

FOR EVERYONE IN THE BUSINESS OF MUSIC 30 SEPTEMBER 2000 £3.60



music week

MIKE BATT'S DRAMATICO RECORDS PRESENTS

THE WOMBLES COLLECTION 34 TRACK DOUBLE CD



34 GREAT TRACKS INCLUDING:
WOMBLES ON PARADE, REMEMBER YOU'RE A WOMBLE
THE WOMBLING SONG, MINUETTO ALLEGRETTO
WOMBLING WHITE TIE & TAILS, WOMBLING MERRY CHRISTMAS
AND MANY MORE...

HEADLINE NEWS...



THE WOMBLES COLLECTION

34 TRACK ENHANCED DOUBLE CD / CASSETTE

CD Contains two full length videos - For the price of a single / cassette

Marketing Campaign

A minimum initial marketing spend of £300,000 over the first three weeks will include:

- Ⓜ Substantial national television campaign
- Ⓜ Substantial national radio campaign
- Ⓜ In-store appearances and field work undertaken by the Wombles pop group and other costumed Wombles
- Ⓜ Prominent advertising in national daily and weekly newspapers and magazines

Editorial Activity

A strong independent promotion team is working on the project, comprising:

Stuart Higgins Associates (Press), Absolute Promotions (TV and Radio) and Terrie Doherty (regional)

TVs already recorded for transmission:

- Ⓜ Generation Game "Womble Week On The Gen Game" - several performances throughout show - 11 November BBC1
- Platforms At Christmas (BBC), South Bank 'Smash' special (ITV)

Other TVs confirmed include:

- Ⓜ Big Breakfast
- Ⓜ CITV (competition)
- Ⓜ London Today
- Ⓜ The Priority
- Ⓜ This Morning
- Ⓜ VH1 Interview
- Ⓜ Nickelodeon
- Ⓜ SMTV (competition)
- Ⓜ Two fantastic new videos available for transmission

- Ⓜ Substantial radio plot includes Mike Batt interview on Jonathan Ross show (Radio Two), regional radio tour, competitions, interviews etc.

The Wombles have recorded a special Christmas single with a well-known human being (civilian) pop star. Details to be announced soon...

Release Date
October 23rd

For more info go to:
www.mikebatt.com



Distributed by VITAL

CD - DRAMCD0001
CASSETTE - DRAMCA0001



NEWS: Industry colleagues mourn **STUART McALLISTER**, the man credited with taking HMV worldwide
News 4



NEWS: In an attempt to alter the landscape of a 12-year-old US country star **BILLY GILMAN**, Sony is going for the mass TV market
International 6



NEWS: Expect more albums from **WESTLIFE**'s new album, the first on Simon Cowell's as-yet-unnamed RCA label
A&R 8



DISTRIBUTION: PREPARING FOR CHRISTMAS - p.32

FOR EVERYONE IN THE BUSINESS OF MUSIC 30 SEPTEMBER 2000 £3.90



musicweek

Warner/EMI offer final concessions

Some negotiations are essential for all of us

by Robert Ashton

Warner EMI will be the first major without a physical distribution network if the EC swallows the more generous concessions made by the companies last week and gives the proposed \$20bn merger the go-ahead. Licensing distribution is one of the key planks of EMI's strategy - confirmed in the confidential 21-page Market Testing of Proposed Undertakings document prepared by the EC last week - to convince competition commissioner Mario Monti that the merger will not be anti-competitive. The document reflects EMI and Time Warner's final submission to the EC before the expiry of their deadline last Tuesday (September 19). Although a dialogue will continue

an EC competition spokeswoman claims Monti will only accept further significant concessions from the companies if they are "justified by exceptional circumstances".

The move, plus another new undertaking to sever links - or joint ventures - with other record companies, marks an attempt by EMI to address the "collective dominance" issue raised by opponents of the deal including independent label group Impala, Edel and Universal.

"Getting out of distribution and joint ventures means a radical restructuring of the group and is without precedent for a major. They seem to want to create a new business model similar to the independents, which rely on others for distribution

and to be more flexible. It could alter the landscape of the music industry," says one senior record company source.

Warner and EMI's apparent readiness to dispose of their physical distribution operations has led some observers to suggest the new entry sees the future in electronic distribution facilitated by the proposed AOL/Time Warner linkup, which is also under investigation by the EC.

"Really how significant is this? It's one crisis of the deal, who is in contact with the EC and still sees vertical integration as a major sticking point. "No one can accuse them of saying they are in a dominant position of physical distribution, but we still need to know who, if anyone, is

going to buy the distribution network," he adds.

