLICITY
Vital Publicity's website (www.vitalpublicity.com) now includes a password-protected area for online music journalists. Label publicity teams can provide real-time streams of new tracks for review purposes only, press releases, high-resolution pictures and artist biographies on the site created by digital strategy company Digital Arts.

MINISTRY OPENS UP BOB ISSUE

Ministry magazine is approaching record companies to provide branded promotional merchandise for its June issue, which is published on May 30 and will appear in a box. The cost to record companies is £4,000 but only around 10 items such as a shirt, key-ring or sticker will be included with the special edition, for which the print run will be increased to 100,000. Extra retail space has already been secured.

BEST'S GILSENAN JOINS SLICE

Young marketing agency Slice has signed up Ziggy Gilsenan as director of youth and digital media responsible for overseeing Slice's online, brand marketing and PR strategies for clients including Workgroup.com, Levi's and the BBC short film festival. Gilsenan was previously PR manager at Best Establishment.

POPIRE TAKES ON STANFIELD

Jackie Stanfield has joined new artists internet site Popwire.com as UK marketing manager. Stanfield, a former senior international product manager at PolyGram International, teams up again with Ingramot Bergman, who was A&R director for Swedish artists at Universal before he became international consultant and marketing director at Popwire.com.

LATER CELEBRATES A CENTURY

Moloko, Paul Weller and Kirsty MacColl are part of the line-up for the 100th edition of BBC2's *Later with Jools Holland*, which will launch the show's 15th series at 11.35pm on April 15. Other acts expected to appear in the series include Richard Ashcroft, Primal Scream, Lou Reed and Angie Stone.

SPARS COLLECTS THIRD PLATINUM

Britney Spears' debut album *Baby One More Time* was awarded its third platinum award last week as the *Pokemon OST* went gold and Embrace's *Drawn From Memory* went silver. Lene Marlin's *Sitting Down Here* single was awarded silver.

HOW TV SHOWS' RATINGS COMPARE

Programme	This week	Change on
Top Of The Pops*	5,094	-12.6%
Top Of The Pops II*	2,870	n/a
TF1*	2,465	n/a
SMTV	1,959	+56.2%
The Ozone*	1,589	n/a
5 Star*	1,549	+11.2%
The Peps Chart*	1,321	+29.3%
Live & Kicking*	1,158	-41.0%
Planet Pop (Sun)	851	+37.4%
Videochat	289	+0.7%

*compared totals
Source: Mediagram TMB (Barb data) for week commencing 13/3/00

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chartfile

Arista concert to give Westlife access to 40m US TV audience

● Melanie C's biggest solo hit in the UK to date is building into her biggest continental hit, too, with Never Be The Same Again this week hitting the top five of a survey of the biggest UK-sourced hits on European radio. Never Be The Same Again makes a four-place climb to five on the survey — still being led by All Saints' Pure Shores — as it rises to two on the Swedish airplay chart and debuts at one on the sales list.

● Mute signing Moby's slow-burning but now successful album *Play* is represented twice on the UK-only chart with *Play* and *Yes We Can't Feel So Bad?* sliding to 16 as Natural Blues enters at 18. The two are part of a five-strong indie contingent in the chart which has three representatives apiece from BMG, Sony and Universal and two each from EMI, Virgin and Warner.

● Independent's Travis, handled by Sony outside the UK, are experiencing their highest overseas chart placing in a major territory to date with the Man Who Leaps 39-15 on its second week on the Australian albums chart. The success of the album, which hit the German Top 40 earlier this year, is part of a present healthy showing for UK guitar band Down Under with Gomez's *Liquid Skin* at 23 and Supergrass's self-titled third effort re-climbing to 34.

● Long forgotten in their native UK but genuine superstars across the Channel, EMI pop act World's Apart have the highest new entry in the French albums chart with *Here And Now* debuting at 22. The same chart follows the lead of several other European territories with a revival in interest for Sting's Grand New Day which bounces back 52-29.

● Polydor's *S Club 7* returned to the Canadian albums Top 10 in nine last weeks as *Club* just missed out on reaching similar status in Germany by entering at 11. Its German entry, as the single *Bring It All Back* slipped 11-14, just escaped that of the Million Dollar Hotel soundtrack, whose number 12 debut lines up alongside a first-week showing of 38 in Australia, and ending at 23 in Canada and 20 in Austria.

● Spanish record buyers' fast declining interest in the fourth Oasis album is reflected by Standing On the Shoulder Of Giants dropping a further two places to stand at 39. It is another story altogether at radio as *Go Let It Out* shows a second rise by jumping 36 places to eight as the chart's highest climber.

● Beggar's Banquet's UK-signed Natacha Atlas was named best female singer at France's Victoires De La Musique awards.

● Go Beat/Polydor act Gabrielle's *Rise* has already established itself as one of European radio programmers' favourites, but it is now winning over consumers as well, arriving on the Danish and French sales charts at 17, and climbing 6-5 in Norway. Its radio profile is developing strongly in Germany, where it gains the most plays in the Top 50 as it moves 19-14.

by Paul Williams
Westlife are to perform in front of more than 40m US TV viewers next month to confirm their status as one of America's biggest development priorities across the Atlantic for the year.

The act's feature in the line-up of a 25th anniversary concert special for the BMG label taking place in Los Angeles on April 10, and being telecast on the States on NBC on May 16. The appearance, their most high-profile yet during a year dedicated to trying to crack North America, follows the release tomorrow (Tuesday) of their first Westlife album in the US and Canada.

RCA UK international marketing and promotions manager Guy Higgins believes the inclusion of the band in the show, which will also feature superstars such as Whitney

Houston, Annie Lennox and Santana, demonstrates just how much faith Arista has in the UK-sourced Irish group. The sort of money they have in their marketing budget for this band really tells us how serious they are about breaking them in this territory," he says.

In particular, it shows the level of commitment in the band by the company's president Clive Davis, who's support for fellow UK-sourced RCA act Five helped their debut album go platinum and Top 30 in the States last year. "Clive has a lot of respect for them," says Higgins. "He's very impressed with their vocal talent because he sees 100 boy bands who look great but can't sing."

The anniversary concert will come as part of a third US visit already this year for the group, whose first trip in



Westlife: heavy support from Arista

January included media showcases in New York and Los Angeles. During their return the following month, the schedule included recording a new video for *Swear It Again*, which was directed by Nigel Dick (Baby One More Time) and is due to go to MTV this month. Higgins is looking to the video to build up their profile beyond radio. "At the moment there's been

very little visibility of the band. A lot of people are picking up on the song before picking up on the band's image," he says.

The single last week gave UK-signed talent a rare outing on Billboard's Hot 100 by debuting at 95. It has been performing even better on the sales-only chart, moving from 42-30 a week ago, while nearly 100,000 units of the album have been shipped ahead of release.

With a fourth visit lined up for May 20 to June 20, the US will dominate the coming months for Westlife, though efforts to further the 2.7m worldwide sales of the album elsewhere will include a south-east Asian tour in May and the recording of two of their songs in Spanish.

Epic's Mandy Moore is preparing for her first promotional visit to the UK on April 7 following a huge wave of media interest in the US teen star, including video plays of her first single *Candy* on both Live & Kicking and CD-UK, and Radio One B-listing it ahead of its May 1 release. The single — whose international success includes climbing to two in Australia this week — went gold in the US last year and features on her platinum-selling debut album, which will include new material being issued in the UK on May 15. Epic product manager Alisa Robertson says the campaign is strongly TV-led, with interviews lined up for Live & Kicking and CD-UK during her forthcoming week-long visit. "TV have come on board really early. Live & Kicking were out in LA last week covering a video shoot. We would have filled her UK schedule three-times over," says Robertson. Support will also include a three-page article in the *Daily Telegraph's Saturday* magazine on April 22 and the cover of *Sky* magazine on May 1.



UK TOP 10 AIRPLAY HITS IN EUROPE

Pos	Track/Artist (Label)
1	Pure Shores All Saints (London)
2	Rose Gabrielle (Go Beat/Polydor)
3	Sex Bomb Tom Jones & Moosie T (Gut)
4	Don't Give Up On This Love Boyz Adams (Strangemusic)
9	Never Be The Same Again Melanie C (Virgin)
7	The Ground Beneath Her Feet U2 (Universal Int'l)
15	Bring It All Back S Club 7 (Polydor)
10	Big Up (Go Get Hellwatt) (ZHU)
8	3rd Believe Shina Amie (WVA)
11	A Song For The Lovers Richard Ashcroft (ZHU)
16	Go Let It Out Oasis (Epic)
12	She's The One Robbie Williams (Chrysalis)
13	The Time Is Now Moby (Mute)
14	Mean? Too Artful Outrage Pat Benatar (Locked On/NI)
11	Keep On Movin' Five (RCA)
16	Why Does My Heart Feel So Bad? Moby (Mute)
17	Why Does It Always Rain On Me? Treva (Independent)
18	Natural Blues Moby (Mute)
19	Live Story Angle Stone (BMG)
15	Don't Wanna Let You Go (The Pinks)

Chart shows the 20 most played UK-sourced tracks on Europe's main 100 power FM radio stations (compiled tracks). To subscribe to this, call Alan Jones on 0113 840 5500

GAVIN US ALTERNATIVE TOP 20

Pos	Track/Artist (Label)
1	Overhead Red Hot Chili Peppers (Warner Bros)
2	Stand Inside Your Love Smashing Pumpkins (Virgin)
3	Pandora Mia Incubus (Introscope/Epic)
4	Musical 16 (RCA)
6	6-4-Gifted No Doubt (Introscope)
6	The Lead Trash Bloodhound Gang (Introscope)
7	Sleep Now in the Fire Rage Against the Machine (Epic)
8	Everything You Want Vertical Horizon (RCA)
9	Rearranged Lump Black Sabbath (Introscope)
10	Make Me Feel Good (Introscope/Epic)
11	All The Small Things Blink 182 (MCA)
12	Hooked Badtombak (Phonogram/Universal)
13	What If I Could (Ward21)
14	Adam's Song Blink 182 (MCA)
15	Never Let You Go Third Eye Blind (Dimitry)
16	Line Back Backstreet Boys (Jive)
17	Break Stuff Limp Bizkit (Introscope)
18	Flowing 311 (Capitron)
19	Hydroline 3 Doors Down (Republic)
20	The Chemicals Between Us Bush (Trauma)

Chart shows the 20 most popular hits of alternative radio by week March 24, 2000
Source: Gavin

TOP UK AND UK-SIGNED SALES CHART PERFORMERS ABROAD

Country	Track/Artist (Label)	Pos	Sales
AUSTRALIA	Pure Shores All Saints (London)	4	5
	single Pure Shores (Mute)		3
CANADA	Grade 9? Elnor Jolie (RCA/Mercury)	9	10
	album S Club 5 Club 7 (Polydor)		9
FRANCE	album Go Beat Tom Jones & Moosie T (Gut)	1	1
	single Bring It All Back S Club 7 (Polydor)		3
GERMANY	single Descent Into Rose (MCA)	9	12
	album Bring It All Back S Club 7 (Polydor)		9
ITALY	album S Club 5 Tom Jones & Moosie T (Gut)	1	1
	album Grand New Day Sting (A&M)		6
NETHERLANDS	single Bring It All Back S Club 7 (Polydor)	3	6
	album S Club 5 Tom Jones & Moosie T (Gut)		18
SPAIN	album S Club 5 Tom Jones & Moosie T (Gut)	6	7
	album Bring It All Back S Club 7 (Polydor)		4
US	album Bring It All Back S Club 7 (Polydor)	13	13
	album S Club 5 Tom Jones & Moosie T (Gut)		30

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AMERICAN CHARTWATCH

by ALAN JONES

Expectations that 'N Sync's debut album for Jive, *No Strings Attached*, would sell more than 1m copies in week of release were fulfilled in spectacular fashion last week, when it sold an astounding 2,415,859 copies, shattering the record set by labelmates Backstreet Boy's Millennium, which sold 1.13m in its first week last year. Record dealers sold more copies of *No Strings Attached* last week than all of the rest of the Top 25 added together, and its colossal first-week sale put it in second position for the year to date already.

The only album to sell more in 2000 is the album it knocked off the top spot, Santana's *Supernatural*, and even that is likely to be overtaken by the end of this week. *No Strings Attached* is 'N Sync's first number one album — their self-titled debut RCA LP, which moves 72-67 this week, was released exactly two years ago and has sold more than 10m copies but peaked at number two.

The album seems modestly compared with 'N Sync's week but UK singer/DJ Sonique's album *Head My Cry*, has its best week yet, climbing 76-70 with sales of 22,000, while her single *It Feels So Good* passes at number 13. Sonique's album continues to creep up on *Sting's* *Brand New Day*, although

it slides 45-49 this week.

A sales tally of 20,000 brings *Latter Days* — The Best Of Volume Two by Led Zeppelin (pictured) — on to the chart at number 61, 10 places below the peak seized by the companion album *Early Days*. The Best Of Volume One in January. Fans of the group were obviously out buying both albums together last week, with *Early Days* jumping 155-130 as a result.



Oasis' *Standing On The Shoulder Of Giants* continues its fast fade and sold only 12,000 copies in its fourth week in the shops. Its downward trajectory is getting less steep but 24-84-128-154 is not an encouraging trend. As compensation for losing the album throne to 'N Sync, Santana register their second number one single from *Supernatural*, with weeks at number one last year and jumps 81-11 this week. Its 37th in the chart. Another Latin success story (via Hampton Wick, where it was written and recorded) is Enrique Iglesias, whose *Be With U* is the week's highest climber, moving 63-45, while Westlife also registers a double-digit advance from *Swear It Again* moving 95-82.

Arista nearing release for Run DMC tribute

Arista is understood to be close to reaching agreements with other labels to release their artists for a new Run DMC project featuring a host of key name collaborations.

Kid Rock, Prodigy, Sugar Ray, Everlast, Method Man, Beastie Boys and Aerosmith—with whom Run DMC recorded their groundbreaking *Walk This Way*—number among the artists understood to have collaborated for their new *Crown Royal* album. The record is also set to feature Fat Joe, Nas, DJ Dirty Bastard, Cam'ron, Ana Jemel, Slick Rick and Joe's nephew.

Run DMC (right) hooked up with Arista following the label's 1999 acquisition of Profile Records, for which the band have recorded since the start of their career. Arista sources suggest that the new album could have the same effect on the rap veterans' career as Santana's current international smash album, which includes collaborations with artists such as Matchbox 20's Rob Thomas and Wyclef Jean.

However, an Arista source says that most of the tracks were recorded without the knowledge of the guest artists' labels, adding that getting clearance has delayed the release. Tracks featuring Limp Bizkit's Fred Durst and Kid Rock are understood to be causing particular problems as Arista wants them for potential singles, while the artists expected them to be album tracks.

While most of the tracks are understood to be original numbers, there is also understood to be a problem over permission to change the lyrics to a cover of the Steve Miller Band's *Talk*. The *Money And Fun* recorded with Everlast.



Tattersfield snaps up platinum-seizing Gray

by Stephen Jones

East West managing director Christian Tattersfield finally concluded a licensing deal with British singer-songwriter David Gray for the world outside Ireland and North America last week after months of negotiation.

The deal marks Tattersfield's first proper album act signing since he started in January and follows Gray's success in Ireland, where his self-financed fourth album has gone seven times platinum. The album, *White Ladder*, held the number one spot for six weeks in Ireland more than a year after release on Gray's own IHT Records label through Grapevine, selling more than 100,000 units.

It is Gray's third major-label deal — he recorded his first two albums on Virgin's Hut label and a third on EMI America to critical acclaim. His only deal since 1996 has been with Chrysalis Music, whose managing director Jeremy Lascelles originally signed him to Virgin.

London-based Gray, who was born in Manchester and grew up in Wales, chose to release *White Ladder* in Ireland first because of interest from promoters about doing live dates. That mushroomed to him supporting Robbie Williams at Slane Castle last summer. Meanwhile the record — co-produced by Gray, Clive and Lesley Polson — has sold 20,000 copies in the UK via 3M through a work of mouth. The title track to the film *This Year's Love* also gained some specialist airplay in the real world.

David's the only deal and there are few artists like this, maybe Macy Gray and Travis, says former Arista A&R director Tattersfield.



David Gray: East West priority

"Certainly it will be the album of the year. I looked at it at Arista but realised a managing director needs to sign this, not an A&R person — it has to be an absolute priority for the label so there are no excuses."

Manager Rob Holden — who also handles Orbital, who Tattersfield signed at London Records — says, "When we recorded it in 1998 we thought we could sell 4,000 copies. We had no intent to ever go with a major but with Christian 'you got what it says on the tin'. He'll put the money where he says he will."

A deal for North America was struck with artist Dave Matthews' new BMG imprint on December 22. While it is intended to break Gray there through touring, the singer-songwriter's gigs at South By Southwest and New York a fortnight ago have already led to him being booked on the David Letterman TV show.

East West is stripping an old B-side, *Blindness*, on to the album for its UK release with improved artwork on April 24 around live UK dates. A single, *Babylon*, will be released at the end of May.

Former Wedding Present manager Tim Paton

(Milltown Brothers, Inara) has been targeted out of a two-year retirement to manage Sebastian Rogers, a white soul singer/songwriter in the vein of Terence Trent D'Arby and Mick Hucknall, who signed to London Records last week. Paton stumbled across the 23-year-old musician supporting one of his acts years ago and has kept tabs on him since. He says, "Every time he put together a band it sounded like Nirvana when he was always into Prince and Michael Jackson." London head of A&R Mark Lewis, who struck the deal, admits that Rogers might be seen as a different direction from other of his acts such as Gay Dad and Shack, but adds that he was involved in publishing the likes of Boyzone and Alisha's Attic. Rogers is finishing his self-produced debut album — on which he plays all instruments — at his home studio in Diss, near Norwich, while mixers are being sought.

newsfile

KING ADORA SIGN FOR SINGLES DEAL

King Adora, a buzz A&R act from Birmingham who has been compared with The Pixies and had been expected to sign to Arista at the end of last year, have signed a two-single deal with The Bluetones' label Superior Quality before they move to its parent Mercury. The Chris Shillabeau-produced album *Bluetones: The Law*, due for release on May 8, sounds far superior to their home computer-produced demos which gained major A&R interest on the back of strong live dates.

WARREN TO WRITE FOR WESTLIFE

Diane Warren and LaFarge (among the names of songwriter) lined up to feature on Westlife's second album, which is set for release at the end of October and is intended to feature the group's first foray into songwriting when they start recording in June. Foot Agent, which was battling to be their fifth successive number one on Sunday, is the final release from their multi-platinum debut album.

PRODUCERS ALLIANCE TO RELEASE DEBUT EP

The first project to emerge from the Producers Alliance — the UK urban music producers forum formed last June — is the Eclipse Project, an EP featuring productions by Full Crew, Platinum Rock and D-Infinity on March 30. Members of the Alliance include Dodge, Damien Edwards, Curtis Lynch Jr, Blacksmith, Igonrants, Steptchild, C-Swing, Royce Harris, Badchild Productions, Yano and Attica Blues. Meanwhile, the Producers Alliance is co-ordinating a panel for the forthcoming *How Can I Be Down* conference on May 14 at London's Landmark Hotel on May 14.

FAT LES RETURN TO FOOTBALL THEMES

Fat Les has renamed themselves Fat Les 2000 and will release a new single, a cover of the hymn *Jerusalem*, to coincide with the Euro 2000 football championship. The track was being recorded as they shot the video at Air Studios in London last week with five chords and a 63-piece orchestra. It is scheduled for release on Parlophone on May 29 — a week before the championship kicks off in Holland and Belgium. The Football Association is understood to also be considering Apollo 440's cover of "Here We Go" as a contender for the official anthem, although Epic could not comment.

GO BEAT SNAPS UP RESTLESS NATIVES

Go Beat last week signed UK garage single I Wanna Know by Restless Natives for release this summer. The act have remixed labmate Gabrielle's next single *When A Woman*, which is released on June 5 alongside Seb Fontaine and Bini & Martini mixes.

BARBER LEAVES MANAGER'S POST AT TONDA

Mark Barber quit his post as Zomba A&R manager last week after four years to set up his own "proactive publishing company", Air Traffic Control, with private funding from Angel Investors. Barber says he has been "thinking about where publishing is going and new ideas of how to do things". This will include "more flexible deals", probably with share options.

ROSITA RELEASE SINGLE VIA ZUBIARETTA

Rosita — the band featuring former Kenickie members Emmy Kate Montrose and Marie Du Santiago — is the next limited-edition release on the increasingly credible Zubiarettia label on April 24. Its other releases have included the West Coast Lewis Orchestra, Mika Bomb and Electric Music.

NOSEEN TO LAUNCH OWN LABEL

Basque champion Prince Naseem Hamed is the latest celebrity with plans to launch his own record label. Royale Records will be run by Hamed and his brother Murad, who are already looking to sign up local talent in Sheffield. The boxer has not ruled out recording his own tracks.



Miami dance focus switches from A&R to promotion

Good old-fashioned promotion — rather than anything otiose related — was the watchword for most of the UK dance labels gathered in Miami last week for this year's Winter Music Conference, writes Dugald Baird.

With many of the most high-profile records already signed before the annual dance industry event, the focus shifted to showcasing label priorities rather than uncovering hot unsigned tracks. And with strong media attention on spotting future smashers, the climate was right for labels to make their promotional push.

