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**FOCUS ON PR
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COMPANIES - P23**

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22 APRIL 2000 £3.60

MusicWeek

Cash windfall as charts get sponsor

by Paul Williams

The BPI plans to plough more money back to its members following the announcement of a £4m charts sponsorship deal with Internet start-up Worldpop.

Universal chairman/CEO John Kennedy, who handled the sponsorship negotiations, says he is hopeful the ground-breaking three-year deal, which was confirmed last Thursday, will eventually lead to lower subscription fees for BPI members. Meanwhile, Bard, which controls the official UK charts with the BPI through their Mics joint venture, is preparing to outline the benefits the agreement is likely to bring its members at its next meeting on June 22.

"At the moment the cost of the chart is funded by Mics and particularly supported by the BPI, so it's going to ease cash-flow problems and mean it requires less underwriting by the industry," says Kennedy.

The Worldpop deal, which officially comes into effect next month, is expected to be followed within the next two weeks by a new deal between Mics and the BBC covering the latter's use of the charts on Radio One's Top 40 show, Top Of The Pops and online. Signing of the four-year BBC deal, which will be back-dated to February last year when the previous agreement expired, has been held back until



Celebrating the deal (from left): Kennedy, Powell, Lewis and Worldpop CEO Martin Heath.

to dovetail with the sponsorship deal because of possible areas of overlap. The new BBC licence is understood to recognise the BBC's duty to its licence-fee payers to provide services on all suitable plat-

forms including the internet. It is also expected to tighten up the BBC's pre-7pm exclusivity on announcing the new chart.

As a result of the Worldpop deal, Radio One Top 40 show presenter Mark Goodier, who is a majority shareholder in Wise Buddha, has agreed to divest his company's stake in Worldpop, although it will continue its working relationship with the online start-up. Meanwhile, strict guidelines will have to be followed regarding the use of Worldpop's name in any BBC output.

"We've advised us as to what the guidelines are in terms of sponsorship," says Kennedy, who claims the Worldpop tie-up is the best pos-

sible deal for the industry. "We thought this was a great opportunity to take on a marketing partner as well as a financial partner," he says.

Bard director general Bob Lewis adds that he is delighted with the sponsor. "We are now involved with a high-tech e-commerce business that is working in conjunction with traditional retail outlets with a view to pushing the consumer towards our members' shops," he says.

Worldpop chairman Peter Powell says the sponsorship marks the company's coming of age. "We've been going nine weeks. It's a heck of a roller coaster, but one that's very exciting," he adds.

Sonique's debut single, It Feels So Good, is to be released in the UK on May 22 following its breakthrough success in the US. Its current *Billboard* Hot 100 position of number eight makes it the first single by a UK artist to register in the Top 10 since Fava's When The Lights Go Out in October 1998. The Serious Records-issued single, which is being worked in partnership with Universal, was added to Radio One's B list at the start of the weekend, has been playlisted by Capital and is winning airplay from Kiss. Serious Records head of A&R Simon Belofsky says, "Everyone wants to support a British artist that has broken the US charts. It gives the UK a chance to define the US dance scene." The single originally reached 24 in the UK charts without airplay when it was first released in November 1998. Her album, *Hear My Cry*, which is currently at 17 in the US albums chart, is to be released in late June or early July in the UK.



WEA triumphs in singles market share

WEA has emerged as top singles company for the first quarter of 2000, enabling it to lift the crown for the first time since the chart-topping days of Gina G and Mark Morrison in 1996.

Moira Bellus's company grabbed an unbeatable 7.9% for the period on the back of a string of big-selling releases, including Madonna's cover of American Pie, Eiffel 65's Move You Body and REM's The Great Beyond.

Polydor claimed second place with 7.2% and five third spot with 6.9%, while the previous quarter's winner RCA slid to ninth position with 11.4%.

Driven by releases including Gabrielle's Rise and S Club 7's S Club, Polydor performed even more strongly in the albums market than on singles, with its 8.1% enabling it to replace last quarter's champion Virgin at the top.

Virgin finished in second position with 7.6% and Columbia third with 6.5%.

Universal retained its usual spot at the top of the corporate rankings, claiming 15.7% of sales and 23.2% of albums. Likewise, Ten headed the lists again in the distribution leagues, taking 32.0% on singles and 30.6% on albums.

● Full details next week

Macleod returns to fold at London

Former London Records head of promotions Billy Macleod is preparing to reunite with his former company in a hook-up with his current plugging operation The Partnership.

Macleod and business partner Matthew Austin, who set up the promotions company after they left Brilliant FRI, are finalising details of a deal with London, which is expected to come into effect during the next few weeks.

It is understood that they and their team will operate from within London's Chelsea office to promote the label's acts while also working their existing clients.

The two partners and London managing director Laurie Cockell declined to comment on the deal.

Meanwhile, in an unrelated move London head of press Eugenio Manzi is leaving the company after nearly two decades. Manzi, who has been

instrumental in the careers of acts as diverse as Bananarama, Run DMC, Fine Young Cannibals, East 17 and All Saints, says he wants to explore new challenges within the industry and may even consider a move into management.

For the time being, however, he will continue to represent Shack, Godie and Asian Dub Foundation for London and may spend one or two days at the Old Church Street office.

"When Roger Ames sold London to Warner at the beginning of the year I thought it was the end of an era. I want a bit of freedom now to see what else is beyond London. I've almost become an institution here," he says. "Now I have a blank canvas."

Artist development manager Juliet Farsicle will take over Manzi's role as head of press when he leaves at the end of the month.

UK retains top three world sales ranking

The UK has retained its position as the world's third largest music market and the biggest in Europe as it emerges as the number one territory for re-recorded MiniDiscs.

According to the IFPI's newly-released 1999 world sales figures, the 4% hike in the value of UK sales to £1.79bn (\$2.91bn) meant that it ranked only behind the US (\$14.25bn) and Japan (\$6.44bn) and ahead of Germany for the second year in a row. While last year's Initial German total only covered IFPI member countries who accounted for 90% of the market, this year's figure represents the whole territory.

Overall the value of global sales rose by just 0.6% (1.5% when adjusted for currency fluctuations) to \$38.5bn with total unit sales flat

TOP FIVE MUSIC MARKETS

	retail value (\$bn)	% change '99	share on '98's of total sales
US	14,251.0	+8.0	37.0
Japan	6,436.8	-7.0	16.7
UK	2,908.9	+4.0	7.6
Germany	2,832.5	-2.0	7.4
France	1,983.4	0.0	5.2

calculated on a local currency basis. Figures are for 1999. Source: IFPI

at 3.8bn. Strong gains in the US and Australia were offset by notable declines in Japan and Brazil. Total CD sales rose 2% to account for 65% of all units sold, while cassette sales slid 2% worldwide.

Meanwhile, UK MiniDisc sales accounted for half of the global total of 1m and 70% of the 700,000 sold across Europe in 1999. This places

it well ahead of the region's next biggest market Germany, where only 100,000 units were sold, and Japan, where the total was 200,000. In the US, which accounted for 37.0% of world sales across all formats last year, the MiniDisc market is so small that it does not even register in the IFPI's figures.

IFPI economic analyst David Littlemore says the UK's share of the MiniDisc market is significant. "This shows we are at the forefront of getting into a relatively new and different format," Martin Fabb, manager of the MiniDisc.com store, adds. "The UK is a lot better at marketing MiniDisc and the product is much stronger here than in a lot of markets." Fabb estimates there are around 900 MiniDisc titles available in the UK.

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MUSIC COMMENT

WHY INDUSTRY PR MATTERS

Working in the media it is all too easy to over-estimate the importance of the media and purveying the right messages to it. But when it comes to the music industry, there can be no doubt the role the mainstream media has played in shaping perceptions of the industry. Nor can there be any doubt that attempts to push the right message have often been conspicuous by their absence.

So Paul Conroy is to be applauded for announcing that the BPI PR committee is to take a more proactive approach to projecting the industry's message. Of course there is an inherent difficulty in approaching such a task since in an industry with so many divergent interests there is no single message. Take the perennial subject of CD pricing. Some retailers, just like some label bosses, think that CD prices should come down across the board, while others take precisely the opposite view. But what is important is that there is at least a more open discussion of the issues at hand.

The problem in the recent past is that the sensitivity of issues such as pricing has meant that few official industry representatives have dared stick their head above the parapet. The result is that there has been no debate. The public, just like the media, has clung to preconceptions that fundamentally misunderstand the complexities of the contemporary music business, especially as it moves online. I am sure that every MW reader, whatever their views on pricing, A&R, marketing and the like, regularly encounter these preconceptions. Attempting to explain, let alone defend, parts of the business can be a draining process. There is much ground for the PR committee to make up. It will not always be a comfortable task, and it will certainly be a long slog. But at least there appears to be recognition that there is a task to be done. Misconceptions will never disappear unless challenged. When it comes to issues such as CD pricing, ignorance is not bliss. Commercially it can be extremely damaging.

Ajax Scott

WEBBO

WHO BENEFITS MOST FROM TV?

I was involved in the ill-fated National Music Day which was supposed to celebrate the live performance of music throughout the land. When it didn't work, it was the recorded music industry (that is, most of us) who took the flak. Now BBC Music Live is soon to be upon us and again in a recent issue of MW our industry is "warned to get behind it".

Music Live is a fantastic and ambitious event and the BBC is to be lauded for programming it, but why are the "labels, managers and pluggers" criticised for not taking advantage of the promotional opportunities? What about the agents, promoters and artists who more directly benefit from live music? Yes, there are promotional benefits from music being on TV, but there are also costs and, like any good business, we have to weigh up the cost/benefit ratio of every TV opportunity. There is always the belief from TV (not just the BBC) that music on TV means promotion and huge sales benefits to record companies, so the latter should pick up most if not all of the costs while still retaining a big profit margin. But this is manifestly not always the case. An example - on April 1 Oasis appeared exclusively live to perform tracks from their new album on BBC2. In the week after the broadcast the album sold 10,043 units, thereby arresting its drop down the chart by inching up 15-14. How many extra sales? 4,000 maybe? I don't know how much it cost Sony for that broadcast (it certainly can't cost a small amount) and in isolation the cost/benefit analysis is probably irrelevant, but how many finance directors (or BBC accountants) would question that return on expenditure?

The Jimmy Page/Black Crowes net-only album mentioned in my last column arrived in five days from the US and excellent it is too. I was charged \$17.90 for the album, plus \$3.95 for shipping (of which the postage cost \$3.00 and the cardboard package about 10c). Are my maths that bad or is there something I'm missing here - something that bricks-and-mortar retailers should be highlighting?

Jon Webster's column is a personal view

Asda refit prompts threefold rise in music sales

Asda claims to have almost tripled sales in its Wakefield store following a refit which it plans eventually to roll out across the chain.

The supermarket claims the new-look music department, which was launched at the 24-hour store two weeks ago, brings a High-Street shopping experience to a supermarket environment. Rapidly selling live stock in the department, which is unusually positioned at the front of the store, while the extended range includes around 1,000 back-catalogue titles compared to a maximum of around 750 stocked in Asda's current biggest stores.

Asda music buying manager



Asda: new designs for all stores

Andy Spoforth says the department is performing "above and beyond" Asda's expectations. "The early indications are it's working extremely well for us and the only problem we've found is that every other store in the business wants one," he says.

There is no confirmed schedule

yet of when the refit will be rolled out. Spoforth believes the early success of the new-look department will help to support Asda's ultimate aim of bringing down standard CD prices to £9.99, compared with £11.99 generally at present.

Meanwhile, rival Tesco - which temporarily reduced selected chart CDs to £9.99 earlier this year - underlined its ambition to dominate "non-food" retailing as it unveiled healthy results for the year ending February 26, 2000. "We aim to be as strong in non-food as we are in food, and expect it to contribute around £5bn to sales by the end of 2002," it said.

Sony raises its prices in continental Europe

by Robert Ashton

Sony Music has become the first major record company group to start harmonising its dealer prices across Europe - by raising continental prices rather than lowering those in the UK.

"With the exception of the UK - we put up prices on April 1. These include France, Germany, Italy, Spain and Holland. There were only a couple of markets where we didn't," Sony Europe chairman Paul Russell told MW sister magazine *fono*.

He added that the move marks the beginning of a gradual process with Sony planning to bring prices on top-line artist albums to a common level within the next 15 months. "I am talking about major front-line releases, certainly by summer of 2001, because that is when the single currency will really swing into effect," said Russell. "We will gradually start to move towards that over the next 12 months, so that by the summer of next year, it can all have come together."

Although the current moves only cover front-line releases - as they are understood to include titles such as



Russell: harmonising dealer prices

the new Jessica Simpson, Mandy Moore and Oasis releases - Sony's policy is eventually likely to cover back catalogue too.

Sony's move comes as the pricing debate continues to rage on both sides of the Channel. With major labels suggesting that they can lose up to 20% of UK sales on key titles to imports legitimately sourced from continental Europe, each is examining how to attempt to harmonise prices. Leading UK indie Beggar's Banquet sought to tackle the parallel imports problem by setting a pan-European dealer price of £7.49 for a full-price CD from January, thus effectively shaving more than £1 from the previous UK price. At least one major is

understood to have considered lowering its UK prices unilaterally rather than attempting to raise continental prices.

Russell claims the increasing cost of producing records has forced Sony's prices upwards. "We haven't raised our prices for a number of years. Inflation is rising at a rate of 3%, meanwhile we have been giving our staff a rise and our suppliers are raising their rates," he said.

The major's move has not been well received by some specialist UK music retailers who have struggled in the face of loss-leading price campaigns from supermarkets (see story above) and have resorted to sourcing parallel imports in order to compete. One senior industry source says, "This is a very dangerous precedent. It's going to create more disgruntled retailers."

However, he questions whether many other companies will have the necessary force to impose higher prices on their sister companies across the continent.

EMI, Universal, Warner and BMG decline to comment on their pricing plans.

Netbeat targets UK indies for net deals

Belgian online independent label distributor Netbeat is preparing to do battle with recently relaunched iCrunch for exclusive digital rights to UK independent labels' content, following the completion of its \$3m first-round venture capital funding.

After three years dealing in small, underground independent label content in the Benelux region, Netbeat plans an above-the-line consumer launch in the UK, Germany and France in the autumn.

Netbeat, which offers webcasts, music news and reviews on its site, is offering a contract based on a \$0.50 revenue split with labels, and a full-cash advance upfront in return for five years exclusive digital access to rights.

Meanwhile, iCrunch has kicked off its international expansion with new offices in Los Angeles and Hamburg after securing multi-million second round funding, led by AlM-listed Softechnet.com.

Razorcuts joins the download market

UK music promotions and custom CD agency Razorcuts is stepping up its efforts to carve out a niche in the emerging commercial digital download market by repositioning its service as a "plug-in" digital distribution facility.

Last week the agency relaunched its website to include more consumer-focused content such as music reviews, sample downloads and download advice and digital hardware evaluation. Previously it featured just track listing information. Visitors can buy music in the form of customised CDs, although tracks will eventually become available as paid-for downloads. UK Smith, Blockbuster, lastminute.com and Virgin.net have revenue sharing deals under which a Razorcuts logo on their website directs consumers to the Razorcuts website.

V2 has signed up with Razorcuts to offer a one-off £10 custom CD promotion from selected catalogue on the relaunched site until the end of May.

Razorcuts, which has undertaken offline activities with companies including EMI and Universal Music,



Taylor: download ambitions

will work with soon-to-launch UK-based digital rights management company Phocis, which uses Authorize secure software for MP3 files and has also lined up with CDNow.

Despite doubts concerning CDNow's UK expansion, Razorcuts managing director Tim Taylor says the troubled US retailer will continue to handle physical fulfilment of the company's product, unless its plans to support the UK in a more localised way "fail to materialise".

Taylor says the company will initially concentrate on working with its e-commerce retail partners to discover how digital downloads will work as a viable commercial concern.

Currie unveils blueprint for Emag's 'integrated' future

by Mike McGeever

The Emag Performance Network's recently-appointed music director Francis Currie is undertaking an extensive review of the company's music brands and its relationship with the music industry in a bid to reap the full benefits of its new multimedia approach.

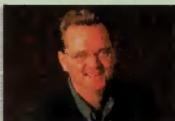
"The process I'm going through is to attempt some type of audit of all our titles, radio stations and TV channels to see how our relationships are internally and with the record industry," he says. "I want to see how we can work better."

Currie, who was appointed to his multimedia role from programme director of Emag's music video channel The Box, indicates he is setting a challenge for Emag Performance and the music industry. "In our industries, whether it's media or music, they are

currently aligned around platforms such as radio, TV or magazines," he says. "The challenge is that the medium is going to become far less important, while the content — the music — which is at the heart of both our businesses, becomes far more important. This is a realisation for us as a truly cross-platform, multimedia company. As we move forward there will be more in common between the editor of a magazine, a radio station programmer and a programmer of a TV channel."

"In speaking out the potential benefits of this strategy, Currie adds, "The advantage for us internally is that we can share information and insight on music and related matters more quickly."

"Externally, the advantage is that we are starting to address how music is presented to the public in the



Currie: reviewing brands

future such as the internet, interactive TV and mobile phones and platforms yet to be discovered," he says.

Currie emphasises that this new direction will not be at the expense of traditional media. "We have market-leading magazines like Q, Kerrang! and probably the best pop brand heritage with Smash Hits so it would be dangerous to underestimate the continued value of those enormous brands," he says.

Currie also points out that music policy decisions will not automatically be carried across all Emag Performance's brands. "If we end up in a situation where everything is purely centrally controlled, we would diminish the richness of a lot of our brands. It's hard to imagine how one person can be an expert on something like Kerrang!, compilation albums, Kiss TV and beach night clubs."

Meanwhile, Emag's Kiss brand will be launched as a digital TV channel "in early summer", says Currie. "It is an example of how we are taking a successful dance brand, which has had enormous impact on the 15- to 24-year-olds in London, identifying what makes it unique and translating it into a different platform [TV] where people nationally can participate in this lifestyle brand."

McDUFF QUILTS IPC
IPC Music & Sport lost its managing director Andy McDuff last week, after 23 years with the company. McDuff is credited with the successful launch of *Loaded* and *Muzik* magazines, and the NME.com and uploaded.com websites. McDuff's plans are presently unclear.

MOS HIRES NEW MAGAZINES MD
The Ministry of Sound has poached John Brown's men's titles group publisher Mike Dash to fill a new role of managing director. MoS says Dash will focus on developing its new launches and markets, including its recent US digital foray, and possible magazine/net spin-offs to *Ministry* and *Hip Hop Connection* magazines. MoS Digital also announced last week it has signed up ICL to develop targeted e-commerce software for its recently relaunched ministryofsound.com ISP.

EMAG LAUNCHES IBIZA WEBSITE
Emag's digital division is launching a dedicated Ibiza and Ayla Ibiza dance holiday website called *Beachbooks.com* today (Monday). It will run in conjunction with sister offline channels *Kiss* and *Mixmag*. The site will link up with Emag's *Bargainholidays.com* e-commerce site and ticketing presence *Aloud.com*.

TOP TV SLOT FOR SIMPLY RED
Simply Red are to become the third act to appear on ITV's occasional *Live For You* programme in which viewers phone in to ask artists to perform their favourite song. Following previous editions with Phil Collins and Boyzone, the East West band's appearance will go out in May in a prime-time hour-long Saturday evening slot to be announced.

COLLINS TO HOST IFPI AWARDS
Phil Collins is to host the IFPI Platinum Europe music awards ceremony at the Grand Hotel on July 13 at Hotel Le Plaza in Brussels. The event highlights the IFPI's platinum awards recognising albums selling more than 1m units within Europe.

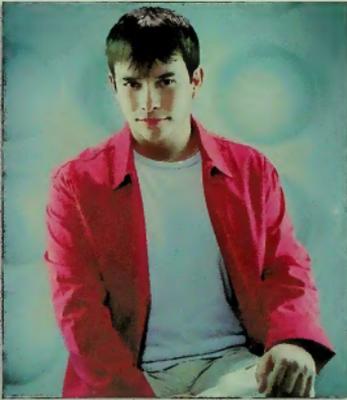
TWAIN CLOCKS UP THE PLATINUMS
Shania Twain's *Discipline* album was certified 10 times platinum in the US last week, as her *The Woman In Me* album also went platinum. Among the gold album awards were Santana's *The Ultimate Box Collection*, London David Hall's *Medicine 4 My Pain* and The Boy With The Arab Strap by Belle & Sebastian.