Added to undertakings made earlier this month, which attempted to answer concerns addressed in the EC's "statement of objections", EMI is also putting four record companies - France's Pathe Marconi, Denmark's CMO, Greece's Minos and Spain's DRC - and four publishing catalogues - including Virgin Sonos and Magnet Publishing - up for sale.

However, some opponents of the deal, who were asked to comment on the latest round of EMI concessions by noon last Friday before they are market-tested, still maintain that, even without the companies it is prepared to sell, the new group would dominate the European market.

"There are an awful lot of caveats to these concessions. For example, EMI seems willing to divest itself of Pathe Marconi to BMG, but will not sell it to Universal or Sony," says one. He also adds that even though EMI will give up joint ventures, it can still license music to or from Universal making it possible to continue with their highly successful compilations series.

EMI says its new concessions "go to the heart of the issues". The EC is due to rule on the merger on October 18.

AOL and Time Warner also submitted new undertakings, including a promise not to discriminate against other content providers or ISPs, to the EC last Thursday. A verdict is due on October 24.

Rock legends Genesis reunited for a night to honour their manager Tony Smith, who won the Peter Grant Outstanding Achievement Award at this year's MMF-organised British Music Industry Roll Of Honour, held at the London Hilton last Thursday (September 21). The band closed the event with a four-song set including I Can't Dance and Follow You, Follow Me watched by a capacity audience that included original member Peter Gabriel. "As a manager you first have to be the greatest fan and believe, even when no one else does, because it's just you and the band against the world - and sometimes just you," said Smith as he accepted the award. Pictured (from left) Mike Rutherford, Gabriel, Smith, Tony Banks and Phil Collins. See story p.33



Wallace builds music TV role with new T4 position

Channel 4 music and entertainment editor Jo Wallace has consolidated her role as one of the key figures in music television by taking over as commissioning editor for T4 in addition to music and young people.

The move follows Andi Peters' move to a presenting role at ITV and is part of a full-scale restructuring of commissioning staff and reporting lines across the channel by the broadcaster's head of programmes Tim Gardam.

Wallace will continue to report to Lygo in her new role, which commences at the beginning of October, while Peter's deputy Sarah Baynes becomes editor children and young people. Peters retains a position within T4 as executive producer.

Wallace says it is too early to reveal her plans for music programming at the channel.

Reid begins overhaul at WEA

WEA managing director John Reid has started to stamp his mark on the Warner label just two weeks after his arrival with a comprehensive overhaul of its artist roster and changes in promotions.

Brit award winner Shola Ama is the highest profile act to have severed links with the company, although many more are expected to be dropped in the coming weeks.

Overall, the UK company has more than 40 album acts on its books. There has already been speculation about the futures of name acts such as Mark Morrison and Cleopatra and it is understood that no final decisions have been taken about their future at the company. According to one company insider, the number of singles the label is due to release in October has already been cut back from 26 to five.

Reid, who oversaw the drastic reshaping of Mercury, Island and Def Jam in the US following Seagram's



Shola Ama: leaving WEA



acquisition of PolyGram, declines to comment on specific acts. "The business will change in all respects. We're undergoing a comprehensive evaluation of the domestic roster. This will be a very exciting time for artists," he says.

Misra, head of promotions Chris Mason left WEA last week. Although there have been suggestions that Billy MacLeod, co-founder of London Records-affiliated The Partnership, would move to assume a full-time role at the company, it is understood that this will not happen.

Roberts steps up as new MW A&R editor

James Roberts this week joins Music Week as A&R editor to extend the magazine's crucial coverage of artist development across the UK business.

Roberts, who joins from Music Week's sister website dotmusic where he was features editor, previously worked at the Tip Sheet.

"James is a real music fan as well as someone with a deep knowledge of how the UK business works both offline and online," says Music Week editor Alan Scott.

"This is a key appointment for Music Week and it could not come at a better time because of the

revival of UK music across a whole range of genres. We want to be championing the next Craig David, Dido, Arful Dodger or Coldplay as well as writing about all the new names that have already started to make it and the established stars."

Roberts' appointment comes six months after the arrival at Music Week of reporter Mary-Louise Harding, who specialises in new media.

"These appointments will enable us to stay on top of all the stories affecting the UK, not to mention international business," adds Scott.