Perfecto head of A&R Stuart Dashwood was at the conference primarily to promote his label's artists Stella Browne, Jazzy M and Timo Maas. "We're not looking to sign anything," he says. "Most of the labels went to Miami to build profile for their own music. Events like Midem are more important for doing business such as licensing."

Defected promotions and marketing director Janet Ball — who was involved with big Miami records such as Ultra Nate's *Free and Mousse* T's *Horny* during her time at AMPM and broke Powehouse's *What You Need* last year — says,

NEW MIAMI WMC PLAYLIST

Boi-Soundz — I Feel For You (Mighty Boo/Defected)
Black Legend — We'll Be in Trouble (NewTone/Cherry)
Stella Browne — Every Woman Needs Love (Perfecto)
Mo'ca feat. Deanna — Higher (Azuli)
Azmondia — Rise Up (Yellowcard)
Sunkids — Rise Up (Yellowcard)
Jazzy M — Growlitz (Dream Beat/Postiva)
ATC — See Habits (Defected)
Spiller — Jazzy The Way You Know (Perfecto)
Luzian — The Baglio Track (Nobleship)

"We came out to Miami with the intention of breaking records. The aim is to be setting up the records that are going to be hits from May right through to August and September."

With new records being showcased at a dazzling variety of label parties, no single tune appeared to emerge as this year's hottest release in the manner of tracks such as Starburst's *Music Sounds Better With You* in 1998 and Mikolaj's *Sing It Back* last year. However, several releases attracted considerable attention (see box).

Paulette Constable, head of press at ATC, which was already putting the finishing touches

to its own WMC compilation ahead of the event, sees the pattern of big dance tracks coming out of Miami as changing. "In previous years, people would hear DJs playing records and try to sign them," she says. "Now most people know what the big records are before they come out to Miami, as they are signed up ahead of time."

Scheduled for release on April 24, the 18-track *Azuli Presents Miami 2000* mix CD will feature a selection of this year's hot tracks alongside current club smashers. The profile of this year's event has been raised by intensive media interest from UK TV and radio. MTV and the BBC's *O2zone* covered the event, while the production company Initial shot an hour-long documentary on the event for Channel 4. Titled *Miami Nice*, it followed three dance music figures — garage producer/DJ Mike Cole, US producer/DJ Roger Sanchez and Azuli's Constable — around the event. It will also feature interviews with artists and DJs. Meanwhile, London's Kiss FM broadcast sets from DJs Graham Gold, Tai Paul, Broadway & Steve, Andy Morris and Street Boy live from the event.

SINGLE of the week

TRUE STEPPERS FEAT. DANE BOWERS: Bugin' (NoLife/Arista 7432175342). Tracks like these are exactly the reason the Dream Team are on Radio One. It was a breath of fresh air when

they played it on February 13, off vinyl the day after it was recorded. It is a perfect marriage of two-step garage and Another Level's best talent (not to mention smart as Another Level). London insisted All Saints' Nicole Appleton's small voice part was taken off the track — it has been replaced by Summer Phoenix — but this looks likely to be a decision it will regret.

SINGLE reviews

OASIS: Who Feels Love? (Big Brother Recordings/EMI 5255842). For the first time in their career, Oasis find themselves in commercial decline. Unfortunately, Who Feels Love? — aka the Dear Prudence number from the album — is far from Oasis at their best, although the production is faultless. Rave's A may have hated it, but it is playing several other records on this page much more often.

WILLIAM ORBIT: Ravel's Pavane Pour Une Infante Defunte (WEA 26900). The follow-up to Orbi's Top Five hit Ravel's Pavane For Strings sees the Madonna producer in more reflective mood. While the track does not have the immediacy of its predecessor, with a bit of patience the beauty of the piece shines through. As with Ravel resolves the Ferry Corsten trance remix treatment on the B-side.

TIM 'LOVE' LEE: Go Down Ditch (Tummy Touch TUC3 035). Label boss Tim 'Love' Lee continues his run of strong releases with this taster for his forthcoming album. Go Down Ditch is an atmospheric shuffler incorporating a bluesy vocal and slide guitar.

FRAGMA: Coca's Miracle (Positive CD/V2128). Topping Fragma's Top 20 hit Toxic Miracle with the capella of Coca's I Need A Miracle (a 1997 Positive release), this former bottle looks set to cross over. As listened to Radio One, it looks set for success thanks to club support.

LOWFINGER: Idiot Radar (Elemental ELM615). Capitalising on their recent inclusion on the Ordinary Decent Criminal soundtrack, the former Ruffa reincarnation deliver Idiot Radar, an exhilarating rush of dumb funk and rock. Skin's Space Raiders provide a remix.

TONI BRAXTON: He Wasn't Man Enough (LaFace 0743217578527). Braxton is back — rebranded as 13 — with this Rodney Jerkins-produced, Whitney-esque effort from her forthcoming album The Heat. It is Blasted at Radio One and looks set for chart success.

CALEXICO: Ballad of Cable Hogue (City Slang 20154-2). Calexico rustle up a cool and heady blend of Spaghetti Western themes, Serge Gainsbourg and driving acoustic guitars. Labelmates Lambchop proved that this well-produced Americana has a market outside of the indie ghetto, and Calexico have the potential to follow.

CYPRESS HILL: Superstar (Columbia 6892642). Delivered in Cypress Hill's trademark manic style, this cautionary

tale about the music business is their finest song in some time. As the rock/rap hybrid gains momentum outside the US, this could be their biggest hit to date (surprisingly, their best-known track, Insane In The Brain, never charted higher than 21).

POLE: Rondell (WTF/Plas KIFF016). Stefan Betke's style of sparse echoing dub has woven its critics during the past couple of years, and this EP should keep the plaudits coming. His knack of keeping the listener engaged with the latest hint of melody and rhythm is still on form.

KID LOOPS: Sleepwalk EP (Filter Filt045). Kid Loops unleashes four stylish tracks of electro-tripped drum & bass. The lead track Sleepwalk shows a progression from his earlier material, which demonstrates he is more than capable of a crossover from fringes to mainstream.

SYSTEM F: Cry (Essential/Tsunami EDCP324). Tunny Corsten's follow-up to the Top 20 hit Out Of The Blue includes a full vocal on the lead mix (vaguely similar to DJ Jurgen's productions for Aice DeeJay). It has already received high-profile plays from Radio 1 and Pete Tong's *Clubland*.

RICKY MARTIN FEAT. MEJA: Private Emotion (Columbia 6692692). The third single from Martin's multi-platinum album sees the Latin star hit a ballad square on. The song features guest appearance from Meja's Meja which will bring an extra focus to the release. Already an Airplay Top 40 hit, the song is a strong one and should perform better than Shake Your Bon Bon, which peaked at number 14.

LES NEGRES VERITES: Lella (Virgin DISND203). This is the first single from the French act's album *Trabendo*, and is one of the lighter tracks from an inventive and challenging record. Produced by Howie B (Massive Attack, U2), it employs the band's trademark accordion and rousing choruses.

BEULAH: Emma Blowin's Last Stand (Shifty Disco DISCOUQ14). This sunny single from the San Francisco act's second album is an alternative antidote to the lingering winter. As its predecessor was championed by Radio One's Mark Radcliffe and a single of the week in both NME and Melody Maker, expect burgeoning interest.

RHYTHM OF LIFE: You Put Me In Heaven With Your Touch (Xtravaganza XTRAV4CD3). Hot on the heels of the number one Chicane track, *Rhythm of Life* find themselves at the front of the Xtravaganza release schedule. Their single is a beautifully-vocalised uptempo track with warming chord sequences and drives.

SEAGUE-EYE CHERRY: Are You Still Having Fun? (Polydor 56180032). Are You... is the cat's first single from Cherry's second album, *Living In The Present Future*, the Rick Rubin-produced follow-up to his debut set *Destiny's*. With echoes of Scotland's Del Amitri and Donovan, the track is a pared-back rock/pop classic and is Blasted at Radio One. B-sides include *Wishing It Was*, Cherry's collaboration with Garcia which appears on the latter's Grammy-winning *Supernatural* album.

ALBUM of the week

THE DELGADOS: The Great Eastern (Chemical Underground 040CD) Emerging from their cult chrysalis in much the same fashion as the Flamingo

Lips, Mercury Rev and Spiritualized have done in successive years, the Glasgow band return with their third album on their own label, and it is a triumph. The Great Eastern undoubtedly takes several listens to get into, but lyrically and musically, it displays a deft and steady hand, sounding like a less dewy-eyed Belle & Sebastian. Almost certain to sell more than its two predecessors, The Great Eastern is also a strong candidate for crossover success.



INFANNO: MY VITROL: Losing Touch (Infectious Integro/8SRCB). My Vitrol tackle pop-influenced alternative rock in a way that is reminiscent of the genre's halcyon days of the early Nineties. And it is no bad thing either — a scuffling chorus builds up over tight but sweet melodies while chiming guitars hum in the background.

NATURAL CALAMITY: And That's Saying A Lot (Nuphone NUX147). This slice of Japanese downbeat grooveiness has an outstanding one of the best British albums of the year. It's a trip-hop outfit. Groove Remad provide an irresistible house remix.

THE ANIMALHOUSE: Small (Bollerhouse/Arista 0743217556129). Sounding more Supergroup than before, this first proper release from one of the best British bands to emerge in recent months rocks psychedelically. It is C-listed at Radio One.

Christina, it is one of the year's more accessible chillout albums.

MADRUGA: Industrial Silence (Virgin CDVNR92). A dark, moody sensual debut album from the Norwegian act, *Industrial Silence*, which went straight to number one when it was released in the band's home territory last year, resonates with influences ranging from The Doors and Velvet Underground to Chris Isaak. A gamut of various. Switched On (Telstar TVTCD 3086). This 43-track compilation brings together tracks which have featured in TV advertising campaigns. The emphasis is on dance tracks (Moby, Fatboy Slim, The Wiseguys) but there is also a wealth of easy listening (Andy Williams, Jimmy Smith) and rock pop (Blondie, New Order) on offer.

CHUMBAWAMBO: WISYIWO (EMI 5255842). This album is pure pop from start to finish. The writing is breathtaking — with pastiches of every pop genre known to man — and has its tongue firmly in its cheek. The lyrics are as political as ever, taking swipes at targets such as it Girls, Las Vegas and Jerry Springer.

PETER GREEN WITH THE NIGHTWATSON SPLITTER GROUP: Hot Foot Power (Arista 5MNC828). "More bluesy than Green (which was the genuine backbone) veteran in the company of legends including Buddy Guy, Otis Rush and Dr. John. With a 30-date tour with fellow session pioneer John Mayall about to kick off, expect this to be a steady seller.

ALBUM reviews

SASHI: Trilium (Milenium MULTYCD07). Sashi's third album offers little new in terms of style, although it comes as the German act have scored five number two hits in eight releases. The forthcoming single *Just Around The Hill* — a lush ballad co-written with vocalist Tina Cousins — aside, it rarely departs from the pop-dance formula of the act's previous releases. However, what it lacks in inventiveness it is likely to make up for in sales.

OMARA PORTUONDO: Buena Vista Social Club Presents... (World Circuit WCD059). Another exquisite helping of Cuban music, this time from vocalist Portuondo. Backed by the usual Buena Vista band including Ruben Gonzalez, Compadre Segundo and Ibrahim Ferrer, it is certain to be another strong seller.

VARIOUS: New Talent's What I Call Music 45 (EMI/Virgin/Universal CDN0045). With its predecessor currently having reached seven times platinum status, the latest instalment of the heavyweight compilation series rolls out. Featuring hits from Gabrielle, Malena C, Chicane, Moloko and Kells, it looks set for a long residence in the collection chart.

VARIOUS: Solar Spectrums (Logic (BMG/Logic 7431748232). Put me Chris 'Coco' Miller spans all things ambient. Featuring tracks by acts such as Boards of Canada, Aim and Rae &

ANGELICA: The End of A Beautiful Career (Fantastic Plastic FPCD02). With so many girl bands involved in the pop end of the market, it is a relief to come across Angelica, a rough and rowdy rock'n'roll outfit. The band have all the swagger and spirit to make their mark, and show a nicely twisted sense of humour.

THE CROCKETTS: The Great Brain Robbery (Blue Den V2 BDG1011182). All star and angry lyrics, the Crocketts' second album tries hard but ultimately ends up being a mish-mash of quiet moments and furious rock-outs that never really gels. Promising, but ultimately disappointing.

Hear new releases

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

This week's reviewers: Simon Abbott, Dugald Baird, Michael Byrne, Hamish Champ, Chris Finan, Tom FitzGerald, Duncan Holland, Stephen Jones, Nick Tesco and Adam Woods.



ELLIOTT SMITH: Figure 8 (DreamWorks 430242). For his fifth album and his second for DreamWorks, Elliott Smith returns to the stripped-down acoustic sound of his earlier work. With his major-label debut *XO* was awash with strings and high production values, *Figure 8* relies mainly on Smith's crackles and word-wool voice and the simple crackles of his songs. And he does not disappoint — the 16 songs here cover his favourite themes of personal tragedy and occasional joy in such a way that it is hard to stop listening. Recent exposure from the American *Best* soundtrack will have raised his profile, but Smith is quickly becoming one of the most celebrated songwriters of his generation.



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CONTENT PROVIDERS FACE UP TO THE RADICAL NEW FUTURE

Any thoughts that the established music industry could gently transplant itself online are being dismissed as it becomes clear that radical new business models are required.

By Mary-Louise Harding

When Playlouder.com signed its digital distribution deal with the Beggars Banquet group in mid-March, the alliance of a new name with that of an established player provided a welcome touchstone in the crowded and confusing online distribution marketplace.

Likewise, Vitaminic's tie-up with BMG in Italy and the imminent announcement of the portal's deal with an unnamed UK independent label group signal the market's movement out of the realms of pure hypebole and speculation.

"There is new wave of considered propositions with experienced management teams who are acquiring rights to really well-known labels and artists," says Playlouder joint managing director Paul Hitchman. Investment bank JP Morgan estimates that digital commerce will be worth \$275bn worldwide by 2003. The question is no longer whether music rights owners will sell their content in digital form, but when, with whom — and to whom.

Because of the internet's mass market penetration in North America, it is US distributors such as MP3.com and amusic which have taken the early initiative, having built strong brands and signed numerous label deals of their own. But with the vast majority of major record company business still to fight for, the online distribution hierarchy in the UK and wider European markets is still a long way from being decided.

During the past year, Italian-born portal Vitaminic has become a name to watch. Having risen to prominence as a champion of unsigned bands, it now positions itself as the European distributor of choice for labels looking for an effective localised strategy in the continental online music market.

Vitaminic has a presence in seven European territories, with a Swedish service due to launch in April. It is currently the only online distributor offering localised content in the appropriate language, operated by experienced domestic teams taken from music industry backgrounds. UK managing director Chris Cass believes that this will ensure the Vitaminic brand holds its own in the face of the expected US onslaught.

"We understand that if you get in your car and drive for two hours on the continent you will find a whole different culture and language," he says.

Having just received £20m funding from investors including Citicore Manhattan Bank, Vitaminic is planning a major relaunch in May and has begun setting up a US



Cass: believes Vitaminic will hold its own against the US onslaught

division. The weight of its financial backers, coupled with non-exclusive contracts such as its deal with BMG in Italy, would appear to give the distributor a strong chance of establishing itself as a key "dormcompanion" for European music consumers.

From May, deo.com will offer a similar service in Germany, France, Spain and Finland, having already established a presence in the UK and in the company's native Sweden.

The self-styled "d-tailer" has signed between 15 and 20 deals with labels across Europe, including Finland's Poko Rekords, Countdown Records in Germany, Revert Records in the UK, and MWV, the long-established Swedish independent which also owns deo.com.

Fredrik Sidfalk, deo.com CEO and co-founder of internet retailer Boxman, says the company's aim is to create an online music community. This will incorporate an active A&R focus alongside conventional label-based digital distribution and magazine-style content, all tied up in a highly flexible sales model.

However, not all online distributors have chosen to subvert the traditional industry distribution model quite so dramatically. DX3, another Swedish contender, describes itself as a music-focused content aggregator, and is designed to sit between rights owners

and consumer-facing sites. It is partnered with an impressive range of established portals, including AOL, music365, Line One and Music Week's sister website deo.com, and has also begun to build relationships with clicks and mortar enterprises such as Tower Records and HMV.

DX3 has signed its own non-exclusive deal with the Beggars Banquet group and claims to be in discussion with all the majors at VP level through its London, Paris, California, Stockholm and New York offices.



Playlouder's Hitchman (right) and co-MD Jim Gottlieb



Sidfalk aiming to create an online music community

Bases in Spain and Italy are due to open soon.

Director of A&R and label relations Russell Vaught was recently appointed to head DX3's new London office. The company recently announced a partnership with US business-to-business distributor Amplified.com to create a transatlantic pool of digital tracks, a move which supports the widely-held view that US online music distributors are most likely to move into Europe in partnership with homegrown companies.

Many online music industry observers claim such companies will become integral to the evolution of commercially-available digital music, arguing that digital retailers, in the tradition of offline retailers, should not aim to out content through direct rights ownership deals with labels, but rather deal with central content distributors.

V2's US arm is negotiating with DX3 as a possible back-end partner. Although V2 has yet to finalise its plans in this country, head of new media Ciara Gaynor believes licensing deals between labels and consumer-facing digital distributors should be closely examined to ascertain their real value.

"I would be very surprised if any of these deals give sites access to a label's superstars," she says. "Most sites have cash to burn and are desperate for content. The labels know that, and they are using the sites to help drive awareness and promotion for their less successful artists."

Gaynor believes record companies would be foolish to begin signing exclusive, long-term contracts with digital distributors at this early stage.

"We have done quite a few free promotional download marketing deals on artists such as the Stereophonics and the Jungle Brothers through launch.com,

sonnet.com and epticon.com to build a fan-profile database to help with offline targeting."

"V2.com does a lot in its own right, however. For example, tracks from last year's Michael Hutchence album were offered for download from our dotcom site in partnership with Windows Media."

Inevitably, it will be the endorsement of the majors which establishes particular sites as leaders of the digital generation. Attempting to analyse which direction they are likely to go is another matter, particularly when most are only just beginning to establish their strategy at boardroom level. To suggest that online distribution decisions will be entirely led by their predominantly US-based headquarters is to ignore the importance of local expertise in tailoring and fulfilling even digital product.

One senior Universal insider in the UK concedes the company's strategy will be led by its US arm in terms of technology choices, but says the company recognises that European territories will call for a "global local approach". Universal's

American online and V2 A&R vehicle Farmclub is being weighed up as a model for a similar department on this side of the Atlantic. However, the source refutes rumours that the group is preparing to cut out third-party distributors and retailers to sell direct to consumers through a series of Universal owned branded sites.

"Even the most optimistic e-commerce sales predictions in the music space do not come close to challenging the fundamental importance of physical product sales through established bricks and mortar channels," says the source.

All four majors and most independent labels are likely to underline their commitment to supporting offline >

'I would be very surprised if any of these deals give sites access to a label's superstars'

— Ciara Gaynor, V2

'Rights owners have to think very carefully about the motives behind offers of huge amounts of money'

— Tony Martin, Sony Music



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retailers. Indeed, most claim to be confident that established relationships will be largely unaffected in the digital arena, as multiple retailers provide meaningful online alternatives to their terrestrial service.

Sony Music's recently appointed UK new media director Tony Martin believes the real challenge labels face as they prepare content for online sales is the increasingly imbedded culture of the free MP3.

"Labels are hoping for an alternative to MP3, because the reputation of that format has been tarnished by its illegal use," says Martin. "There needs to be a culture shift, whereby people will perceive added value and be prepared to pay for downloads. It is rather a case of shutting the door after the horse has bolted," he says.

Martin also warns labels to think carefully before signing away their digital rights to a particular distributor at this stage. "Rights owners have to think very carefully about the motives behind these offers of huge amounts of money and equity in return for rights," he says. "These distributors are building their brands on the strength of other people's copyright. Labels should really be thinking about building bespoke e-commerce sites, rather than running the risk of shooting themselves in the foot with exclusive third-party contracts."

In defence of "datalers", Sidlack at deo.com claims digital licensing rates have been inflated by record companies, who are all too aware of the money which has flooded into the online sector, and are understandably eager to minimise their share of the market's financial risk.

"The prices record companies are asking for an exclusive deal are huge," says Sidlack. "To license a track for online exploitation, you can pay almost as much as you would for the CD rights."

According to Deceptive boss Tony Smith, the web's main role at this stage is a promotional one. Deceptive is currently offering a track from Elastica's new album, *The Menace*, as a free stream on Radio One, music365, deomusic, Vitaminic and Virgin Net, and as a free download on NME's site.

However, Smith says that when the time



Vaught: heading DX3's new London office

comes to select distribution sites from which to generate online sales, the ownership origin of the site will be irrelevant, so in all of fulfilment of physical sale is argued from the UK.

Smith's argument against signing up with independent online distributors such as Crunch is their demand that they own exclusive digital rights. He adds that only those Indies in desperate need of a cash injection could possibly be tempted by that particular route.

Possibly the main future benefit of the web for independent labels is its capacity to provide consumers with access to in-depth back catalogue. Implications of this could have an enormous bearing on the fortunes of albums and singles who no longer merit retail space. However, the first obstacle to independent labels wishing to exploit their catalogue in this way is the cost of setting up a back office e-commerce system.