HOW TV SHOWS' RATINGS COMPARE

Programme	this week	% change on 0006
Top Of The Pops*	4,296	-18.8
Top Of The Pops II*	3,440	n/a
SMTV	2,246	+73.4
TF1	1,123	-13.1
CD:UK*	2,268	+36.9
The Pepsi Chart*	1,350	-38.3
Live & Kicking	1,270	+25.8
Planet Pop (Sun)	931	n/a
The Ozgins*	824	+19.8
Videochat*	266	-14.5

* includes totals
Source: MediaScan TMB (Barb data) for week commencing March 3, 2000

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Polydor is planning to market Boyzone's Stephen Gately as an "artist in his own right" during the pre-release promotional activity for his debut solo single *New Beginning*, which is being issued on May 29. "We want to show that Stephen has a fresh sound that is distinct from Ronan Keating and has star quality of his own," says Polydor Associated Labels general manager Greg Castell. The single will be heavily plugged to radio and TV from today (Monday), while pre-release promotion at retail level will begin around two weeks before release, according to Castell. The record company will use traditional consumer and trade music press, as well as radio advertising and online activity to target the Boyzone fanbase and the wider mass-market. Meanwhile, two club edits of the single, which will be followed by the album of the same name three weeks later, are being mixed by Joey Musa. The video for *New Beginning* was shot using the Oscar-winning technique, Video Gogh, which allows the clip to change gradually from black and white to colour. Extracts from video will be used extensively as a promotional tool.

UK Play steps up music coverage

UK Play, the digital and cable TV music and comedy channel, plans to devote more of its schedule to specialist music programming this summer with a series of new shows.

BBC Music Entertainment has been commissioned to produce three programmes for the station, including *SoundTrack to Your Life*, a 13-part series where guests will pick six tracks that they feel portray their lives. The second show, *DJ Anthems*, will feature Radio One presenters selecting tracks from their specialist music fields, while a third BBC commission is *Superstar DJ*. Participating in the 10 30-minute programmes will be DJs such as Paul Oakenfold, Goldie, Norman Cook and Pete Tong.

UK Play channel editor Mafny Moore says the new programming is part of the station's commitment to strengthening its music position.

Campaign kicks off for BBC Music Live

BBC Music Live's multimedia campaign has been launched this week with the central theme of portraying the UK as one giant music venue.

Promotional support for the BBC's biggest music event to date, which runs from May 25 to 29, will begin with TV trailers running on BBC1 and BBC2 and cable/digital service BBC Choice with the intention of raising public awareness of Music Live as a brand, says Chris Hirst, general manager at Fallon McClellott, the media agency commissioned to spearhead the marketing efforts.

"Since Music Live is such a disparate event with everything from superstars to youth groups we have had to be aware of the need for an ongoing involvement, while building a strong brand ID," says Hirst who adds the campaign is intended "for the whole of the UK to be treated as one concert venue".



BBC trailer: raising awareness

will be "content-heavy", driving people to parts of the festival in which they want to participate or watch, says Hirst. Meanwhile, *Radios One, Two and Three* in conjunction with Fallon McClellott are producing on-air trailers to promote aspects of Music Live which fit in with their respective formats. BBC Local Radio will also highlight events in their areas in the run up to the festival, which is being billed as "the greatest festival of music the UK has ever seen" by the BBC.

The TV and radio awareness blitz will be supported by billboards, on-line promotion and coverage in the *Radio Times*.

NUS Convention to address live music at universities

The future of live music within university campuses is to come under the spotlight as part of this year's National Union of Students Convention.

Glastonbury Festival co-founder Michael Eavis and Spice Girl Melanie B will be among the panellists taking part in the hour-long session, *Live Music: Dead On Campus?* during the 10th annual event, which is taking place at Sheffield University between April 26 and 28. Around 300 delegates are expected to be present at the conference, which will be attended by record company representatives, promoters and agents.

Convention co-ordinator Katy Louis says the event has two targets. "We want to showcase new acts from all types of music so students can keep their fingers on the pulse of what's happening. Also the convention provides a vital forum to



Melanie B: live music panellist

discuss current, relevant issues such as live music on campus and see how we can take student entertainment further," she says.

Acts confirmed to perform at the three-day event include recent National Student Music Award winner Genefit, Element, Marchild, Echoboy and Bentley Rhythm Ace. Louis adds that the convention's keynote speaker has yet to be confirmed.

INTERNATIONAL chartfile

WEA to develop older Cleopatra catalog in Europe, US and Japan

● Craig David's *Fill Me In* grabs the highest new entry slot on the new hit 400 chart at 44 and underlines a current independent dominance of the fono chart of UK-sourced releases on European radio with its arrival at 13. The Wildstar release is one of eight indie releases within one of UK's only Top 20, in addition to two other indie singles but which are handled internationally by Sony's Sire operation. In addition to *Fill Me In*, David is featured on the number 20 track, Artful Dodger's *Rewind*. Universal has three representatives on the Warner, BMG, Sony, Virgin and Warner two-piece and EMI one track.

● Melanie C's Northern Star album is to be TV advertised for the first time in continental Europe at the end of this month to capitalise on the sales and airplay success of the single *Never Gonna Be The Same*. Again, the Virgin Records track is number one for a third week on the Swedish singles chart, while climbing 7-4 on sales and 24-7 on airplay in Norway. In Germany it moves 85-21 on airplay, having entered the sales chart last week at 30, while climbing 15-6 on the Dutch sales chart. Outside Europe, it enters at 33 in Australia with a Canadian release due in May.

● Independent's Travis are slowly but surely building themselves an international profile, holding at eight this week on the Australian albums chart with *The Man Who*, while making a 20-place climb to 18 on the Norwegian survey. Meanwhile, *Why Does It Always Rain On Me?* remains a Top 10 German airplay hit after 21 weeks on the charts.

● Don't Wanna Let You Go is showing up to top the new Top 10 hit Down Under in Five, as the RCA release makes a 14-place leap to 22 after just three weeks on the chart. Its popularity is helping the parent album, which originally peaked at five last year, continue its re-act of the chart with a one-place climb to 20. Another RCA act, Westlife save their best chart performance this week for Sweden which sees Fool Again lead 10 places to seven.

● G'rt's Tom Jones claims double chart-topping honours in France with his Moussie T collaboration Sex Bomb holding at one for a seventh straight week on the sales chart, while debuting at the top of the airplay list. Its arrival ends *Shula Anna's* Still Believe, down another former number one, from album releases dips a couple of places to 21. In France, though in Spain a best of album, *Gold*, rallies 19-3.

● The Wall is standing firm for EMI on several of Europe's charts with the live version of Pink Poodle's double-album classic holding at one in Portugal and remaining behind Santana at two in Italy. Is There Anybody Out There? The Wall Live! week entered at eight in Germany while starting its chart life at three in Austria and four in Switzerland.

by Paul Williams
WEA is letting its overseas affiliates lead the way on Cleopatra's second album in a bid to redress disappointing domestic sales of the group's debut release.

The record company hopes that by releasing the *Steppin' Out* album in continental Europe, Japan and North America ahead of the UK it can build an international success story to win over what it believes is a sceptical homegrown audience. It follows their Comin' Atcha debut only just scraping into the Top 20 in the UK, despite containing three Top Five singles.

"The problem we've got is there were so many expectations with Cleopatra's first," says Warner Director of international Hassan Choudhury. "There's going to be a lot

of cynicism out there, so if we can have a successful record in Europe and the US it will help sales here."

Despite the first album only going silver in the UK, Comin' Atcha achieved respectable sales of 750,000 units globally, including around 300,000 in the States. However, Choudhury notes: "We didn't fulfil the potential of the band. Everyone was excited about the project but it didn't convert into major sales, so we've gone back to the drawing board and undertaken a lot of market research on the band."

One of the key findings of the research, which was carried out under the direction of WEA UK marketing director Tony McCrumness, was the fact the group's appeal fell a lot younger and audience and an older demographic. Instead, the more

Moloko, whose single *The Time Is Now* is fast growing into a significant airplay hit across Europe, have linked up with Ballantine whisky for sponsorship support on selected dates during their forthcoming European tour. The whisky brand will have a presence on posters and other promotional outlets on German, Italian and Scandinavian dates of the Echo-signed band's tour, which begins at Frankfurt's Betschpark on May 9 and follows the European release last week of their album *Time To Make And Do*. Meanwhile, *The Time Is Now* last week progressed 78-52 on the German airplay chart and held at 58 on sales, while the single is also a Top 50 Belgian and Italian radio hit. Australia is expected to go with the album in July, though a licensing deal has yet to be finalised in the US, where the group were previously handled by Warner. Echo head of international Dino Ostacchini says European festival dates for July and August are also being lined up as well as an autumn tour. "The airplay situation is incredible," he adds. "It's building up very strongly. They've got a tour coming up and three or four more hit singles off the album."



Cleopatra: aiming for older audience mature-sounding follow-up is being pitched at the 18-plus market and contains contributions from a field of big-name producers, including Dallas Austin, Cuttifer & Joe and Jam & Lewis. Its first single *Come & Get Me* will be released in the UK and continental Europe at this stage to issue the album on June 26, but only on the continent.

The UK company does not intend to go with the album until the project is two singles old in September, while Japan - which sold 70,000 units of the first album - is releasing it on June 21.

In the States, Maverick has made the project one of its key priorities for the year with the track *U Got It* going to radio around the end of July and the album hitting stores on May 17. Cleopatra set off to the US on Sunday (April 23) for a video shoot, with another trip set for July.

With initial also working on selling the group's two TV series internationally and interest building elsewhere, Choudhury remains confident about the album. "We did 750,000 on the last one, so if we don't quadruple that I'll be disappointed," he says.



UK TOP 20 AIRPLAY HITS IN EUROPE

UK	EUROPE	Artist/Label (Company)
1	1	Pure Shores All Saints (Gonzo)
2	2	See Sam's Tom Jones & Mousse T (J&R)
3	3	Rise Babylon (Go Beat/Phonogram)
4	4	Don't Give Up Chicane feat. Bryan Adams (Otago/Interscope)
5	5	Never Be The Same Again Melanie C (Virgin)
6	6	The Time Is Now Moloko (Polygram)
7	7	Menstr' Too Fast Artful Dodger (Epic)
8	8	A Song For The Lovers Richard Ashcroft (J&R)
9	9	Bag It Up Greg Halliwell (J&R)
10	10	So! Believe Steve Azar (RCA)
11	11	Natural Elements Moby (RCA)
12	12	Why Does It Always Rain On Me? Travis (Independiente)
13	13	... Fill Me In Craig David (Millstream)
14	14	Enjoy It All Back! The 7th Dynasty
15	15	Fool Again Westlife (RCA)
16	16	Life Story Angie Stone (Arista)
17	17	Why Does My Heart Feel So Soft? Moby (Arista)
18	18	Mama Tell Me How To Come Tom Jones & Sheena Easton (J&R)
19	19	The Ground Beneath Her Feet U2 (Universal Island)
20	20	Revel At All! Delerious feat. Craig David (Epic/Sony/EMI)

For the UK Top 20 see separate UK singles and charts for the week of 10-16 June. For more information on the charts, visit www.bpi.co.uk or write to: fonosales@fonosales.com



GAVIN US RADIO TOP 20

US	GAVIN	Artist/Label (Company)
1	1	I Bye Bye Bye 'N Sync (J&R)
2	2	Maria Maria Santana (Arista)
3	3	I See My Name Destin'z Child (Columbia)
4	4	I Try Macy Gray (J&R)
5	5	Everything You Want Vertical Horizon (RCA)
6	6	Only God Knows Why Jay Rock (Lava/Arista)
7	7	I Feel So Good Sonique (Republic/Universal)
8	8	Breaker Faith Hill (Warner Bros)
9	9	Never Let You Go Third Eye Blind (Elektra)
10	10	Arrested Development (J&R)
11	11	So Much The Meaning Of Being Lonely Backstreet Boys (J&R)
12	12	Higher Creek (Wind-Up)
13	13	This That The Way It Is Celina Dion (Epic)
14	14	I Feel So Good Sonique feat. 'N Sync (Columbia)
15	15	Thing Song Sheryl Crow (J&R)
16	16	I Turn To You Christina Aguilera (J&R)
17	17	You Sang To Me Marc Anthony (Columbia)
18	18	Go With You Enrique Iglesias (RCA)
19	19	107 Street Maxwell Jordan (Def Soul)
20	20	Cash And Don Savage Garage (Columbia)

Chart based on 20 radio stations in the US for the week of 10-16 June. For more information on the charts, visit www.gavin.com



TOP UK AND UK-SIGNED SALES CHART PERFORMERS ABROAD

Country	Title/Artist (Label)	Chart Pos. (UK)
AUSTRALIA	album Pure Shores All Saints (London)	4
	single Pure Shores All Saints	3
CANADA	album I Feel So Good Sonique (Republic)	5
	single I Feel So Good Sonique (Republic)	16
FRANCE	single See Sam's Tom Jones & Mousse T (J&R)	18
	single Don't Give Up Chicane feat. Bryan Adams (Otago)	21
GERMANY	album See Sam's Tom Jones & Mousse T (J&R)	7
	single Don't Give Up Chicane feat. Bryan Adams (Otago)	5
ITALY	album Desert Rose Band (A&M)	4
	album Is There Anybody... Pink Floyd (Epic)	2
NETHERLANDS	single Never Be The Same Again Melanie C (Virgin)	21
	album Is There Anybody... Pink Floyd (Epic)	4
SPAIN	single See Sam's Tom Jones & Mousse T (J&R)	6
	album Gold Tom Jones (Universal)	3
US	single I Feel So Good Sonique (Republic)	11
	album Brand New Day Sling (A&M)	38

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AMERICAN CHARTWATCH

by ALAN JONES

Sonique's debut hit *I Feel So Good* sprang 11-6 on the *Billboard*/Hot 100 this week, becoming the first single by a UK act to feature in the Top 10 since *Five's* *When The Lights Go Out* blew a fuse in October 1993. Sonique's single has spent 14 weeks climbing to its current lofty position, which combines both airplay and sales data. Though the single initially sold with very little airplay, the roles were reversed several weeks ago, and it declines 32-42 on the sales chart this week, while improving 13-14 on airplay. There is more good news for the UK with *Eltan John* enjoying a hit single for a record 31st year in a row, with *Someday Out Of The Blue* - the first single from his Road To El Dorado soundtrack album - debuting at number 56. Elton's last hit was *Written In The Stars*, his duet with LeAnn Rimes, which reached number 29 last year. Like that song, *Someday Out Of The Blue* was written by Elton and Tim Rice. The latter also also co-wrote the former Madonna collaborator Pat Leonard. Even as Sonique and Elton's single per in the singles chart, they each take their first backward step on the albums chart. Sonique's *Hear My Cry* drifting 67-70, while Road To El Dorado falls back 63-72.

Travis (pictured) did not make the albums chart with their debut LP, *Good*

Feeling, but the success of their tour with Oasis has turned the newly released *The Man Who* into an instant, if modest success. The album sold 10,000 units last week, enough to earn a number 158 debut. Oasis are benefiting from the tour and regular screenings of *The Music Documentaries*, with *Standing On The Shoulder Of Giants* making the biggest climb of the week, bounding 183-110 after selling 12,700 units last week. Other Brits on the chart are: *Zapp* (36-38), *Bush* (120-116), *Le Zepplin* (116-117), *Latter Days*: 137-142, *Early Days*, *Phil Collins* (135-143), *Steps* (122-164), *Eric Clapton* (158-159), *The Cure* (146-175) and *Cat Stevens* (113-139), while *Fatboy Slim's* mix album *On The Floor At The Boutique* surges a 7% increase in sales and slips 173-188. *Strings Attached* selling 533,000 units to stay in charge, with their No. 1 album *Santana's* *Supernatural* remains at two for the week, and slips to two in the year-to-date chart behind 'N Sync, a newly resurged 185,000 (having fellow Latino *The Big Pimpin'*'s *Yeeeah Baby*, selling 179,000 copies) with debut at three, two months after the Puerto Rican rapper succumbed to a heart attack.

BMG gives Houston's best of first airing at BMG conference

by Stephen Jones

Whitney Houston recorded the final track for her forthcoming greatest hits collection with Deborah Cox last Wednesday night. Arista president Clive Davis played a rough demo of the track, Same Script, Different Cast, during a surprise appearance at the BMG Entertainment Worldwide conference in Los Angeles earlier that afternoon, as he unveiled details of the double CD.

Released on May 15, the "Cool Down" CD1 comprises her classic ballads, including Saving All My Love For You and Greatest Love of All, while the "Throw Down" CD2 boasts the more upbeat hits, including "I'm Your Baby and How Will I Know", along with new tracks and contemporary mixes of old songs.

From the latter CD, Davis played Houston's Rodney Jerkins-produced duet with George Michael, If I Told You That. This was the first time the BMG International colleagues had heard the track that is likely to be the first single outside North America.

The stand-out track, however, is the follow-up duet with Enrique Iglesias, Could I Have This Forever?, while the Q-Tip and Raphael Saadiq-produced Fine is one her strongest contemporary R&B tracks yet.

Davis, who was making what could be his final appearance at a BMG global meeting, received a standing ovation after being introduced by BMG Worldwide chairman/CEO



Girl Thing: pictured with (L-R) Zelnick, BMG UK chairman Richard Griffiths and RCA UK managing director Harry Magpie

Strauss Zelnick as "legendary".

In a week that started off with a televised Arista 25th Anniversary party, speculation continued to intensify about Davis's future after his contract expires in June. Before ending his unbridled presentation, he thanked everyone who had contacted him and added, "Here's to the future of everyone." Earlier that day he had confirmed for the first time in the New York Times that he will be leaving Arista and spoke of "tremendous offers, including one from BMG". Sony and Universal are among the companies that have been courting him particularly aggressively.

Meanwhile, LaFace co-founder Antonio "LA" Reid alluded to his expected assumption of the role of president of Arista Records in one of his presentations to the conference.

Elsewhere during the two-day session, RCA UK's girl pop act Girl Thing generated one of the biggest buzzes of all the 40 or so acts presented. Their spunky live PA was boosted by the first play of their Spice Girls-influenced video for their debut single Last One Standing.

Among a handful of all-female acts presented during the two-day session, two others also proved their diversity: RCA UK's R&B/rock act Made In London and BMG Sweden's punk rock act Sahara HotRiffs. BMG UK VP international Ian Dickson addressed the potential difficulties of having several strong girl acts to work by saying, "It's not about genre. It's about whether you've got hit records or not."

Overall projects from the UK, Sweden and LaFace Records made a particular impact on all the local delegates present, with Sweden also boasting alternative rock act Kent and the UK making strong presentations of Death in Vegas and Angie Stone.

Other talked-about projects included Bad Boy Entertainment boss Sean "Puffy" Combs' introduction of soul singer Carl Thomas, traditional singer-songwriter Janis Ian (presented by Windham Hill), RCA US's alternative rock act Vertical Horizon and LA Reid's presentation of Arista's R&B newcomer Pink.

More familiar names that also made an appearance included Toni Braxton, Santana, Westlife and TLC.

BMG and EMI Music sign Eurovision entry

BMG and EMI Music have signed UK Eurovision entrant Nikki French's single Don't Play That Song Again by John Sprungate and Gerry Shepard in separate deals.

BMG A&R consultant Simon Cowell has signed French ahead of closest competitor EMI Liberty to a two-single deal with album options. He contacted Sprungate the day they won the Song For Europe contest in February and negotiations began the following day. Cowell, whose previous Eurovision attempts include Sonia's Better The Devil You Know in 1993 and last year's runner-up Alberta, says, "It's mine and Richard's (Griffiths, BMG UK chairman) ambition to win Eurovision."