MUSE

MUSCLE MUSEUM

THE SINGLE (EXCLUSIVE U.S. MIX)

OUT 9/10/00

AVAILABLE ON CD, VHS, DVD, DVD-ROM

INCLUDES EXCLUSIVE TRACKS SOULWAX & TIMM WEA'S REMIXES & VIDEO

© 2000 Warner Music Group

SHOWBIZ
THE ALBUM
THE MUSIC OF
GARY BARBER & FRIENDS
ON THE BROADWAY

taste
YOUR FAVORITE
MUSIC ON TV

"Work The Groove"



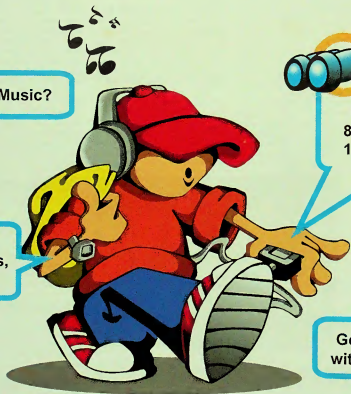
Looking for Music?



Find music from
Major Labels, over
800,000 songs, and
140,000 artists.



Get with it-
check out artists, bios,
and timely reviews.



Get Starter CD
with free music.



 **digibox.com™**

Gerrie pays tribute to Yates at British Music Roll Of Honour

by Ajax Scott

Initial TV boss Malcolm Gerrie dedicated his induction into the British Music Roll Of Honour to former colleague Paula Yates at the seventh annual awards show organised by the Music Managers' Forum last week.

Yates, who died suddenly earlier this month, was due to have presented the gong to Gerrie, who worked with her on the Tube and whose other TV achievements include Razzamataz, Allright Now, and the Brit Awards. "Paula was a fantastic lady and a great talent," he said.

Gerrie was inducted into the MMF Hall Of Fame alongside veteran promoter Barrie Marshall, founder of Marshall Arts. Previous inductees include Peter Grant, Harvey Goldsmith, John Peel, Alan

McGee, Rob Dickins, John Kennedy and Peter Reichardt.

Presenting Marshall with his award was Lionel Richie, who he first worked with in the early Seventies and who performed two songs on the night. "There's no job too big or small for this guy. I have seen him mopping the floor in the dressing room before going on - he's incredible," said Richie. Also offering pre-recorded tributes to the genuinely shocked Marshall, who is celebrating his 37th year in the music business, were artists including Tina Turner, Joe Cocker and Paul McCartney.

Rob Holden, manager of David Gray and Orbital, was named Manager Of The Year at the packed event, which took place at the London Hilton Hotel and was compered by Paul Gambaccini. "If it's an



Producer of the year Mark Hill (centre) with Lonyo and Jennie Langridge from sponsor Exponix award for loyalty, hard work and an outrageous sense of fun then thank you very much, you deserve it," said Gray in a pre-recorded message. Holden himself thanked "everyone I have worked with and everyone I have ever worked with, especially all the above."

Mark Hill, the man behind Artful Dodger and Craig David, was named producer of the year after his group Artful Dodger performed their forthcoming single for London/ffrr Please Don't Turn Me On. The highlight and finale of the evening was a performance by the reunited members of Genesis in concert with their manager Tony Smith, who they first met in 1973 and who won the Peter Grant Award for outstanding achievement (see story p1).

Accepting the award, Smith said, "You can only be a good manager if you have a great band." He added that he is often asked what makes a good manager. "First to be a schizophrenic with homicidal tendencies - it helps in negotiations. Then to have a lot of patience and a short temper, plus a loud voice."

news file

COURT JAILS CD PIRATE

The MCFPS's anti-piracy unit has welcomed a decision by Cardiff Crown Court to jail a 32-year-old man found guilty of CD and computer games counterfeiting, Richard Alan Watkins, who faced five charges under the Trademarks Act (1984), had his premises searched on two occasions in June 1999 and January this year with the first visit uncovering more than 1,000 music CDs, computer games and business software packages. Anti-piracy unit head Nick Koukouras says the result shows the courts are now taking this kind of crime very seriously.

MINSTER BACKS MUSIC INDUSTRY

The Minister for Tourism, Film and Broadcasting, Janet Anderson, sought to underline the DCMS and Government's support for the music industry in her guest speech at the PPL AGM last week. The minister also commended the department's efforts through the Music Industry Forum and the online proposals in the Consumers Call The Tune report and the creative educational spending commitments. PPS reported that its distribution to members rose 4% in £193.1m in 1999 on earnings up 4% to £228.9m.

OUR PRICE ROLLS OUT VSPDORS

Our Price is continuing its rollout this week with eight more store conversions set to be unveiled in Essex and Bedfordshire. This follows openings of the rebranded communications and entertainment shops in London's Surrey Quays, Hempstead Valley and Midstone last week.

RPI LAUNCHES COPYRIGHT VIDEO

The RPI created a Copyright Video aimed at persuading European Governments to put pressure on the European Parliament to address the industry's continuing concerns over clauses within the Copyright Directive. These relate to technical measures and online copying exemptions.