Musindie, launched on behalf of the Association of Independent Music (AIM) in December as an industry hallmark brand, is



Starks: alternative approach

designed to create an e-commerce and database-profiling infrastructure for independent labels to link into. AIM general manager Gavin Robertson is currently negotiating venture capital backing and is keen for all the organisation's members to get involved with the project.

On the issue of music e-commerce as a whole, Robertson claims certain distributors do not understand the market they are attempting to serve. "There's an awful lot of nonsense and crap online at the moment," he says. "People are spending millions of pounds developing systems when they do not have a fundamental understanding of the market and the people they are targeting."

He points to MP3 free promotional downloads as an example of the internet's potential not being realised.

"Chuck D wants to give his music away free on MP3 because it suits the fans and market he is in," says Robertson. "We can no longer talk about music as a generic

commodity or a single market – we need different solutions to suit fanbases of different niche groups."

Independent label distributor Crunch is one of the most active distribution sites in the UK so far, and it appears to be enjoying healthy early success. Managing director Jon Davis claims to have signed more than 40 worldwide digital distribution deals with British labels on a three- to five-year exclusive contract basis.

Davis compares Crunch's activities in the online space with those of a company such as Pinnacle in offline distribution. In the sense that its label deals are exclusive, the only difference, he adds, is in Crunch's consumer-facing website.

Crunch also distributes through US part owner emusic's site and plans to build a network of affiliated retail partners which fit its 16- to 24-year-old target group. Its current repertoire includes Nuphone's Ikt Boys and Matty Groove Armada recorded for Tummy Touch.

According to Davis, the Crunch model aims to develop vertically within its target market, rather than trying to cover all genres horizontally.

He says it will ultimately develop into a full lifestyle portal with editorial covering travel and books, as well as music. The site is set to undergo a full relaunch at the beginning of the summer under exAOL web veteran Garret Keogh.

Davis says the relationship with emusic brings with it the two-year head start in online distribution and marketing enjoyed by the leading US players. Nonetheless, he insists UK sites will prosper under majority domestic management due to the need for local understanding.

Ultimately, though there are those who predict the established record industry gradually transcending itself online in a way which mirrors its existing structure, there are others, such as Tornado Productions managing director Gavin Starks, who believe new business models are the only solution in a new market.

"There is such a convergence of media in the online music industry that alternative business models are not just an option – they are a necessity," he says.

PLUCKING OUT THE ONLINE PRATES

With digital music piracy running at an estimated \$11bn in 1999, secure online distribution remains a key issue. By Mary-Louise Harding

The business of securely packaging material for legal, paid-for online distribution is one of the less glamorous issues of the new media world, but its resolution forms the fundamental bridge to a workable online digital distribution model. With the cost of digital music piracy in 1993 alone estimated at \$11bn (£7m), proprietary security application software providers (ASPs) are aggressively seeking the major label deal that will turn their particular transactional model into the dominant industry standard.

The music industry is doing all it can to prevent further expansion of illegal copying of music files. Infamous shareware site napster.com is currently at the sharp end of legal action from the RIAA, and last month, AOL pulled the plug on its own file-swapping

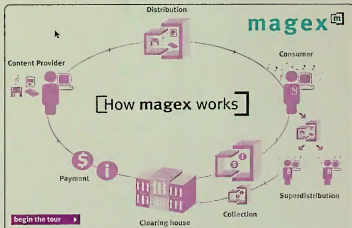
software package Grutella without explanation.

Such spoiling tactics are understandable coming from record companies – and some observers explain AOL's self-censorship by the fact it is now merging with the largest content owner of them all, Time Warner. But the real question is what labels are doing to address the growing market demand for digitally available music. The Napster user base is estimated by the company itself to be growing at the extraordinary rate of

between 5% and 25% a day. Immediately following Bill Clinton's decision last year finally to allow intertrust to export its technology – which had hitherto been deemed a threat to national security due to its practically unassailable defences – it unveiled the \$50m (£31.5m) digital rights management (DRM) package Magex, which it had jointly developed with NatWest.

In less than a year, Magex has managed to persuade companies such as Rhapsody, Affinity and, most significantly, Universal,

"The fundamental point is that this system allows the music industry to retain its right to dictate how it sells its product" – Mark Taylor, YoYo



that its content encoding and secure payments systems are worth spending millions of dollars on.

Magex claims intertrust's much-respected powers of encryption, coupled with NatWest's payment clearing system, which can handle 200 credit card clearances a second at peak times, will ensure that Magex rapidly emerges at the head of the pack.

The Universal deal was signed last November, but at this stage the contract only applies to the US arm of the group, and there is no absolute guarantee that the package will serve as Universal's DRM platform on a global basis.

Nonetheless, Magex managing director Peter Beverley says that when the world's largest music company actually begins to

► make its music content available for legal download, the system will have long since established itself.

Several e-commerce sites are set to go live with Magex within months, demonstrating for the first time whether or not its investment is backed-up by a non-hackable, secure and profitable product.

However, it is rumoured that NatWest will reduce substantially its stake in Magex and make way for outside investors in the wake of its takeover by the Bank Of Scotland. Former Creation Records managing director and founder of industry consultancy the YoYo Partnership, Mark Taylor has been brought in by Magex to ensure the package – which is also being offered around video, games and software rights owners – transcends its banking and IT roots to meet the peculiar needs of the music industry. He believes the package's key selling point is the fact that it does not attempt to appropriate rights.

"The fundamental point is that this system allows the music industry to retain its right to dictate how it sells its product," says Taylor. "It doesn't take away any ownership or creativity."

He admits that the challenge remains to demonstrate that the system actually works. The next step for Magex is to establish significant penetration among content companies to fend off increasing competition.

One of Magex's most formidable competitors is the Microsoft-backed Reciprocal DRM package. Though Reciprocal has been known to have intentions towards the music industry for several years, it began to build its profile in earnest only last year.

Microsoft threw its software weight behind Reciprocal in March 1999 when it snapped up a 19% stake. The system received music industry endorsement in June when it signed a deal with BMG, sparking the creation of the Reciprocal Music Division, headed by president Larry Miller and senior vp, business development, Howie Singer, both of whom are former executives of AT&T music arm a2b. Besides Microsoft, other partners include Reuters, and Bertelsmann Storage Group.

The package distinguishes itself by acting in two different roles. It can provide end-to-end services such as payment, copyright encryption, rights payments and data mining. But it can also handle customer relationship management, placing itself between content owners and all available security systems, including Intertrust.

Singer attempts to explode the theory that digital will have distribution costs, therefore lowering the retail value of music. He argues that the material production and physical shipping costs will be matched by the upfront costs of digital conversion of catalogue. Indeed, he identifies the additional risk that failure to meet initial sales targets could leave all parties struggling to cover their fixed and capital costs. He adds that most systems are not currently built to plug into collection agency systems to deliver royalties.

"Our plan is not to be viewed as a disintermediator of the performing rights organisations, but rather as a technology



and service provider who will enable them to have variable businesses as this scene continues to evolve," says Singer. "One thing that will hinder their

involvement is the fact that the evolution of copyright laws, which determine the way they work, is likely to happen far slower than the technology itself develops.

Singer predicts that all four majors will be launching fully digitised content on the web by the summer. He also believes that the first to do so will give a significant market advantage to the digital audio format it chooses to use – although he will not comment on which label group or platform that is likely to be.

Mode International has spent the past few months developing a complete digital content management and DRM model, waving the European flag in a market dominated by powerful US players.

Mode managing director Iain Clark describes his system as having been designed as a complete proprietary application. It is based on Broadvision personalisation technology, Sun servers and Oracle databases to deal with the complete supply chain, rather than addressing segments or reselling outside technology. Interestingly, the Mode model has been designed to deal with Lucent Technologies' ePak audio Codec, rather than the popular established MP3.

"Our view is that ePak is superior to anything else on the market right now," says Clark, although he claims the system will ultimately support whichever of the available formats becomes an industry standard.

Mode has offices in London and Oslo and hopes to announce a series of major deals over the next month.

Clark is confident a system based on the experience of the complexities of distribution in the European market will have no problems securing market share, despite the fact that Mode is a relative latecomer.

"We have had quite a lot of interest from US content owners who see access to Mode as access to the European market," he says. "As the majors gradually began to wake up to the MP3 wave last year, the initial reaction was to make all decisions in the US. We now sense an increasing awareness of the need for local technology solutions to meet the different needs of local repertoire."

Paul Sanders of internet consultancy State 51 has advised Virgin and EMI on technology since the early days of the web, and has just completed work on a music broadband distribution trial with BT.

He believes the digital music market will ultimately shake down to become an automated version of the current physical model. By this logic, there will be a handful of dominant content aggregators, or distributors, which will hold all available content on secure servers. These servers will automatically link into DRM systems, which will occupy the place of conventional collection societies.

"The aggregators will serve the public-facing sites and the DRM systems will automatically link into them," says Sanders. "The difficulty will be in deciding on an appropriate ownership model to do that."



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TOP 75



APRIL 8 2000

Pos	Week	Title	Artist (Producer/Publisher)	Label/CDCass (Distributor)
1	NEW	FOOL AGAIN	Mica (Mica/RCA)	1712/151564 (BMG)
2	1	NEVER BE THE SAME AGAIN	Virgin VSDCX 1762/VSX 1762 (E)	Virgin
3	NEW	SAY MY NAME	Columbia 669126628184 (TEN)	Columbia
4	2	THE TIME IS NOW	Echo ECDSD 89E/SCM 8E (P)	Echo
5	3	SMOOTH	Arista 74217627427421762/4764 (BMG)	Arista
6	4	SEE YA	Interscope SINCD 1731N/1 (E)	Interscope
7	5	DON'T GIVE UP	Xtremazone XTRAV 305/XTRAV 35 (M/NTN)	Xtremazone
8	4	BAG IT UP	EMI CDEMS 580Y/DEM 580 (E)	EMI
9	3	ALL THE SMALL THINGS	MCA/UK-Island MCDSD 40223/MCSD 40223 (U)	MCA/UK-Island
10	3	STILL D.R.E.	Interscope 497262/497274 (U)	Interscope
11	5	AMERICAN PIE	Maverick/Warner Bros W 519CD/UK 519C (TEN)	Maverick/Warner Bros
12	5	PURE SHORES	London/London 444/SONIC 444 (TEN)	London/London
13	5	SITTING DOWN HERE	Virgin D183/D183/INC 183 (E)	Virgin
14	3	KILLER	Motown/MSM 138/MOSMCS 138 (M/NTN)	Motown/MSM
15	NEW	GET IT ON TONITE	Def Soul 562732/562722 (P)	Def Soul
16	NEW	JUMP DOWN	Mercury 1584452/158445 (P)	Mercury
17	2	RIGHT BEFORE MY EYES	Urban Heat/UCD 030/UMTC 003 (M)	Urban Heat
18	2	REWIND	EMI CDEMS 951/CTM 951 (E)	EMI
19	NEW	THE FIRST TIME EVER I SAW YOUR FACE	EMI 6691349/349194 (TEN)	EMI
20	NEW	ANGEL	Incentive CENT 805/SCENT 80C (M/NTN)	Incentive
21	4	CRASH AND BURN	Columbia 6650442/665044 (TEN)	Columbia
22	1	SHALALA LA LA	Positiva CDTV 120/TVT 120 (E)	Positiva
23	NEW	ACTUALLY IT'S DARKNESS	Food/Palohome CPOFD025 123 (E)	Food/Palohome
24	2	DON'T SAY YOU LOVE ME	Atlantic AT 0181/CD 0181/0181 (TEN)	Atlantic
25	2	MOVIE TONIGHT	Locked On! Recordings LOK 11702/CD 1170 (E)	Locked On!
26	1	MAMA TOLD ME NOT TO COME	Cap/CXG 031/UCAGUT 031 (U)	Cap/CXG
27	1	FEELIN' SO GOOD	Columbia 6691597/669159 (TEN)	Columbia
28	5	BYE BYE BYE	EMI 6250202/520220 (P)	EMI
29	5	RISE	Go Beat/Polydor GO5E/GO5E 25 (M)	Go Beat/Polydor
30	5	SATISFY YOU	Puff Daddy/Arista 743217452/3027421745384 (BMG)	Puff Daddy/Arista
31	5	DON'T WANNA LET YOU GO	RCA 743217452/3027421745384 (BMG)	RCA
32	NEW	DO IT TO ME AGAIN	Defected DED 15CDS/ (M/NTN)	Defected
33	4	NATURAL BLUES	Mute COMUTE 251-1 (U)	Mute
34	NEW	MIXED BIZZNESS	Geffen 4573012-1 (U)	Geffen
35	6	SHOW ME THE MEANING OF BEING LONELY	Jive 520000/520001 (P)	Jive
36	6	MONEY	Parlophone/Polygram SONG CDHYTHM27/CDHYTHM27 (E)	Parlophone/Polygram
37	6	FREAKIN' IT	Columbia 6691502/6691504 (TEN)	Columbia

Pos	Week	Title	Artist (Producer/Publisher)	Label/CDCass (Distributor)
34	1	WHAT A GIRL WANTS	RCA 743217372/743217372/34 (BMG)	RCA
35	1	STILL	EMI 6687822/668824 (TEN)	EMI
40	1	CAUGHT OUT THERE	Virgin VSDCX 158V/VSX 158 (E)	Virgin
41	0	THANK YOU I FOUND YOU	Columbia 6690262/6690394 (TEN)	Columbia
42	0	WON'T TAKE IT LYING DOWN	1st Avenue/Mercury HNZ CD5/HNZ M05 (U)	1st Avenue/Mercury
43	NEW	FREESABE	Dot/Free DF 0302 (E-V)	Dot/Free
44	0	GO LET IT OUT	Big Brother/BUKSD 010/BUKSD 01 (M/NTN)	Big Brother
45	0	MOVE YOUR BODY	Eternal WEA 255CD/WEA 255C (TEN)	Eternal
46	25	OOH STRICH!	Universal MCDSD 40223/MCSD 40223 (U)	Universal
47	NEW	SHORELY WALL	Independiente 150M 41/MS (TEN)	Independiente
48	1	DON'T BE STUPID (YOU KNOW I LOVE YOU)	Mercury 171482/17148 (U)	Mercury
49	1	WHERE THE POOR BOYS DANCE	Mercury 1584452/158445 (P)	Mercury
50	1	LIKE A ROSE	Columbia 6682362/6682304 (TEN)	Columbia
51	2	STOP PLAYING WITH MY MIND	Positiva CDTV 123/CTV 127 (E)	Positiva
52	3	YOU'RE NOT ALONE	Hugoboss HUGO 120/HUGOT 120 (E)	Hugoboss
53	4	KILL ALL HIPPIES	Creation CRESD 3332- (M/NTN)	Creation
54	6	BORN TO MAKE YOU HAPPY	Jive 5200022/520022 (U)	Jive
55	2	CANTON HEROES	Universal MCDSD 40223/MCSD 40223 (U)	Universal
56	2	RAID DISCO	Mushroom MUM 71CD5/ (M/NTN)	Mushroom
57	5	ADELANTE	Multiply CDMLTY 60/CMLTY 76 (TEN)	Multiply
58	3	STAY WITH ME (BABY)	BMG Music WEM22/WMSS 62224 (P)	BMG Music
59	NEW	HARD HOUSE MUSIC	WEA WEA 255CD/WEA 255C (TEN)	WEA
60	1	DON'T YOU WORRY	V2 VV051250/150V1505 (M/NTN)	V2
61	2	THE CEDAR ROOM	Heavenly HMV 822V (E)	Heavenly
62	3	DANCING IN THE MOONLIGHT	SB 6684128/668414 (TEN)	SB
63	NEW	IDOL	Warner Bros W 519CD/W 519C (TEN)	Warner Bros
64	3	GLORIOUS	WEA WEA 255CD/WEA 255C (TEN)	WEA
65	8	KISS (WHEN THE SUN DON'T SHINE)	Positiva CDTV 123/CTV 122 (E)	Positiva
66	NEW	HOOKED	Topical TRAX 061 CD1- (U)	Topical
67	1	I HAVE A DREAM/SEASONS IN THE SUN	RCA 743217862/743217862/34 (BMG)	RCA
68	3	SAV YOUR LIFE/BE MINE/BEAT THE DEVIL YOU KNOW	Blue 520 520/520304 (P)	Blue
69	0	EX-GIRLFRIEND	Interscope 4372922/437292 (P)	Interscope
70	0	SUNSHINE	Manifesto FESCD 006/MSM 68 (U)	Manifesto
71	0	EVERYTHING	Good Behaviour CDGDDO UCAGDDO 1 (U)	Good Behaviour
72	0	SINGING IN MY SLEEP	MCA/UK-Island MCDSD 40223/MCSD 40222 (U)	MCA/UK-Island
73	1	LOVE ON THE NORTHERN LINE	Global Talent 6TR 000CD5/6TR 000CD5 (P)	Global Talent
74	2	SHE'S THE ONE/IT'S ONLY US	Decca/DK 5142/7CD5 5142 (E)	Decca
75	1	THE GREAT BEYOND	Warner Bros W 519CD/W 519C (TEN)	Warner Bros

As used by Top Of The Pops and Radio One

TITLES A-Z

Artist	Title	Label
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12	12	12
13	13	13
14	14	14
15	15	15
16	16	16
17	17	17
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73	73	73
74	74	74
75	75	75

sweet female attitude
flowers
the garage anthem - out now
featuring the remixes from Sunship, Supa Flyas,
Wackdale and Solomon

MUSIC FROM AND INSPIRED BY THE MOTION PICTURE

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APRIL 8 2000

CHART COMMENTARY

by ALAN JONES

As Music Week's front page picture caption details, the only thing certain about the number one as we headed into the weekend was that its title would end in 'again'. Last week's chart-topper 'Never Be The Same Again' by Melanie C and Lisa 'Left Eye' Lopes was overtaken in early sales flashes by Westlife's Fool Again but fought back to re-establish itself at number one by Thursday, pushing 3,000 sales ahead by close of business.

But Westlife rallied on Friday and Saturday – boosted by multiple TV, radio and in-store signing appearances – and eventually sold 82,776 copies of Fool Again, compared to 81,353 copies of Never Be The Same Again to secure their fifth straight number one, albeit by 1,423 copies. It is an admirable feat which will surely further help them gain media interest in the US. All five chartoppers are taken from their self-titled debut album – an unprecedented feat – and they have occurred in a little less than a year, their



SINGLE FACTFILE

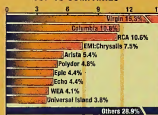
Westlife rewrite chart history this week, becoming the first act to debut at number one with their first five singles.

Previously in a two way tie for the record with B*Witched, they overtake their compatriots as Fool Again enters in pole position despite registering the lowest first week sales tally of any of their previous singles. To recap, the introductory hit Say It Again's first week sales were 102,000, while If I Let You Go

returned 90,000, Flying Without Wings glided to 82,000 and I Have A Dream/ Seasons In The Sun made the most of its December release with 213,000. Fool Again managed 83,000 total sales. It was written by Jorgen Elofsson, Per Magnusson and David Kravger, who also penned the non-album bonus track Tunnel Of Love. It's the second Swedish song to reach number one this year, following Britney Spears' Born To Make You Happy.

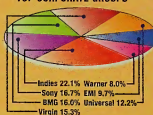
MARKET REPORT

TOP TO COMPANIES



Figures show top 10 companies by % of total sales of the Top 75, and represent shares owned by % of total sales of the Top 75

TOP CORPORATE GROUPS



SALES UPDATE
VERSUS LAST WEEK: -0.3%
YEAR TO DATE VERSUS LAST YEAR: -28.1%

PERCENTAGE OF UK ACTS IN THE CHART
UK: 49.3% US: 32.0% Other: 18.7%

debut hit Say It Again (another 'again' hit) making its chart debut on May 1 last year. Westlife are not only the first act to have five

number ones in their first year but also only the second act to have five number ones in less than 12 months, Elvis Presley

being the previous record holder having topped the chart with It's Now Or Never, Are You Lonesome Tonight, Wooden Heart, Surrender and His Latest Flame/Little Sister in exactly a year between December 1961 and November 1962. Westlife beat Presley's record by three weeks – but he could still hold the record if a sixth single pairing Will In The Country and I Feel So Bad had reached number one instead of number four. Looking ahead, a sixth number one would equal the record for an Irish group – Boyzone – and it would also equal the Spice Girls record of reaching number one with their first six singles.

While Westlife prosper, it's a bad week for B*Witched, who not only lose their half share in the 'best start ever' category but also achieve their smallest hit to date, with Jump Down debuting at number 16. They're one of five all girl groups in the Top 20, the others being Precious, All Saints, Atomic Kitten and Destiny's Child.