The publishing deal for the former Glitter Band writers was struck by EMI Music's standard catalogue manager Bob Gifford, who already handled their earlier material.

Sprungate says, "EMI made sense because they already handle the other stuff and the door's open to other material. BMG are just so strong and Simon is simply 'pop'."

The A&B-sounding track will be released on May 8, the Monday before the Saturday final, which takes place in the Netherlands.



Label A&R interest is mounting in Sia, the female vocalist who is the first signing to Long Lost Brother Records, the imprint set up by former Jamiroquai manager Kevin Simpson and his brother Steve. Sia, who performed a packed showcase at London's Ten Rooms last week, releases her debut single, Taken For Granted, on May 22 on Long Lost Brother with distribution via Vital. With the track currently C-listed at Radio One, an album has already been completed but whether it will be released independently or through another label remains unclear. Born in Australia, Sia travelled to London in 1997 where she started recording, subsequently being named runner-up in the 1998 Mobo Awards' Unsigned Artist category. With a jazz R&B vocal style that provokes comparisons ranging from Enyah Bada to Cocteau Twin's Liz Fraser and Carmel, Sia was signed to EMI Music Publishing by Guy Moot last year, though her debut single, which is based around a Prokofiev string sample, is published by Boosey & Hawkes.

Wall Of Sound inks US distribution deal with indie Caroline

UK independent label Wall Of Sound has struck a distribution deal with leading US independent distributor Caroline Distribution to establish further its North American profile.

"I'm very much aware of how many European labels have tried and failed to make their mark in the US. The key is not to run before you can walk and work hard on the "street-level" foundations," says WOS managing director Mark Jones, who closed the deal at the Winter Music Conference last month. "I'm very happy to complete such an important deal so quickly and efficiently. We now have the opportunity to further establish and develop our label identity in the US."

Jones says Caroline was the company's first choice of US partner. "They cover all the areas of music we are working in and have



Jones: opportunity to develop in the US the perfect understanding of the label's ethos. I know we are still very young but this is a very important day in the history of the label. I hope this deal also inspires indie labels to go forward," he adds.

WOS, which intends to open a New York

office later this year, recently unveiled three new associate imprints: Bad Magic (hip-hop), NuCamp (house/dance) and the soon-to-be-launched We Love You (song-based pop/rock). The existing deals struck by WOS for individual artists with US labels such as Dreamworks, Astralwerks and Ideal/Mammoth/Hollywood Records will continue, despite the Caroline deal.

Caroline's Michael Bull says, "We couldn't be happier than to be entering into a deal with Wall Of Sound, which we consider to be the UK's premier independent electronic label. Hip-hop, techno and skewed pop are among our strengths as well, and we're looking for these new imprints to be as innovative and creative within their respective genres as Wall Of Sound has proven to be."

newsfile

QUIZ SHOW LAUNCHES SINGLE

The theme to TV quiz show Who Wants To Be A Millionaire, Is That Your Final Answer, is being released as a single on May 1 by production company Celador, which is setting up its own label for the project. The single includes a radio, club and presenter Chris Tarrant mix.

FINAL DURY TUNE SPARKS A&R INTEREST

Publishing A&R interest is surfacing in the last track written by the late Ian Dury with Chris Jankel, You Are The Why, which The Blockheads performed at his funeral a fortnight ago. Warner/Chappell has the rights to Dury's pre-1982 work, while the 1998 Mr Love Pants album material is owned by Mute Songs. His estate has the rights to You Are The Why.

RYDER TO RECORD OPERA DUET

Sometime Happy Mondays' frontman Shaun Ryder has collaborated with a to-be-named tenor opera singer on a version of Freddie Mercury and Montserrat Caballe's Barcelona, the official song for the 1992 Olympics. A spokesman said for comment on whether the track was for Euro 2000 or the Olympics, or what would be the album surface on, Ryder was last known to have a deal with Radioactive, while last year's Happy Mondays' best of surfaced on London.

CHRYSALIS SIGNS DJ DEE KLIME

Chrysalis Music Publishing A&R manager Ben Bodie's made his first signing last week with London-based DJ Dee Klime. Dee Klime's first single is the East West Dance garage track, Don't Smoke The Reef, inspired by M1 in January. Meanwhile, WEA A&R manager Jonathan Dickens has signed Adamski to a new deal, under the name Adamski Products Inc. The first single will be in The City.

ELTON JOHN ADDED TO MOBY SINGLE

Elton John has recorded vocals for Moby's Why Does My Heart Feel So Bad? for a potential collaboration. The idea is understood to have come about after Moby was joined on stage by John at a Grammy Awards after-party in Los Angeles last month. The evening before the Rock The Vote concert, Moby had performed John's Your Song with Jewel at a fundraiser where John had been guest of honour. Although details of release are unclear, Moby's UK label Mute says it has no plans to release the track.

ROUGH TRADE SNAPS UP GOODSPED

Rough Trade Publishing has signed cult Cardiff trio Goodspeed to its Black Emperor imprint following negotiations which began in Autumn 1998. The media-act have toured extensively in Europe and were named Mute stars in November that year.

NW PLAYLIST

Cousteau — She Don't Hear Your Prayer (Palm Pictures) Soulful song gets release on new label (single, June 5); Stella Browne — Every Woman Needs Love (Perfect) Disco-fueled garage tune from former 187 Lockdown duo (single, May 8); St Germain — Tourist (Blue Note) Excellent jazz sync second album from French duo (Ludovic Naureau album, June 5); Fila Brazillia — Brazification (Kudos) Hypnotic remixes from downtempo full act (album, out now); Hotobalt — Beauty in Madness (Hot) Understated and compelling melodies from Maria Pia's acoustic duo (album, May 8); Calcutxo — Hot Rail (City Slang) Reified blues and spaghetti-western rock'n'roll (album, May 8); Slum Village — I Don't Know (WorldPlay/Source) Funky hip-hop track featuring Ziggy Jeff finally gets a (legal) release (single, May 8)

SINGLE of the week

MADE IN LONDON: Dirty Water (RCA 74321 746152). After months of development, Made In London are RCA's latest pop hopefuls. The same team that was behind

Natalie Imbruglia's initial and biggest success have linked up again to work on this project, even drafting in Imbruglia's live band to provide the musical muscle necessary for live work. The song itself is strong enough to stand out from the rest of the wannabe pack. Already C-listed by Radio One, this multinational live-up – the band members hail from Jamaica, Norway and the UK – look certain to succeed.



SINGLE reviews



RECOMMEND **WHEAT:** Raised Ranch Revolution (City Slang 20157-2). Wheat follow last year's minor hit Don't I Hold You with this excellent soaring, riff-driven track, a longer

version of which appears on their second album Hope & Adams. With support from Radio One, GLR and Kfm and a handful of UK dates imminent, this should rejuvenate interest in the band at retail.

SANDSTORM: The Return Of Nothing (Renaissance REN001CD). This deep trance track is the first release on the Nottingham superclub's new label. Mixes from Club 69 and Evolution, plus an "Essential tune" tag from Pete Tong, should ensure healthy sales.

DERNERO: Radar Intruder (Big Noise BNRI04CD). Denero have a knack of writing memorable songs with an experimental edge, and Radar Intruder is no exception. Thanks to its velvet chorus and instantly hummable melodies, it has just been C-listed at Radio Two.

PAUL WELLER: He's The Keeper (Island CID700). Weller's first single since 1998's Top 30 reissue of Wild Wood does not see any great musical progression, yet the organic production and soulful performance are of his usual high standards. His fifth solo album Helioscentric looked set to enter the chart today (April 17) at number one. **BLANK & JONES:** After Love (Nubia NEBT003). The German duo who scored a Top 30 hit with Cream last year return with an anthemic track that attracted much interest on Kontor import. New mixes from Quake, Signum and Mauro Picotto have taken it into the Top Five of the MW Club Chart.

RECOMMEND **SUPER FURRY ANIMALS:** Ysbeldia Heulog (Placid Casual PLC02). Super Furry Animals' first product since the demise of Creation is this punchy precursor to their Welsh-language album Mwing (released on May 15). Daytime airplay has come from Radio One's Jo Whaley and Mark Radcliffe, which will generate interest in the seven-inch only release.

DEPARTURE LOUNGE: The Out There EP (Meek Giant MEEK004CD). Formerly Tim Keegan & Departure lounge, The Out There EP is a mix of reworkings linked by resilient instrumentals. There is a sublime, laidback



RECOMMEND **GOMEZ:** Machine EP (HUTCD131). With no new album likely until next year, Gomez explore new territory on this fan-focused chart-ineligible five-track EP. Samples, loops and more than a nod towards the world music scene blend in with the band's trademark luring guitars and plaintive vocals. On this evidence Gomez have no intention to stand still and play it safe.

mix from Kid Loco, and one by former Coteau Twins bassist Simon Raymond. **SALAKO:** Ventimiglia 120899 EP (Jeepster JPC05 016). This five-track EP from the prolific Salako highlights their blend of whimsical pop with bubbling electronica. The band recently supported Pavement on tour and the release is coupled with extensive dates across the UK.



RECOMMEND **SANDER KLEINENBERG:** My Lexicon (Essential ESCD13). Signed from the Dutch progressive house producer's own Combined Forces imprint, this deep, funky groove has been one of this year's most in-demand trance tracks. Having already seen healthy sales on import, it has received heavy plays from DJs such as Sasha, John Digweed and Nick Warren. **WATERGATE:** Heart Of Asia (Positiva CDTV129). This cheesy pop-trance track is built around a sample from Ryuchi Sakamoto's soundtrack for the film Merry Christmas Mr Lawrence. It has provoked plenty of reaction in clubs throughout Europe, and is B-listed at Radio One. **LOOPER:** Mondo '77 (Jeepster JPRCD

017). This is the first release from Stuart David's Looper project following his recent departure from Belle & Sebastian to concentrate on Looper. Mondo '77 is a jaunty piano-fueled track, which bodes well for the imminent second album.

RECOMMEND **THE BLUETONES:** Autophilia (Superior Quality BLUECD13). Following hot on the heels of their number 13 hit Keep The Home Fires Burning, this is The Bluetones' best single since Slight Return. The band have changed their sound somewhat, appearing more confident and fresh. A former Simon Mayo record of the week, the single is C-listed at Radio One. **DARK STAR:** I Am The Sun (Harvest CDDARK008). Following a Top 25 hit and a sell-out tour, Dark Star deliver their first new material of the year in the form of this Steve Lillywhite-produced and Steve Osborne-mixed tune, which is currently C-listed at Radio One. The band support The Charlatans on their April tour.

FEMI KUTU: Blackman Know Yourself (Sound Of Barclay LOC0126). This track from the Afrobeats star's Shoki Shoki album receives a reworking from The Roots, who turn in a typically funky rap version, while the Sofa Surfers take the track into dark



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HANSON: This Time Around (Mercury 5427212). Following an 8m-selling album was never going to be an easy task, and Hanson never quite manage to pull it off. Although mature, this is essentially a well-executed soft-rock record without a standout out to match the world-beating pop energy of *MmmBop*. The best track is the harmony-driven *Save Me* but overall, most of the record is out of step with the current UK musical climate. The album features appearances by Rose Stone, DJ Swamp, John Popper and Johnny Lang.

breakbeat territory. Finally, Japan's Chara offer a more driving tribal version. **BELLATRIX: Sweet Surrender** (Fierce Panda NING96CD). This is Bellatrix's third single for Fierce Panda. However, its weak production and dated sound let it down, and even a mix by Paul Tipler (Placebo, Idewild) cannot save the day. The band embark on a UK tour next month.



MOJAVE 3: Any Day Will Be Fine (4AD BAD 2K04 CD). This horn-drenched, catchy country-rock single should give Mojave 3 an extra push in the run-up to the release of their third album, *Excuse For Travellers*, on May 15. With Beach Boys-style harmonies backing a catchy chorus, it should have no difficulty winning a new audience for this highly impressive outfit.

ALBUM reviews

MARY MARY: Thankful (Columbia 4979852). Mary Mary are sisters Erica and Tina Atkins who have worked in the past with Kirk Franklin, Erik Benet and Dru

Hill, and had songs featured in the hit movies *Prince Of Egypt* and *Doctor Doolittle*. This classy set of well-crafted tunes showcases their rich gospel voices. The first single, *Shakales*, is already number five in the MW Urban Chart ahead of its May 15 release.

CANDIDATE: Taking On The Enemy's Sound (Snowstorm STORM002CD). Having built up a loyal following on the back of well-received live dates, Candidate's mini-album brings together live favourites and new songs. It is a mixed bag of semi-acoustic songs but none disappoint — Joel Morris's off-kilter songwriting gives each tune a rewarding twist.

VARIOUS: Geosonic (Zip Dog ZD23CD). The third instalment of Zip Dog's eclectic Global Explorer series features artists such as Transglobal Underground, Emperor Sly and the Stereo MCs. Every track is a gem, and *rai* beats add extra spice to the mix.

LONESTAR: Lonely Girl (Grapevine/BMG 74321 742592). Already a multi-platinum album in the US, Lonely Girl is strictly Nashville, eschewing any trappings of the New Country acts such as The Mavericks, Dwight Yoakam and Wilco. This is a shame since there are strong songs here trying to break free from the zealous overproduction

ALBUM of the week

BLACK BOX RECORDER: The Facts Of Life (Nude NUDE16CD). Ever the enfant terrible of Britpop, Luke Haines and his post-Auteurs outfit



Black Box Recorder are not ones to view the world through rose-tinted spectacles. And while Haines' sceptic world-view is relentlessly on display on this fine album, it is the vocals of Sarah Nixery which gives the songs an extra bite. This is classy British songwriting, and with features running recently in publications as wide-ranging as *NME* and *The Guardian*, it would not be surprising to see Black Box Recorder finding a wider audience.



by Dann Huff. When the band get it right, as on *Saturday Night* and *Don't Let's Talk About Lisa*, one gets some idea of their live power. They recently scored a UK Top 30 hit with the Radio Two A-listed *Amazed*.

TRANCE NATION (Ministry Of Sound TNCD3). The third in the series that so far has sold more than half a million units. This double album is mixed by Ferry Corsten

(responsible for remixing William Orbit's *Barber's Adagio For Strings*) and includes tracks by Chicane, Sasha, Moby, Frgma and ATB. Another strong seller. **TARWATER: Animals, Suns & Atoms** (Kitty-Yo KY00029CD). Sounding a lot like Lou Reed let loose in a studio full of malfunctioning electronic instruments, Tarwater follow the grand tradition of electronic avant garde but with the benefit of proper tunes. After a successful show at the recent All Tomorrow's Parties at Cambridge Sands and with an ICA appearance with

labelmate Gonzales on May 4, they may yet make inroads into the UK market.

VARIOUS: Botchit Breaks 3 (Botchit & Scarper BOS2CDLP008). The leading breakbeat label unleashes its third collection of bass-heavy tunes. Highlights of CD1 include tracks by acts such as Freq Nasty and Shara Nelson & Kasha, while CD2 features a mix by BJM. **DI CAM: Lou Me Te Project** (Columbia 4975542). Focusing on jazz, downtempo beats, this fourth album from the French producer returns to the atmospheric sound of his first LP *Underground Vibes*. While it includes excursions into breakbeat, it works better when it mixes laidback beats with dreamy sounds, such as on single *Juliette*, *Ghetto Love* and *Candyanan*.

Hear new releases

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

This week's reviewers: Simon Abbott, Dugald Baird, Michael Byrne, Jimmy Brown, Chris Finan, Tom FitzGerald, Owen Lawrence, James Roberts, Nick Tesco, Simon Ward and Adam Woods.

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Sony Classical. Strength through Diversity.

Gesualdo: TENEBRÆ

Tenebræ Responses for Good Friday

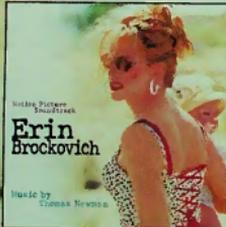
The Taverner Consort, Andrew Parrott

SK 62977

"Tenebræ" (Latin for "darkness" or "shadows"); the nocturnal church service held during the last three days of Holy Week, during which the candles in the church are extinguished one by one "to signify the setting of the Sun of Justice", in the words of Pope Benedict XIV. This sublime choral work, written in 1611, is now presented in a new recording by Andrew Parrott and the Taverner Consort.



Erin Brockovich: O.S.T.



SK 89239

Written by Academy Award nominee Thomas Newman, the soundtrack to the new smash hit Julia Roberts movie also includes two Sheryl Crow tracks: *Redemption Day* and *Every Day Is A Winding Road*.

JANE EAGLEN

Strauss: 4 Last Songs, Berg: Seven Early Songs
Wagner: Wesendonck Lieder

London Symphony Orchestra,
Donald Runnicles

SK 61720

Jane Eaglen's new album features thrilling performances of three of the great and enduring orchestral songs cycling from the Romantic age and includes Richard Strauss's haunting *Four Last Songs*.



www.sonyclassical.com

NAXOS TOPS MARKET SHARE RANKING

CIN's classical market share figures for the first quarter of 2000 make welcome reading for Naxos. The budget-price label has overtaken Sony Classical (7.6%) and Decca (9.8%) to top the league of classical album sales by label with a share of 17.6%.

Naxos's parent company HNH moved into second place in terms of classical albums by record company, capturing a market share of 17.9% behind Universal's commanding 25.5%.

The performance of the Naxos brand was boosted following a heavyweight marketing campaign for its March release of Elgar's Third Symphony and underpinned by impressive critical coverage for other new product.

Additionally, Naxos's distribution arm BISect — which also deals with ASV, Hyperion, Select and other admired specialist labels — also made considerable gains, moving from fifth place in the first quarter of 1999 to take third place in the table of classical

TOP CLASSICAL LABELS



TOP CLASSICAL COMPANIES



TOP CLASSICAL DISTRIBUTORS



albums by distributor with 19.4% of the market, behind EMI (21.3%) and Universal (26.1%).

The market share figures for individual Classical labels suggest that Sony Classical has not been able to maintain ground gained as a consequence of outstanding sales for James Horner's

Titanic OST and releases from Charlotte Church. EMI Classics, meanwhile, has proved a consistent performer in the classical marketplace, its recent repertoire schedules marked by a high proportion of core classical product featuring leading artists.

The company held its fourth place in the label market share figures for albums, maintained third place in the corporate league table and advanced to second place in the table of distributors.

Sales of William Orbit's Pieces in A Classical Style projected WEA into sixth place in the corporate market share statistics, gaining 6% of the market with a sales total of 72,853 units.

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

ALBUM of the week

UNDRENTIDE: Medieval Baebes (BMG Classics RCA Victor 75605 51359-2).

The first fruits of an exclusive contract with BMG Classics offers a new departure for the Medieval Baebes, whose repertoire has been heavily influenced by producer John Cale. Spring and its importance to the medieval mind are celebrated on *Undrentide*, which has its share of suggestive love lyrics, drinking songs and tales of magic. The group's two previous releases on Virgin Venture have posted UK sales of more than 150,000 and BMG Classics expects to break the 50,000 mark with this album. Marketing includes radio advertising, press ads in *Classic FM Magazine*, *The Sunday Times*, *Guardian* and *Daily Mail*, and tie-in deals with the promoters of the group's UK tour.



REVIEWS

For records released up to May 1 2000

HALL OF FAME 2000: Various works and artists (Classical FM CFM CD31).

The content of this three-disc set reflects the outcome of Classic FM's annual poll of listeners' favourite classical works, to be broadcast on the network during the Easter weekend. Packaged in a silk-finish clamshell box, Hall Of Fame 2000 features the Top 30 selections from the new chart. Following the success of last autumn's *Relax* album, which spent 26 weeks at the top of the classical combined chart, the latest compilation has attracted strong pre-orders from retailers. The £500,000 promotional spend includes national peak-time ads on Channel 4 from May 1, radio TV ads on Classic FM and ads in *News Of The World*.

HOW GLORY GOES: Songs by Gershwin, Arlen, etc. (Austria McDonald, etc.) (Nonesuch 7559 79580-2). Three-times Tony Award winner Auca McDonald delivers a programme of familiar Gershwin and neglected Broadway tunes by Harold Arlen.