IMRO RECORDS RECORD ROYALTIES

Songwriters and composers' royalty payments from the Irish Music Rights Organisation (Imro) hit record levels in 1999, rising year on year by 7.5% to £161.8m. Newly-issued figures also reveal that Ireland's £17.4m in £2.1m of licence revenue during the year, an increase of 11% over 1998.

STARS LINE UP FOR BACS AWARDS

Former 10cc musician Graham Gouldman, Tommaso drummer and legendary session man Clem Cattini, Engelbert Humperdinck and Shakin' Stevens are among a group of 12 people lined up to receive British Academy of Composers & Songwriters Gold Badges of Merit next month. The event will take place at London's The Savoy on October 11.

UNIQUE BUYS INTO CLASSIC GOLD

Classical Gold Digital, a newly formed company with 80% Unique Broadcasting (UBC) and 20% GWR ownership, has taken over 12 Classic Gold AM stations previously owned by the BBC. The £2.1m deal with UBC follows GWR's acquisition of radio assets from DMGT in July which took it above the current radio ownership limits. GWR retains five AM licences.

Richard Ogden has signed up The Bomfunk MCs as his first clients following the launch of his management company earlier this month. Ogden, who was closely involved in the Finnish act's international development in his former role at Sony, says, "I guess it was entirely predictable that our first signing would be a Sony Music act with whom we already had a close relationship, but that doesn't make it any less exciting for us to have signed The Bomfunk MCs. The company will now focus on the pan-European promotion of the act's next two singles. Pictured are (from left): Sony Music Europe president Paul Russell, Ogden, The Bomfunk MCs' DJ Gismo and Raymond Ebanks, and Ogden's partner Matthew Szczupiel.



Branson set to extend action against Bower

Richard Branson is expected to lead a current writ against author Tom Bower with further charges of "aggravated damages" following last week's publication of the investigative writer's unauthorised biography of the Virgin tycoon.

Branson began legal proceedings against Bower in January over an article the writer wrote about his bid for the National Lottery and, according to his spokesman, will add additional charges after he claims to have spotted "around 300 factual inaccuracies" in 4th Estate's Branson.

In one sensational paragraph Bower says the Virgin and Our Price chain was "teetering on the edge of bankruptcy" and that bankers had threatened to send balliffs into every shop to "snatch cash from the till".

However, Branson's spokesman denies this ever happened. "It [the book] is full of incorrect things. It's based on Richard's own book, some cuttings and a few disgruntled people," he adds.

However, Bower is standing by his profile of the British entrepreneur, who he describes as "the most important tycoon in Britain".

Impala demands EC controls on Vivendi/Seagram merger

The Independent Music Companies Association (Imcspa) has requested that the EC imposes eight legally-binding undertakings on Vivendi and Seagram to ensure their proposed merger does not cause a "threat to the development of a healthy music market".

Concerned that the deal, brokered in June, will enable Universal Music Group (UMG) parent Seagram and Vivendi to act as a global "gatekeeper" to the development of mobile interactive services, Impala wants the EC to ensure that the new entity will not restrict access to services and subscribers.

Impala secretary general Philippe Kern says the combination of the music business with Vivendi's telephone interests will make Vivendi one of the largest companies in the world in entertainment content and distribution. He adds that UMG will, therefore, have the incentive to appoint Vivendi as its preferred wireless mobile distributor and discriminate against other internet and telecom groups. To combat this, Impala suggested in last Wednesday's submission that the merged entity should

IMPALA'S DEMANDS

Key undertakings Impala wants the EC to impose on Vivendi/Seagram:

- that the merged entity will seek to license competitors' repertoire
- that music will not be used as a loss leader
- that the new entity will not drive industry standards into proprietary technology
- that the new entity complies with international rules on copyright

"seek to license UMG's competitors' repertoire" and also not bar access to services controlled by the new group to other content providers.

In order to ensure the merger does not create a dominant position for the new group, Impala also wants the EC to impose the condition that music should "not be used as a loss leader" and that the new entity will be prevented from negatively influencing the "marketing of competing programmes" and allow advertising space on a non-discriminatory basis.

Robertson concedes errors at MP3.com

Michael Robertson, the embattled founder and CEO of MP3.com, has admitted he has sold his shareholders following the spate of lawsuits against his company. MP3.com's share price has fallen from a high of \$64 last November to \$5 last week.