INDEPENDENT SINGLES

This List	Title	Artist	Label (distributor)
1	THE TIME IS NOW	Moloko	Echo EDCS08 (P)
2	RIGHT BEFORE MY EYES	N'U'd Beat, Kullaghan	Urban Heat UHTC006 (P)
3	MOVIN' TOO FAST	Adri Dudge & Ramez Johnson	Locked Grooves Ltd LUG133 (P)
4	MAMA TOLD ME NOT TO COME	Tom Jones & Starobronchits	Gut GUTJ0701 (V)
5	BYE BYE BYE	N' Sync	Mute SMC0202 (P)
6	NATURAL BLUES	Moby	Mute COMUTE 15 (V)
7	FREEBASE	Tall Paul	Duty Free DF DF050 (V)
8	SHOW ME THE MEANING OF BEING LONELY	Primal Scream	Creation CRESC0302 (SM/VP)
9	KILL ALL HIPPIES	Wir	Mushroom MUSH F1003 (SM/VP)
10	RADIO DISCO	999 Feet Elevators	TopTall Top TTRX 9102 (V)
11	HOKED	Art Of Trance	Platinum PLATCO 76 (V)
12	BREATHE	Pour Homme	Nu Camp CAMP0 005 (V)
13	BORN THIS WAY	Der Schieber	Mute SMC0202 (P)
14	BORN TO MAKE YOU HAPPY	Timo Mass	48K Perfect SPECT0703 (SM/VP)
15	DEP SCHIEBER	Babybird	Echo EDCS0 32 (P)
16	THE F-WORD	Madsun	V2 V2V051923 (SM/VP)
17	DON'T YOU WORRY	Luke Star's 7th Pain	Novamuse CONCOM05 (V)
18	BODY FREZZALL ELECTRONIC INFORM	Astral Projection	Automatic AUTONCO (SND)
19	LIQUID SUN	Rebecca Wherstaty	BBC Music WMMS56222 (P)
20	STAY WITH ME (BABY)		

All charts © DJM

PEPSI Chart

This List	Title	Artist	Label
1	FOOL AGAIN	Westlife	Mercury
2	NEVER BE THE SAME AGAIN	Melanie C and Lisa Lopes	Virgin
3	SAY MY NAME	Destiny's Child	Columbia
4	THE TIME IS NOW	Moloko	Echo
5	SMOOTH	Santana feat. Rob Thomas	Arista
6	SEE YA	Amie Backus	Mercury
7	ONE UP	Cherise and Bryan Adams	Mercury
8	BAG IT UP	Carl Hallen	EMI
9	ALL THE SMALL THINGS	Black 13	MCA
10	STILL D.A.E.	Oni Jan. Deep Dope	Aftermath/Interscope
11	PURE SHORES	Alf Evans	London
12	SITTING DOWN HERE	Love Machine	Virgin
13	BEWY TOE	Bea D'Amico feat. J. Jagger, Sammi & J. Young	Mercury
14	AMERICAN PIE	Vanessa	Mercury/Warner Bros
15	RISE	Exhale	Go Disc/Polydor
16	MAMA TOLD ME NOT TO COME	Tom Jones & Starobronchits	Gut
17	CRASH & BURN	Swing Circle	Columbia
18	STILL MISS YOU	Spice	Mercury
19	KILLER	Sound 4 Nothing	Mercury
20	SHOW ME THE MEANING...	Der Schieber	Mercury
21	A SONG FOR THE LOVERS	Robert Anderson	Mercury
22	WON'T LET IT GO	Donny Osmond	Mercury
23	BORN TO MAKE YOU HAPPY	Der Schieber	Mercury
24	RIGHT BEFORE MY EYES	N'U'd Beat, Kullaghan	Urban Heat
25	BEWIND	Precious	EMI
26	FLY ME	Craig David	Mercury
27	JUMP DOWN	B*Witched	Columbia
28	DON'T WANNA LET YOU GO	Are	MCA
29	FEELIN' SO GOOD	Jennifer Lopez	Columbia
30	BYE, BYE, BYE	N' Sync	Mercury
31	GET IT ON TONITE	Marion Jones	Gut Soul
32	IN FOUR ARMS (BROUKE MIT)	Nu Generation	Mercury
33	FLOWERS	Jesus From a Bottle	MCA/USA
34	DON'T SAY YOU LOVE ME	Kate	Arista
35	STAY WITH ME	Der Schieber	Mercury
36	MONEY	Jamala	Polygram/Kybur
37	THE FIRST TIME EVER...	Crave Dan	EMI
38	I TRY	Are	Mercury
39	WHAT A GIRL WANTS	Christina Aguilera	MCA
40	SHE'S THE ONLY'S	Only Us	Mercury

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TOP 75

APRIL 2 2000

Pos	Title	Artist	Label/CD (Distributor)	Cass/Vinyl/MD
1	1 SUPERHERUN ★	Arctic Monkeys	Virgin	CD
2	19 PLAY ★	Moby	Capitol	CD
3	2 RELOAD ★ 2	Tom Jones	Mercury	CD
4	3 ON HOW LIFE IS ★ 4	Macy Gray	Mercury	CD
5	6 COME ON OVER ★ 9	Shayne Tenen	Mercury	CD
6	45 THE MAN WHO ? ★ 2	Independent	ISOM	CD
7	12 WESTLIFE ★ 3	Westlife	RCA	CD
8	NEW DRAWN FROM MEMORY ○	Embrace	HITC/MCA	CD
9	7 THE WOMAN IN ME ○	Shayne Tenen	Mercury	CD
10	NEW BEHIND THE SUN X	Xtravaganza	XTM	CD
11	3 RISE ★	Go	Capitol	CD
12	13 NORTH STAR ★	Blaise & Co	Virgin	CD
13	NEW AT HIS VERY BEST ○	Engelbert Humperdinck	Universal	CD
14	RE THE ULTIMATE COLLECTION ○	Santana	Columbia	CD
15	NEW THERE ANYBODY OUT THERE? ○	Rick Flayd	EMI	CD
16	37 SCHIZOPHONIC ○	Get Halliwell	EMI	CD
17	10 ALL THE WAY A DECADE OF SONGS ★ 2	Cliff Denon	EMI	CD
18	11 STANDING ON THE SHOULDERS OF GIANTS ★ 2	Gavin	BMG	CD
19	16 ZOO! ○	Dr. Dog	Interscope	CD
20	23 SEPTUAGINT ★ 4	Deja Vu	EMI	CD
21	42 THE BARRY WHITE COLLECTION ★ 3	Barry White	Universal	CD
22	13 THE PLATINUM ALBUM ○	Vengaboys	Positive	CD
23	205 GOLD - GREATEST HITS ★ 12	Alba Anderson	Polygram	CD
24	15 ENEMA OF THE STATE ○	Blak 12	MCA/Int-Island	CD
25	31 AFFIRMATION ○	Savage Garden	Columbia	CD

26	21 SONGS FROM THE LAST CENTURY ★ 2	George Michael	Virgin	CD
27	23 BABY ONE MORE TIME ★ 3	Britney Spears	Jive	CD
28	17 INVINCIBLE ★	Five	Capitol	CD
29	30 BRAND NEW DAY ○	ASAP	Virgin	CD
30	21 PERFORMANCE AND COCKTAILS ★ 1	Shane Tenen	VIR	CD
31	41 THE BEST OF ME ★ 1	Bryan Adams	Mercury	CD
32	NEW MOVIE MELODIES ATB (Remastered)	ATB	Mercury	CD
33	NEW REINVENTING THE STEEL ○	Paterson	Elektra	CD
34	22 PLAYING MY GAME ○	Martin Garrix	Virgin	CD
35	32 THE GREATEST HITS ★ 2	Cher	Mercury	CD
36	61 THE LOVE SONGS ○	Mariah Carey	Motown/Universal	CD
37	46 MILLENNIUM ★	Backstreet Boys	Jive	CD
38	54 BY REQUEST ★ 8	Beano	Polygram	CD
39	14 NO STRINGS ATTACHED ○	N'Joy	Virgin	CD
40	NEW SUNNY INWARDS ○	Bakem	XL	CD
41	24 REMEDY ○	Basement Jaxx	XL	CD
42	28 SURRENDER ★	The Chemical Brothers	Virgin	CD
43	50 WHO GETS AROUND ? ★	Shane Tenen	VIR	CD
44	75 I'VE BEEN EXPECTING YOU ★ 8	Robbie Williams	Chrysalis	CD
45	14 WILLENMIUM ★	Will Smith	Columbia	CD
46	37 THE WRITING'S ON THE WALL ○	Deja Vu	Columbia	CD
47	154 REMATIC FOR THE PEOPLE ★ 6	Wax	Virgin	CD
48	27 RED HOT CHILI PEPPERS ○	Red Hot Chili Peppers	Warner Bros	CD
49	116 TALK ON CORNERS ★ 1	Curtis	Capitol	CD
50	21 CLUB 2 ○	S Club 7	Mercury	CD
51	67 RUMOURS ★ 10	Stevie Nicks	Warner Bros	CD

52	49 UNLEASH THE DRAGON ○	Sage	Def Soul	CD
53	52 RICKY MARTIN ★	Ricky Martin	Columbia	CD
54	106 OUT OF TIME ★ 5	REM	Warner Bros	CD
55	20 COMMUNITY MUSIC ○	Asian Dub Foundation	AD/F/Becker/Marshall	CD
56	43 WHAT'S GOING ON ○	Marvin Gaye	Motown	CD
57	64 YOU'VE COME A LONG WAY BABY ★ 3	Fabry	Mercury	CD
58	11 PIECES IN A MODERN STYLE ○	William Orbit	WEA	CD
59	57 THE HUSH ★ 3	Max	Mercury	CD
60	NEW THE ARISTOCATS - READ ALONG ○	Original Cast Recording	War	CD
61	44 FEELING STRANGELY FINE ★	Damon Albarn	MCA/Int-Island	CD
62	48 5 DIMENSIONS OF THE GALAXY ○	Santana	Elektra	CD
63	RE LADIES & GENTLEMEN - THE BEST OF ★ 7	Michael Jackson	Mercury	CD
64	29 TROPICAL BRAINSTORM ○	Kinky MacCall	Mercury	CD
65	10 MIDNITE VULTURES ○	Phish	Mercury	CD
66	63 EXTERMINATOR ○	Primal Scream	Creation	CD
67	51 CAR TURISMO ○	The Carpenters	Stochiprom	CD
68	153 TRACY CHAPMAN ★ 3	Tracy Chapman	Elektra	CD
69	5 TWO AGAINST NATURE ○	Stevie Nicks	Capitol	CD
70	71 FORGOTTEN, NOT FORGOTTEN ★	The Corrs	Atlantic	CD
71	RE BLOOD SUGAR SEX MAGIK ○	Red Hot Chili Peppers	Warner Bros	CD
72	58 CHRISTINA AGUILERA ○	Christina Aguilera	RCA	CD
73	67 JAGGED LITTLE PILL ★ 1	Alison Mosshart	Maverick	CD
74	61 SLIM SHADY ○	50 Cent	Interscope	CD
75	26 UNPLUGGED ★	Eric Clapton	Atlantic	CD

NEW Highest new entry HC Highest charted Sales increase Sales increase 50% or more

PLATINUM GOLD SILVER RPI weeks on chart with combined sales of copies, CD, LP, and cassette and DVD, LP and cassette with a published chart price of £1.99 or below and 50% of CD or LP and cassette sales

TOP COMPILATIONS ARTISTS A-Z

Pos	Title	Artist	Label/CD/Cass/Vinyl/MD (Distributor)
1	NEW WOMAN 2000	Various Artists	Virgin
2	DANCE NATION - TALL PAUL/BRANDON BLOK	Ministry of Sound	Virgin
3	NEW HITS 2000 ★	Various Artists	Virgin
4	FOR YOU	Columbia	Mercury
5	THAT OLE DEVIL CALLED LOVE	Various Artists	Mercury
6	PURE GARAGE ○	Various Artists	Mercury
7	STREET VIBES 4	Various Artists	Mercury
8	KISS UK GARAGE - MIXED BY KARL BROWN	Various Artists	Mercury
9	MELTDOWN 2000 - BEST NEW TRANCE	Various Artists	Mercury

10	6 THE BEACH (OST) ○	London	Capitol
11	RE THE LOVE SONGS ALBUM ○	Various Artists	Mercury
12	RE WOMAN 2 ★	Various Artists	Virgin
13	SWITCHED ON	Various Artists	Virgin
14	3 UNDERGROUND EXPLOSION - THE SOUND OF GARAGE MIX	Various Artists	Mercury
15	4 GARAGE ANTHEMS	Various Artists	Mercury
16	11 4 BEST PEPSI CHART ALBUM... EVER! 2000	Various Artists	Mercury
17	5 CLUB 2K ○	Various Artists	Mercury
18	2 REWIND - THE SOUND OF UK GARAGE	Various Artists	Mercury
19	NEW POKEMON - THE FIRST MOVIE ○	Various Artists	Mercury
20	4 TOP OF THE POPS 2000 VOL 1 ○	Various Artists	Mercury

Artist	Pos
ABBA	11
AC/DC	12
ADAM AND THE GARDENS	13
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APRIL 8 2000

CHART COMMENTARY

by ALAN JONES

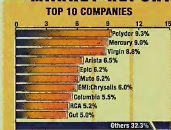


ALBUM FACTFILE
A fortnight after its second single *You're Not Alone* made a number 14 dent on the chart, Embrace's second album *Drawn From Memory* debuts at number eight. That's a somewhat disappointing start, since the album has received a largely favourable welcome from the music press and is the follow-up to *The Good Will Out*, which debuted at number one in 1998, selling nearly 43,000 copies on its first week in the shops. With the market

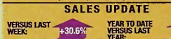
at present more buoyant than it was then, a similar sale would have been enough to earn *Drawn From Memory* into a number three entry this week but after matching that pace in the early part of the week, the album fell away badly. It eventually sold a little less than 28,000 copies for its number eight debut - 35% less than *The Good Will Out's* first week tally but still enough to make it the highest-debating album of the week.

The combination of Mothering Sunday and payday for salaried staff gave album sales a 31% boost over last week, with the only albums in the Top 20 experiencing a decline in sales being Travis' *The Man Who* and Oasis' *Standing On the Shoulder Of Giants*. The gains were very uneven, however, and Shania Twain's *The Woman In Me* dipped 7-9 despite a 62% improvement in sales, while Geri Halliwell's 8-16 plunge masked a 1% improvement in sales. The top three remained the same as last week, with Santana's *Supernatural* continuing its remarkable record of having improved its sales every week thus far in 2000 with a 26% bump lifting its weekly sales to nearly 54,000. Moby followed close behind with *Play* enjoying a 27% lift, and Tom Jones's *Relay* remained at three with a 31% jump. The Moby album actually spent a couple of days at number one but the fact it had to eventually settle for the number two position for the second straight week marks only the second

MARKET REPORT

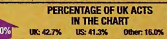
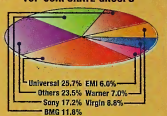


Figures show top 10 companies by % of total sales and company groups share by % of total sales of the Top 20 artist albums



time it has not improved its chart position since it entered the chart on January 15. Since then it has moved 72-44-36-31-19-16

TOP CORPORATE GROUPS



15-7-9-7-5-2-2 and, like *Supernatural*, it has shown sales growth every single week since Christmas.

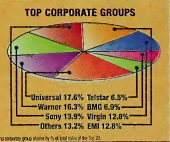
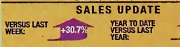
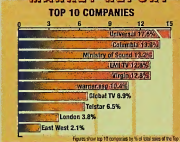
In addition to holding the number one position, Santana also took 14th place with the newly repackaged *The Ultimate Collection*, a double album of recordings they made for Columbia. The album - including hits like *Jingo*, *Samba Pa Ti*, *Evil Ways* and *Black Magic Woman* - was previously released in 1998 when it reached number 23. With a trio of Top 10 hit singles to his credit, ATB finally makes the album chart this week, with his *Movin' Melodies* album making a belated chart debut at number 32. The album includes the hits *9PM (Till I Come)*, *Don't Stop* and *Killer*. *The Destiny's Child album* The Writing's On The Wall has also been three hits, including the current number three *Say My Name*, and debuted at number 12 last August. It hasn't managed to climb any higher since, but it has been in the chart more or less continuously, selling more than 180,000 copies. It makes a comparatively modest 47-46 move this week, though its sales charge ahead by 48%.

COMPILATIONS

Posting an identical 31% improvement to sales as the artist album sector last week, the compilation chart's star performers were all albums aimed at the Mother's Day market, specifically *New Woman 2000*, *For You* and *The Ole Devil Called Love*, which improved 2-1, 21-4, and 13-5 respectively, with sales gains of 15.7%, 56.7% and 176%. Other beneficiaries making slightly lesser but still significant improvements include *The Love Songs Album (27-11)*, *Woman II (26-12)*, *The Best Lovesongs...Ever! (36-25)* and *Heartbeat - The 60's Gold Collection (43-35)*. *New Woman 2000* - which replaces the similarly-titled *New Hits 2000* at number one - is a Virgin/EMI double including current hits like *Sitting Down* by Lene Marlin, *Rewind* by Precious, *Caught Out* There by

Kelis and older hits with titles and sentiments appropriate to Mother's Day, like *Mama* by the Spice Girls, *Oh Pretty Woman* by Roy Orbison and *The Power Of Love* by Jennifer Rush. Its ascent to pole position denies the Ministry Of Sound the opportunity of registering its third number one album of the year with *Dance Nation - Tall Paul/Brandon Block*, which did nose ahead in midweek but ended up well beaten, with 25,400 sales compared to its rivals tally of more than 42,700. If last year is anything to go by, there's likely to be a big drop in interest in the sales of women-themed albums next week, however, with the chance that *Dance Nation* can rise in for a turn at the top before the forthcoming *Who That's What I Call Music!* 45 starts its inevitable domination of the top spot.

MARKET REPORT



INDEPENDENT ALBUMS

This List	Title	Artist	Label (distributor)
1	1	PLAY	Mute/COSTUME 172 (V)
2	2	RELOAD	Get OUT20 089 (V)
3	3	STANDING ON THE SHOULDER OF GIANTS	Big Brother RKID CD002 (SMV/P)
4	5	WORD GETS AROUND	V2 VR1 1000438 (SMV/P)
5	10	JOURNEY INWARDS	LTD Bukem
6	11	PERFORMANCE AND COCKTAILS	Stereophonics
7	9	REMEDY	Batman-Jaxx
8	10	BABY ONE MORE TIME	Britney Spears
9	7	YOU'VE COME A LONG WAY, BABY	Fatboy Slim
10	4	NO STRINGS ATTACHED	'N Sync
11	6	TROPICAL BRAINSTORM	Kirby MacDoll
12	12	MILLENNIUM	Backstreet Boys
13	10	THE WAY WE USED TO BE	Sant Ewanne
14	14	EXTENDED	Point System
15	18	BUENA VISTA SOCIAL CLUB	Fly Corder
16	16	WEST ON 27TH	Kilcher
17	20	STEFANCLAR	Stups
18	16	THE MASTERPLAN	Oasis
19	18	MUSIC FOR THE JILTED GENERATION	The Prodigy
20	17	SHOWBIZ	Muso

THE YEAR SO FAR... TOP 20 ALBUMS

This List	Title	Artist	Label	Company
1	1	THE MAN WHO	TRAVIS	INDEPENDIENTE
2	2	STANDING ON THE SHOULDER OF GIANTS	DASS	BIG BROTHER
3	3	COME ON OVER	SHANIA TWAIN	MERCURY
4	5	ON HOW LIFE IS	MADY QAIN	EPIC
5	4	RISE	GABRIELLE	GO BEAT/PLYOR
6	8	SUPERNATURAL	SANTANA	ARISTA
7	6	BABY ONE MORE TIME	BRITNEY SPEARS	JIVE
8	13	PLAY	MOBY	NU7E
9	15	RELOAD	TOM JONES	GUT
10	7	WESTLIFE	WESTLIFE	IRCA
11	5	S CLUB 7	S CLUB 7	PLYOR
12	10	PERFORMANCE AND COCKTAILS	STEREOPHONICS	V2
13	14	ALL THE WAY...A DECADE OF SONG	CLINE DIN	EPIC
14	11	PIECES IN A MODERN STYLE	WILLIAM ORBIT	VEA
15	12	GOLD - GREATEST HITS	STEPS	PLYOR
16	17	STEFANCLAR	STEPS	EBUJAVE
17	20	INVINCIBLE	FIVE	IRCA
18	16	THE COLLECTION	BARRY WHITE	UNIVERSAL MUSIC/V2
19	18	NORTHERN STAR	MELANIE C	VIRGIN
20	19	TALK ON CORNERS	THE CORNERS	143/LA/ATLANTIC

april
8
2000

singles



1 FOOL AGAIN

- | | | | |
|----|-------------------------|---------------------------|----------------|
| 2 | NEVER BE THE SAME AGAIN | Melanie C | Virgin |
| 3 | SAY MY NAME | Destiny's Child | Columbia |
| 4 | THE TIME IS NOW | Moloko | Echo |
| 5 | SMOOTH | Santana feat. Rob Thomas | Arista |
| 6 | SEE YA | Atomic Kitten | Innocent |
| 7 | DON'T GIVE UP | Chicena feat. Bryan Adams | Xtravaganza |
| 8 | BAG IT UP | Geri Halliwell | EMI |
| 9 | ALL THE SMALL THINGS | Blink 182 | MCA/Uni-Island |
| 10 | STILL D.R.E. | Dr. Dre feat. Snoop Dogg | Interscope |



- | | | | |
|----|----------------------|---------------------|----------------------|
| 11 | AMERICAN PIE | Mardonna | Maverick/Warner Bros |
| 12 | PURE SHORES | All Saints | London |
| 13 | SITTING DOWN HERE | Lene Marlin | Virgin |
| 14 | KILLER A.T.B. | Ministry Of Sound | |
| 15 | GET IT ON TOMITE | Montell Jordan | Def Soul |
| 16 | JUMP DOWN B*Witched | | Epic |
| 17 | RIGHT BEFORE MY EYES | N-G feat. Kallaghan | Urban Heat |
| 18 | REWIND | Precious | EMI |
| 19 | ANCEL | Robb & Ken | |