IN PARADISUM: Music of Victoria and Palestrina. Hilliard Ensemble (ECM New

Series 457 851-2). This Easter release marks a return to core values for the Hilliard Ensemble.

After their outstandingly successful collaborations with Jan Garbarek, Officium and Mnemosyne. The polyphonic works by Victoria and Palestrina are distinguished by the group's plaintive, pristine sound, especially fine in Palestrina's motet *Ad Dominum Cum Tribulari*. Clamart, the programme also includes chants taken from a service book published in the French town of Toul in 1627. The album is advertised in May's issues of *BBC Music Magazine* and *Gramophone*.

MASSENET: Werther. Baker Tomlinson, etc. (English National Opera Orchestra / Mackerras (Chandos CHAN 3033[2])). Funded by the Peter Moores Foundation.

Chandos' Opera In English series continues with a strong release taken from a live BBC Radio Three broadcast in 1977. This is the only English-language version of Massenet's powerful treatment of Goethe's *Werther* in the catalogue and features a towering performance by Dame Janet Baker as the tormented Charlotte. Advertised in May's issue of *Gramophone* and in *BBC Music Magazine*.

RETAIL FOCUS:

VIRGIN MEGASTORE

by Karen Faux

The fact that Virgin's new flagship Scottish store in Glasgow's Buchanan Street has not detracted from the sales of its counterpart on the other side of the city is testimony to the strength of its branding. Manager Mike Moss reports that the new store has swiftly built up its own customer base, and he is delighted by the wide age range of music buyers coming through the doors.

The Buchanan Street store is unusual in having its own dedicated marketing department and this has been key to conveying the depth-of-range message. Local promotions are an important part of its remit and since opening it has enjoyed a very busy schedule of PAs. "Next week we have Steve Harley coming in to do an acoustic set and we've recently had The Bluetones, Slipnot and Geneva," says Moss. "We've also just done a launch for the 'Homelands dance festival, held in New Cumnock, which turned out to be a sizeable in-store event."

Moss underlines that Buchanan Street is a new concept store for the chain and the

marketing department has been working hard to promote its special features, which include a dedicated DJ area, a 150-seater cafe, flat TV screens and internet access. "It represents a huge new venture for Virgin and a very special shopping experience," says Moss. "Every promotion we do has a local emphasis, often involving tie-ups with local press and radio. We recently linked with a local bar for St Patrick's Day, whereby customers could pick up leaflets and use them to obtain discounts in our store. It is these kind of activities that keep the momentum going."

The store also lives up to the chain's strong reputation for championing new music by keeping its ear close to the ground for local talent and giving it the opportunity to take centre stage. "We get quite a lot of groups coming in with demos and asking to do PAs, which we are often happy to accommodate," says Moss. "If we know there is a good new local band breaking through we will always endeavour to give them an opportunity."

Singles outside over 600 sq m of the ground-floor's total 2,000 sq m and Moss reports that this week Fragma's *Toa's*

FROM HOTEL TO HIGH-TECH STORE

Buchanan Street qualifies as one of Virgin's most high-tech stores, boasting 75,000 CDs displayed in 247m of rack in ergonomic racking. Situated just opposite the cafe is the live stage, where evening shoppers are encouraged to linger to catch poetry or live music. The social aspect of the store is in keeping with its former guise as the George Hotel, built in 1907. Once a famous hang-out in the Sixties, it was also used as a set for the hit movie *Trainspotting*.

Miracle has been a monster seller. The department features a Top 60 rather than a Top 50, which is geared to maximising exposure for artists who might be hovering in the lower echelons of the chart. In its albums area, Moby and Santana are still steaming out while Moloko has been its fastest-moving new release. Sales have also been buoyed by its current Price Warning campaign, which includes selected CD catalogue for £1.99. "We're also offering two DVDs for £15 which is helping to drive sales," says Moss.



Virgin: scoring sales through local promotion

IN-STORE NEXT WEEK (from 24/4/00)



Windows - Mandy Moore, Cypress Hill, Jessica Simpson, sale; **In-store** - Absolute Hardcore, UK Garage Flava, Cypress Hill, Jessica Simpson, Philip Glass, Doves, Keis, Gortare, Dreamscape, Kevin Yost, Scooch; **Press ads** - UK Garage Flava, Five Years of Distance, Feed Your Head, Deluxe, When Love Meets Brazil, Jan Hunter, Scooch, Philip Glass, Doves, Love Honour & Obej, Chumbawamba, Patti Smith



Singles - Q Tip, Lolly, Scooch, Mandy Moore, MJ Cole, Kevin & Perry, Death In Vegas, Oxide Neutro, Engelbert Humperdinck; **Albums** - Toni Braxton, Essential Selection, Cypress Hill, Jessica Simpson, Neil Young, Kiss House Nation 2000



In-store - two rock or pop CDs for £15, buy one and get one free on Boots exclusive CDs, two classical CDs for £10



Album of the month - Elastic; **In-store display boards** - Deckwrecker, Lisp, Echoboy, Rosita, Clinic, Siester Kinney



Single - Oxide Neutro; **Windows** - Kiss House Nation 2000, Toni Braxton, Death

in Vegas, Mandy Moore, Kevin & Perry, System F, Scooch, MJ Cole, Lolly, Mint Royale; **In-store** - Boyzone, LTJ Bukem, Moloko; **Press ads** - Oxide Neutro, Mandy Moore, Scooch, Merz



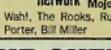
Singles - Oxide Neutro, Scooch, MJ Cole, Death In Vegas; **Windows** - Toni Braxton, Now! 45, Blair Witch Project; **In-store** - CDs for £6.99, three videos for £12, two videos for £10



Windows - Toni Braxton, Complete Book of British Charts, Buffy Season Box Set 2, Medevil 2; **In-store** - Cream; **Listening posts** - Central Heating 2, Peter Green, Merz, Neil Young, David Gray, Maximum Minimalists, Janis Ian; **Q Recommendations** - Stevie Ray Vaughan, Mighty Wah, Moody Blues, Moloko, Grandmaster Flash, U2, Lemper



Singles - MJ Cole, Lolly, Scooch; **Windows** - Long Good Friday promotion, Alcatel mobile phone offer; **In-store** - System F, Kevin & Perry



Selects listening posts - Eizo, The Mighty Wah!, Linea 77, Tony Touch, Peter Green; **Mojo recommended retailers** - The Mighty Wah!, The Rooks, Russell Mills, Big Banned & Blue, Porter, Bill Miller



four CDs for £20; **In-store** - sale; **Listening posts** - Art of Noise, Stereo MCs, Jurymen, A Clockwork Orange; **Press ads** - American Psycho, Chicano, Moloko; **Outdoor posters** - Paul Weller, sale, Buena Vista Social Club



Windows - Kiss House Nation 2000, Essential Spring Collection, MJ Cole, Mint Royale, Lolly, Scooch; **In-store** - Bloodhound Gang, Randall & Hopkirk (Deceased), Peter Green, Dutch Force, System F, Press ads - Kevin & Perry, Llama Furthers, MJ Cole, Bellatrix, Rosita, Echoboy, Siester Kinney



Single - Mandy Moore; **Albums** - Jessica Simpson, Toni Braxton; **In-store** - Toni Braxton, Kiss House Nation 2000



Singles - Oxide Neutro; **Album** - Toni Braxton; **In-store** - Toni Braxton, Oxide Neutro, TOTP2, Neil Young, Essential Selection, Classic FM, TV 2000, Kiss House Nation 2000, Ricky Martin, Jessica Simpson, Now! 45, Lolly, Press - TOTP2, Neil Young, Essential Selection, Classic FM, Jess Simpson, Now! 45, free posters with Mandy Moore and Jessica Simpson



ON THE SHELF

STEVE BREWER,
owner, Round Sounds,
Burgess Hill, Sussex

There are so many discount promotions running on the High Street and in supermarkets that we've recently pulled out all the stops for our own 'We're April Fools' campaign. We linked up with the local paper for a competition and have flagged it up in-store with our own PoS. The two CDs in the store are offered for £22 and it's good to see it pulling a lot of people in.

This week Fragma's *Toa's* Miracle has been our biggest selling by a mile, followed by Jessica Simpson's 'I Wanna Love You' and Paul Weller and Idlewild both represent solid album propositions this week although there isn't the kind of buzz around them that one might have expected. Five years ago people would have been fighting their way to the counter to pick up Weller but these days it's all a bit more low key. Albums tend to hang around for longer in the charts, reflecting the fact that they tick over more

slowly, for a longer period.

We're looking forward to the release of *Now! 45* which will be bankable during the Easter period when the children are on their school holidays. We won't be opening on the bank holidays as the town is very quiet and there is nothing to gain.

A lot of people are already asking about Craig David's album and it looks set to be a summer smash. His pop/R&B crossover style is just the sort of thing that goes down well here.

In addition to our April promotion we also have our ongoing three-for-£21 offer which now includes around 1,500 lines. We keep it fresh by regularly feeding in new titles and it's great to get encouraging browsers. There seem to be so many indie retailers around who are complaining about how their margins are being eroded but we feel the only way to fight back is to be proactive rather than reactive."



ON THE ROAD

BILLY SCALLY,
EMI area manager
for Scotland

Today I have been trying to keep up with demand for the Fragma single, *Toa's* Miracle. It is one of the biggest we have had on Positive, and has already sold more than 92,000 copies over the counter. Heavy exposure on Radio One, The Box and MTV have definitely helped and it looks a dead cert for the number one spot next week.

I am also pre-selling another big Positive single, *Watergate's* Heart of Asia, which is out on May 1. It has already picked up a lot of interest and promises to be a Top 10 contender. *Dark Star's* forthcoming *I Am The Sun* single, also out on May 1, will undoubtedly benefit from their support dates with The Charlatans running alongside their own 12-date tour.

The Doves album has done extremely well in the past couple of weeks and this week we are looking at a very strong performance from Idlewild's 100 Broken Windows. A lot of

my stores are getting pre-release enquiries for St Germain's forthcoming album *Toujours*, on Blue Note, and there is a nice buzz building around the US hip-hop act *Dilated Peoples*, who have an album titled *The Platform* released at the end of May. Their profile promises to ride high in the summer on the back of festival appearances including Glastonbury and they are also booked for a Radio One Evening Session. Looking ahead to June, we have new albums lined up from *Iron Maiden* and *Bentley Rhythm Ace*.

Our EMI Gold campaign was extended due to popular request and is just about to wind down after a very successful six-week run. It included a wide range of catalogue spanning Nat King Cole to Ultravox, which sold at around the £5 mark. We are currently putting together a mid-price campaign for May, which includes all our mid-price catalogue and will provide a good opportunity to convert browsers into impulse buys."

APRIL 22 2000

CHART COMMENTARY

by ALAN JONES



Scoring the highest first-week sales tally since All Saints' Pure Shores sold 199,000 units in February, Toca's *Miracle* by Fragma storms to number one with a first week sale of nearly 188,000, more than twice as many copies as the 93,000 sold by runner-up Craig David's *Fill Me In*. Toca's *Miracle* is the seventh single to debut at number one in as many weeks and, despite its high sales, faces an uphill struggle if it is to retain its pole position for a second week, with numerous high profile new singles out today (Monday).

After registering their fifth number two hit from eight releases with Adelante, German trio *Sash!* settle for a more modest number eight placing this week, with Just Around The Hill. All but one of their singles (last year's *Colour The World*) has reached the Top 10, giving them a better UK chart record than any other German act. They're not the Ohly Germans in the Top 10 this week, however, as *Fragma* also come from Germany,

MARKET REPORT



SALES UPDATE



Although vocalist Coco is British. The Netherlands first had two acts in the Top 10 at the same time last December,

SINGLE FILE

Seven years ago this week, Positiva released its first record and had its first, albeit modest, hit, *Exotic's* single *Vivid* peaking at number 58. This week the label, which has since registered more than 100 hits, enjoys its third number one, with Toca's *Miracle* by Fragma. All three of Positiva's number ones have come in the last year, the two others being the *Vengaboys*' *Boom, Boom Boom* – number one last June – and the

follow-up *We're Going To Ibiza!*, which topped the chart in September. Toca's *Miracle* combines the largely instrumental *Toca Me* – a number 11 hit for Fragma last Autumn – with the vocals from I Need A Miracle, a number 29 hit for Coco in 1997, to produce Positiva's biggest-selling single by some distance, with first week sales which narrowly exceed the combined tally of runner-up Craig David and third-placed Sisoq.

'n' *Lagid* were number six with *Blow Ya Mind* and Rank 1 were number 10 with *Allwawe*. The latter record was now slipped to number 15, but the *Look 'N' Load* single is one of two non-movers in the Top 10, with the *Bloodhound Gang* also holding firm at number five with *The Bad Touch*. Meanwhile, the only chink in the Top 40 is country group *Lonestar*'s *Amazons*, which swims against the tide and registers a single place gain this week, moving 24-23.

Triple A-sides are extremely rare but there is one on the chart this week, in the form of R. Kelly's latest hit, which combines the tracks *Only The Look Can Make Me Happy* and *When A Woman's Fed Up* from his current album *R with I Can't Sleep (Baby I)*, taken from his self-titled 1999s album. R has now generated eight hits, an achievement beaten only by Michael Jackson's *Bad* series, which yielded nine. Kelly wrote Jackson's 1995 number one hit *You Are Not Alone*, and is also writing a song for Jackson's upcoming album.

INDEPENDENT SINGLES

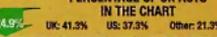
This Last	Title	Artist	Label/Distributor
1	BLOW YA MIND	Lock 'N' Load	Pepper US20162 (P)
2	DEEPER DANCE BLUE	Staps	Urban Beat US21022 (P)
3	THE FACTS OF LIFE	Black Box Recorder	Nerve NJD 60201 (SMV/P)
4	THE TIME IS NOW	Meloko	Elite ECS2006 (P)
5	ONLY THE LOOK CAN MAKE ME HAPPY	R Kelly	Jive JS20262 (P)
6	SISTER	Sister 2 Sister	Mushroom MUSH 70025 (SMV/P)
7	BINGO BANGO	Basement Jaxx	XL Recordings XLS 12003 (V)
8	RING BEFORE MY EYES	N'W's feat. Kalaghan	Urban Beat UHT0003 (V)
9	MOVIN TOO FAST	Artful Dodger & Romina Johnson	Lacked DJ Recordings LDK 11103 (V)
10	BYE BYE BYE	'N Sync	Jive JS20262 (P)
11	MAN WITH THE RED FACE	Laurent Garnier	F Communications F 11503 (V)
12	MAMA TOLD ME NOT TO COME	Tom Jones & Stereophones	Dot CXL7021 (V)
13	THE RETURN OF EYE BILL	Civic	Domino RUG 18003 (V)
14	I NEED A MAN	Tidy Trax feat. Anne Savage	Tidy Trax TTD13603 (ADD)
15	NATURAL BLUES	Moby	Mute COMUTE 021 (V)
16	SHOW ME THE MEANING OF BEING LONELY	Backstreet Boys	Jive JS20262 (P)
17	NIGHT SKOOL	Mezzabada	Europa EUROPCS 010 (SMV/P)
18	HOUSE OF PAIN	DJ Fergie	Nakize NUKP2004 (V)
19	FREEBASE	Tell Paul	Only Free OF 15103 (V)
20	YOU SEE THE TROUBLE WITH	Black Legend	Rise RISE012 (ADD)

All charts © DN

TOP CORPORATE GROUPS



PERCENTAGE OF UK ACTS IN THE CHART



when the *Vengaboys* and *Alice Deejay* were enjoying simultaneous hits – and there was another Dutch double last week, when *Look*



This Last	Title	Artist	Label
1	Toca's Miracle	Fragma	Pepper
2	Fill Me In	Craig David	Waharu
3	Thong Song	Staps	Dot Star/Mercury
4	Flowers	Jewel feat. Anita Baker	MANEPA
5	The Bad Touch	Bloodhound Gang	Columbia
6	Blow Ya Mind	Lock 'N' Load	Zomba
7	I Wanna Love You Forever	Janice Pennington	Columbia
8	Just Around The Hill	Melody	Mercury
9	Never Be The Same Again	House of Love feat. Boyzone	Virgo
10	Deeply Shaded	Blue Boy	ClubLife
11	Pure Shores	All Saints	London
12	Sitting Down Here	Lava Martin	Virgin
13	Smooth	Santana feat. Rob Thomas	Arista
14	The Time Is Now	'N Sync	Epic
15	A Song For The Lovers	Richard Ashcroft	Red House
16	Don't Give Up	Cherish Lee feat. Bryan Adams	Xtremadance
17	Say My Name	Donna Summer	Mercury
18	Foot Again	Shaggy	RCA
19	Movin' Too Fast	Artful Dodger feat. B. Johnson	Lacked DJ Recordings
20	Rise	Rise	RSSE
21	American Pie	Madonna	Mercury/Warner Bros
22	All the Small Things	blink 182	MCA
23	Bag It Up	OneRepublic	EMI
24	Still	Leona Lewis	Epic
25	Mama Told Me Not to Come	Tom Jones & Stereophones	Dot
26	Are You Still Having Fun?	Engle Feat. Cherry Poppin' Daddies	Int
27	Show Me the Meaning of Being Lonely	Backstreet Boys	Columbia
28	Crazy 4 U	George Thorpe	Mercury
29	Adventure	Linkin Park	Mercury
30	Breaky Take It	Point Break	Cherry Tree/Starline
31	Won't Take It Lying Down	Hoop	St. Ann/Mercury
32	Amazed	Lonestar	Dot/Parade/SIS
33	After the Rain	Has Fallen	AMA/Polydor
34	The Facts of Life	Black Box Recorder	Nerve
35	Bingo Bango	Basement Jaxx	XL Recordings
36	She's the One	The Dignitons	Chrysalis
37	Private Emotion	Ray Martin feat. Thea	Columbia
38	Don't Call Me Baby	Melanie Amara	VC Recordings
39	Death To The Apple Gerls	Gerling	Maddison
40	17th	Shaggy	Epic