Speaking during his PR trip to the UK last week as law firm Milberg Weiss filed suit against the company for misleading statements on its behalf of its shareholders, Robertson said, "I am clearly disappointed that I have not been able to return value to my shareholders, but the share loss is heading in the right direction, from a \$16.9 share to 12c and most recently 8c a share for the second quarter ended June this year."

Bush split with manager Dorrell

Dave Dorrell, the former club DJ who as Bush's manager guided the west London outfit from obscurity to stadium gigs in the US, is parting company with the group.

Dorrell, who scored a Number One hit as part of M/A/R/S/5 with Pump Up The Volume in 1987, met Bush and Gavin Rossdale in Los Angeles in 1991 before the band had been formed. They met again in London the following year and embarked on a hugely successful relationship which saw the UK act sell around 15m albums. Bush's first album Sixteen Stone, released in 1995, was the biggest selling debut album in the US by a UK act and the follow-up Razorblade Sultans was one of only a few UK albums to debut at the top spot in the US.

Dorrell says both sides have decided to part company amicably. "It's been eight-plus years and basically it was time to go to pastures new for both of us," he adds. However, Dorrell also admits that the long-running legal action with US label Trauma/Interscope - the group wants to be released from its contract - had begun to wear him out. "It has been litigation, litigation, litigation the past two-and-a-half years," he says.

MWC COMMENT

GOING THROUGH THE EC MANGLE

You have got to hand it to them for trying. Although Warner and EMI still appear to have slid away from the most radical anti-monopoly measures being mooted in recent months – the wholesale sell-off of Warner/Chappell or EMI Music – they are certainly coming up with a wide range of proposals: existing physical distribution; quitting various compilation arrangements; shedding other peripheral interests; promising not to distribute music exclusively through AOL.

Of course some of these are in their own longer-term strategic interest anyway: physical distribution has increasingly come to be seen as a cost rather than a source of competitive advantage in recent years. Meanwhile, some Warner Music executives have become increasingly worried that their music will be sucked into the AOL machine as a loss-leading "content" under the AOL-Time Warner marriage. Now guaranteeing others equal access to distribution via AOL could actually ensure that Warner-EMI copyrights are not pumped cheaply down the pipe. As to whether it will all be enough, no one really knows yet. Certainly there have been some pretty long faces among some of the most senior officials at both companies in recent days, not least because of the apparently fuzzy understanding of finer points of the music business still being demonstrated by some of the grand inquisitors. But it seems further horse-trading could still take place.

Above all the whole process shows how the EC is ill-equipped to handle such mergers. Of course mega deals should be policed, but it appears that the EC may not currently be up to the job. Commissioner Mario Monti has himself admitted that his department is overworked. And other concerns remain. Not only does the EC not necessarily understand the complexity of the issues at hand (a hard task when few senior music executives can themselves predict how the future will develop), but its practice of putting every proposal up for discussion with competitors reduces the whole process to horse-trading. Industry Seagram that it never faced such intense scrutiny of its PolyGram deal. And good luck to it when the Vivendi merger goes through the same mangle. *Alex Scott*

PAUL'S QUIRKS

AUTUMN COMES WITH CONFIDENCE

The first two weeks of September are always one of the busiest periods of the year for retail buyers and record company sales teams. Conferences, road shows, presentations and sales meetings take up most of the first part of the month and if you add in petrol shortages and motorway blockades then it's no wonder that this year some of the participants are beginning to look a bit frazzled. Now that most of the individual two- and three-day conferences have given way to half-day or evening presentations in London, it seems that we are nearing the time when the industry could usefully organise an event where all the companies could arrange their presentations in one venue. The natural competitiveness between labels and the obvious need for privacy could be managed by a strictly monitored pass system that everyone in our industry accepts as normal anyway. This would give the buyers an ideal opportunity to compare the product on offer and also save everyone in the industry time, money and effort as travelling, hotel and entertainment costs should end up being shared between the participants.

This year, for the first time, we actually experienced a mini-conference, hosted by wholesalers THE, which allowed us to view the major audio and video product from all companies for the autumn period in one venue over a two-day period. This allowed us to choose which presentations we really needed to attend and also gave us time to talk to different members of the THE team about campaigns and promotions for all our stores in the run up to Christmas. All-in-all it looks like it is shaping up to be a bumper year with new albums from U2, Radiohead and the Spice Girls and some cracking "best of" offerings from the Beatles and Blur. Personally (and because every business is different) our hopes are pinned on new albums from bands like Limp Bizkit, Green Day, Placebo and Bond, plus we hope the excellent albums from Richard Ashcroft and Everclear take on a new lease of life as the peak selling period approaches.

Paul Quirk's column is a personal view

Agency Group taps into buoyant Scandinavia

The UK's Agency Group is capitalising on the Scandinavian music boom by becoming the first international booking agent to establish an office in the region.