THE OFFICIAL CHARTS

100% music week



albums



1 SUPERNATURAL

- | | | | |
|----|---------------------|---------------|-------------|
| 2 | PLAY Moby | Mute | Arista |
| 3 | RELOAD | Tom Jones | Gut |
| 4 | ON HOW LIFE IS | Macy Gray | Epic |
| 5 | COME ON OVER | Shania Twain | Mercury |
| 6 | THE MAN WHO TRAVELS | Independiente | |
| 7 | WESTLIFE | Westlife | RCA |
| 8 | DRAWN FROM MEMORY | Embrace | Hut/Virgin |
| 9 | THE WOMAN IN ME | Shania Twain | Mercury |
| 10 | BEHIND THE SUN | Chicane | Xtravaganza |



- | | | | |
|----|------------------------------------|-----------------------|------------------|
| 11 | RISE | Gabrielle | Go Beat/PolyGram |
| 12 | NORTHERN STAR | Melanie C | Virgin |
| 13 | AT HIS VERY BEST | Engelbert Humperdinck | Universal TV |
| 14 | THE ULTIMATE COLLECTION | Santana | Columbia |
| 15 | IS THERE ANYBODY OUT THERE? | LIVE Pink Floyd | EMI |
| 16 | SCHIZOPHONIC | Geri Halliwell | EMI |
| 17 | ALL THE WAY...A DECADE OF SONG | Celine Dion | Epic |
| 18 | STANDING ON THE SHOULDER OF GIANTS | Oasis | Big Brother |
| 19 | Dr. Dre | | Interscope |

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37 ANGEL Ralph Fridge
38 ANGEL Ralph Fridge
39 ANGEL Ralph Fridge
40 ANGEL Ralph Fridge

14 21 CRASH AND BURN Savage Garden
17 22 SHALALA LALA Vengaboys
18 23 ACTUALLY IT'S DARKNESS Idlewild
16 24 DON'T SAY YOU LOVE ME WIZM
19 25 MOVIN' TOO FAST Amil Daogler & Romina Johnson
18 26 MAMA TOLD ME NOT TO COME Tom Jones & Stereophonics
15 27 FEELIN' SO GOOD Jennifer Lopez
20 28 BYE BYE BYE 'N Sync
25 29 RISE Gabriella
22 30 SATISFY YOU Puff Daddy feat. R. Kelly
21 31 DON'T WANNA LET YOU GO Five
32 32 DO IT TO ME AGAIN Soulsearcher
23 33 NATURAL BLUES Mobay
33 34 MIXED BIZNESS Beck
28 35 SHOW ME THE MEANING OF BEING LONELY Backstreet Boys
27 36 MONEY Jamella
26 37 FREAKIN' IT Will Smith
34 38 WHAT A GIRL WANTS Christina Aguilera
30 39 STILL Macy Gray
31 40 CAUGHT OUT THERE Kells

compilations

1 NEW WOMAN 2000
Virgin/EMI
11 THE LOVE SONGS ALBUM
warner.esp/Universal TV/Global TV
2 DANKE MADON - TULL PAULIRANDOM BLOCK
Ministry of Sound
3 NEW HITS 2000
warner.esp/Global TV/Sony TV
4 FOR YOU
Columbia
5 THAT OLE DEVIL CALLED LOVE
Universal TV
6 PURE GARAGE
warner.esp
7 STREET VIBES 4
warner.esp/Global TV/Sony TV
8 MUST UK GARAGE - MIXED BY KALE BROWN
Ministry of Sound
9 MEDDOWN 2000 - BEST NEW TRANCE
Virgin/EMI
10 14 UNDERGROUND EPUSION - THE REAL GARAGE MIX
Virgin/EMI
15 GARAGE ANTHEMS
Isabel TV
16 BEST PPSI CHART ALBUM - EVER! 2000
Virgin/EMI
17 CLUB 2K
Universal TV/Ministry of Sound
18 REWIND - THE SOUND OF UK GARAGE
Ministry of Sound
19 POKEMON - THE FIRST MOVIE (OST)
Atlantic
20 TOP OF THE POPS 2000 VOL. 1
Universal TV

peoplesound.com top10chart
The peoplesound.com new music top ten chart

1 Soho Electric Love Move Closer
2 Herri Lake Voiceless Cry
NEW 3 Bhuad/Mary Go Round
NEW 4 Mo Mason 'Ist Door' 'Nahner'
5 The Mad Dog Reflex/Save Our Souls
6 DJ Plastic/All Over Town
7 Da Funky Biz [Positive in Motion (2 Step Mix)]
NEW 8 Out77 | 1000 Monkeys
NEW 9 ing | Fine By Me
NEW 10 James Bowman | Herbie: Eternal Source of Light

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

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19 20 STEPTACULAR Steps
21 THE BARRY WHITE COLLECTION Barry White
22 THE PLATINUM ALBUM Vengaboys
30 23 GOLD - GREATEST HITS Abba
15 24 ENEMA OF THE STATE Blink 182
31 25 AFFIRMATION Savage Garden
25 26 SONGS FROM THE LAST CENTURY George Michael
23 27 BABY ONE MORE TIME Britney Spears
18 28 INVINCIBLE Five
33 29 BRAND NEW DAY Sting
21 30 PERFORMANCE AND COCKTAILS Stereophonics

41 31 THE BEST OF ME Bryan Adams
32 MOVIN' MELODIES ATB
33 REINVENTING THE STEEL Panthera
22 34 PLAYING MY GAME Lene Marlin
32 35 THE GREATEST HITS Cher
61 36 THE LOVE SONGS Marvin Gaye
26 37 MILLENNIUM Backstreet Boys
50 38 BY REQUEST Boyzone
14 39 NO STRINGS ATTACHED 'N Sync
40 JOURNEY INWARDS LTJ Bukem
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THE OFFICIAL UK CHARTS SPECIALIST



APRIL 8 2000

CLASSICAL ARTIST

This	Last	Title	Artist	Label (distributor)
1	1	PIECES IN A MODERN STYLE	William Orbt	NCA 398429572 (TEN)
2	5	CHARLOTTE CHURCH	Charlotte Church	Sony Classical SK 89003 (TEN)
3	6	SACRED AREAS	Andrew Bocelli	Philips 4062002 (TEN)
4	3	CLASSIC BRASS	Grommetz Colliery Band	RCA Victor 7505531282 (BMG)
5	2	ELGAR'S SYMPHONY NO.3	Björn Daniel	Naxos 88547815 (S)
6	4	FILIPPA GIORDANO	Filippa Giordano	Extra 398429642 (TEN)
7	8	VOICE OF AN ANGEL	Charlotte Church	Sony Classical SK 89003 (TEN)
8	7	A NIGHT AT THE OPERA	Bryn Terfel	Deutsche Grammophon 4004722 (L)
9	9	FROM THE HEART	Lucy Garrett	Sire Treasury SIV054202 (KC)
10	11	CLASSIC KENNEDY	Kennedy/English Chamber Or	EMI Classics CDC556802 (E)
11	10	HARP MOODS	Patricia Spero	Universal 1575022 (L)
12	12	WITH A SONG IN MY HEART	Marino Lanca	Capden 742140952 (BMG)
13	13	PROCOPIEV/PETER AND THE WOLF	Lenny Henry	Virgin Classics VNS17862 (L)
14	14	VAGGIO ITALIANO	Andrew Bocelli	Philips 4021822 (L)
15	15	ARIA - THE OPERA ALBUM	Andrew Bocelli	Philips 4021822 (L)
16	17	TAVENER - FALL & RESURRECTION	Hickox/BBQ/Singers/St Pauls	Chandos CHAN8000 (CHD)
17	14	THE SUBLIME VOICE	Carlo Berguzi	Decca 467022 (L)
18	16	THE COLLECTION	Lucy Garrett	RCA Victor 7505531282 (BMG)
19	18	OFFICUM	Jan Garbarek/Nikolaj Ensemble	ECM 493329 (PP)
20	16	STRAUSS HEROINES	Renee Fleming	Decca 468312 (L)

CLASSICAL SOUNDTRACKS & COMPILATIONS

This	Last	Title	Artist	Label (distributor)
1	1	BEST CLASSICAL ALBUM OF THE MILLENNIUM...EVER	Various	Virgin/EMI VTDCCD 288 (E)
2	3	RELAX...	Various	Classic FM CFMCD30 (BMG)
3	2	ESSENTIAL BACH	Various	Decca 466492 (L)
4	5	THE ONLY OPERA ALBUM YOU'LL EVER NEED	Various	RCA Victor 7505531282 (BMG)
5	4	ROMANTIC ADAGIOS	Various	Decca 466292 (L)
6	7	NATIONS FAVOURITE LIO	Various	BBC Worldwide Music WMF05822 (P)
7	6	TITANIC (OST)	James Horner	Sony Classical SK 62312 (P)
8	8	SINGS OF PRAISE - SINGS FROM THE HIT LINDA	Various	BBC Worldwide Music WMF05822 (P)
9	10	STAR WARS - THE PHANTOM MENACE (OST)	John Williams	Sony Classical SK 61616 (TEN)
10	11	BRAVEHEART (OST)	LSO/Virgin	Decca 466292 (L)
11	12	DISCOVER THE CLASSICS	Various	Crison CRIMCD41 (EUR)
12	10	THE GREATEST TENSORS OF THE 20TH CENTURY	Various	Deutsche Grammophon 4503822 (L)
13	13	REDISCOVER THE CLASSICS	Various	Sony Classical SK 60031 (TEN)
14	15	BACH TO TITANIC	James Horner	Crison CRIMCD41 (EUR)
15	20	CLASSICAL MOODS	Various	Crison CRIMCD41 (EUR)
16	18	THE LAST NIGHT OF THE PROMS	Various	Crison CRIMCD41 (EUR)
17	17	MOST RELAXING CLASSICAL ALBUM...EVER!	Various	Virgin/EMI VTDCCD 195 (E)
18	19	THE PIANO (OST)	Michael Nyman	Venture DVD 918 (E)
19	16	BRASSED OFF (OST)	Grommetz Colliery Band	RCA Victor 0902687572 (BMG)

JAZZ & BLUES

This	Last	Title	Artist	Label (distributor)
1	5	KIND OF BLUE	Miles Davis	Columbia CK 64805 (TEN)
2	1	THE BEST OF	Paulo Conte	Nonesuch 755979322 (TEN)
3	2	COME BY ME	Henry Connick Jr.	Columbia 4917022 (TEN)
4	4	A BRIGHTER DAY	Ronny Jordan	Blue Note 520094 (E)
5	6	DANCING WITH A WOMAN	Andy Sheppard	Precedence PVO0201 (APEX/BMG)
6	3	THE VERY BEST OF SMOOTH JAZZ	Various	Capitol Jazz FM 44275024 (3 CD,IMP,PP)
7	8	SKETCHES OF SPAIN	Miles Davis	Legacy C05142 (L)
8	9	GREATEST HITS	Miles Davis	Columbia 8233319 (TEN)
9	6	THE VERY BEST OF JAZZ AFTER DARK...VOL 2	Various	Global Television RAD0196 (BMG)
10	10	THE BEST OF	Ray Charles	KAZ EUKC003 (EUR)

ROCK

This	Last	Title	Artist	Label (distributor)
1	1	REINVENTING THE STEEL	Pantera	Elektra 755924212 (TEN)
2	1	STANDING ON THE SHOULDER OF GIANTS	Blind Melé	Big Brother RRD C0502 (IMP,PP)
3	2	EMENA OF THE STATE	Red Hot Chili Peppers	NCA/Int'l Island NFD 1195 (L)
4	3	LATTER DAYS - THE BEST OF - VOL 2	Led Zepplin	Atlantic 7567832182 (TEN)
5	4	EARLY DAYS - THE BEST OF - VOLUME 1	Led Zepplin	Atlantic 7567832182 (TEN)
6	7	SLIPKNOT	Slipknot	Roadrunner RR 8655 (L)
7	5	MACHINA/THE MACHINES OF GOD	The Smashing Pumpkins	Virgin/EMI VTDCCD 195 (E)
8	6	STIFF UPPER LIP	AC/DC	EMI 525682 (E)
9	8	NEVER MIND THE BOLLOCKS	Sex Pistols	Virgin SPUNK 1 (E)

R&B SINGLES

This	Last	Title	Artist	Label Cat. No. (Distributor)
1	1	NEVER BE THE SAME AGAIN	Melanie C/Usa 'Left Eye' Lopes	Virgin VSCDX 1782 (E)
2	2	SAY MY NAME	Destiny's Child	Columbia 9581882 (TEN)
3	3	GET IT ON TONITE	Montell Jordan	Def Soul 7567228 (L)
4	4	STILL R.E.	Dr. Dre feat. Snoop Dogg	Interscope 673282 (L)
5	5	FEELIN' SO GOOD	Jeanette Lopez	Columbia 6698972 (TEN)
6	6	SATISFY YOU	Puff Daddy/Red. K. Kelly	Puff Daddy/Arista 742174592 (BMG)
7	7	ISHEE	Go Beat/Polydor G0BCD 23 (U)	
8	8	MONEY	Jamiea	Parlophone Rhythm Series 128RH7427 (E)
9	6	CAUGHT OUT THERE	Kelis	Virgin VNS17862 (L)
10	9	WANT GOD I FOUND YOU	Mariah Carey	Columbia 6636502 (TEN)
11	9	THANK YOU T'ING DOWN	1st Avenue/Mercury HN2 C05 (U)	
12	8	STILL	Macy Gray	Epic 9688822 (TEN)
13	11	I KNOW WHAT'S UP	Dane Cook	LaFace/Arista 742172782 (BMG)
14	12	HIP HOP	Dead Prez	Epic 9688822 (TEN)
15	14	BREATHE AND STOP	RhymD	Arista 742172782 (BMG)
16	13	FORGIVE ME	Linkin Park	Centimark 12C00196 (E)
17	18	IF I COULD TURN BACK THE HANDS OF TIME	Jay-Z Negro feat. Taka Boom	Innovative Cent 4225 (SMI/TEN)
18	17	WANT TO BE MUSIC	Ferco	Wildcat CDNR18 34 (TEN)
19	16	SWEET LOVE X	Jay-Z	Def Jam 958392 (U)
20	15	ANYTHING	MarC Dorsey	Jive 9250012 (P)
21	19	ALL I GOT/TELL YOUR MAN (HE'S GOTTA GO)	Pharos Monch	Rawkus/RCA 900572 (P)
22	22	SIMON SAYS	Dr. Dre feat. Eminem	Interscope (Imp,ort)
23	28	FORGET ABOUT D.E.	Noroves I.G. feat Puff Daddy	Puff Daddy/Arista 742172782 (BMG)
24	21	NOTORIOUS B.I.G.	Mariah Carey	Columbia 6636502 (TEN)
25	24	HEARTBREAKER	Gabriele	Go Beat/Polydor G0BCD 23 (U)
26	26	SUNSHINE	Lowestoft	Fresh FROD 79 (SMI/PP)
27	25	TROADOPS	Whitney Houston	Arista 742172782 (BMG)
28	26	LEARNED FROM THE BEAST	TLC	LaFace/Arista 742172782 (BMG)
29	27	DEAR LIE	Eminem/Dr. Dre	Interscope 4917922 (U)
30	27	GUILTY CONSCIENCE		

DANCE SINGLES

This	Last	Title	Artist	Label Cat. No. (Distributor)
1	1	RIGHT BEFORE MY EYES	Ni-G feat. Kallaghan	Urban Heat UHT 603 (V)
2	2	FREEBASE	Tall Paul	Duty Free DF015 (V)
3	3	CHIEQUE ONE TWO	Sunshine feat. MC RB	Fisher FLT 044 (P)
4	4	ANGEL	Ralph Judge	Incentive CENT 02MV (TEN)
5	5	DO IT TO ME AGAIN	Sousaphone	Defected DEFECTS 02MV (TEN)
6	6	HOOKED	300 Floor Elevators	Topical TTX TRX018 (V)
7	7	BODY FREERALL, ELECTRONIC INFORM	Luke Star's 7th Plain	Nominate 12NM0015 (V)
8	8	FEEL THE REAL	David Bendeth	Deluxe Audio DELX005 (V)
9	10	MOVIN' TOO FAST	Artal/Dadger & Robin Johnson	Local Dxl Recordings LDX 177 (V)
10	3	THE TIME IS NOW	Moloko	Echo ECSY 88 (U)
11	4	JACK OF KLUEZ	Barabas & Citi	Tidy Trax 110Y 1321 (ADD)
12	12	BREATHE	Art Of Trance	Platipus PLAT 76 (V)
13	13	BORN THIS WAY	Pour Homme	No Camp CAMP0105 (V)
14	8	DON'T GIVE UP	Chicane feat. Bryan Adams	XTRAVR XTRAV 192 (SMI/TEN)
15	7	FORGIVE ME	Lynden David Hall	Cooltempo 12C001346 (E)
16	16	ALONE IN THE DARK	Airwave	Banzai Trance BTPUK08 (ADD)
17	17	SOVEREIGN RINGS	Diamond Geeters	Nexus/NUPK026 (ADD)
18	17	79	Jon Doe	Honey Pot feat 129H94 (ALL P)
19	18	PRINCE EP	Vougeur	Positive CODEN (ADD)
20	8	OFF THE WALL	Wisdoma	Codified 12Y 125 (E)

DANCE ALBUMS

This	Last	Title	Artist	Label Cat. No. (Distributor)
1	1	JOURNEY INWARDS	LTJ Bukem	Good Looking GLRRA 00119 (SRD)
2	2	UNLEASH THE DRAGON	Moby	Mine STUMU 120 C52 (SRD)
3	5	UNLEASH THE DRAGON	Steepe	Def Soul -5483394 (V)
4	4	BEHIND THE 27TH	Kilufahrer	HotJams H00J31V (V)
5	6	WESTON AUDIO	Chicane	XTRAVerga XTRAV 191 (SMI/TEN)
6	8	PRESENTS LIQUID PUNK	Fabio	Creative Source CRS0119L (SRD)
7	7	REACTIVATE 16	Various	React REACT1172Z (V)
8	4	DOT	Dr. Dre	Interscope -684861 (V)
9	9	DI KICKS - STEREO M/C'S	Various	142 K2PEL (SRD)
10	3	KISS UK GARAGE - MIXED BY KARL BROWN	Various	Universal TV -5414784 (U)

TV	TV List	Label Cat. No.	Title	Artist	Label Cat. No. (Distributor)
1	1	Video Collection 020194	CLIFF RICHARD: An Audience With	Cliff Richard	Werner Music WCN 333201 (E)
2	2	Video 020195	The Next Step - Live	Various	Rio 020713 (V)
3	4	Original Video 020192	ORIGINAL CAST RECORDING: Joseph & The Amazing Technicolor	Various	Jive 0219175 (V)
4	14	TMN Jones: An Audience With	Tom Jones	Video Collection V02328	
5	5	Universal Video 020563	SIMON TWAIN: Live	Simon Twain	Werner Brothers 3301388 (V)
6	3	Reader 881913	SLIPKNOT: Welcome To Our Neighborhood	Slipknot	SMV Columbia 210822
7	11	Video Collection 020556	WESTLIFE: The Show	Westlife	SMV Epic 5196203
8	7	Direct Video 0201143	BILL WHELAN: Excellence Now Show	Bill Whelan	Werner Music WCN 3526320 (V)
9	9	Original Cast Recording, Cate	SHERY: Crouching, Cockin' The Ghille - Live	Various	Werner Music WCN 3526320 (V)
10	8	PolyGram Video 41943	ORIGINAL CAST RECORDING, Cate	Various	Werner Music WCN 3526320 (V)