1. Turn 'Beretta' - out now 7" only
'Beeswax' - out 1st May 7" only
'Check My Ears' mini-album out 15th May

2. My Vitriol 'Losing Touch' out 17th April

3. Gerling 'Death To The Apple Gerls' out 24th April

infectious RECORDS
 www.infectiousuk.com
 distributed by Vival

this seasons colour is: mauve

Pos	Artist	Title	Label	Weeks on Chart	Peak
1	PLAY	Play (Album)	Virgin	1	1
2	HELIOTROPIC	Island/Uni-Island CD (BMG)	1	1	1
3	THINGS TO MAKE AND NO	Echo Echo CD (3)	1	1	1
4	SUPERNATURAL	Arista 0782170602 (BMG)	1	1	1
5	RELOAD	Tom Jones CD (9)	1	1	1
6	WESTLIFE 3	1 RCA 7432171212 (BMG)	1	1	1
7	NORTHERN STAR	Virgin CD (9)	1	1	1
8	AT HIS VERY BEST	Universal TV 8487474 (U)	1	1	1
9	THE MAN WHO	Independente ISOM 90CX (TEN)	1	1	1
10	COME ON OVER	Mercury 523882 (TEN)	1	1	1
11	ON HOW LIFE IS	Epic 494422 (TEN)	1	1	1
12	THE WOMAN IN ME	Mercury 523882 (TEN)	1	1	1
13	THE ULTIMATE COLLECTION	Columbia SONYTU 4102 (TEN)	1	1	1
14	THE WRITINGS ON THE WALL	Columbia 494392 (TEN)	1	1	1
15	100 BRIGHT WINDOWS	Footprint/Horse F00022 (3)	1	1	1
16	2001	Interscope 404867 (U)	1	1	1
17	BRAND NEW DAY	1 A&M/Polydor 494512 (U)	1	1	1
18	UNLEASH THE DRAGON	Def Soul 546392 (U)	1	1	1
19	THE VERY BEST OF FRANKIE TENES	Universal TV 514024 (U)	1	1	1
20	STEPACULAR	1 EMI 501342 (U)	1	1	1
21	BEHIND THE SUN	Virgin CD (9)	1	1	1
22	RISE	Go Beat/Polydor 547382 (U)	1	1	1
23	STANDING ON THE SHOULDER OF GIANTS	1 EMI 501342 (U)	1	1	1
24	AFFIRMATION	1 RCA 7432171212 (BMG)	1	1	1
25	ENEMA OF THE STATE	MCA/Uni-Island MKD11950 (U)	1	1	1
26	MAARVIN AT THE MOVIES	Universal TV 157032 (U)	1	1	1
27	BABY ONE MORE TIME	3 Jive 87221714 (U)	1	1	1
28	IS THERE ANYBODY OUT THERE - LIVE	EMI 501342 (U)	1	1	1
29	GOLD - GREATEST HITS	1 Polydor 510702 (U)	1	1	1
30	SCHIZOPHONIC	EMI 521092 (U)	1	1	1
31	RETURN OF SATURN	Interscope 406382 (U)	1	1	1
32	THE PLATINUM ALBUM	Positive 529530 (E)	1	1	1
33	REMEDY	XL Recordings XL 129 (U)	1	1	1
34	INVICIBLE	1 RCA 7432171212 (BMG)	1	1	1
35	CLUB	1 Virgin 7432171212 (BMG)	1	1	1
36	DRAWN FROM MEMORY	1 Hut/Virgin CD (9)	1	1	1
37	AUTOMATIC FOR THE PEOPLE	1 Warner Bros 538285 (TEN)	1	1	1
38	AMERICAN PIE - THE GREATEST HITS	Capitol 538412 (E)	1	1	1
39	PERFORMANCE AND COCKTAILS	1 V2 VR 100438 (BMG/P)	1	1	1
40	LOST SOULS	Heavenly/HMV 2602 (E)	1	1	1
41	ALL THE WAY A DECADE OF SONS	1 Epic 494342 (TEN)	1	1	1
42	CALIFORNICATION	1 Warner Bros 538285 (TEN)	1	1	1
43	SURRENDER	1 Virgin XJ0120 420152 (E)	1	1	1
44	THE BEST OF ME	1 Mercury/1 A&M 495222 (U)	1	1	1
45	THE BARRY WHITE COLLECTION	3 Universal TV 847392 (U)	1	1	1
46	WORD GETS AROUND	1 V2 VR 100438 (BMG/P)	1	1	1
47	PLAYING MY GAME	Virgin CD (9)	1	1	1
48	OUT OF TIME	1 Warner Bros 538285 (TEN)	1	1	1
49	RUMOURS	1 Warner Bros K 256244 (TEN)	1	1	1
50	BY REQUEST	1 3 Polydor 510702 (U)	1	1	1
51	LEGEND	1 Tuff Gram/EMWV 18MXXV (U)	1	1	1

52	MILLENNIUM	Backstreet Boys (Marlboro/Universal/Various)	1	1	1
53	CELEBRATION!	Phelps 543692 (U)	1	1	1
54	TALK ON CORNERS	5 Atlantic 759699/0176 (TEN)	1	1	1
55	THE MENACE	Deceptive 1607 0750 (U)	1	1	1
56	STRAINGS ATTACHED	1 EMI 521092 (U)	1	1	1
57	THE VERY BEST OF	1 ARM 544022 (U)	1	1	1
58	BLOOD SUGAR SEX MAGIK	1 Warner Bros 759699/0176 (TEN)	1	1	1
59	TROPICAL BRAINSTORM	1 V2 VR 100438 (BMG/P)	1	1	1
60	LADIES & GENTLEMEN - THE BEST OF	1 Epic 491062 (TEN)	1	1	1
61	BUY NOW... SAVED LATER	1 V2 VR 100438 (BMG/P)	1	1	1
62	JOURNEY REWARDS	1 Good Looking GLRAA 01 (SPD)	1	1	1
63	SLIM SHADY	1 Interscope/Polydor/Int 90321 (U)	1	1	1
64	WAR OF THE WORLDS	1 Columbia SONYTU 7402 (TEN)	1	1	1
65	RICKY MARTIN	1 Columbia 494403 (TEN)	1	1	1
66	MOON SAFARI	1 Virgin CD (9)	1	1	1
67	THE IMMACULATE COLLECTION	1 V2 VR 100438 (BMG/P)	1	1	1
68	LIQUID SKIN	1 Hut/Virgin CD (9)	1	1	1
69	SACRED ARIAS	1 Philips 425004 (U)	1	1	1
70	11 MOVIE MELODIES	1 Sound Of Ministry ATB CD (9)	1	1	1
71	BUENA VISTA SOCIAL CLUB	1 World Circuit WSC 159 (U)	1	1	1
72	BLUE LINES	1 World Circuit WSC 159 (U)	1	1	1
73	IT'S BEEN EXPECTING YOU	1 Chrysalis 487872 (E)	1	1	1
74	FORGOTTEN, NOT FORGOTTEN	1 Atlantic 759699/0176 (TEN)	1	1	1
75	BLACK DIAMOND	1 Arista 7432172732 (BMG)	1	1	1

REG: Repeat one entry. HC: Repeat either. S: Sales increase. ▲ Sales increase 50% or more.

TOP COMPILATIONS

Pos	Artist	Title	Label	Weeks on Chart	Peak
1	GIRLS 2K	Virgin/EMI VTD0308/TVTCM059 (E)	1	1	1
2	DANCE NATION - TALL PAUL/BRANDON BLACK	Nativity Of Sound CD (9)/MCMC 1 (U)	1	1	1
3	RELOADED	Universal TV 54191/254151/41 (U)	1	1	1
4	NEW HITS 2000	1 Warner/epi Global TV/Sony TV WMAC0056/WMMCM04 (E)	1	1	1
5	NEW WOMAN 2000	1 Virgin/EMI VTD0308/TVTCM059 (E)	1	1	1
6	PURE GARAGE	1 Warner/epi WMAC001 (TEN)	1	1	1
7	BOX DANCE HITS 2000	1 Virgin/EMI VTD0308/TVTCM059 (E)	1	1	1
8	POKEMON - THE FIRST MOVIE	1 EMI 501342 (U)	1	1	1
9	ESSENTIAL SOUNDTRACKS	1 Universal TV 847392 (U)	1	1	1
10	AMERICAN 2000 - BEST NEW TRANCE	1 Virgin/EMI VTD0308/TVTCM059 (E)	1	1	1
11	BEST JAZZ ALBUM IN THE WORLD... EVER!	1 Virgin/EMI VTD0308/TVTCM059 (E)	1	1	1
12	SWITCHED ON	1 Virgin/EMI VTD0308/TVTCM059 (E)	1	1	1
13	WVW AGGRESSION	1 Priority CDPT176 (P)/PLP194 (E)	1	1	1
14	THE BEACH (OST)	1 London 434179/9344210734 (U)	1	1	1
15	STREET VIBES 4	1 Warner/epi Global TV/Sony TV RADD016/RADD140 (E)	1	1	1
16	GARAGE ANTHEMS	1 Virgin/EMI VTD0308/TVTCM059 (E)	1	1	1
17	THAT OLE DEVIL CALLED LOVE	1 Virgin/EMI VTD0308/TVTCM059 (E)	1	1	1
18	KISS UK GARAGE - MIXED BY KARL BROWN	1 Virgin/EMI VTD0308/TVTCM059 (E)	1	1	1
19	PROTOTYPE 3 - SEB FONTAINE	1 Global Underground PRO0022/PRO0023 (U)	1	1	1
20	POKEMON - 2 B A MASTER	1 EMI 501342 (U)	1	1	1

Pos	Artist	Title	Label	Weeks on Chart	Peak
1	MARSHALL CREEK	1 Atlantic 759699/0176 (TEN)	1	1	1
2	MASSIVE ATTACK	1 Virgin/EMI VTD0308/TVTCM059 (E)	1	1	1
3	MELANCHOLY	1 Virgin/EMI VTD0308/TVTCM059 (E)	1	1	1
4	WOLFEY	1 Virgin/EMI VTD0308/TVTCM059 (E)	1	1	1
5	WOLFEY	1 Virgin/EMI VTD0308/TVTCM059 (E)	1	1	1
6	WOLFEY	1 Virgin/EMI VTD0308/TVTCM059 (E)	1	1	1
7	WOLFEY	1 Virgin/EMI VTD0308/TVTCM059 (E)	1	1	1
8	WOLFEY	1 Virgin/EMI VTD0308/TVTCM059 (E)	1	1	1
9	WOLFEY	1 Virgin/EMI VTD0308/TVTCM059 (E)	1	1	1
10	WOLFEY	1 Virgin/EMI VTD0308/TVTCM059 (E)	1	1	1
11	WOLFEY	1 Virgin/EMI VTD0308/TVTCM059 (E)	1	1	1
12	WOLFEY	1 Virgin/EMI VTD0308/TVTCM059 (E)	1	1	1
13	WOLFEY	1 Virgin/EMI VTD0308/TVTCM059 (E)	1	1	1
14	WOLFEY	1 Virgin/EMI VTD0308/TVTCM059 (E)	1	1	1
15	WOLFEY	1 Virgin/EMI VTD0308/TVTCM059 (E)	1	1	1
16	WOLFEY	1 Virgin/EMI VTD0308/TVTCM059 (E)	1	1	1
17	WOLFEY	1 Virgin/EMI VTD0308/TVTCM059 (E)	1	1	1
18	WOLFEY	1 Virgin/EMI VTD0308/TVTCM059 (E)	1	1	1
19	WOLFEY	1 Virgin/EMI VTD0308/TVTCM059 (E)	1	1	1
20	WOLFEY	1 Virgin/EMI VTD0308/TVTCM059 (E)	1	1	1

APRIL 22 2000

CHART COMMENTARY

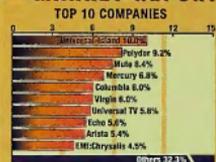
by ALAN JONES



May retains pole position for a second week, with Play selling 49,000 copies for the second week in a row. The album, which was released last May, has sold 380,000 copies so far and is likely to continue to sell in large quantities for the foreseeable future, with the sixth single Proclaim due for release in the next few weeks.

Dru Hill leader **Slojo's** debut solo album *Unleash The Dragon* has spawned two hits to date, *Got To Get It* reaching number 14 in February and *Thong Song* debuting at number three this week. The success of the latter single and a high profile TV campaign have sparked massively increased sales for *Unleash The Dragon*, which has moved 52.36.18 in the last fortnight, comprehensively beating the number 42 peak of Dru Hill's 1998 album *Enter The Dru*. *Unleash The Dragon* has sold 40,000 copies since its release here at the end of February, which is modest compared to its 2m sales in America,

MARKET REPORT



Play and Virgin are the most successful of the top 10, with corporate group shares by a total of 32.3% of the top 10 sales.

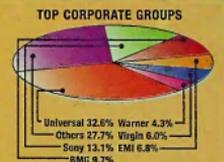


but a good start nevertheless. Steps have achieved the rare feat of selling more than a million copies of each of their

For the ninth time in his career, Paul Weller has to settle for a number two album. *Weller's* latest solo release *Heliocentric* was number one throughout the week but fell marginally behind *Moby* in the final analysis, failing to take pole position by a mere 235 sales. His third number two solo album, and he also had four with the Jam and two with the Style Council. His haul of number ones is a comparatively modest three, one each

with the Jam, the Style Council and solo. *Weller's* last new album *Heavy Soul* reached number two in July 1997, selling just under 48,000 copies on its first week in the shops, a total which *Heliocentric* beats this week, with nearly 49,000 buyers. *Heliocentric's* first single, *He's The Keeper*, is a tribute to the late *Faces* bassist *Ronnie Lane*, though *Weller* believes the album contains no direct influences at all, saying, "It is just me."

ALBUMS FACTILE



Universal and Warner are the most successful of the top 10, with corporate group shares by a total of 68.7% of the top 10 sales.

first two albums, with *Spectacular* selling 1,020,000 copies since it was released last November. Their debut album *Step One* has

sold about 1,350,000 copies to date, a tally which *Spectacular* may yet match. It is selling around 10,000 copies a week, and has already generated five hit singles, with a sixth (When I Said Goodbye) due for release in June.

Destiny's Child's album *The Writing's On The Wall* continues its strong resurgence. In the wake of the success of *Say My Name*, the fourth hit from the LP, *The Writing's On The Wall* has moved 46.32.14 in the past fortnight and now stands within two notches of equalling the peak position it achieved last August.

Universal Music TV's *Engelbert Humperdinck* compilation, *At His Very Best*, climbs to a best yet number eight on its third week in the chart, marking *Humperdinck's* highest chart position since *His Greatest Hits* topped the chart in February 1975, while the label's *The Very Best Of The Moody Blues - Strange Times* debuts this week at number 19 their highest placing since 1983.

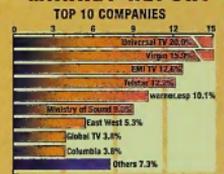
COMPILATIONS

Girls 2K: 43 Massive Hits From The Girls On Top becomes the fifth number one album on the compilation chart. In as many weeks, in spite of the fact that the album sold fewer than 16,000 copies to reach pole position, the lowest tally of any number one album so far in 2000. The album - which, despite its title, includes tracks by several groups with male singers and members, such as The Vengaboys (Shalala Lala), Steps (Love's Got A Hold On My Heart), Scooch (The Best Is Yet To Come), Bran Van 3000 (Drinking In LA) and Moloko (The Time Is Now) - is virtually guaranteed to be displaced next week, with the arrival of *Now That's What I Call Music! 45*. *Now 44*, improves 23-22 on its 21st chart appearance, and is still selling more than 3,000 copies a week.

The Pokémon phenomenon is the latest

obsession of Britain's pre-teen market, and the ongoing popularity of the TV series and the release of the first Pokémon movie are beginning to reap rewards for record shops too, with both the film soundtrack *Pokémon - The First Movie* and the TV soundtrack *Pokémon - 2 B A Master* enjoying significant increases in sales last week, and making 15.8 and 29.2 moves on the chart. *Pokémon - The First Movie* is outselling its TV equivalent by an 8-3 margin at the moment, and includes new tracks by artists such as Britney Spears and Christina Aguilera. *Pokémon - The First Movie* sold over 8,500 copies last week, and its jump put it ahead of *The Beach* as Britain's top selling soundtrack, the latter album having held the position ever since it was released eight weeks ago.

MARKET REPORT



Universal and Virgin are the most successful of the top 10, with corporate group shares by a total of 68.7% of the top 10 sales.



COMPILATIONS' SHARE OF TOTAL SALES

Albums: 78.6%
Artists: 78.6%
Compilations: 23.2%

INDEPENDENT ALBUMS

This	Last	Title	Artist	Label (dist/buyer)
1	1	PLAY	Moby	Meru COSTUMM 172 (V)
2	10	THINGS TO MAKE AND DO	Melissa	Echo ECHO CD (P)
3	2	RELOAD	Tom Jones	East GULCO 08 (P)
4	4	REMEDY	Banana-Joe	XL Recordings XLCD 128 (V)
5	4	STANDING ON THE SHOULDER OF GIANTS	Oasis	Big Brother RRD CD02 (3MV/P)
6	5	WORD GETS AROUND	Stereophonics	V2 VVR 100K38 (3MV/P)
7	8	PERFORMANCE AND COCKTAILS	Stereophonics	V2 VVR 100A82 (3MV/P)
8	10	BABY ONE MORE TIME	Britney Spears	Jive 052172 (P)
9	9	STEPTACULAR	Steps	Epic/Jive 051944 (P)
10	13	TROPICAL BRAINSTORM	Kidz MacCool	V2 VVR0262 (3MV/P)
11	7	JOURNEY HIGHLIGHTS	LT Balam	Good Looking CLPAA 01 (SRD)
12	10	BUY NOW... SAVED LATER	One Minute Silence	V2 VVR 101282 (3MV/P)
13	3	THE MENACE	Elastica	Deceptive BLUFF 075CD (V)
14	14	BUENA VISTA SOCIAL CLUB	Pyral Scooper	World Circuit WCD 059 (P)
15	12	EXTERMINATOR	Primal Screaming	Creation CRECD28 (3MV/P)
16	16	SHOWBIZ	Mushroom	MUSHROOM 59CD (3MV/P)
17	11	YOU'VE COME A LONG WAY, BABY	Fabrizio Sim	Skin BRASS 11CD (3MV/P)
18	15	MILLENNIUM	Backstreet Boys	Jive 052022 (P)
19	15	NO STRINGS ATTACHED	N-Sync	Jive 052022 (P)
20	17	THE MASTERPLAN	Oasis	Big Brother RRD02 000 (3MV/P)

THE YEAR SO FAR... TOP 20 SINGLES

This	Last	Title	Artist	Label
1	1	PURE SHORES	All Saints	LONDON
2	2	RISE	Garibelle	GO BEAT
3	4	AMERICAN PIE	MADONNA	MAVERICK
4	18	NEVER BE THE SAME AGAIN	MELANIE CHASE LEFT EYE LIPS	VERIGN
5	3	BORN TO MAKE YOU HAPPY	BRITNEY SPEARS	JIVE
6	5	MOVIN TOO FAST	ARTFUL DODGER & ROMINA JOHNSON	LOCKED ON
7	6	GO LET IT OUT	OASIS	BIG BROTHER
8	10	FILL ME IN	CRAIG DAVID	WILDSTAR
9	8	DON'T GIVE UP	CHANCE FILL BRYAN ADAMS	XTRAVAGANZA
10	7	U KNOW WHAT'S UP	DONEL JONES	LAFACE
11	14	BAG IT UP	GEM HALLIWELL	EMI
12	13	SITTING DOWN HERE	LENE MARLIN	VERIGN
13	16	TOCKS MIRACLE	FRANKIE	POSITIVA
14	9	SHOW ME THE MEANING OF BEING LONELY	BEATBUTTER BOYS	POSITIVA
15	17	SHALALA LALA	VEFALDES	POSITIVA
16	11	MOVE YOUR BODY	EMF	ETERNAL
17	10	A LITTLE BIT OF LUCK	DJ LUCK & MAC NEAT	RED ROSE
18	20	BYE BYE EYE	NSYNC	JIVE
19	15	AGELANTE	SASHI	MULTIPLY
20	12	RE-REMEMBER THE CROWD SAY NO SELECTA	ARTFUL DODGER	RELENT/PUBLIC DEMAND

© CMC Last night's re-run of the chart plays from the last position. For the full singles chart

april
22
2000

singles



1 TOCA'S MIRACLE

Rank	Artist	Label
1	FILL ME IN Craig David	Virgin
2	THONG SONG Sisqo	Def Soul
3	FLOWERS Sweet Female Attitude	Milk/A&M
4	THE BAD TOUCH Bloodhound Gang	Geffen
5	BLOW YA MIND Lock 'n' Load	Pepper
6	I WANNA LOVE YOU FOREVER Jessica Simpson	Columbia
7	JUST AROUND THE HILL Sash!	Multiply
8	NEVER BE THE SAME AGAIN Melanie C/Lisa Left Eye Lopes	Virgin
9	DEEPER SHADE OF BLUE Steps	Jive



Rank	Artist	Label
3	A SONG FOR THE LOVERS Richard Ashcroft	Hug/Burton
9	SAY MY NAME Destiny's Child	Columbia
13	FREAKYTIME Point Break	Eternal
14	FOOL AGAIN Westlife	RCA
15	AIRWAVE Rank 1	Mamifesto
16	THE TIME IS NOW Moloko	Echo
17	SMOOTH Santana feat. Rob Thomas	Arista
18	SISTER Sister 2 Sister	Mushroom