The company, which already has overseas offices in the US, Canada and the Netherlands, will open shortly in Copenhagen with what chairman Neil Warnock says is the aim of bringing a "professional" touch to promoting Scandinavian acts locally.

"We felt with the level of new music coming out of Scandinavia, there's a need to organise all that and to have professional agency representation there which we think is lacking," he says.

The Agency Group's roster already includes key Scandinavian acts including names such as A-Ha and the A*Teens, alongside acts such as Plak Floyd (outside the US), Lettfield and Slipknot.

by Paul Williams

Former colleagues have hailed Stuart McAllister – who has died aged 63 – as the man who transformed HMV from a national institution into a leading global retailer.

McAllister, who died on September 15 following a battle with cancer, took the reins of the newly-created HMV Group as chairman/CEO in 1987, a role which swim him expand the then RHM EMI-owned business into new territories such as the US, Canada and Japan. Former EMI chairman Sir Colin Southgate, who created that group and appointed him to the position, pays tribute specifically to McAllister's success in establishing HMV in Japan, which he achieved by not going down the usual route for a foreign retailer of undertaking joint ventures. "He did a very good job and I need to take my hat off to him now. He put together a very good team," says Southgate.

McAllister's promotion to head the group came just under two years after he joined Thorn EMI Home Electronics in 1984 from Volvo UK, later that year taking the position of personal director. HMV Canada & Ireland was the first group formed under the creation of HMV Group in

Ericsson Muzik Awards to get TV boost with Channel 4 slot

Channel 4 has confirmed it is to broadcast the Ericsson Muzik Awards on October 25, six days after the event takes place at the Archos venue in London.

For the first time in its five-year history, the event will feature live performances by dance acts. The live line-up will be announced closer to the event, which is being staged in association with Virgin Megastores, the BPI and BBC Radio One in addition to the headline sponsor Ericsson.

Music Week is sponsoring the award for best major label for the second year running. The contenders in that category are Manifesto, Multiply, Postiva, Talkin Loud and V4 Recordings. Meanwhile, nominees for best independent label are Big Cycle, Hooi, Ninja Tunes and Rawkus. The BPI will present the award for outstanding



ing contribution to dance music.

Artists nominated in more than one of the 26 categories include Eminem, Sade, Artful Dodger, Chemical Brothers, and Basement Jaxx. The nominations are fairly split across individual labels, although Polydor has a particularly strong showing thanks to artists signed to Polydor, Go Beat and Interscope. Nominees for best record shop, supported by Vital Distribution, include Black Market and Pure Groove in London, Eastern Bloc in Manchester, Three Beat in Liverpool and Massive in Oxford.

McAllister remembered as man who took HMV global



McAllister: mourned by colleagues

1986, while a series of other overseas operations rapidly followed under McAllister's leadership. These included the US in 1987, Japan in 1988 and Australia in 1989. The retailer moved into South East Asia in 1994, while HMV Germany was established two years later.

HMV Europe managing director Brian McLaughlin, who was given his "big break" by McAllister when he was made head of the retailer's UK operation, says he will be remembered – alongside establishing HMV overseas – for fighting his corner in the corporate world. "Thorn EMI, at that time, was a huge organisation with lightning, Ferguson, Radio Rentals and EMI Music. HMV was a very small corner

in that and to be able to fight your corner the way he did was very important," he says.

McAllister was made joint CEO in March 1998 of HMV Media Group, which incorporated the newly-purchased Waterston's chain and was a new joint venture company with EMI and the music group's parent International Corporation as its main partners. Alan Giles, originally joint CEO with McAllister, recalls his former colleague's "truly passionate" attitude about music. "This attitude in the business was highlighted by a quite legendary sense of humour and he was a man of never-ending anecdotal impressions, which brought a much-needed sense of light relief to the serious tribulations of music retailing," he says.

However, he was forced to retire just several months into the role due to ill health as he faced two life-threatening battles, the latter cancer. As Southgate recalls, "It was horrific because he was through a terrible problem two or three years ago when he had a blood clot which paralysed him. He lost his speech and use of an arm and he got it all back. To then have this was unbelievable."

Music Unsigned to raise cash through Aim listing

Online A&R resource Music Unsigned is to become one of the first UK music internet start-ups to attempt to expand its business via a public listing.

The year-old company – which started life ostensibly as an A&R tool by offering a showcase for selected unsigned acts online – was one of a number of MP3.com look-alikes which appeared in the third and fourth quarters of last year, during the boom in European venture capital funded music web start-ups.