8 APRIL 2000

COOL CUTS CHART

as featured on Tim Lennox's show on Galaxy

1	2	RUNNING ANIM BRAZ	Vulture
<i>(Tim Lennox's disco with a riff that's set to be the soundtrack for the summer)</i>			
2	1	KOOCHE Armand Van Helden	NR
<i>(Dixy's remix of Coach's track through the mixer to create a monster of a tune)</i>			
3	5	CHAMPS ELYSEES Bob Sinclar	Detected
<i>(Featuring the German-speaking French disco love I Feel For You)</i>			
4	4	LOVE LIKE WE DO WIPING THE PATIENCE	White Label
<i>(Noisy remix of an old Police track that is the hottest white label record)</i>			
5	NEW	SOUND BRABBER PART 7 Paul Jarrold presents Saul Grabber	Loaded
<i>(Long-awaited and long-overdue new versions from Paul Jarrold)</i>			
6	11	WELL BE IN TROUBLE Black Legend	Rise
<i>(After-up Billie Cochrane's version of Barry White) See The Truth With Me</i>			
7	8	MOODY Sassamoto	Junior
<i>(Dance Lee remake of the early Eighties club classic by ESS)</i>			
8	9	SEXUAL Anders	Sound Of Ministry
<i>(Staple of the original but with some excellent Deep Dish mixes)</i>			
9	NEW	BUSHES Markus Nikkilä	Classic
<i>(Aussal quirky vocal track with mixes from Derrick Carter)</i>			
10	14	OVERDRIVE DJ Sandy vs Housestar	Additive
<i>(Catchy progressive house with a new mix by Junique XL)</i>			
11	NEW	HUSTLE ESPANOLA Full Intention	Distension
<i>(Rock inspired and much-copied new mixes from Gay & Pacey)</i>			
12	NEW	DA VIRUS Skaotic Waves	Mob
<i>(Hot new breakbeat producers turn in an excellent EP)</i>			
13	NEW	FLYING ELVIS Lellani	ZTT
<i>(Pumping house track with bells on)</i>			
14	NEW	ACCESS DJ Misjah & DJ Tim	Tripoli Trax
<i>(Classic rock track with Mike White Stone, Phish, Phish and MY! MY! My! My!)</i>			
15	NEW	TAKIN' YOU DOWN Waage Tanes	Azziti
<i>(Dance-fused disco house with mix from Daz Bozzock)</i>			
16	12	IT'S TOO LATE Fiat 6	Infusion
<i>(Italian progressive house with an Underworld-sounding remix)</i>			
17	NEW	DEEP DOWN Eternal Rhythm	Qued
<i>(Deep progressive trance from Down Under)</i>			
18	NEW	MOMENTS OF THE SPACE ODYSSEY	Baroque
<i>(UK-produced progressive trance)</i>			
19	NEW	I'ALREADY MISS YOU Retard Clarke	Liquid Groove
<i>(Smooth garage tune with mix from Benji Cascardio and Ashley Deede)</i>			
20	NEW	TURN IT UP Olyan & Kalie	Blue Black
<i>(Pumping big-drum groove from Olyan Rhythms and Muzi Kalia)</i>			

URBAN TOP 20

1	1	FILL ME In Craig David	Wildstar
2	4	SAY MY NAME Destiny's Child	Columbia
3	5	THINGS Sade	Del Soul
4	3	GIVE ME YOU Mary J Blige	MCA
5	2	HE CAN'T LOVE U Jagged Edge	So So Def
6	6	HE CAN'T WAN ENOUGH Toni Braxton	LaFace/Arista
7	9	WHY THE LIOT Can We Have a Happier A Woman... R Kelly	Jive
8	15	FEELIN' SO GOOD Jennifer Lopez feat. Big Pun & Fat Joe	Columbia
9	10	UNRESTRICTED LP 6	So So Def
10	7	FOR YOUR LOVE Hi. Soul	Dome
11	8	THE HURRICANE Original Soundtrack	MCA
12	NEW	OLD FASHIONED Me-Done	Island
13	19	I DON'T EVEN GO THERE Bailey Hinks	Concept Music
14	17	LIFE Story Angle Stone	Arista
15	NEW	SHACKLES Mary Mary	Columbia
16	13	SLICE OF DA PIE Monie Love	Real Gone
17	13	STILL DRE Dr. Dre & Snoop	Interscope
18	11	HONEY Jamelia feat. Marcie Martin	Parlophone/Rhythm Series
19	2	GET GONE Ideal U	Virgin
20	6	IMAGINE Shola Ama	WVA

CLUB CHART TOP 40

Pos	Track	Artist	Label
1	4	TOC'S MIRACLE Fragma	Arista
2	2	DOWN DOWN DOWN Gambafrates	Positiva
3	15	LET ME WHY (THE RIDDELE) Paul Van Dyk feat. St. Etienne	Deviant
4	2	TELL LOVE Blank & Jones	Nebula
5	1	BLOW YA MIND Lock'n'Lead	Pepper
6	13	FEELING THIS WAY The Conductor & The Cowboy	Serious
7	3	FUNKY MUSIC Utah Saints	Echo
8	6	SHOUT (C'MON) Spaghiardi	Mut-life
9	24	BLEACHIN' Bleach'n'	Boiler House!
10	NEW	HEART OF ASIA Watergate	Positiva
11	NEW	STARLIGHT Desiderio	CodeBlue
12	5	DO IT TO ME AGAIN Soulssearcher	Detected
13	7	CLOSER TO HEAVEN/STARLIGHT Rocco & Heist	white label
14	10	THE MAN WITH THE RED FACE Laurent Garcia	R Communications
15	NEW	ANGRY SKIES Maria Naylor	Arista
16	12	FLOWERS Sweet Female Attitude	Milk/WEA
17	3	BABY GETS HI The Smooth Club feat. Michael White	Playola/EMI
18	4	SOMETHING ABOUT THE MUSIC Da Stamin' Phrogz	WEA
19	8	YOU PUT ME IN HEAVEN With Your Touch Rhythm Of Life	Xtravagance
20	16	VIOLA Moogwai	Platipus
21	14	JUST AROUND THE HILL Sash!	Multiply
22	11	DEADLINE Dutch Force	Inferno
23	32	LIFE STORY Angle Stone	Lifereno
24	NEW	I Dohbar	Food
25	25	FLYING ELVIS Lellani	ZTT
26	35	JERUSALEM Classical Renaissance	white label
27	20	RELEASE Aro Cell Sound System	Realworld
28	NEW	SISTER SISTER/2SISTER	Mushroom
29	3	BIG GIRL Precocious Brats feat. Kevin & Perry	Virgin
30	26	YOU'RE THE REASON Wamdue Project	AM-PM
31	5	AIRWAVE Rank 1	Manifesto
32	18	WE CAME TO PARTY Antoine Clamaraman feat. Blue James	Multiply
33	NEW	SOMETHING ABOUT YOU The Act	Spot On
34	NEW	WORTHING Tom Wax & Jan Casarta	South East
35	29	GIVE ME YOU Mary J Blige	MCA
36	22	I DON'T WANT NOBODY (TELLIN' ME WHAT TO DO) Cherl'Amore	Etical
37	NEW	SEX BOMB Tom Jones & Mousse T	Gut
38	25	FUNK ON AH ROLL James Brown	Interno/Egip
39	1	(I NEED SOME) HAPPY DAYS Sweet Mercy feat. Joe Roberts	Bao
40	30	GET AWAY Chubby Chunks	Cleveland City

CLUB CHART BREAKERS

1	SO REAL Beatstyle feat. Steve Lucas	Vision
2	CRAZY FUNK	Tsunami Productions
3	CRUSH LOVE MJ Cole	Talkin Loud
4	HOW DO YOU FEEL? My Life	Sharp Recordings
5	IT'S TOO LATE Fiat 6	Infusion
6	FEELIN' SO GOOD Jennifer Lopez feat. Big Pun & Fat Joe	Columbia
7	MATTHEW 16 Dale & Censler	white label
8	THE RETURN (TIE TO SAY GOODBYE) DJ Visage feat. Clarissa	white label
9	CALLING THE ANGELS Dea-L	3 Beat Music
10	IT'S A FUNK! Hi! Damb'lunkers feat. Matt Winchester	WZ/Edel

Breakers are the 10 records outside the Top 40 which have registered the most improved DJ reactions. The Club Chart Top 40 (including entries, Urban, Pop and Cool Data charts) can be obtained from MAF's website at www.dutchmusic.com. To receive the club charts in full by fax contact Kim Beach on tel: (025) 7940 0569, e-mail: kma@kma-world.com

CHART COMMENTARY

by ALAN JONES

It is sum more than equal to the parts this week, as Toca's *Miracle* by Fragma powers its way to the top of the Club Chart, giving the Positiva label another number one. The track's history is now well documented, its genesis being a bootlegged mix taking the vocal from one former Positiva hit, Coco's *I Need A Miracle* and abeing it over the instrumental track of another, Fragma's *Toca Me*. It was an instant success, and its number one position on the Club Chart this week exceeds the number four position both cuts achieved on the chart in their original incarnation, Coco's single charting in 1997, and Fragma's last autumn. The record tops a hugely competitive chart in which the top seven records all register enough support to triumph on a quieter week - Blank & Jones dip 4-2 and Utah Saints fall 3-7 even though both enjoy increased support. Fragma nearly top the Pop Chart too, being kept off the top by a handful of points, with Steps' *Deeper Shade Of Blue* securing a second week at number one, largely because of the instant injection of a second 12-inch featuring new mixes by Brits blockhead Brandon 'Blockster' Block. Returning to the Club Chart, it is interesting to see that after a brief period when garage dominated, it is trance that rules three of the top five places, with garage taking the other two... The next hit off the Positiva conveyor belt is Heart Of Asia by Watergate. It is the highest new entry on the Club Chart (number 10) and the second highest on the Pop Chart (number seven, beaten by DJ Visage's *The Return*, a trance version of the Sarah Brightman/Andrea Bocelli hit *Time To Say Goodbye*) it is a similarly-styled trance outing, featuring the famous Mary Christmas Mr. Lawrence melody as its inspiration... A format story line-up at the top of the Urban Chart stage a repeat performance this week, with the top five all holding their places, which means that Craig David is still top with *Fill Me In*. Though it stays at three, Sique's *Thong Song* - a potential crossover smash of great simplicity and a scory Ricky Martin-inspired melody - is gaining fast but the real action next week should come from Toni Braxton whose long-awaited *He Wasn't Man* enough debuts in a hurry at number six.

POP TOP 20

1	4	DEEPER SHADE OF BLUE Steps	EMI/Island
2	7	Toca's MIRACLE Fragma	Positiva
3	3	BLOW YA MIND Lock'n'Lead	Pepper
4	2	JUST AROUND THE HILL Sash!	Multiply
5	4	TELL LOVE Blank & Jones	Nebula
6	NEW	THE RETURN (TIE TO SAY GOODBYE) DJ Visage feat. Clarissa	white label
7	NEW	HEART OF ASIA Watergate	Positiva
8	3	FLOWERS Sweet Female Attitude	Milk/WEA
9	NEW	SISTER SISTER/SISTER	Mushroom
10	5	YOU PUT ME IN HEAVEN With Your Touch Rhythm Of Life	Xtravagance
11	4	SOMETHING ABOUT THE MUSIC Da Stamin' Phrogz	WEA
12	12	HELLO WORLD Belle Perez	EMI
13	8	I WANNA BE YOUR JENNIFER JENSEN Singsom	Columbia
14	2	BIG GIRL Precocious Brats feat. Kevin & Perry	Virgin
15	9	YOU'RE THE REASON Wamdue Project	AM-PM
16	NEW	I Dohbar	Food
17	NEW	GIVE ME YOU Mary J Blige	MCA
18	5	JUMP DOWN B'Witched	Glow Worm/Epic
19	NEW	SEX BOMB Tom Jones & Mousse T	Gut
20	14	DEADLINE Dutch Force	Inferno

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AIRPLAY FACTSHEET

CHART COMMENTARY

by ALAN JONES

Al Saints' *Pure Shores* is number one for the first straight week, after regaining 15.5% of its audience. The record slumped by 32% last week and the reason why its losses were quite so massive or its rebound so healthy are something of a mystery. What is certain is that it will struggle next week to overcome the challenge of Melanie C & Lisa 'Left Eye' Lopes' *Never Be The Same Again*, which jumps 7.2 this week with a huge increase of more than 28m (49%) in its audience. Radio One was among the stations to increase rotation significantly, increasing its support from 26 plays to 37 last week - enough to put *Never Be The Same Again* in three ways at the top of the station's most-played list, alongside *Moloko's The Time Is Now* and *Blink 182's All The Small Things*.

Sash!'*s* last single *Adelante* reached number 17 on the airplay chart, generating

● As the act who registered the UK's lowest position ever in the Eurovision Song Contest (they finished 12th with *Say It Again*). *Precious* are now built up against radio's in-built prejudices with Britney Spears - inspired single *Rewind*. It's getting plenty of TV plays, and is in the Top 20 of the sales chart for the second week but radio is still not

convinced, with its airplay chart position unchanged at a lowly 56. ● With Still losing its sheen rather more quickly than expected - it slips 6.5 on the airplay chart - programmers are once again increasing rotation of Macy Gray's breakthrough hit *I Try*, hence its 40-34 rebound this week, with a 27% improvement in audience.

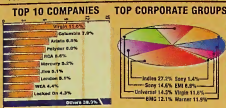
much of its support only after it had entered the sales chart. His new single *Just Around The Hill* - with Stay vocalist Lisa Cousins back on board - is shaping up to be a much bigger hit, and saw its support more than double last week, as it jumped 83-37. The record was played 13 times on Radio One, more times than *Adelante* managed at its peak, and is the latest surprise addition to Radio Two's list, earning three plays on the station last week. An even more obvious crossover smash from the dance stations is *Toca's Miracle* by *Fragma*, which soars 29-15 this week. Radio One is again on the case, with 36 plays for the disc last week, but it's also invaded the majority of IRL playlists, hence its tally of 779 plays.

N 'n' 6 feat. *Kallaghan* entered the sales chart last week at number 12 last week with their garage remake of *Patti Day's* minor

1999 hit *Right Before My Eyes*, catching most radio stations napping. It has been added to many playlists, generating enough support for it to be the highest placed of seven new entries to the Airplay Top 50 this week, at number 29. Radio One's 24 plays provide more than two thirds of its audience, though it also registered 407 plays elsewhere - a 400% improvement in a week.

While Melanie C's *airplay grows* at a furious pace, *Gerl Hallwell's* fourth solo single may be the first to stall outside the Top 10 of the airplay chart. The record is slipping down the sales chart (4-8 this week) and also stumbles on the airplay list, slipping back 12-13, after four weeks of rapid progress. There is still hope, however, as despite its fall, Bag it Up actually increased its audience by more than 5% last week. The

AT A GLANCE WEEKLY MARKET SHARES



Figures show top 10 companies by % of total audience of the top 20 radio stations (excluding Radio 5 Live) in the week to 27/3/2000

record is in a section of the chart where big gains in support don't always get reflected in chart gains, others who might have hoped for better this week including *Lee Marlin*, whose *Sitting Down Here* holds at five with a 30% jump in audience; *Santana*, moving smoothly from 8-7 with a 33% bigger listenership; *Moloko*, climbing 13-8 with a 54% hike in hearings. The *Moloko* single would have been number two with an audience of its current size in last week's chart.

Widely tipped to become the next country sensation to go mainstream, *Lonestar* are off to a good start with their recent US number one *Amazed* exploding out of the box with 279 plays and an audience of more than 20m arriving at a number 35 debut. Some 19 of those plays and 60% of the audience came from Radio Two.

MTV UK THE BOX

Rank	Title/Artist	Label
1	DON'T GIVE UP Chicago feat. Bryan Adams	Xtremazone
2	ALL THE SMALL THINGS Blink 182	MCA
3	MOVIN' TOO FAST Artful Dodger feat. Romina Johnson	Locked 24/7
4	PURE SHORES Al Saints	London
5	NEVER BE THE SAME AGAIN Melanie C feat. Left Eye	Virgin
6	SAH! MY NAME Destiny's Child	Columbia
7	SITTING DOWN HERE Lee Marlin	Virgin
8	STILL Macy Gray	Epic
9	THE TIME IS NOW Moloko	Epic
10	WHO FEELS LOVE? Daz	Big Brother

Most played videos on MTV UK/Media Research Ltd w/e 3/12/2000
Source: MTV UK

THE BOX

Rank	Title/Artist	Label
1	BOUND 4 D RELOAD Oxide & Neutro	East West
2	FOOL AGAIN The Roots	RCA
3	ALL THE SMALL THINGS Blink 182	MCA
4	THONG SONG Sista	Iceland/Def Jam
5	BYE BYE 'N Sync	Jive
6	FILL ME In Craig David	Wildstar
7	STILL DRE Dr Dre feat. Shoop Doggy Dogz	Interscope/Polygram
8	REWARD Precious	EMI
9	SAH! MY NAME Destiny's Child	Columbia
10	SHALIA LALA Vengaboys	Positive/EMI

Most played singles on The Box, w/e 27/3/2000
Source: The Box

BOX BREAKERS

Rank	Title/Artist	Label
1	I WANNA LOVE YOU FOREVER Jessica Simpson	Columbia
2	FREAKY TIME Point Blank	Eternal/WEA
3	DEEPER SHADE OF BLUE Steps	Epic/Jive
4	HE WASN'T MAN ENOUGH Tom Braxton	Lafayette/Arts
5	THE BEST IS YET TO COME Scooch	Accolade
6	FLOWERS Sweet Female Attitude	Milk/WEA
7	CANDY Mandi Moore	Epic
8	I DON'T WANNA KISS YOU GOODNIGHT Lyle Funkie Ones	Epic
9	DAILY TV	Epic
10	SHAKE YA BODY 'N Tronzo	All Around The World

Highest circled videos on The Box in advance of single release w/e 27/3/2000
Source: The Box

TOP OF THE POPS

Rank	Title/Artist
1	Never Be The Same Again Melanie C feat. Left Eye
2	All the Small Things Blink 182
3	Who Feels Love? Daz
4	Smash Mouth: The Asterozoos
5	Smash Mouth: The Asterozoos
6	Smash Mouth: The Asterozoos
7	Smash Mouth: The Asterozoos
8	Smash Mouth: The Asterozoos
9	Smash Mouth: The Asterozoos
10	Smash Mouth: The Asterozoos

Draft line-up 7/4/2000

RADIO ONE PLAYLISTS

A-LIST Pure Shores Al Saints; I Don't Want Nobody (Tollin) My What To Do) Chem Amour; Movin' Too Fast Artful Dodger feat. Romina Johnson; A Song For The Loves Richard Ashcroft; Bingo Bango Basement Jaxx; All The Small Things Blink 182; He Wasn't Man Enough Tom Braxton; Never Be The Same Again Melanie C feat. Left Eye; Don't Give Up Chicago feat. Bryan Adams; Fill Me In Craig David; Say My Name Destiny's Child; Toca's Miracle Fragma; Feed! So Good Jennifer Lopez; The Time Is Now Moloko; Right Before My Eyes 'N Sync; Kallaghan; Who Feels Love? Daz; Just Around The Hill Sash!; Thong Song Sista; Powers Sweet Female Attitude; Buggin' True Steppers feat. Dana Bowser

B-LIST Small The Antinobles; Mixed Blessing; Back: Facts Of Life Black Box Recorder; Are You Still Having Fun? L'Age-Eye Cherry; Crazy Love Me Crazy; Something About The Music Da Dimean; Prerogative: Still One On The Side; Shoop Doggy Doggy Caberlive; Still Macy Gray; If Only Hanson; Actually It's Darknesse Idwell;

C-LIST Blow Ya Mind Lock 'N Load; Natural Blues Moty; Candy Mandi Moore; Vivant Thing Q10; Always Rank 1; Daily Top Heart Of An Axl Watergate; Fool Again Westley

D-LIST (Headline Shots Area): The Bad Touch (Bloodhound Gang); *Dirge Dead In Vegas; Only The Love; I Try; N 2 Gettin' New Link Brink; Menoid Idea; *Dirty Water Radio In London; *Take It Easy M1; Royale; *Deeper Shade Of Blue Steps; Lyle Story Angle Stone; *Achilles Heel Tom Braxton; *Funky Music Ute Sartorius; *Tel Me Why (The Ride) Paul Van Dyk feat. Sant Eustace

81 playlists for week beginning 3/4/2000
* Denotes additions

MTV UK PLAYLISTS

A-LIST Don't Give Up Chicago feat. Bryan Adams; All The Small Things Blink 182; Never Be The Same Again Melanie C feat. Left Eye; A Song For The Loves Richard Ashcroft; Fill Me In Craig David; Thong Song; Sista; The Time Is Now Moloko; Say My Name Destiny's Child

B-LIST Rewind Precious; Fool Again Westley; Life Story Angie Stone; Mixed Blessing; Back; Crash And Burn Savage Garden; Natural Blues Moty; Private Emotion Ricky Martin feat. Mija; Pure Shores Al Saints; Movin' Too Fast Artful Dodger feat. Romina; If Only Hanson; Deeper Shade Of Blue Steps; He Wasn't Man Enough Tom Braxton; Buggin' True Steppers feat. Dana Bowser; Bound 4 D ReLoad Oxide & Neutro; Are You Still Having Fun? L'Age-Eye Cherry; Who Feels Love? Daz

C-LIST I Wanna Love You Forever Jessica Simpson; Order Rosen Doves; Stay Up In The Fire Rage Against The Machine; The Bad Touch Bloodhound Gang; Hate Or Love Link 182; Superstar/Rag Superstar Chicago Hills; Rock Death In Your Arms; Achilles Heel Tom Braxton; The Cabins; Vibe Platform; Leticia Ortiz; Reestyle; Don't Give Up The Streets; Delia Morte; Crystal Scales; Rock; Blige Bang (swahili) Basement Jaxx

THE PEPSI CHART

Rank	Title/Artist
1	Deeper Shade Of Blue Steps; Fill Me In Craig David; Say My Name Destiny's Child; Foxy
2	Private Emotion Ricky Martin feat. Mija; See To Atomic Kitten; If Only Hanson; Candy Mandi Moore; Sweet Kisses Jessica Simpson

Draft line-up 6/4/2000

RADIO TWO PLAYLISTS

A-LIST Smooth Santana feat. Rub Thomas; Sitting Down Here Lee Marlin; Fool Again Westley; Where The Four Roads Cross; Amazed Lonestar; After The Rain Herbie Loveless; Private Emotion Ricky Martin feat. Mija; L'Age-Eye Cherry; Shiny Liza

B-LIST In These Shoes? Kirsty McColl; Pavilion Street Garden; The First Time Ever I Saw Your Face; A Song For The Loves Richard Ashcroft; Crash And Burn Savage Garden; The First Time Ever I Saw Your Face; Just Around The Hill Sash!