THE OFFICIAL CHARTS

musicweek

AS USED BY
BBC RADIO 1
97-99 FM



1 PLAY

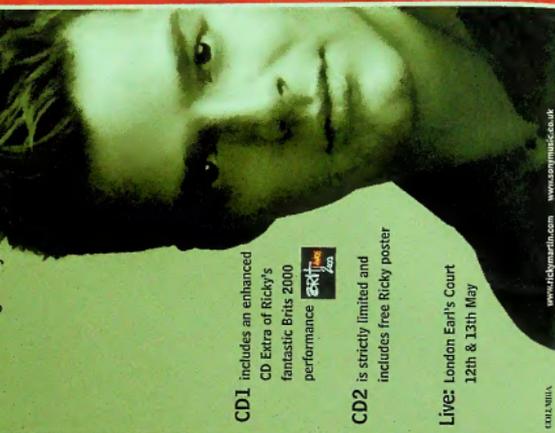
Rank	Artist	Label
2	HELICENTRIC Paul Weller	Island/Um-Island
3	THINGS TO MAKE AND DO Moloko	Echo
4	SUPERNATURAL Santana	Arista
5	RELOAD Tom Jones	Gut
6	WESTLIFE Westlife	RCA
7	NORTHERN STAR Melanie C	Virgin
8	AT HIS VERY BEST Engelbert Humperdinck	Universal TV
9	THE MAN WHO Travis	Independiente
10	COME ON OVER Shania Twain	Mercury



Rank	Artist	Label
11	ON HOW LIFE IS Macy Gray	Epic
12	THE WOMAN IN ME Shania Twain	Mercury
13	THE ULTIMATE COLLECTION Santana	Columbia
32	THE WRITING'S ON THE WALL Destiny's Child	Columbia
15	100 BROKEN WINDOWS Idlewild	Food/Parlophone
16	2001 Dr Dre	Interscope
25	BRAND NEW DAY Sting	A&M/Polydor
36	UNLEASH THE DRAGON Sisqo	Def Soul

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ROUCD0365

fairport convention
the wood & the wire



alison krauss
so long so wrong



western electric
western electric



viragi
moving the air



ROUCD0465

28032

alison krauss
forget about it



stacey earle
dancin' with them that bring me



culture
payday



louis armstrong
hot lives & sevens



PRCD06

CEAICD064

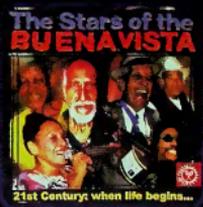
kate rusby
sleepless



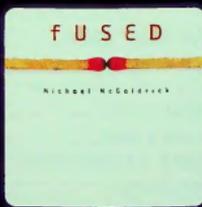
catalonia
1993/1994



justin adams
desert road



stars of the buena vista
21st century: when life begins



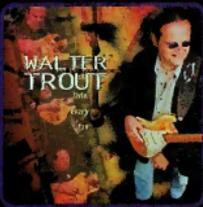
VERT051

ICHILLCD005

michael mcgoldrick
fused



neil sparkes
burning mask



walter trout
i'm every day



ashley hutchings
by gloucester docks



All featured releases are drawn from a catalogue of over 22000 titles which are supplied to around 1500 music retailers in the UK by Proper Music Distribution, Proper Music Distribution, 6 Forest Hill Industrial Estate, Perry Vale, Forest Hill, London SE23 2LX; tel 020 8699 4800; fax 020 8699 5111; e-mail sales@proper.uk.com; website: <http://www.proper.uk.com>



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JONNY LANG
THE BLIND BOYS OF ALABAMA
JOHN HAMMOND
OTIS GRAND
DEBORAH COLEMAN &
THE THRILLSEEKERS

SUNDAY MAY 28TH
VAN MORRISON
TAJ MAHAL
& THE PHANTOM BLUES BAND
RUTH BROWN & FRIENDS
CHARLIE MUSSELWHITE
THE FABULOUS THUNDERBIRDS
KOKO TAYLOR & HER BLUES MACHINE
SHEMEKIA COPELAND
COREY HARRIS & THE S X S

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JOOLS HOLLAND
& HIS RHYTHM & BLUES ORCHESTRA
JIMMIE VAUGHAN
ERIC BIBB & BAND
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SUSAN TEDESCHI
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[the PROPER way to fast forward into the future]



The merger of Direct Distribution and Cee Dee Sales took indie distributors and specialist roots labels by surprise when it was announced in March.

In the 10 years since it was launched by legendary folk label Topic Records, Direct had grown from a small folk specialist into an effective and hugely successful indie distributor bringing a broad selection of niche music and specialist labels into the retail mainstream.

Similarly Cee Dee Sales had, after eight years, established itself as a frontline wholesaler and one-stop

fulfillment service with a wide range of product, including European imports.

Both were fast-growing, successful businesses, run by music enthusiasts and deeply committed to promoting the cause of credible quality specialist music

covering blues, country, reggae, world, jazz and rock. Additionally with the Proper Records label originating some outstanding material of its own – especially in the jazz area – and Direct supplying most of the crucial folk

music through catalogue and original product on the Topic label, the companies had obvious synergies.

Direct had expanded so swiftly that the Topic premises in north London were groaning under the weight of its product and managing director Tony Engle was searching for new premises. At the same time, Cee Dee owner Malcolm Mills, keen to move the business forward, was actively seeking new avenues for development. The two companies had worked

harmoniously in tandem for several years, as Direct already distributed Proper product. Mills suddenly realised that a merger would be a logical step forward for both parties, potentially creating a significant new specialist force.

"I was impressed by what Direct was striving to achieve and I was ▶

[the european AMERICAN connection]

One of Proper's secret weapons is a fast track to front-line specialist American product through a unique distribution deal with Netherlands-based Continental Record Services.

Based near Utrecht, CRS was set up five years ago as a European distribution service by pioneering American roots label Rounder. This in turn had been founded in 1970 by Ken Irwin, Marian Leighton Levy and Bill Nowlin, three students at Cambridge, Massachusetts intent on preserving traditional and ethnic styles.

In the three decades since, it has done that and a whole lot more, with a catalogue that boasts 2,500 titles, including a number of huge sellers. Slide guitarist George Thorogood was a surprise early breakthrough selling 500,000 units of each of his first two albums with the Destroyers.

The company has enjoyed acclaim ever since. Alison Krauss's Grammy Award-winning *Now That I've Found You* put bluegrass back on the map in 1995, and Burning Spear's *Calling Rastafari* took home a Grammy this year for the Heartbeat imprint.

A proud assortment of complementary labels have been acquired or launched along the way. The Rounder family of labels includes Phlo, Flying Fish, Bullseye

and Heartbeat, and covers most specialist niches including cajun, country, zydeco, world, reggae Celtic, traditional folk and blues. Taking in everything from zany acts like the Holy Modal Rounders and Country Cooking to classic collections of Alan Lomax, Jellyroll Morton and Leadbelly, it has an impressive reputation for imagination and quality all

promotion with incalculable benefits for Rounder, CRS, Proper and the artist.

"We have sold 90,000 units of Alison Krauss's *Now That I've Found You* in the UK and Forget About It is up to 30,000, which is fantastic," says chairman Malcolm Mills.

"All we have to do is pick up a phone and the product is there without

Alison Krauss *Forget About It*



Alison Krauss: put bluegrass back on the musical map

over the world. New punk and rock label Zoe has been launched with artists such as Marky Ramone and Julianna Hatfield.

Through its CRS base, Rounder is now able to press, market and promote product in Europe, enabling Proper to capitalise not only by making the product available swiftly through twice-weekly shipments, but synchronising release and marketing with tours and

expensive shipments from the States. It's a really efficient service right in the centre of Europe and Rounder is very easy to work with, so we can tie in projects. For example, with Slaid Cleaves – a breaking artist with a good album out – we were able to bring him into the country and give him record company support on the ground, which Rounder couldn't possibly have done from Massachusetts."



The Proper posse: energy and commitment

[wonder of the WEB]

Proper chairman Malcolm Mills constantly reaffirms his commitment to the conventional record trade, but that doesn't mean he's blind to the retail potential of the internet.

Consequently, Proper now has two websites to facilitate trading with its own retail customers and consumers.

Retailers will be able to surf through the entire catalogue and order product direct online with a guaranteed next-day delivery. Consumers will also be able to access the whole catalogue and are then invited to click on a map of Britain to locate their closest store with all its relevant details to ensure ease of buying. Consumers are, however, unable to order product direct from the website, a deliberate policy decision by the company to direct trade to retail.

"We want to encourage the public to come and search our catalogue and we can then tell them exactly where they can go and buy it," says Mills. "We

are trying very hard to foster interest in the record industry."

If this all sounds unfeasibly honourable, Mills insists that avoiding direct online selling also makes practical and economic sense, because of the investment a vast mail

the majors, resulting in a sharp narrowing of product range.

The result is that Proper has struck deals directly with artists that no longer have record deals. Among forthcoming releases will be solo albums by Glen Matlock, Miles Hunt of The Wonder Stuff and David Thomas of Pere Ubu. Another very successful deal directly with an artist is with Canadian harpist/singer Loreena McKennitt and her label



Loreena McKennitt: international success

order operation would require.

Mills would much prefer the company's energies to be spent on creating an efficient service on its existing business operations and developing its business in ever-broadening niches and genres. He believes that many notable acts have become alienated by the increased corporatisation of

Quinlan Road. "It's a great success story," says Richard Porter. "She started off busking on the street in Toronto and now manages herself, runs her own label and has built up an enormous worldwide following. Her most recent album has shipped more than 600,000 units in the US and is selling exceptionally well in the UK despite not having had any press or media coverage."

music week ³

[april 22 2000]

SUGAR HILL

Upcoming releases:

May 16, 2000

Front Range "Silent Ground" SUG-3914

Seldom Scene "Scene it All" SUG-3899

Alan Bibey "In The Blue Room" SUG-3910

June 20, 2000

Doc Watson instrumental compilation SUG-3916

Donna the Buffalo "Positive Friction" SUG-3912

Doyle Lawson & Quicksilver

"The Man Upstairs"

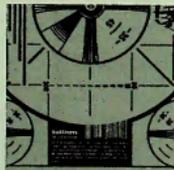
SUG-3911



Nickel Creek SUG-3909

"...combines elements of bluegrass, classical, jazz and folk, with shreds of Celtic flitting about the edges"

Dennis Miller



Bad Livers "Blood & Mood" SUG-3905

"...a fascinating blend of traditional music flashed through a pop/electronic prism."

Rolling Stone.com



John Cowan SUG-3907

"A strong vocalist with an amazing amount of control, Cowan continues to be one of the unsung heroes of American music."

Jana Pendragon, All Music Guide

www.sugarhillrecords.com



► struck by how much more could be achieved if the company was given the oxygen to do it," says Mills.

On March 1, the deal was signed and Proper Music Distribution was born, with Mills as chairman and Direct's Richard Porter

as managing director. The new company has an instant turnover of £10m a year, 23,000 product lines, and established labels – including Trojan, Sugar Hill, Rounder, Tumi, Pure and Alligator – and many big-selling acts, including Alison Krauss, Dolly Parton, Kate Rusby and the Blair Witch Project soundtrack. New developing labels include Ulfone (artists, John Prine and Chris Whitley) and Crai, whose catalogue includes acts such as Catania – in their pro-East West days – and Big Leaves.

"It is very exciting," says Richard Porter. "At Direct there was no room for growth in the building and I couldn't see a way of taking it further. We were also missing out on deals because, due to the association with Topic, people assumed we were only folk music distributors, when we were actually doing more jazz and reggae than anything else. We discovered Malcolm was a like-minded soul and it went from there."

Most of the Direct staff – including sales and label managers, Laurie Staff, Con Crean, Luke O'Donoghue, Kate O'Brien and Del Day – have joined up with Proper at

An architect's graphical image of Proper's new base



[all that JAZZ]

Stacey Kent, currently Proper's biggest-selling jazz act



Jazz is Proper chairman Malcolm Mills' pet love. Indeed, he insists he has little involvement in product selection, fearing his heart might rule his head. Jazz nonetheless forms a staple part of the company's catalogue, from classic artists to contemporary interpreters. In fact, Proper distributes more jazz product than other genre.

"Jazz is a neglected area of the industry," says Mills. "Some of the budget labels do address it, but they don't get it right because they are too busy knocking it out to think about marketing it properly."

"The company is well served by a sales staff that includes Laurie Staff, formerly a jazz buyer at Virgin Megastore, and Del Day, who had previously been deeply involved in jazz product at HMV.

"They know retail like the back of their hands, and between them they have built up a fantastic relationship with different labels," says Mills.

Consequently, Proper has strong product from catalogue labels such as Candid, Storyville, Criss Cross and Chesky. In fact, one Candid artist Stacey Kent is currently Proper's biggest-selling jazz act, following positive press, regular tours and a high-

profile TV appearance on the Michael Parkinson Show.

"The great thing about jazz is that it appeals to such a wide range of consumers right through the age spectrum. Our job is to make sure that this music is widely available to anyone who is interested and that the public knows it is available. We know there is a big market for it and we are very keen to maintain all aspects of jazz from the classic artists to crossover acts such as Bill Laswell and John Zorn."

Jazz figures heavily, too, in Proper's own freshly originated boxed sets of four- and five-CD collections with a bargain retail price of about £15, selling up to 10,000 units apiece.

The content is often remarkable too. Pride of place currently goes to a brand new Lester Young

Story four-CD set, with 85 tracks, a 52-page illustrated booklet and featured artists including Count Basie, Benny Goodman, Buck Clayton, Billie Holiday, Nat King Cole and Buddy Rich.

There was much hilarity when Proper entered the boxed set market with The History Of Jazz Drumming, but the collection attracted widespread attention, encouraging the label to follow it up with ever more fascinating thematic gems such as Spike Jones & His City Slickers' Strictly For Music Lovers; Doughboys, Playboys & Cowboys, a 99-track compilation detailing the history of western swing and Farewell To Ireland, collecting American Irish music from the Twenties, Thirties and Forties.

"Consumers are not stupid and if you offer value for money they will respond," says Mills.

music week

[April 22 2000]

their Forest Hill premises, although contracts have now been exchanged on a new permanent 22,000 sq ft office/warehouse a mile up the road in lower Sydenham.

Tony Engle remains as managing director at Topic Records, building on the reputation of quality and integrity the label, which claims to be the world's oldest indie, has established during 60 years, but he joins Proper as a director and consultant, and is upbeat about the new developments. He originally founded Direct purely out of frustration at the difficulty of making specialist recordings readily available. The venture rapidly snowballed after attracting in-demand American labels like Rounder.

"Our first order was a scale-out to Our Price and we were in an empty studio frantically filling 300 boxes," says Engle. "In 10 years, our staff went from five to 27 and merging into Proper is the next stage. Malcolm was moving in a similar direction and the merger is a leapfrog into what we might have taken three or four years to achieve."

Proper's philosophy is to adhere closely to the strong principles of customer service and integrity for which Direct was widely admired. >



Malcolm Mills (left) & Richard Porter

TOPIC RECORDS IS PROUD TO BE ASSOCIATED
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The ORIGINAL folk music record label continues to release albums of outstanding quality from both the leading exponents of the current musical landscape and the great performers of our historic traditional music heritage.

During the past 60 years, Topic Records has built a deserved reputation for not compromising the nature of its work or that of the independent spirit of the artists it represents, irrespective of fads or fashions. Topic has not simply survived, it has grown and flourished – proof, if any were needed, that 'grass roots' interest in traditional music, the artists and the label itself has remained constant and strong.

A TOPIC who's who of recorded artists:

Aly Bain, Margaret Barry, Battlefield Band, Peter Bellamy, Billy Bennett, Brass Monkey, Anne Briggs, Eliza Carthy, Martin Carthy, Shirley Collins, Harry Cox, Jack Elliott, Dick Gaughan, Davy Graham, High Level Ranters, Nic Jones, John Kirkpatrick, Oliver Knight, Sam Lerner, A L Lloyd, Ewan MacColl, Walter Pardon, Maddy Prior, Martin Simpson, Sheila Stewart, Dave Swarbrick, June Tabor, John Tams, Tarras, Lal Waterston, Norma Waterston, Mike Waterston, The Waterstones, Waterston:Carthy, The Voice of the People Series, The Radio Ballads, The World Series.

[PURE gold]

There have been few success stories more romantic and heart-warming in recent years than the tale of Barnsley folk singer Kate Rusby and the amazing cottage industry that is Pure Records.

Rusby turned her back on a major label deal with the band Equation to follow her heart and become a solo act, concentrating on the traditional folk songs she had learned from her parents as a child.

Having been turned down by every major label she approached with her first album, recorded as part of a duo with Kathryn Roberts, Kate and her parents Steve and Anne Rusby decided to form their own company just to get it out. It went on to become the Folk Roots Album Of The Year in 1995 and exceeded even the most optimistic sales projections. But that was nothing to what followed.

Her solo debut Hourglass in 1997 was a relatively simple, understated affirmation of her commitment to traditional English singing but it charmed the world, with regular crossover radio airplay and sales which stand today at 50,000 units. Even given the fact that the market for British folk music has burgeoned unexpectedly in recent years, this is still a remarkable performance.

Last year's follow-up,

Sleepless, is well on target to surpass even that figure, having been shortlisted for the Mercury Music Prize and won Album Of The Year at the recent Inaugural BBC Folk Awards.

When she is home in Yorkshire, Rusby – a director of Pure along with her mother and father – is to be found stuffing CDs into boxes and helping with the mail-outs, or else lending off the overtures of the majors, who would now dearly love to get their hands on the Pure operation.

"I just want to say to them, 'Well you didn't want to know me when Kathryn and I were looking for someone to put our record out, so why should I do a deal with you now?'" says Rusby. "I am quite happy with things as they are."

Kate Rusby: fending off overtures from the majors



Steve and Anne Rusby still run Pure's day-to-day business from their home just outside Barnsley, although they have had to take on extra staff – elder

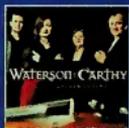
daughter Emma – to help. The empire is growing, though the family have no interest in becoming record company moguls and apart from the three albums involving Kate their only other releases have been by The Poozies, the all-female band Kate used to work with, and the Irish singer Maggie Boyle. With their work cut out to keep up with demand for existing albums, Pure has no immediate plans to add to its catalogue.

"It is incredible, but Pure is actually one of the most successful record labels in the world for its size," says Proper managing director Richard Porter. "Wherever Kate goes, someone wants to do something more with her and this year she is going

to spend more time saying no than yes. She has distribution in France and goes out through Compass in America, so it is very much a global thing too."



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music week ⁵

[april 22 2000]



► "I worked in retail and I know at the other end of the counter you want that

box to turn up on time so you can sell it to customers," says Mills. "We will be gaining a stronghold in specialist music because the company is well-established in a number of genres, but we are also moving into other areas. We are committed to guaranteeing a next-day delivery service so our customers can phone us to place an order and know they will have it for sale the next day."

Mills pays fulsome tribute to his staff, which still includes all of those who joined the company at its launch a decade ago. In particular, the omnipresent sales director Graham Jones, finance director John Glocker, director Philip Harding and Beth Starkey. "What we have achieved is entirely attributable to them," he says. "We run the company on a very professional basis, there is a really good spirit and everyone is really into the music. We were the only

Proper's releases team



record company to have three tables at the Brit Awards – everyone came, including the cleaner."

Proper's philosophy is firmly rooted in traditional values of selling records. "You can't ignore modern technology, and we don't, but we believe that at the specialist end of the market, people still have a pride of ownership and want to go out and buy records with sleevelets and all the rest of it," says Mills. "Working musicians want to release records and although a lot of them may be sold at gigs there is still a huge market at retail for them. Album sales are still buoyant at our end of the market."

[TOPIC of the day]

A significant by-product of the merger of Cee Dee Sales and Direct Distribution may be the regeneration of Direct's mother company Topic Records.

Last year, Topic celebrated its 60th birthday with a memorable concert at the London's Barbican and few would question its importance as Britain's premier folk music label and the guardian of traditional music in this country. Last year's astonishingly ambitious 20-CD Voice Of

The People compilations – which touched on most of the leading traditional singers and musicians who kept British folk music alive in the 20th Century – reaffirmed Topic's role at the very heart of our traditional music.

By relinquishing day-to-day control of Direct, the distribution network he launched a decade ago, managing director Tony Engle is now free to concentrate once more on his first love, Topic itself.