CEO Anand Mahajan is preparing to start his listing plans in the city tomorrow (Tuesday). The company is seeking to raise £3.2m via a placing on London's Alternative

Investment Market (AIM) by the end of next month, which will value it at £14.8m. The company achieved sales of £25,000 in the nine months to June 30 against a gross loss of £1.1m during the same period, according to the listing underwriters Seymour Pierce.

The move comes immediately after the company raised £4m in third-round funding from a range of investors and music companies, including indie label Concept Music and incubator Voyager.com.

It has also recently moved to diversify its business to tap into new revenue streams via an online radio station hosted by industry veteran Jeff Young and a publishing information database aimed at

commercial buyers of music rights, siglog.com.com.

Meanwhile, MU competitor Peoplesound has signed a publishing administration deal with EMI. The deal is designed to extend the start-up's publishing deals with the cream of its artists on an international level. EMI will administer royalties on international contracts with advertisers and TV companies.

Peoplesound – which launched a little more than a year ago – has increasingly gained credibility within the industry in recent months. Following its appointment of Rob Dickinson as non-executive director, the site has carried promotions for Instant Karma's Helicopter Girl and Higher Ground/Sony's Attica Blues.

BBC Worldwide goes for second Teenies with Tweenies

newsfile

by Steve Hemsley

BBC Music is hoping to repeat the music sales success of the Teletubbies with releases linked to its latest hit children's programmes the Tweenies and Boo The Builder. The Tweenies single, No. 1, is released on October 23 and has been written and produced by Sweden's Henrik Korpi, who has recently worked with the Vengaboys. It is backed by a £300,000 promotional video which has already been shown on MTV and The Box.

The album called Friends Forever is due out on November 13 and is a collection of pop tracks written by composers including Mike Ward, Simon Woodgate and Leo Curtis. The Tweenies have generated more than £40m of revenue for BBC Worldwide with 1.1m videos and 640,000 books being sold and the Tweenies magazine selling an average

of 200,000 copies every issue. To promote the single the Tweenies will appear on Live & Kicking, Live Peter and Top Of The Pops, while a Christmas tour called Tweenies Live will visit 40 arena venues.

Meanwhile, a Boo The Builder single called Can We Fix It (Yes We Can) sung by actor Neil Morrisey—who is the voice of the main character—will be released on December 4. The BBC is hoping to cross over the track to an older audience by commissioning dance mixes.

The titles are being distributed by Pinnacle and extensive retail support is planned. BBC Music head of marketing Alan Taylor says, "It can be difficult for people in the music industry who have not got children to realise how huge some of these younger brands are. The Tweenies album is targeting a wider pop market than the three to seven age group that



Teenies: going for 'older' marketing

watches the TV show and is aimed at the same demographic that would buy Aqua or S Club 7 releases."

The Teletubbies single Teletubbies Say Eh-Oh released through BMG in December 1997 sold 1.1m units, while Teletubbies — The Album released in March 1998 topped charts of 30,000.

This year the children's market has

experienced the Pokémon phenomenon with sales of the album Gotta Catch 'Em All — released at the end of last year through Koch International which owns the European rights — earning silver status. Additional retail support is planned by Koch for this Christmas to support the video and DVD title Pokémon — The First Movie released on October 23 through Warner Home Video.

It has a promotional budget of £1.5m which will include TV, outdoor and children's press advertising. Each video will also include a unique Pokémon trading card.

"When marketing a children's product you need a strategy that reaches the target audience and also their parents so the decision of where to advertise and securing retail prominence is crucial," says Koch International managing director Rashmi Patani.

GWR COMMISSIONS WEB RADIO ADS
From the end of October GWR's new media arm Ecast Ventures will insert demographically-targeted ads into the audio stream output from its Internet radio brands Classic FM, Classic Gold and local stations.

Consumers who listen to stations via the web will be asked their age, sex and location, and technology developed by US company Hwire will target which ads they hear.

MUSIC 365 AND OFF CENTRE UNITE
Web service Music 365 has linked with London club night Off Centre to provide audio streaming of mixes from DJs appearing at London's 333 club. Music 365 marketing manager Pramesh Chauhan says this is the first of a number of integrated sponsorship and content-enhancing features planned for the site.

HMV RENEWS WEBCAM DEAL
HMV has renewed a deal for another year with Virtue Broadcasting to broadcast live webcasts from the retailer's flagship Oxford Street store. The two companies have already worked together on webcasts featuring The Charlatans, Coldplay, Doves and Ocean Colour Scene.