C-LIST Mind Of The Day Lucy Kaplanski; Still Macy Gray; Show Me The Meaning Of Being Lonely Backstreet Boys; Give Me You Macy Gray; Never Be The Same Again Melanie C feat. Left Eye; Directed In The Moonlight Topology; *Groove! B1 Wynonna's Raybin King feat. Bivonley Stone; Pure Shores Al Saints; Mame Told Me Not To Come To Town & Sitewatchers; *Let's Make Sure We Are Goodbye Vince Gill; I Can't Stop Baby (It's A Party) Two Against Nature (album) Steely Dan; If I Wasn't Here/It Hurts My Pope feat. Elton John; The Woman In Me (album) Shania Twain; American Pie Madonna

82 playlists for week beginning 3/4/2000
* Denotes additions

BBC RADIO 2

C-LIST I Wanna Love You Forever Jessica Simpson; Order Rosen Doves; Stay Up In The Fire Rage Against The Machine; The Bad Touch Bloodhound Gang; Hate Or Love Link 182; Superstar/Rag Superstar Chicago Hills; Rock Death In Your Arms; Achilles Heel Tom Braxton; The Cabins; Vibe Platform; Leticia Ortiz; Reestyle; Don't Give Up The Streets; Delia Morte; Crystal Scales; Rock; Blige Bang (swahili) Basement Jaxx

E-DISTRIBUTION SPECIAL REPORT CONTINUED FROM P14

Online music retailers must ensure their chosen methods of fulfillment can meet the global demands of web retailing. By Steve Hemsley

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In between the theoretically hassle-free process of ordering online and the product arriving at the consumer's front door, there must be a hybrid delivery system which harnesses the latest technology to a worldwide distribution model. Whether a High Street chain has extended its brand online, a label has added an ordering facility to its website or an internet entrepreneur has entered music retailing for the first time, fulfilling electronic orders is a complex business.

Music e-tailers have had to accept that by choosing to develop a presence on the worldwide web they are now operating in a global market. This means their business and marketing must take into account different international pricing cultures as well as import, export, currency and tax matters while providing a level of customer service to rival traditional stores and mail order companies.

Many music websites will begin life processing and fulfilling sales in-house, yet if the online sales market grows to its predicted size, virtually every site will demand reliable back-room services from companies that promise to remove the worry of supplying online orders.

Global Fulfillment.com, whose clients include Tower Records Europe, Jungle.com and OnlineMusic.com, claims that 30% of US-based internet retailers' sales come from international customers and that the potential for music e-stores based in the rest of the world is huge. Jupiter Communications estimates that the value of music bought online across Europe will exceed £625m within three years.

Global was formed in 1997 and provides web stores with a totally automated connection between the online shop site

and the distribution point, using Smart Hub logistics and processing technology designed specifically to assist with international sourcing.

The company uses a proprietary system called the Global Online System (GOS) which feeds customer orders through record companies and other suppliers to Global's fulfillment centres based around the world near shipping points, airports and postal depots. GOS automatically channels orders to the customer by the most efficient path possible, taking into account stock availability and prices. In effect, the service allows sales to be fulfilled from authorised dealers or distributors in each territory, enabling retailers to conduct their business at price points that may vary in different markets.

"GOS links all the processes, from generating new orders for our suppliers and distribution of product worldwide to printing invoices and charging customers' credit cards," says Global office manager Richard Barclay. "The system also allows dedicated customer service teams within Global and at our partner

sites in different territories to access this information 24 hours a day to track and trace any customer order."

It also goes without saying that for an outsourced fulfillment service to be cost-effective for the e-tailer, all parties must understand and consumers want their music product to arrive as quickly as possible.

"When a customer is browsing they see the album covers and expect the same service they would get in the High Street," says Richard Alexandre, product manager for music and video at Jungle.com. "When they make an order, they feel they have paid for the product and they want to



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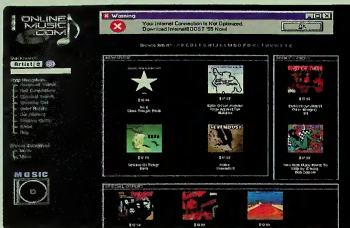
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► know it is in the delivery system." The service Jungle.com and other retailers can offer and the long-term reputation of their brands is ultimately dependent on the speed with which the fulfillment company reacts on its behalf and the accuracy of the product information provided by record companies.

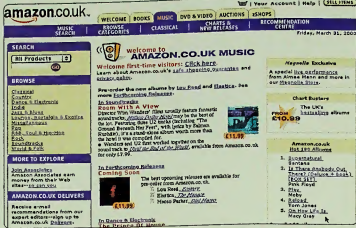
"One of our biggest problems is the quality of the data we and Global receive from labels relating to the availability of titles and release and deletion dates," says Alexandre. "We find we are still offering deleted product because the label has not contacted us."

If Global is unable to obtain a product, the online customer is sent a personalised e-mail from Jungle.com. Global has a team of database engineers compiling, sorting and filtering release information, but the fear all e-retailers have is that if they are let down by either a label or the fulfillment house, a disappointed and irritated consumer may be deterred from using the site again.

When the service runs smoothly Jungle.com will ship stock advertised on the site within 24 hours, or between two days and two weeks for other catalogue. For rare recordings, the wait can be longer depending on where in the world the product must be sourced.

One way e-retailers hope to remove any delays is by installing what is known as an EDI Cascade Order System which links with more than one fulfillment house and means the sale is passed through whichever company has the most reliable levels of stock of a particular release.

Amazon.co.uk uses this type of system, which links its site with the five UK companies that fulfil its music orders — EUK, The, Startle, Windsong and Goids — while the company also has its own 228,000 sq ft warehouse near Milton Keynes. Amazon refuses to disclose exactly how many products it stocks or the size of its online music market, but acting general manager for music, Paul Zimmerman, says the wholesalers it



uses have been carefully selected. "These five companies met the standards we require to keep the customer promise we make," he says. "We have 1m unique users in the UK and they have high expectations, so we must ensure we ship product as soon as possible, in most cases within 24 hours."

It was perhaps not surprising to see EUK enter the fulfillment market in October last year. The Kingfisher-owned company, which already supplies a quarter of all music and video product sold in the UK, runs this latest side of its business from a site in Brentford but will move to a larger base at Greenford in July. EUK also has medium-term plans to open fulfillment warehouses in Germany and France.

"The approach we took to fulfillment was to set up a comprehensive database which listed all the products we stocked," says EUK business development director Emma Kenny. "This covers 80,000 CDs and 15,000 videos and DVDs."

The first client for EUK's fulfillment service was Bol.com, which handles all credit card details and feeds the order to EUK to pick and pack and include a branded delivery note. Other clients include sister Kingfisher companies Woolworths, MCV and Entertainment Express, and EUK allocates a unique ID number to every unit to avoid stock-keeping problems. Shops use this to interrogate the database and check whether or not an item is in stock. The database only lists products that are actively held by EUK so that the distributor

can fulfil orders as rapidly as possible, and generally within 24 hours.

Another company poised to benefit from a considerable investment in its e-fulfillment business is Startle, which was the subject of a £30m management buyout from the Telstar Group late last year and claims to be the UK's largest independent music wholesaler. The buyout was funded by venture capitalist 3i, which committed £12m.

Paul Vickery, director of 3i's e-business team, said at the time of the deal that the company would usually earmark a maximum of £5m for an internet project, but that it had been particularly impressed with Startle's e-fulfillment plans.

Startle CEO Barry Watts, who was formerly a director at Telstar, says the level of internet fulfillment business has quadrupled since the start of the year. Startle operates Track One Logistics, a 50/50 joint venture with logistics giant

Tibbitt & Britten which is providing extra warehouse space as the e-fulfillment operation grows. Watts is confident the number of units the company carries will have grown from 45,000 to 100,000 by the summer.

As internet retailing becomes more sophisticated, so too will the back room services that are essential to ensure this potentially huge new market for music grows smoothly. If this new industry should falter, its distributors are determined that it should not be as a result of complications in the supply chain.

TORNADO WARNING

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EUK's Kenny: set up a comprehensive database to aid fulfillment

Online retailing: can the music industry deliver the goods?

The appointment of former PRS/MCPS new media and research and development manager Gavin Robertson to the post of general manager at the Association of Independent Music (AIM) has prompted a change of plan in the way orders placed through member websites will be fulfilled.

During the latter half of last year AIM was in negotiations with Vital and Pinnacle to discuss how orders made through the central AIM website—indie.com—would be serviced. However, Robertson has announced in the past few weeks that AIM's sister company MusicIndie, set up specifically to handle the association's commercial ventures, will facilitate e-tailing software on behalf of labels who could then shop around for the best fulfillment deal. The MusicIndie system will handle credit card orders and be linked to the fulfillment company of the AIM member's choice.

"We decided this is the best way to drive traffic to label sites and economies of scale make it sensible for MusicIndie to control the software," says Robertson. "We are building the system at the moment and will begin talking to fulfillment houses soon to try to negotiate preferential deals for AIM members."

It is hoped the system will be launched in the early summer but Robertson says labels must start to think now about how and who they want to fulfil orders generated by their websites.

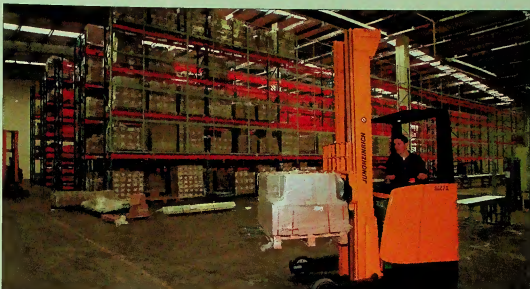
"Many labels who are already selling product online do not want to fulfil these orders themselves," he says. "They find it difficult to deal with global enquiries, customs and excise issues as well as handling calls from customers if a product does not arrive or the wrong CD is sent. Fulfillment is a different business."

Pinnacle and Vital are likely to be heavily involved in the negotiations with individual labels, and Pinnacle's new media consultant Mark Hutton, formerly general manager at Virgin Records, says the group will announce a significant investment before the end of April.

He will not elaborate, but says fulfillment services involving Pinnacle and Windsong, which is already one of a number of companies fulfilling global orders for Amazon.com as well as a number of other US-based music sites, will be unveiled shortly.

"At the moment any internet fulfillment is through the existing Windsong operation and the investment will upgrade the computer and warehousing systems for the group as a whole," says Hutton.

Vital managing director Peter Thompson says setting up an internet fulfillment service has not been the company's number one priority in recent months because its time has been taken up



Vital: along with Pinnacle it will be heavily involved in discussions with individual labels



Pinnacle: planning a significant investment in fulfillment

preparing for its recent move to a new 65,000 sq ft warehouse in Bristol. Vital had planned to install a new warehousing facility that could handle internet orders last autumn but this will not now be working until May. "The new warehouse gives us three times as much space and the capacity to enter internet fulfillment should we wish to," says Thompson. "The warehouse computer system has the technology to do anything we want it to."

He adds that there has been

considerable interest from labels for a fulfillment facility as most are either currently supplying orders themselves or using third-party companies that are general fulfillment houses which supply products from many different websites and are not solely music-based.

THE launched its business-to-business website at the end of last year, which has given its customers access to all the 250,000 home entertainment and 80,000 books it stocks and the thousands

of other products it can source within 48 hours.

However, managing director Norman Smith says only a relatively small number of clients are using the service. "This is not the most cost-effective way for us to do business at the moment but it is the way the industry is going," he says. "We need to find a way to get more retailers ordering online and to have an electronic interface with us. We are testing a new Epos replenishment system and considering part-funding the installation of PCs in some stores."

Smith says a number of fulfillment deals have been signed with web companies, while THE is developing a web-based system which will enable High Street record shops to have their own internet home page from which they could offer product for sale online by drawing on stock from THE which would then fulfil the order.

Meanwhile, the majors continue to consider their next moves. Universal's director of distribution Russell Richards stresses that fulfillment is still a very small part of his company's business, adding that it has used Yalpaip to fulfil orders ever since Island set up a website nearly four years ago.

Over at Ten, the joint venture between Sony and Warner, managing director Owen Pearce says any plans have been put on hold following the Warner/EMI merger deal, while EMI's director of distribution Bill Manktelow confirms that no new announcement will be made in the foreseeable future.

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RETAIL FOCUS: RUBADUB

by Karen Faux

Welding and carpentry proved to be two very important areas of expertise for Rubadub when it took over new premises in the centre of Glasgow last summer. Partners Willie Sandie and Martin McKay say they were excited about the design potential of the store, which was their first with an on-street position, but were dismayed at the quotes that came in for the building and customised shopfitting. In the end they decided to embark on a massive DIY project.

"We had a £5,000 quote for fitting a spiral staircase alone," says McKay. "In the end Willie turned his hand to the job and managed to put one in for the substantially lower cost of £500. He also did all the welding and carpentry work which gives the store a very modern ambience and goes very well with the music we sell."

Rubadub's interior features futuristic metalwork in blue and grey, while the counter is carved out of a huge piece of wood that retains its tree trunk appearance. The spiral staircase, of which both partners are justifiably proud, leads up to a mezzanine floor



Rubadub: growing business from new on-street location

which is dedicated to listening booths. "We have very large windows on to the street and the whole of the store is clearly visible through them," says McKay. "We reckon it looks pretty funny. Since we've been in the new store, custom has grown substantially and it all

KEEPING VINYL ALIVE

With more than 600 vinyl labels featured on its website, Rubadub is now becoming a hot destination for DJs around the country. Martin McKay believes its unique selling point as a dance shop is that it has a huge catalogue dating back to the Eighties and early Nineties. "Vinyl has always accounted for 95% of our business and although we are currently expanding our CD offer it will not be at vinyl's expense," he says. "A priority is to keep prices as low as possible, with UK 12-inches selling at around £5 and US and European imports selling at £7."

seems to be through word of mouth."

The bedrock of the store's offer is house and techno although it has recently diversified into drum & bass, hip hop and breakbeat and is now also selling a full range of DJ accessories and hardware. "Our big

strength is that we concentrate on dance back catalogue," says McKay. "Most dance shops prioritise on new releases but we like to cater for people who want to dig back to dance records that were released as long ago as 10 years ago."

Twelve-inches selling well this week include Bola on the Skam label, Virgo 4 on Trax and Adtec Mysteria's Revenge Of The Jaguar on Underground Resistance. "The latter has been selling extremely well for more than two weeks now and shows no signs of slowing," says McKay.

Rubadub's website (www.rubadub.com) is currently being upgraded but will shortly be firing on all cylinders. "We have a huge catalogue of specialist product to offer people and we want to use the site to push reggae, drum & bass and hip hop in addition to the electronic music that we are best known for," says McKay. "It is important that the site is fully interactive and this is the aspect that we have been working on. We want internet shoppers to be able to effortlessly browse the site with their shopping baskets and pick up anything that takes their fancy."

IN-STORE NEXT WEEK (from 10/4/00)



Windows - Chumbawumba, "Price Dive" sale; **In-store** - Philip Glass, Doves, Global Underground, Kells, Gintare, Dreamscape, Kevin Yost, Chumbawumba, Bach, Moloko, Idewild, Fragma; **Press ads** - Philip Glass, Doves, Global Underground, Kells, Gintare, Dreamscape, Kevin Yost, Love Honour And Obed, Chumbawumba, Patti Smith, Moloko



In-store - Fragma, Sash, Jessica Simpson, R Kelly, Point Break, Sister 2 Sister, Sting



In-store - two rock or pop CDs for £15, buy one and get one free on Boots exclusive CDs, two classical CDs for £10, free book with a Maisy video, buy EastEnders 15 Years and get The Mitchell Years free



Album of the month - Elastic; **In-store display boards** - DJ Food, Fher, Speedy J, Blackalicious, Clinic, The Deigados, Central Heating 2



Windows - Fragma, Point Break, Sting, Sash, R Kelly, Jessica Simpson, Sisoq, Shelby Lynne, Sister 2 Sister; **Windows** - 20% off campaign; **In-store** - ITJ Buckle, Dance Nation 7, Sting, Moloko; **Press ads** - Sister 2 Sister, Cypress Hill, Nina Pearson, Sash, R Kelly



Singles - Fragma, Sisoq, TQ, DJ Luck, R Kelly; **Albums** - Moloko, Idewild; **Windows** - Moloko, Idewild, £6.99 April mid-price campaign; **In-store** - The Doves; Pink Floyd, £6.99 promotion



Album - Elastic; **Windows** - Elastic, Star Wars; **In-store** - Sting; **Listening posts** - Marco Parker, Soulaw, Doves, John Martyn, Kacey Mactool, Chicane, Talented Mr Ripley, Magnolia, Lou Reed, Steve Ray Vaughan, Midge May, Moody Blues, Moloko, Grandmaster Flash, U2 Lemper



In-store - Lock'N'Load, Shelby Lynne, Paul Weller; **Album** - Elvis Presley; **Video** - Boy Band Karaoke, Jennifer Lopez, Viva Los Simpsons



Singles - Sisoq, Fragma, R Kelly, Sash, Sting; **Windows** - Sash, Paul Weller, Moloko, Fragma, Sisoq, Sting; **In-store** - Sister 2 Sister, Black Box Recorder, Monie Love, Shelby Lynne



Selecta listening posts - Moloko, 16 Horsepower, Del The Funkie Homosapien, Fishbone & The Family Nextperience, Fila Brazillia; **Mojo recommended retailers** - Ian Anderson (album of the month), Darin, Drive By Truckers, Dirty Three, The Smithereens, Wagon, Larry Barrett



Singles - Mary J Blige, Black Box Recorder, Sisoq, Fragma; **Windows** - Moloko, Star Wars, Idewild, two Warner videos for £15; **In-store** - two CDs for £20, Rupe Vista Social Club; **Listening posts** - The Doves, Led Zeppelin, Gonzales, Jurymen, Parter, Westlife, Lena Marlin, Chet Baker, Kirsty McColl



Windows - No Doubt, Pat Weller, Sash, Fragma, Sisoq, Sister 2 Sister, Sting; **In-store** - Moloko, Seb Fontaine, Lou Reed, Shelby Lynne, Randall & Hopkirk, Clinic, Clinton, Laurent Garnier, Matt Darey, R Kelly; **Press ads** - Monie Love, Nina Pearson, Oasis, Sash, Sisoq, Sister 2 Sister



WHSmith **In-store** - Celine Dion, B*Witched, Elastic, Box Dance Hits 2000, Richard Ashcroft, Sting, Idewild, No Doubt, Destiny's Child, Love, Honour And Obed; **Listening posts** - The Beach, Santana, Moby, Brodsky Quartet



WOOLWORTHS **Singles** - Sash, Album - Idewild; **In-store** - Idewild, Fragma, Lou Reed, Santana, Destiny's Child, United Dance Presents UK Garage Flava, Sisoq, R Kelly, Box Dance Hits 2000, Pokemom, two CDs for £20 campaign; **Press ads** - Lou Reed, Santana, Destiny's Child, United Dance Presents UK Garage Flava, Sisoq, R Kelly, Box Dance Hits 2000, Pokemom, two for £20 campaign

ON THE SHELF

LERRYN BRY,
owner, Music Box,
Plymouth



"Business is picking up after a dreadful January and February with some particularly strong albums in the past month. Oasis started the turnaround, delivering big business in its first two weeks, while the Brits seemed to get Moby going and also gave Macy Gray and Travis a lift.

For us the success of the Santana album has been a real surprise. The Graminys gave it a lot of publicity and all of our regular customers seem to have turned on to it - especially as we have been playing it a lot in store. I can't help feeling that Radio One isn't doing a good job in helping to sell music at the moment. I am usually a big fan of the station but these days when I turn on Jo Whitley it always seems to be esoteric and grungy music. As far as pop is concerned The Box does a good job in promoting the new singles and weeds a lot of influence.

New sales have recently been buoyed by Chicane and Artful Dodger. On the dance

front we are seeing a lot more business from DJs while our other store in nearby Ilyridge is doing a roaring trade with US punk bands such as Slipknot, Korn and Blink 182. It is interesting how this store has developed very rapidly away.

Album sales are generally strong this week, led by Chicane and the special edition of Pink Floyd's The Wall Live. The latter is a really impressive package and dig-hard fans are not put off by the £26.99 price-tag. Looking ahead, we are getting a lot of enquiries for the forthcoming single from Lock'N'Load and both of our shops are being clamouring for the Bloodhound Gang.

We are currently offering all our chart albums at £11.99 and do not intend to match the silly prices of the supermarkets. Promotional signage and stickers are helping to drive a lot more sales in this category."



ON THE ROAD

IAIN CLARK,
Pinnacle rep for
Scotland

"On April 10 the new album from Moloko, Things To Make And Do, hits the racks and pre-sales are currently going very well on the back of the number two single The Time Is Now. Retailers will also be using this as an opportunity to re-promote the band's two previous albums and will be displaying them prominently.

A lot of my accounts are receiving pre-release enquiries for the album Brazilification, which bodes well for its performance when it is released on April 10. Hip hop is very big in Edinburgh and we're expecting Tony Touch's The Peacemaker, on Tommy Boy, to do particularly well there when it comes out on April 17. Meanwhile the Back To Mine series is going from strength to strength, and the summer will see the next release from Leftfield, to follow the success of Groove Armada.