"This means Topic gets the benefit of much more of my time, and from now on it will be

operating even more aggressively as a label," says Engle. "After all, we certainly have a distributor which understands what we are doing."

While Direct and its staff have decamped to the former Cee Dee Sales site at Forest Hill, Topic remains with Engle in Finsbury Park, with former head of press Harriet Simms launching a new PR company, Glass Ceiling, operating from the same building, and counting Topic among its clients.

After some spectacular successes in the past couple of years – notably with the Mercury Music Prize-nominated Eliza Carthy double album *Red Rice*, three Watsonson/Carthy

Eliza Carthy: nominated for a Mercury Music Prize



albums and June Tabor's A Quiet Eye – Engle is understandably upbeat about the label's prospects.

"The folk scene is burgeoning and our aim, as always, is to put out records of the highest quality which have a worthwhile life, not just in sales terms but in musical terms too. Anyone can make a record, but it is not so easy to make quality

records. That is what we are about," he says.

Topic has a rich catalogue, but it isn't content merely to recycle. Among its forthcoming releases is a traditional album by Norma Watsonson and Eliza Carthy; a Martin Carthy guitar album; a new release by Martin Simpson; definitive collections by classic traditional singers

Sam Larner, Walter Pardon, Sheila Stewart, Harry Cox and Joe Heaney; a four-CD boxed set history of acoustic music under the title *Acoustic Muse*; and a long-awaited sequel to the great Watsonson Electric album of 1971, *Bright Phoebus*. Topic is also planning to widen its range further, with the release of a newly-recorded acoustic album by Dolly Parton.

"Virgin Megastore told me that, rack inch by rack inch, folk music is the most profitable area of the store," says Engle. "It is never easy finding quality new material, but we are constantly striving to do that, and to grow the sector even further."

music week

[April 22 2000]

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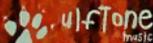
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ps: thanks to Tony and all at Direct for a great time!

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&
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PRPC11

MORIS TEPPER



big enough to disappear

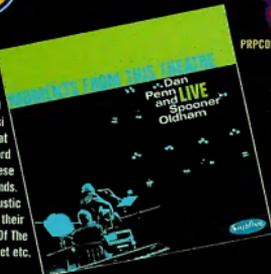
MORIS TEPPER

Time serving guitarist with Captain Beefheart's Magic Band over three albums (Shiny Beast, Doc At The Radar Station and Ice Cream For Crow) and also with Tom Waits, this is Moris' first solo album. Should delight all Captain Beefheart fans and win him a bunch of new ones.

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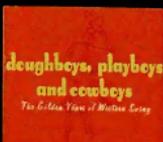
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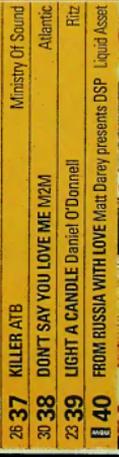


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 20 **22** SITTING DOWN HERE Lene Marlin Virgin
 24 **23** AMAZED Lonestar BNA/Grapevine
 26 **24** ONLY THE LOOT CAN MAKE ME HAPPY R Kelly Jive
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 18 **26** PURE SHORES All Saints London
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- 29 **29** SLICE OF DA PIE Monie Love Releasent
 30 **30** BINGO BANGO Basement Jaxx XL Recordings



- 31 **31** AFTER THE RAIN HAS FALLEN Sting A&M/Mercury
 21 **32** SEE YA Atomic Kitten Innocent
 25 **33** RIGHT BEFORE MY EYES N-G featuring Kallaghan Urban Heat
 28 **34** CRASH AND BURN Savage Garden Columbia
 29 **35** SHALALA LALA Vengaboys Positiva
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 26 **37** KILLER ATB Ministry Of Sound
 30 **38** DON'T SAY YOU LOVE ME M2M Atlantic
 23 **39** LIGHT A CANDLE Daniel O'Donnell Ritz



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 Universal TV

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3 **5** NEW WOMAN 2000 10 **15** STREET VIBES 4 www.esptelstar.com/TelStar TV
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6 **6** PURE GARAGE 13 **16** GARAGE ANTHEMS Telstar TV
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8 **9** ESSENTIAL SOUNDTRACKS 19 **PROTOTYPE 3 - SEB FONTAINE** Global Underground
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710 **MELODOWN 2000 - BEST NEW TRANCE** 20 **POKEMON - GOTTA CATCH 'EM ALL** Koch
 Virgin/EMI

18 20 STEPTACULAR Steps



11 **21** BEHIND THE SUN Chicane Xtravaganza
 13 **22** RISE Gabrielle Go Beat/Polydor

14 **23** STANDING ON THE SHOULDER OF GIANTS Oasis Big Brother
 20 **24** AFFIRMATION Savage Garden Columbia
 22 **25** ENEMA OF THE STATE Blink 182 MCA/Universal

17 **26** MARVIN AT THE MOVIES Hank Marvin Universal TV
 29 **27** BABY ONE MORE TIME Britney Spears Jive
 21 **28** IS THERE ANYBODY OUT THERE? - LIVE Pink Floyd EMI

31 **29** GOLD - GREATEST HITS Abba Polydor
 23 **30** SCHIZOPHONIC Geri Halliwell EMI



31 **31** RETURN OF SATURN No Doubt Interscope
 26 **32** THE PLATINUM ALBUM Vengaboys Positiva

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 27 **34** INVINCIBLE Five RCA

41 **35** S CLUB 3 Club 7 Polydor
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peoplesound.com top10chart

The peoplesound.com new music top ten chart

LW	TW	1	2	3	4	5	6	7	8	9	10
		Drawbacks	Square Roots	Idol	In a Trance	Dean Freeman	How Does It Feel?	Bluzip and Madrifit	Copyscat Freaks	Enzo	Secret Service (Fern Mix)
NEW	NEW	4	5	6	Cooper	Locks	5	7	The Mad Dog Reflex	Save Our Souls	6
		NEW	6	The Initiator	Sleeping Sword	3	9	9	9	9	9
		4	10	Out77	1000 Monkeys	4	10	Out77	1000 Monkeys	4	10

www.peoplesound.com/top20

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CLASSICAL ARTIST

This	Last	Title	Artist	Label (distributors)
1	NEW	CACERATO!	Andrie Rieu	Philips 540902 (UK)
2	3	SELED ARIAS	Andrea Bocelli	Decca 462502 (UK)
3	1	PIECES IN A MODERN STYLE	William Orbit	WEA 29428572 (TEN)
4	6	FLUPPA GIORDANO	Filipa Giordano	Erato 29842662 (UK)
5	5	CLASSIC BRASS	Grimethorpe Colliery Band	RCA Victor 790591292 (BMG)
6	4	FROM THE HEART	ESD Neo!	Naxos 958719 (UK)
7	2	CHARLOTTE CHURCH	Charlotte Church	Sony Classical SX 88003 (TEN)
8	NEW	BACH/MAGNIFICAT/CANATATAS	Kings College Choir/Charlotte Church	EMI Classics CD2556902 (E)
9	9	VOICE OF AN ANGEL	Charlotte Church	Sony Classical SX 88097 (TEN)
10	7	GLASS/VIOLIN CONCERTO	Ulster Orchestra/Viviana Bryn Terfel	Naxos 958468 (S)
11	8	A RIGHT AT THE OPERA	Deutsche Grammophon 490472 (UK)	
12	11	FROM THE HEART	Silva Treasoni 51842832 (RCA)	
13	10	CLASSIC KENNEDY	Kennedy/English Chamber Or	EMI Classics CD2556922 (E)
14	12	MAKLES/SYMPHONY NO.10	Bpa/ratio	EMI Classics CD2556972 (E)
15	NEW	PARTI AM THE TRUE VINE	Pro Arts Singers/Hiller	Hamonia Mundi HM007242 (HM)
16	14	PROKOFIEV/PETER AND THE WOLF	Lenny Henry	Classics NW5617822 (E)
17	17	GREATEST HITS 1968 - 1999	John Williams	Sony Classical S293122 (TEN)
18	13	THE VIVALDI ALBUM	Cecilia Bartoli	Decca 0466568 (UK)
19	15	WITH A SONG IN MY HEART	Mario Lanza	Capitol 742140592 (BMG)
20	13	HARP MOODS	Patricia Spurr	Universal 1575902 (UK)

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JAZZ & BLUES

This	Last	Title	Artist	Label (distributors)
1	1	BEST JAZZ ALBUM IN THE WORLD...EVEN!	Various	Virgin/EMI VTDCC 294 (E)
2	2	THE BLUE SERIES SAMPLER III	Various	Blue Note 525042 (E)
3	3	KING OF BLUE	Miles Davis	Columbia CX 6495 (TEN)
4	4	BLUES AT SUNRISE	Stevie Nicks/Wynton	Epic 670565 (TEN)
5	5	THE BEST OF	Patti LaBelle	Nonesuch 755918122 (TEN)
6	NEW	THE BLUES YEARS	Eric Clapton	Self Selected SDE298 (P)
7	NEW	THE GREAT	Nina Simone	Music Collection MCM0312 (DISC)
8	6	SKETCHES OF SPAIN	Miles Davis	Legacy Classics 412 (TEN)
9	NEW	DANCING MAN & WOMAN	Andy Sheppard	Precedence PFC108 (APCS/BMG)
10	9	THE VERY BEST OF SMOOTH JAZZ	Various	Jazz FM JAZZFMCD 34 (BMG/P)

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R&B SINGLES

This	Last	Title	Artist	Label Cat. No. (distributors)
1	NEW	THONG SONG	Sisqo	Def Soul 568892 (UK)
2	1	FILL ME IN	Craig David	Wilderstar CWN120 (TEN)
3	2	NEVER BE THE SAME AGAIN	Melanie C/Lisa Left Eye Lopes	Virgin/V520 1782 (E)
4	3	SAY MY NAME	Destiny's Child	Columbia 668182 (UK)
5	NEW	SLICE OF DA PIE	Monie Love	Real Gone Music 2005 (SMN/TEN)
6	4	STILL D.R.E.	Dr Dre feat. Snoop Dogg	Interscope 487282 (UK)
7	NEW	ONLY THE LOOT CAN MAKE ME HAPPY	R Kelly	Jive 925022 (P)
8	5	GET IT ON TONITE	Mottel Jordan	Def Soul 567222 (UK)
9	6	LIFE STORY	Angie Stone	Arista 742174822 (BMG)
10	7	SATISFY YOU	Puff Daddy feat. R. Kelly	Puff Daddy/Arista 742174822 (BMG)
11	8	FEELIN' SO GOOD	Jennifer Lopez	Columbia 6681972 (UK)
12	11	CAUGHT OUT THERE	Kelis	Virgin VU51758 (E)
13	12	TIKAM GO FOUNG YOU	Mariah Carey	Columbia 668092 (TEN)
14	10	RISE	Gabryella	Go Beat/Polyorb GULCO 25 (UK)
15	9	MONEY	Parlophone Rhythm Section 120071802 (P)	
16	13	STILL	Macy Gray	Epic 668882 (TEN)
17	14	WONT TAKE LYING DOWN	Honeyz	1st Avenue/Mercury HNC 025 (UK)
18	15	U KNOW WHAT'S UP	Daniel Jones	Lafayette/Arista 742172282 (BMG)
19	16	HIP HOP	Deedee Pratz	Epic 668882 (TEN)
20	17	BREATHE AND STOP	O-T Top	Arista 742172282 (BMG)
21	20	MUST BE THE MUSIC	Jay Negro feat. Tika Boom	Incentive CENT 4025 (SMN/TEN)
22	19	FORGIVE ME	Lynden David Hall	Columbia 6680346 (E)
23	22	IF I COULD TURN BACK THE HANDS OF TIME	R Kelly	Jive 925121 (P)
24	21	SWEET LOVE 2X	Fierca	Wilderstar COW143 (TEN)
25	23	ANYTHING	Jay Z	Def Jam 502592 (UK)
26	24	FORGET ABOUT DRE	Dr Dre feat. Eminem	Interscope (Improm)
27	25	NOTORIOUS B.I.G.	Notorious B.I.G. feat Puff Daddy	Puff Daddy/RCA 742172282 (BMG)
28	26	SIMON SAYS	Pharisaiah March	Real Gone Music 2005 (P)
29	27	TEARDROPS	Lewontin	Fresh FRESH 79 (2M/P/UK)
30	28	HEARTBREAKER	Mariah Carey	Columbia 6680312 (TEN)

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

MUSIC VIDEO

This	Last	Title	Label Cat. No. (distributors)
1	NEW	MAIN STREET PREACHERS: Leaving The 20th Century	SMV Columbia 2011762
2	1	STEPS: The Next Step - Live	Jive 520175 (UK)
3	1	VARIOUS ARTISTS: Driving The Vein III	Real Gone Music 2015752
4	3	CLIFF RICHARD: An Audience With	Video Collections DVD954
5	NEW	CLIFF RICHARD: Live In The Park	Video Collections VCI418
6	4	ORIGINAL CAST RECORDING: Joseph & The Amazing Technicolor	Universal Video 063833
7	5	VARIOUS ARTISTS: Ray Band Karaoke	Cometone CDB1357
8	6	WESTLIFE: The Story	BMG Video 742172282 (BMG)
9	7	STEPS: The Video	Jive 520175 (UK)
10	8	S CLUB 7: It's An S Club Thing	Warner Music Video 515307350

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CLASSICAL SOUNDTRACKS & COMPILATIONS

This	Last	Title	Artist	Label (distributors)
1	1	BEST CLASSICAL ALBUM OF THE MILLENNIUM...EVEN!	Various	Virgin/EMI VTDCC 298 (E)
2	NEW	THE ONLY CHORAL ALBUM YOU'LL EVER NEED	Various	RCA Victor 750595362 (BMG)
3	2	RELAX...	Various	Classic FM CFMCD302 (BMG)
4	3	STAR WARS - THE PHANTOM MENACE (OST)	Various	Sony Classical SK 61818 (TEN)
5	4	ESSENTIAL CLASS	John Williams	Decca 466602 (UK)
6	5	THE ONLY EPIC ALBUM YOU'LL EVER NEED	Various	RCA Victor 750595362 (BMG)
7	7	SONGS OF FAITH - SONGS FROM THE KING LEAN	Various	Decca 4667702 (UK)
8	5	ROMANTIC ADAGIOS	Various	Classical Music MMS0531 (P)
9	8	10 POPULAR CLASSICS	Various	Sony Classical SK 62013 (TEN)
10	9	TITANIC (OST)	James Horner	RCA Victor 750595362 (P)
11	10	NATIONS FAVORITE LUD	Michael Nyman	Venture Decca 44292 (UK)
12	11	THE PIANO (OST)	James Horner	Decca 44292 (UK)
13	12	BRAVEHEART (OST)	James Horner	Decca 44292 (UK)
14	NEW	HOWARD GOODALL'S BIG BANDS	Various	Metrozone METCD1043 (E)
15	17	BACK TO TITANIC	Various	Sony Classical SK 6082 (TEN)
16	13	DISCOVER THE CLASSICS	Various	Classical Music MMS0531 (E)
17	NEW	THE GREAT COMPOSERS - MOZART	Various	Classical FM 750595362 (BMG)
18	16	CLASSICAL MOODS	Various	Classical Music MMS0531 (E)
19	14	MOST RELAXING CLASSICAL ALBUM...EVEN!	Various	Virgin/EMI VTDCC 155 (E)
20	NEW	AWARD WINNING BRITISH MUSIC	Various	Chandos BR10914 (CHD)

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ROCK

This	Last	Title	Artist	Label (distributors)
1	2	KENYA OF THE STATE	Blind 182	MCA/Uni-Island MCD 11950 (UK)
2	1	STANDING ON THE SHOULDERS OF GIANTS	Oasis	Big Brother RNR CD02 (2M/P)
3	3	THE ONLY SUGAR SEX MAGIK	Red Hot Chili Peppers	Warner Bros 75925682 (TEN)
4	2	SLEEPNOT	Slyroot	Real Gone Music BR 8522 (UK)
5	4	NEVER MIND THE BOLLOCKS	Sex Pistols	Virgin SPUNK 1 (UK)
6	6	NEVERMIND	Nirvana	Geffen DGCD 24242 (UK)
7	NEW	THE MATRIX (OST)	Various	Maverick/Warner Bros 536247412 (TEN)
8	5	REINVENTING THE STEEL	Pantera	Elektra 759262452 (TEN)
9	NEW	DOOKIE	Green Day	Reprise 525247522 (TEN)
10	13	AMERICANA	The Offspring	Columbia 491662 (TEN)

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DANCE SINGLES

This	Last	Title	Artist	Label Cat. No. (distributors)
1	NEW	TOKAS MIRACLE	Fragma	Positive 1271H 128 (E)
2	NEW	THONG SONG	Sisqo	Def Soul 568892 (UK)
3	1	FLOWERS	Sweet Female Attitude	Milk/WEA WEA 267 (TEN)
4	NEW	FROM RUSSELL WITH LOVE	Mani Marlyn pvs DSP	Liquid Asset ASSET22023 (TEN)
5	NEW	I NEED A MAN	Tidy Girl Pts Aime Savage	Manhattan FES 368 (UK)
6	2	BLOW YA MIND	Leek 'n' Lad	Tidy Tax TTY 137 (ADD)
7	NEW	SUF OF DA PIPE	Monie Love	Pepper 822810 (UK)
8	NEW	MAN WITH THE RED FACE	Laurald Garner	Real Gone Music 2005 (SMN/TEN)
9	6	ANGEL	Freight Jaxx	F Communications F 119 (UK)
10	2	VALENTINE OF THE SHADOWS	James Brown	Incentive CENT67 (SMN/TEN)
11	NEW	FUNK ON A HOLL	Basement Jaxx	XL Recordings XL 120 (UK)
12	NEW	DO IT TO ME AGAIN	Seal	Eagle EAG 12327 (3M/BMG)
13	NEW	DO IT TO ME AGAIN	Seal	Defected DFFC125 (SMN/TEN)
14	13	FREEMASE	R Kelly	Duty Free DF015 (UK)
15	NEW	ONLY THE LOOT CAN MAKE ME HAPPY	R Kelly	Jive 925028 (P)
16	8	CHEQUE ONE TWO	Sanship feat. MC RB	Filter FIL 044 (UK)
17	NEW	VALENTINE OF THE SHADOWS	Origin Unknown	Ram RAMM 116 (SRD)
18	7	HOKED	9th Floor Elevators	Tripp/Tri/Tax TTR06818 (UK)
19	12	DER SCHIEBER	Time Mass	40k/Perfection SPECT 07 (3M/P/UK)
20	14	MOVIN TOO FAST	Artful Dodger & Romina Johnson	Locked On OAK Recordings

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DANCE ALBUMS

This	Last	Title	Artist	Label Cat. No. (distributors)
1	1	THINGS TO MAKE AND DO	Moby	Echo ECHLP 31/ECHMC 21 (UK)
2	2	PLAY	Noby	Mus MSTRUM 172/CTUMM 172 (UK)
3	5	2001	Dr Dre	Incentive INCENT 080 (UK)
4	1	JOURNEY INWARDS	L7/J Bukem Sigo	Good Looking GURA 047LP (SRD)
5	3	UNLEASH THE DRAGON	Sigge	Def Soul -9465394 (UK)
6	NEW	REALIFICATION - REMIXES 95-99	Fila Brazillia	Kudos KUD0134 (P)
7	NEW	YEEAH BABY	Big Fun	Epic 4963821/4963822 (TEN)
8	NEW	REACTIVATE 16	Various	React REACTLP172 (UK)
9	4	PURE GARAGE	Various	Warnerzone -WMMC 01 (TEN)
10	NEW	BLAZIN REMIXES EP	Various	Under Fire UDFR14 (SRD)

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MUSIC VIDEO

This	Last	Title	Label Cat. No. (distributors)
1	NEW	JANE MCDONALD: In Concert	Video Collections VCI410
2	8	SHANIA TWAIN: Live	Universal Video 235543
3	9	SUNKING: Welcome To Our Neighborhood	Real Gone Music BR9513
4	17	ORIGINAL CAST RECORDING: Cas	PolyGram Video 47014
5	12	THE CORRS: Revelation	Warner Music Video 85320131
6	13	BILL WHELAN: Dugged - New Show	Video Collections VCI2555
7	11	SHERYL CROW: Rockin The Globe - Live	Direct Video 108874749
8	21	MADONNA: The Video Collection	Warner Music Video 75920963
9	6	METALLICA: 5.018	Warner Music Video 85342713
10	5	GEORGE MICHAEL: Ladies & Gentlemen - Best Of	SMV Epic 200527

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CHART COMMENTARY

by ALAN JONES

After six weeks as Britain's number one airplay hit, **All Saints'** *Pure Shores* finally yields to number two. It swaps places with **Melanie C** and **Lisa Left Eye Lopez'** *Never Be The Same Again*, which takes pole position with an increase of 86.74m, an increase of just over a quarter of a million on last week, and one of the lowest tallies with which a record has reached number one in several weeks, so high have recent penetration levels been.

Craig David, who replaced Melanie and Lisa at the top of the sales chart last week, is also gunning for their airplay title, his debut solo single **Fill Me In** making an impressive 11.3 advance this week as it adds more than 16m to its audience. One of the main factors behind its success has been saturation exposure on Radio One, where it was played 41 times last week, sharing top billing with

AIRPLAY FACTSHEET

• **Jessica Simpson** is being hotly tipped as the new rival to **Britney Spears** and **Christina Aguilera**, and goes some way to fulfilling her promise by debuting at number seven on the CIn chart with her first single **I Wanna Love You Forever** this week. But radio is slow in picking up on the 19 year old, with her single currently ranked a lowly

number 88 on airplay. The single's sales are another example of **box power** - the track is Top 10 on the influential cable station. • **During a week in which Sash!'s Just Around The Hill** received seven plays on Radio Two, the station's audience also got their first taste of **Moby**, with **Natural Blues** receiving two plays.

the **Basement Jaxx's** *Bingo Bang*. The two claim the record for the highest tally achieved by any record on Radio One so far this year, hence their progress on the **Airplay Chart** (**Bingo Bang** moves 22.15). **Fill Me In** is also number one at Capital, where it was played 55 times last week, and also got 45 plays on **Atlantic 252**. The Dublin-based station is tackling its falling audience figures by returning to the policies which made it such a success when first launched - a high rotation of current and recent hits, with reduced support for unproven tracks - and span its most-played hits **Artful Dodger's** *Moving Too Fast* and **Chicane's** *No Give Up* no fewer than 89 times last week.

Australian band **Madison Avenue's** number one club hit **Don't Call Me Baby** fell short of the airplay chart despite reaching number 30 on the CIn sales list last November - but

there is a great buzz about the track now, with more commercial mixes making it an instant radio favourite second time around. It had a superb week on the airwaves last week, with support almost doubling, to send the track leading 58-24 on the chart, making it the highest new entry to the Top 50. Key supporters include **Radio One** (16 plays), **Atlantic 252** (19) and **Capital** (25). Narrowly missing out on the airwaves last week to be the highest new entry, **Britney Spears'** *Oops! I Did It Again* makes its maiden appearance in the airplay Top 50 at number 26 to complete a notable transatlantic double - it was the highest new entry to the US airplay chart compiled by Mediabase last week, debuting at number 33.

Osias' last single **Go Let It Out** was number 10 on the airplay chart the day it was released but **Who Feels Love?** is generating

barely a quarter as many plays and stands at number 35 ahead of its retail launch today. The track is building quite nicely though, breaking the 20 plays barrier at Radio One for the first time last week, and may prove to be more of a grower than **Go Let It Out**, which never progressed beyond its pre-release penetration.

When it was first released here in December 1998, **Sonique's** single **It Feels So Good** peaked at number 177 on the airplay chart, with few plays outside of the specialist dance stations. The record is now a Top 10 hit in the states (see **American Chartwatch**, p6) and is getting much more attention here ahead of re-release. On its first full week on the airwaves since being re-issued, it topped the 100 play mark and was heard by more than 12m listeners, earning a number 58 debut on this week's chart.

AT A GLANCE WEEKLY MARKET SHARES



Source: Nielsen. Top 10 companies by % of total audience of the Top 50. All corporate groups shown by % of total audience of the Top 50.

MTV THE BOX

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GARAGE BOOM BOOSTS INDIE PLUGGERS

The recent garage invasion of the charts has introduced more independent pluggers to national and regional radio, reports Claire Morgan Jones

For anyone who thought that major label promotions departments would spend the year bedding down after a turbulent 1999, the first quarter of 2000 showed the dangers of speaking too soon.

January saw the highly successful Warner regional team thrown into a state of flux, with the departure of regional promotions managers Steve Betts and Barbara Dunne.

A new head of regional promotions is expected to be appointed during May. Until then, regional radio is being divided between the NWA national plugging department, headed by director of promotions Chris Mason, and Damien Christian's East West team, which itself was only installed in November, having been shipped in from Universal-Island.

Despite these uncertainties, both teams are represented in the first quarter's airplay Top 25, with WEA promoting Andreas Johnson's Glorious (number 12) and REM's The Great Beyond (16) and East West handling The Corrs' Radio (20).

As reported in Music Week last week, Betts and Dunne have established an online plugging company, the Internet Promotions Partnership (IPP), a service which allows IIR, BBC and station stations to download part or all of songs from an online database.

But if the purposeful restructuring of major label promotions departments has shaken the headlines in the past year, the independent sector as a whole has yet to be seriously affected. On the contrary, indie has had a hand in the top 25 airplay tracks in quarter one, compared to nine in the first three months of last year. Fleming Connolly heads the chart with



Star plugging teams (clockwise from top left): BMG, Anglo and Fleming Connolly

Born To Make You Happy, Britney Spears' fourth single and her biggest airplay hit to date, plugged in partnership with Jive's regional team (see breakout below).

Meanwhile, just as Anglo Plugging triumphed at last month's Music Week Awards as the best independent promotions company of 1999, so it rises to the top here with four entries. Garry Blackburn's team handled national and regional duties for Gabrielle's Rise (at number six), Go Let It Out by Oasis (nine), Scraty Sandwich's Because Of You (18) and national for Caught Out There by Keis (25), which was promoted regionally by Virgin's in-house team.

Blackburn attributes Anglo's success to the solid repertoire it had to work with. "Plugging hit records is always easy — they just leap out at you," he says. "It is interesting at the moment because I get the impression that radio is desperate for good tunes. Out of our big hits this year, two are repeat business — Gabrielle and Oasis — and two are new artists. We promote artists, not records. We are into breaking new acts and building relationships."

Next in the indie pecking order is Size Nine, which took the Arful Dodger's Re-Rewind The Crowd Say Bo Selects to number seven, and carried out regional promotion on Wamdue Project's King Of My

Castle. However, Size Nine parted company with founder Eden Blackman the week before last, and Blackman is expected to unveil new plans in the near future.

The recent chart invasion by underground garage acts such as the Arful Dodger has seen the introduction of more independent pluggers to national and regional radio, usually working records from street level.

Jo Underwood at Rush Release promoted DJ Luck and MC Neat's A Little Bit Of Luck (23). "It was pretty much a dark record and to cross that over to the mainstream was hard work," she says. "It took a long time to convince radio stations to come on board, especially in the regions, as underground garage is really a southern-based style. But eventually the public demand became too great for radio to ignore."

Competing with the marketing strategies of established independents and major in-house teams is another obstacle that pluggers working with an emerging genre have to overcome.

"It is much more of a struggle to make programmers see the street demand," says Underwood. "Trying to convince radio stations that this is what listeners want is hard, especially when you don't have any pre-sales to present. We had to fight all the way but ultimately this won through because it was a consumer-led record, not one which succeeded because of heavy marketing."

On the major label side, there was a move towards in-house promotion, a strategy which has been particularly successful for BMG, whose regional team — led by head of regional promotions Roger Jacobs and ➤

Track of the quarter

BRITNEY SPEARS: BORN TO MAKE YOU HAPPY

After a string of hits, starting with the breakthrough airplay and sales double number one, Baby One More Time, Britney Spears' fourth single, Born To Make You Happy, made strident progress from the moment it dropped in early December.

In fact, the track picked up more radio support than Spears' near-legendary debut, propelling it to the top of the airplay chart for the first quarter of 2000. Jive's regional team owes its presence in the Top 25 solely to this song, and the same is true of Fleming Connolly's national promotion campaign.

"Britney is a dream to work," says Fleming Connolly director Nick Fleming. "She is one of those rare acts that crosses all boundaries. We got mugged at Capital and Radio One for this record. I just wish that every artist was this easy to work with. The only problem with Britney is trying to cater for the demand for interviews."

This view is echoed by Jive/Zomba regional radio and TV promotions co-ordinator Garvin Simpson, who cites the early servicing of stations with a CD-R copy of the single as one of the crucial factors in its success.

"We were well up front with all the radio stations and went right across the board, from the Capital group to the Galaxy stations," says Simpson. "Everyone was very quick on the uptake, so we knew we had a big crossover record on our hands, and every station playlisted it within a week."

Born To Make You Happy entered the airplay chart at 61 on the Sunday of December 5. By the following week, the record had climbed to 27 with a 185% increase in plays, securing an audience of 24.4m.

Spears then enjoyed a steady upward



Spears: record made strident progress

climb during the Christmas and New Year period, stopping off at number 13, number four and number two, before hitting number one on January 23, after seven weeks on chart, with an audience of 94.61m and 2,490 plays. The exposure had clearly paid off, as Spears debuted at number one in the sales chart the same day.

During her week at the top of both charts, Spears increased her audience by 22% and in the first week of February she became only the second artist ever to break the 100m plays barrier in a single week, echoing Robbie Williams' achievement with She's The One in November last year. Spears' third week at the airplay top slot notched up an audience of 97.63m and 2,635 plays, before the track was finally usurped by Gabrielle's Rise, which had also knocked her off the top of the sales chart the previous week.

Born To Make You Happy still occupied number 38 on the airplay chart on Sunday April 10, even after 18 weeks, which bodes well for Spears' next single, Oops I Did It Again, which debuted in that same week's chart at 51. **CMU**

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TOP 25 AIRPLAY HITS FOR FIRST QUARTER 2000

Title/Artist (Label)	Plays	Audience	Promo Company	Net/Reg
1. Born To Make You Happy Britney Spears (Jive)	11,569	437,518	Fleeting Concept/Jive	1
2. Steal My Sunshine Len (Columbia)	10,018	347,739	Columbia/Sony	1
3. What A Girl Wants Christina Aguilera (RCA)	8,339	332,402	RCA/BMG	1
4. She's The One Robbie Williams (Chrysalis)	9,661	310,207	Chrysalis/Chrysalis	1
5. I Try Macy Gray (Epic)	10,061	300,517	Epic/Sony	1
6. Live Gabrielé (Go Beat/Polystar)	9,553	292,416	Anglo/Anglo	1
7. Resaved The Crow... Arja (Capricorn/Battle/Decca)	6,309	278,018	Size 9/Size 9	1
8. U Know What's Up Doreen Jones (Epic/Arista)	6,406	264,783	Arista/BMG	1
9. No Let It Go Chris (Blue Brother)	5,683	257,037	Anglo/Anglo	1
10. Sweet Love 2K Fierce (Wildstar)	7,110	246,024 The Partnership/Interscope Regional	1	
11. Pure Shores All Saints (London)	5,910	240,620	London/London	1
12. Griefous Andrew Johnson (WEA)	5,902	235,221	WEA/WEA	1
13. Keep On Movin' Five (RCA)	8,680	221,526	RCA/BMG	1
14. Don't Be Stupid... Shania Twain (Mercury)	7,959	220,021	The Partnership/Mercury	1
15. King Of My Castle Womack Project (A&P/M)	5,722	218,936	Universal/Size 9	1
16. The Great Beyond REM (Warner Bros)	4,356	215,759	WEA/WEA	1
17. Back In My Life Alice Deary (Festival)	5,749	208,963	EMI/Interscope Regional	1
18. Because Of You Scandy Sandwich (Southern Freq)	4,390	204,240	Anglo/Anglo	1
19. In Your Arms (Rescue Me) Nu Generation (Concept)	4,623	200,450	Richard Perry/Richard Perry	1
20. Radio The Cors (143/Lava/Arista)	6,384	200,445	East West/East West	1
21. When We Are Together Texas (Mercury)	7,744	192,781	Mercury/Mercury	1
22. I Have A Dream Westlife (RCA)	5,300	198,965	RCA/BMG	1
23. A Little Bit Of Luck O' Luck & MC Neat (Red Rose)	3,803	163,400	Rush Release	1
24. Wanting For Tonight Jimmy Love (Columbia)	3,093	157,185	Columbia/Sony	1
25. Caught Out There Keltie (Virgin)	2,662	155,172	Anglo/Virgin	1

> ahead of radio Norinda Bains – scored four entries in the airplay Top 25 to make it the listing's top regional performer with Christine Aguilera's 'What A Girl Wants' (three), Five's 'Keep On Movin' (13) and Westlife's 'I Have A Dream' (22) for RCA and Donell Jones' 'U Know What's Up' (eight) for Arista.

The eight-strong team, which RCA shares with sister label Arista, comprises reps in Glasgow, Manchester, Leicester and Northern Ireland, as well as London, a factor that Jacobs cites as crucial in the team's success.

"It is all about having reps going to the radio stations every week, building relationships and assisting the flow of information," says Jacobs.

"Also, the reps can actually hear the radio stations to see they are plugging records to, as they live locally. Regional radio is a logistical thing. With a good team you can cover everything really well."

Jacobs' view is supported by RCA director of promotions Dave Shack, who saw the regional team consolidate its efforts during the last quarter of 1999, reaping the benefits during the first quarter of the new century.

"Christina's record was the one that radio bit our hand off for," says Shack. "We would be lying if we said we had to plug this one really hard, especially nationally. Obviously, Roger's regional team did a bit more work but the success of Genie in A Battle laid the groundwork. We also had some upfront TV which helped immensely. And there was a news story they enjoyed other day her."

"With Westlife, Capital and the regionals

led the way, and Heart and Radio Two really made a difference to the record. After a year of media saturation, everything came together perfectly at the end of the year. Five are definitely an act that Radio One has supported, but what we noticed on 'Keep On Movin'' was that we were able to turn Heart and Capital on to the record and they seemed to take a fresh look at the band. We knew we had a good crossover song and we didn't give up. Five have tended to be pigeonholed and this record broke them out of the mould."

Other major in-house plugging teams represented in the Top 25 include Sony's Columbia, Epic and regional teams, directed by Robbie Macintosh,

Adrian Williams and Bob Hermon respectively. Columbia has two records in the chart, with Len's 'Steal My Sunshine' (two) and Waiting For Tonight by Jennifer Lopez (24), while Epic took the number five spot with Macy Gray's 'I Try'. All three were handled regionally by Hermon's department.

The national plugging campaign for Robbie Williams' 'She's The One' (four) and Alice Deary's 'Back In My Life' was the work of the EMI's Tina Skinner and Jonathan Payne. Regional plugging for Williams was the responsibility of the Chrysalis in-house team headed by Adrian Teddlow, and for Alice Deary it was independent plugging company Intermedia Regional.

Mercury also split the plugging duties for Shania Twain's 'Don't Be Stupid (You Know I Love You)' (14) between independent The Partnership for the national campaign and the in-house team for regional.

PR cover stars, first quarter 2000

PR company/press office	Band(s) (front covers)	Total
EPIC	Macy Gray (Mix, Q), Rage Against The Machine (K, MM), Korn (K, R, NME)	7
HALL OR NOTHING	Feeder (MM), Manics (NME), Radiohead (MM), Stereophonics (S), Oasis (MM, NME, Q)	6
SLICE	Britney Spears (SH, ST), Steps (L&K, L&K, TVH, SH, SH), Cream (M), Craig David (T), Seb Fontaine (Muz), Slipknot (K, M, MM, MH)	6
COLUMBIA	NME Awards (NME), Pete Tong & Paul Oakenfold (Muz)	5
RCA	A1 (L&K, L&K, SH, TOP, TVH), Five (TOP), Westlife (L&K, SH, SH, TVH)	5
BAD MOON	Pop Fighters (S), Travis (MM, NME, Q)	4
ROADRUNNER	Madonna (M), Red Hot Chili Peppers (MM, K), Terri's (NME)	4
COALITION	Embrace (MM, NME), Tom Jones & The Stereophonics (MM), Smashing Pumpkins (K)	4
MERCURY	Monkeys (T), Sade (M), Slingo (B&S)	3
UNIVERSAL CLASSICS	René Fleming (Q), Bryn Terfel (BBC), Mitsuko Uchida (Q)	3
J&W	Blink 182 (M), Guy (B&S), Ocean Colour Scene (MM)	3
UNIVERSAL-ISLAND	Oasis (Q)	2
CREATION	D'Angelo (B&S), Robbie Williams (TOP)	2
EMICHRYSALIS	AC/DC (NME, K)	2
LIBERTY	All Saints (T), Asian Dub Foundation (NME)	2
LONDON	Metallica (MH, K)	2
MERCANARY	Another Level (T), Fierce (T)	2
THE WRIGHT PUBLICITY	Kelis (B&S, NME)	1
VRGIN	Angie Stone (B&S)	1
ARISTA	Orisping (MH)	1
CHRISTINE YIANNOU	Fatboy Slim (Muz)	1
DARLING DEPARTMENT	Kennedy (BBC)	1
EMI CLASSICS	Mute (MM)	1
IMPRESSIVE	Q (M)	1
LD & MUMFORD	Coldplay (NME)	1
PHALOPHONE	Ian Brown (S)	1
POLYDOR	Ian Brown (S)	1

Key: BBC – BBC Music Magazine; B&S – Blues & Soul; G – Gramophone; K – Kerrang!; L&K – Live & Kicking; MM – Melody Maker; MH – Metal Hammer; M – Music; NME – NME; Q – Q; S – Select; SH – Smash Hits; TOP – Top Of The Pops; TV – Topical TV; TVH – TV Hits; U – Uncut. Magazines surveyed (ABC figures are for July-December 1999; unaudited figures): BBC Music Magazine (51,911), Blues & Soul (38,000), Gramophone (50,320), Kerrang! (42,118), Live & Kicking (105,720), Melody Maker (52,155), Metal Hammer (37,241), Music (71,115), Muz (80,040), NME (43,000), NME (71,079), Q (21,229), Select (56,049), Smash Hits (243,930), Top Of The Pops (198,700), Total (100,000), TV Hits (305,372), Uncut (5,220).

Epic's in-house press office leads the field

the table and the intense media interest in Steps and Britney Spears. Slice's increasingly diverse PR service ranges from 18-year-old R&B/grunge star Craig David to the NME Carling Premier Awards. Columbia's A1 register at least one front cover on each of the teen pop magazines, and RCA's Five and Westlife achieved the same feat between them.

Among the indie, Roadrunner claimed four covers on the strength of the notorious Slipknot, while Bad Moon comes in expectedly high in the light of the sales success of Travis, and Coalition puts in a typically strong showing, notching up splashes for Embrace, Smashing Pumpkins and Tom Jones with The Stereophonics.

Elsewhere, Universal Classics and Jazz makes it debut, with Gramophone covers for Decca's René Fleming and Philips Classics' Mitsuko Uchida, and the front page of BBC Music Magazine for Deutsche Grammophon's Bryn Terfel.

Habitat league leader Polydor had a quiet first quarter with one Select cover for Ian Brown, although Brown and Gabrielé pulled in hefty coverage beyond the boundaries of the cover sample.

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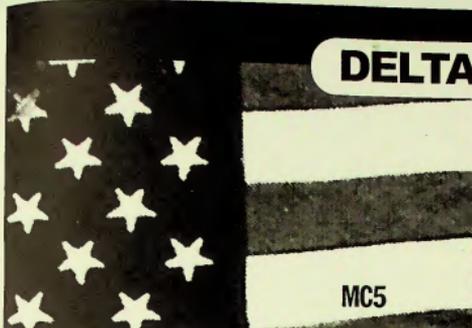
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