On the singles front, Scottish three-piece Scuba 2 have just made their debut with California Paranoia which is a top tune and a

sign of bigger things to come. Next week sees the release of Steps' Deeper Shade Of Blue, followed by R Kelly's triple-sided single, released on April 10, and Mandsame Boy Modelling School on May 8. New singles from Utah Saints and Babybird are also scheduled for May.

As well as dealers having the opportunity to order from Pinnacle via our exclusive dealer ordering system we are now also able to take orders via e-mail on orders@pinnacle-records.co.uk. Glasgow and Edinburgh are big tourist destinations and we are currently organising new campaigns to roll out in the spring when the number of visitors starts to increase. Between the cities and towns there is a huge range of taste that also accommodates folk and traditional Scottish music.

After a fantastic year in 1999 it was always going to be a tough one to follow but with an excellent first quarter under our belts, things are looking really positive."

CLASSICAL NEWS

by Andrew Stewart

DG UNVEILS FISCHER-DIESKAU BOXED SET

Deutsche Grammophon's year-long campaign to reposition itself as "the finest classical music label in the world" takes a further step forward in April with the release of a 20-disc boxed set devoted to the art of Dietrich Fischer-Dieskau (pictured).

The famous yellow label's Fischer-Dieskau Edition offers a survey of the Berlin-born baritone's work in the recording studio over five decades, including acclaimed versions of Schubert's song cycles, Schumann's *Dieckertelriebe* and Wolf's *Möricke Lieder*.

The set contains a bonus disc of folk-song settings by Haydn, Beethoven and Weber, and presents more than 300 songs and arias never previously released on CD, including neglected works by Pfitzner, Schoeck, Reznicek and Max Regier. Fischer-Dieskau appears with a peerless list of accompanists and conductors, including Daniel Barenboim, Karl Böhm, Sviatoslav Richter and Herbert von Karajan.

"Marketing for the set will benefit enormously from the extensive press coverage that follows Fischer-Dieskau's visit here to talk at the Wigmore Hall on April 2," says Mark Wilkinson, head of Deutsche Grammophon UK.

The singer is the subject of feature articles planned for the *Evening Standard*, *BBC Music Magazine*, *Sunday Times* and *Guardian*, and will appear on *Radio Three's* *In Tune*, *Radio Four's* *Front Row* and *Classic FM's* *Masters of Their Art* shows.

"We're backing that up with lavish full-page ads in *Gramophone* and elsewhere and a two-page colour leaflet that will be distributed through the mail order companies we deal with, such as *CD Selections*."

Wilkinson adds, "The plan for the big box is to reach Fischer-Dieskau aficionados through the specialist magazine route."

Wilkinson adds that general media coverage should raise the profile of a two-disc UK compilation, *The Master Singer*, released in May to coincide with Fischer-Dieskau's 75th birthday and backed by a Classic FM advertising campaign.

The set offers more than two-and-a-half hours of music for a retail price of around £14.99.

BERLIN CLASSICS LAUNCHES LABEL

Berlin Classics has launched a new contemporary music label, with a first batch of releases offering an impressive selection of works by leading European and American composers.

The Kairos series, distributed in the UK by the Complete Record Company and retailing at full price, boasts striking yet minimalist artwork and extensive programme notes.

Repertoire includes Hans Zender's re-interpretation of Schubert's *Winterreise*, superbly sung by Christoph Prégardien

(pictured), a group of orchestral and ensemble works by Matthias Pintscher, Salvatore Sciarrino's haunting *Infinito Nero*, and Morton Feldman's final composition *For Samuel Beckett*.

Six Kairos titles were released on March 30, backed by reviews in *The Guardian* and a marketing campaign that includes full-page advertising in the May edition of *Gramophone* and elsewhere in the specialist classical press.

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



ALBUM of the week



PART I: Am The True Vine, etc. Bowers-Browne/ Theatre of Voices, Pro Arte Singers/Hillier (Harmonia Mundi HMU 907242). Paul Hillier's collaboration with Arvo Pärt dates from the mid-Eighties. This is Hillier's second al-



bum. Part II, recorded in the peerless acoustics of Ely Cathedral's Lady Chapel and featuring three world premiere recordings and the 1997 revision of the *Berlin Mass*. Selected as a *Gramophone Editor's Choice* and an outstanding release in April's *BBC Music Magazine*, the release will be advertised in the May editions of *Gramophone*, *BBC Music Magazine* and *Classic FM Magazine*. A bulk purchase discount is offered by HM to retailers.

REVIEWS

For records released up to April 17 2000

THE CELIBIDACHE EDITION 5 — BRUCKNER: Symphonies Nos 7-9, etc. SWR Stuttgart Radio Symphony Orchestra (Deutsche Grammophon 445 471-2). Romanian

maestro Sergiu Celibidache's affinity for Bruckner's music shines through in these live recordings from the Seventies, released as part of DG's Celibidache Edition in pristine remastered sound. Ads will run in *Gramophone*.

YSAYE: Six Sonatas for Solo Violin Op.27. Benjamin Schmid (Arte Nova 74321.67511.2). Benjamin Schmid's open, warm tone and virtuosic technique produce compelling accounts of the unaccompanied sonatas by the 19th-century Belgian violinist-composer Eugène Ysaÿe. This is an outstanding release, offered at budget price and supported by press coverage of the Viennese violinist's Ysaÿe performances at London's Wigmore Hall on June 1, 5 and 13. **HANDEL: Opera arias and cantatas. Bayo;**

Capriccio Stravagante/Sempè (Auvilès Astrée E 8674). Elegance and sensitive musicianship have marked Spanish soprano Marià Bayo's work on disc, qualities present throughout her latest recital of Handel arias on French label Auvilès Astrée. Bayo's back catalogue is also being promoted by her UK distributors Harmonia Mundi this month, supported by FoS and press advertising.



THE GOLDEN AGE OF SINGING — 50 Years Of Great Voices On Record. Volume 1 1900-1910. Includes performances by Caruso, E. de Reszke, Patti, Butt, Melba, Eames, etc. (Nimbus NI 7050/1). The Nimbus Prima Voce series, which offers recordings of historical discs played on a large horn gramophone in a recital room, marks its 10th anniversary with the first in a four-volume, mid-priced series devoted to the great names of singing, together with others known only to a handful of connoisseurs. The quality of sound and production may not be hi-fidelity, but the spirit and passion of the singers shines through.

JOHN ADAMS PHILIP GLASS STEVE REICH TERRY RILEY

MAXIMUM MINIMALISTS

AN INTRODUCTION TO THE MASTERS OF MINIMALISM



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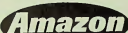


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ATYM-Direct (Associated Youth Terrestrial Marketers), PO Box 4700, Birmingham, B20 2AN. Tel: 0121 356 9390 Fax: 044 121 356 9718 Website: www.aytm-direct.com Email: info@aytm-direct.com National Free Distribution Network - Access the Youth Market.

RECORD COMPANIES

AMAZON RECORDS LTD



Suite One, Canalot Studios, 222 Kensal Road, London W10 5EN Tel: 0209 460 4006 Fax: 0209 598 1184 Email: fact@amazonrecords.co.uk MD Frank Sampson General Mgr. Jo Allan Affiliated Labels: Cowboy Records & Face 2 Records.

Bond-Age Recordings, 12B Reachview Close, London NW11 0TY Tel: 020 7209 2546 Fax: 020 7209 2936 Contact: Daniela Ariani.
Chocolate Boy Recordings Ltd, PO Box 29558, London N1 8JA Tel: 020 7521 2948 or 020 7684 5410 Fax: 020 7684 7457 Email: cb@virgin.net Website: www.chocolateboy.co.uk

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30 Dorset Square, London, NW1 6HR Tel: 020 7616 8100 Fax: 020 7616 9161 Contact: Marcello Iannaro.

Jam-It UK Recordings, 12B Reachview Close, London NW11 0TY Tel: 020 7209 2546 Fax: 020 7209 2936 Email: jamit@vsnano.com Contact: Hugh Bernard.
Jeeperster Recordings Ltd, PO Box 14153, London SW11 4XU Tel: 020 7924 2324 Fax: 020 7924 6161 Email: info@jeepster.co.uk Website: www.jeeperster.co.uk Contact: Mark Jones.

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Pussyfoot Records, 43-44 Horton Square, London N1 5PB Tel: 020 7228 9115 Fax: 020 7728 7403 Email: kateh@pussyfoot.co.uk Website: www.pussyfoot.co.uk Contact: Kate Harrison

remotemusic.com



25 Elyrium Gate, 126-129 New Kings Road, London SW6 4LQ. Tel: 020 7751 8888 Fax: 020 7751 8899. Email: webmaster@remotemusic.com Website: www.remotemusic.com. CEO Denis O'Regan. Mktg Dir: Paul Phee. A&P Dir: Dave Black. IT Dir: Steve Brooks. Signing new artists and distributing original and analogue music and related merchandise over the internet.

RIVERHORSE RECORDS LTD



115 Eastbourne Mews, London W2 6LQ Tel: 020 7262 2882 Fax: 020 7262 1661 Email: thehead@riverhorserecords.com MD Robert Godfrey-Cass. Gen Mgr: Hillary Shaw.

Sanctuary Records Ltd Sanctuary House, 45-53 Sinclair Road, London W14 0NS Tel: 020 7602 6351 Fax: 020 7603 5941.
Viper Records Ltd, 45-53 Sinclair Road, London W14 0NS Tel: 020 7602 6365 Fax: 020 7300 6553 Email: john@viperrecords.com Website: sanctuarygroup.com. MD: John Williams

MUSIC PUBLISHERS

MINDER MUSIC LTD



18 Pindock Mews, London W9 2PY Tel: 020 7298 7281 Fax: 020 7298 2548 Email: music_publishing@mindermusic.com MD: Drs. John Fogarty Beth Clough. Copyright/Royalties: Fran Young, Business Affairs: Roger Nickson A&R: S Boy Security: Jack Russell.

YOSHIKO PUBLISHING



Great Westwood, Old House Lane, Kings Langley, Hertfordshire WD4 5AT Tel: 01923 201545 Fax: 01923 201546 Email: info@yoshiko.biz.co.uk MD Yoshiko Duchi.

Kiones Video Transfers 23 Newman Street, London W1P 3HP Tel: 020 7636 3663. Fax: 020 7637 7677 Email: are@kiones.co.uk Sales: Alex Reid.

PRESSERS AND DUPLICATORS

THINK TANK



Unit 1, The Stable Yard, 15A Baltham Hill, London SW12 9EB Tel: 020 8673 2525 Fax: 020 8673 2625 Email: info@thinktanksoft.net.co.uk Contact: sales. [V CD MC DAT VC MD CDROM]

ART AND CREATIVE STUDIOS

Designers Republic, Work Station, Unit 415, Paternoster Road, Sheffield, South Yorkshire S1 2BA Tel: 0114 275 8862.

DISTRIBUTORS

Hallmark Music & Entertainment, 30 Dorset Square, London, NW1 6HR Tel: 020 7616 8100 Fax: 020 7616 9161 Email: Carol@hfm@compuserve.com Managing Director: Marcello Iannaro. International Sales Manager: Madeline Cross.

VIDEO PRODUCTION

MILLEON ENTERTAINMENT



Smiles Studio, 2 Uxbridge Street, Notting Hill, London W8 7SY Tel: 020 7243 5860 Fax: 020 7243 6201 Email: mail@poppromo.co.uk Website: www.poppromo.co.uk Contact: Leon Mills. Video production and digital editing services specialising in music, anime, 42, art, 020 7751 8888. Email: info@poppromo.co.uk Website: www.poppromo.co.uk

ARTIST MANAGEMENT

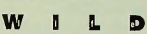
Shavian Enterprises Ltd, 14 Devonshire Place, London W1N 1PB Tel: 020 7935 6906 Fax: 020 7224 6255 Website: www.shavianhewco.uk. Dir: Louise Voss.

WILD MANAGEMENT



Suite 204, The Old Gramophone Works, 325 Kensal Road, London W10 5SE Tel: 020 894 2939 Fax: 020 8964 5626 Email: claire@wildswiprogram.co.uk Contact: Claire Britt.

WILDLIFE ENTERTAINMENT



Unit E, 21 Heathmans Road, London SW6 4TJ Tel: 020 7271 7008 Fax: 020 7271 7108 Email: wildlife@dircon.co.uk Contact: Ian McAndrew, Colin Lester.

RADIO STATIONS

Bath FM, Station House, Ashley Avenue, Lower Weston, Bath, BA1 3DS Tel: 01225 471571 Fax: 01225 471681 Email: station@bathfm.co.uk MD: Alexia Theoprop. Head of Music: Paul Eary. Head of Sales: Amanda Dandridge. Gold/Chart.

RECORDING STUDIOS

Arc, Rectory Farm, The Folly, Cold Ashton, N. Bath SW14 6JH Tel: 01223 892222 Fax: 01223 852233 Contact: George Allen.

BATTERY STUDIOS



1 Maybury Gardens, London NW10 2NB Tel: 020 8567 0013 Fax: 020 8459 8732 Email: amanda.todd@batterystudios.co.uk Website: www.batterystudios.co.uk Studio and Booking Mgr: Amanda Todd. Studio 1: SSL, 6000. Studio 2: DD&S Preflex. Studio 3: Custom Neve 8048. Studio 4: SSL, 400. All formats, analogue and digital. Restaurant bar, satellite TV.

MASTERING/POST PRODUCTION

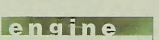
BATTERY STUDIOS



1 Maybury Gardens, London NW10 2NB Tel: 020 8567 0013 Fax: 020 8459 8732 Email: amanda.todd@batterystudios.co.uk Website: www.batterystudios.co.uk Studio and Booking Mgr: Amanda Todd. All formats, analogue and digital. [CD MC DAT]

PRODUCERS/PRODUCER MANAGEMENT

ENGINE EARS MANAGEMENT



1 Maybury Gardens, London NW10 2NB Tel: 020 8567 0013 Fax: 020 8459 8732 Email: amanda.todd@batterystudios.co.uk Website: www.battery-studios.co.uk Management of engineers, programmers and Pro Tools operators

DAMIEN MENDIS

DAMIEN MENDIS

c/o Southchild, PO Box 20, Wincey D.O., OX8 5ZB. Tel/Fax: 01993 771758 Website: southchild.co.uk Email: damien.mendis@bt.com Contact: Damien Mendis. Producer, Remixer, Songwriter, Arranger - Ciara, Ciara, Glama Kid, Foxxy Brown/Jay Z, The Fugees, Sheila E, Light House Music, Monie Jordan, Texas, and many more.

SOULCHILD

SOULCHILD

c/o Southchild, PO Box 20, Wincey D.O., OX8 5ZB. Tel/Fax: 01993 771758 Website: www.southchild.co.uk Email: damien.mendis@bt.com Contact: Southchild. Producers, remixers, songwriters and arrangers.

PR COMPANIES

IMPRESSIVE



1st floor, 24 Parson Road, London NW11 2TB Tel: 020 7833 9944 Fax: 020 7833 8033 Email: mel@imprvive.com Contact: Directors: Mel Brown, Karen Johnson. National, regional, student finance & internet press. Experienced, dedicated, enthusiastic, creative... the future is impressive.

Mercenary PR, 1st Floor, 40 Langham Street, London W1N 5BG Tel: 020 7637 0200 Fax: 020 7637 0237 Email: justine@mercenary-pr.com Website: www.mercenary-pr.com

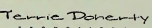
PROMOTERS AND PLUGGERS

INSIDE MEDIA PROMOTION



Inside Media Promotions 3-B Carburton Street, 6th Floor, London W1P 2JD Tel: 020 7886 0630 Fax: 020 7890 0210 Email: frim@inside.com Website: www.inside.com MDs: Tony Barker and Mick Garbutt

TERRIE DOHERTY PROMOTIONS



The Gallery, Suite One, Canalot Studios, 222 Kensal Road, London W10 5EN Tel: 020 7460 6878 Fax: 020 7460 3507 Email: terriedoherty@y.co.uk Contact: Terrie Doherty. Regional Radio and TV Promotion. Representing major label artist promotion and touring.



MUSIC INTERNATIONAL

Universal Music Group is the world's leading record company. Operating all over the globe, Universal Music is home to some of the most successful and best known artists in the world, covering all musical genres from pop to jazz, rock to R&B, classics to country. Our record labels include A&M, Def Jam, Decca, Deutsche Grammophon, Interscope, Geffen, GRP, Island, Mercury, MCA, Motown, Universal, Philips, Polydor and Verve.

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This is a complex and fast-moving role for a charismatic, well organised individual with the vision and energy to implement global strategies for the launch of artist projects. Key responsibilities include providing advice on international strategic planning to repertoire owners, managing all aspects of operating company marketing, plans and reporting on worldwide marketing activity.

First-class communication and interpersonal skills are vitally important, together with a flair for new ideas and internet/new media knowledge. You should

possess a minimum of 3 years music media marketing or advertising experience including, ideally, at least 12 months in a Product Manager role. A second language and basic production knowledge would be a distinct advantage; you should also be willing to work long hours and travel worldwide with promotional tours.

In return we offer an excellent salary and benefits, together with opportunities for career and skills growth that are second to none.

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RON ALFRED HUMAN RESOURCE DEPARTMENT
UNIVERSAL MUSIC INTERNATIONAL LTD
8 St James's Square London SW1Y 4JU



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Your CV should be sent to:
Chris Maskery, Sales Director

Pinnacle Records, Electron House
Cray Avenue, St Mary Cray

Orrington, Kent BR5 3RJ

Alternatively fax your details on: 01689 821741 or
E-mail: louise.dodson@pinnacle-records.co.uk

All applications will be treated in the strictest confidence.

Closing date: Friday 17th March 2000

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Required for a fast expanding sales team. The right candidate must be self-motivated, enthusiastic and have a keen knowledge of the "Indie/Alternative" scene.

Please apply enclosing CV with a covering letter to:
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London, SE1 9UR

Lecturer/Senior Lecturer in Music Industry Management

£14,901 - £30,636 pa
Part/Full-time

Required on the BA (Hons) Music Industry Management programme, you will be a graduate with proven experience in and knowledge of the music and entertainment industries. You will hold, or be in the process of gaining, an appropriate higher degree.

You will primarily be involved in the teaching of either music business and legal matters including collection agencies and societies, or music services including financial applications and music and entertainment agencies.

You will also be responsible for the day to day organisation of one of the four strands of the course. It is expected that you will contribute to student support and to the research profile of the department. Job Ref No: 99/260/MW

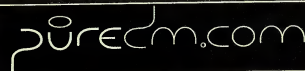
For an application form and job description, please contact The Personnel Department, Buckinghamshire Chilterns University College, Queen Alexandra Road, High Wycombe, Bucks HP11 2JZ, or telephone our 24 hour answering service on (01494) 803037.

Email: edawie01@bcc.ac.uk

Closing date: 21 April 2000



Buckinghamshire Chilterns
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The Internet
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INT. PROJECT MANAGER	International marketing of promotions manager. New media focus	£128,000
RR ADVISOR - STUDIO	Career move to HR co-ordinator. IPQ qualified	£126,000
MARKETING CO. ORDINATOR	Creative energetic DTP & web skills. India	£120,000
PA INTERNATIONAL	Polished professional PA supporting influential MP	£26,000
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COPYRIGHT ASSISTANT	Exciting. Indie label.	£110,000

Permanent and Temporary
Secretarial and Admin
Support Staff

handle
0171 935 3585

MARKETING ASSISTANT

Music player needs busy team player with 1-2 years experience & excellent IT skills. Must have solid communication & presentation of reports & profiles. Music management & general department support.

110K COPYRIGHT ADMIN

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Careermoves

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Dance Product Manager

Exceptional Dance Product Manager required for chart topping independent label. You must be able to work one-off singles and long term album acts with equal flair. In depth music knowledge and a minimum 2 years' experience essential. NW London based. Salary according to experience.

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SMALL DANCE MUSIC MANAGEMENT COMPANY, SW LONDON, SEEKS A MANAGEMENT ASSISTANT.

Must have some relevant experience and be prepared to work long hours on occasions. Job involves everything from answering telephones and admin to organising live bands and DJs and overseeing websites. Candidates must be motivated, enthusiastic, friendly, organised and able to cope under pressure.

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Proficient in AMS Libra Neve Digital,
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IAN ROBINS DURY

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Thanks for 25 years of being a client, friend and soul mate

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How music3w.com is going to deliver for the 3w generation



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COM

music3w.com is a brand new UK based internet portal with global reach. We are going to host official websites of some of the world's leading music artists making it easier for fans to enjoy them on the web.

Once there, they will find up-to-date editorial coverage, full access to artists' own websites and the best of the fans' sites. Plus the ability to meet virtually with others who love the same music, book tickets, buy merchandise, and hear all the latest news.

To deliver on our promise of being the best in music for the 3w generation, who will increasingly live life on-line, we have built an unrivalled team of partners and suppliers.

The Team

Hewlett Packard: technology & software platform. **Boxman:** e-commerce merchandise sales.

Affinity: telephony & internet service provider. **FortuneCity:** bulletin boards and chat rooms.

SCI: interactive games. **TCD:** shaped CD tickets for live events.

Deepend: multi-media website designers. **LD Publicity:** music industry publicists.

music3w.com goes live at Easter. For further information or to become a part of our world,

please contact Andrew Wilkinson, CEO, or Carl Leighton-Pope,

Director of Content Acquisition on 44 (0)20-8735-6150, or at info@music3w.com