DIX LANDS ROKI SITE WEB DEAL
Online music hosting and delivery network ROKI has been appointed by Mercury Records to handle the web launch of the Roni Size Represent album release. The company has previously worked with Zomba and Telstar on international online promotions on Britney Spears and Craig David respectively.

PHILIPPO LAUNCHES COMPANY
Maria Philippou, formerly of Sharp End PR, has formed her own regional PR operation called MP Promotions. Philippou, whose previous clients have included Andrea Bocelli, 911, Jennifer Paige and The Pretenders, will cover regional radio, TV and press.

RADIO ONE DJ IN SHOCK MOVE
Radio DJ Cive Warren is to leave Radio One after six years to return to commercial broadcasting with the weekly Sunday afternoon slot at Virgin. Warren says he is looking forward to playing music he likes at a sociable time.

TRAVIS PUSH ON SALES
Travis' album The Man Who Passed went eight times platinum last week and the BPI also confirmed a gold album award for Sonique's Hear My Cry.

HOW TV SHOWS' RATINGS COMPARE

Programme	100s	% change on 1999
Top Of The Pops*	4,722	1.1
Top Of The Pops**	3,457	n/a
MTV	2,021	n/a
SMTV	1,991	23.9
The Pepsi Chart	1,754	-6.6
FBI	638	n/a
Planet Pop (Sun)	830	5.5
Radio Pop (Thurs)	428	n/a
Videochat	143	-10.6
Later	125	14.4

*combined totals
Source: Mediaton TMB for 16/17 September 4 2000

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

Music Innovations has brokered a six-figure marketing deal between Virgin Records' Innocent act Atomic Kitten and Microsoft Encarta. The agreement means the group feature in all the computer brand's point-of-sale, advertising and online promotion for the 2001 version of the encyclopaedia CD-Rom as well as fronting Microsoft's online School Challenge which begins in October. The partnership coincides with the launch of the act's fourth single Follow Me out next week (October 2) and their debut album Right Now released on October 23. Atomic Kitten will also perform during the Microsoft Encarta-sponsored Education Day at the teenage music and lifestyle event Pop 1000 being held at the NEC on November 17, 18 and 19 and take part in a mock GCSE exam using the software. Encarta product manager, Jonathan Hulse, says the software's target audience is 14-16-year-olds and the partnership is designed to show older school children that education can be fun and that pop music and learning can be combined. The Innocent promotional campaign for Right Now also includes performances on This Morning (October 3), CD:UK (October 7) and Top Of The Pops (October 13).



'We love Milton Keynes' declares Virgin as it opens new Megastore

Virgin is using the advertising slogan "We Love Milton Keynes" to promote its 95th Megastore, which opens in the town tomorrow (Tuesday).

The 1,600 sq m outlet spread over two floors begins trading at the Midsummer's Place shopping centre and is the first new store Virgin will launch in the UK this year.

Four weeks of bus, local press and six-sheet advertising will feature the slogan while Virgin has recruited a team of five branded "buggers" who will greet members of the public when they arrive at Milton Keynes train station. Consumers will receive a hug, be informed that Virgin loves Milton Keynes and given a postcard advertising the store opening.

Virgin Megastores managing director Andy Randall says the town was chosen following extensive



WE MK
THE NEW MILENNA
MUSIC AND VIDEO

demographic research into how much the population of Milton Keynes spends per head on entertainment product and how many people live within walking distance or a short drive from the town centre.

"We have also taken a strategic decision to only open new stores where we can find sites of more than 35,000sq ft and these do not come up very often which is why this will be our only new opening this year," he says. The Milton Keynes site includes a 20-minute DVD department, six internet terminals offering customers free online access, 60 listening posts and four listening booths. There is also a large mobile phone and accessories department and a range of DJ decks that customers can practice on.

Music Sales Group to exploit back catalogue

Publishing company Music Sales Group is recruiting a head of media to boost exploitation of its 200,000 musical works to the film and TV markets.

The company, which has eight international offices and includes publishing divisions Chester Music and Novello & Company, has created the role to develop revenue from advertising agencies, the major record companies and film and TV producers.

"The roster includes contemporary composers such as Michael Nyman and Philip Glass. Chester managing director James Rushden says, "We are looking at ways to grow the business at a time when sales of traditional classical music is in decline. Targeting film and TV is one direction to go as this area currently represents only 20% of group sales, but that has grown from virtually nothing in 10 years. We want to be proactive rather than reactive," he says.

Specialist helps indies enhance CDs

Multimedia developer ID Interactive is offering independent labels assistance to market enhanced CD singles to ensure their releases do not float CIN rules.

The Manchester-based company claims to have enhanced more Top 75 chart singles than any other developer in the last 12 months and has been advising product managers at the majors for the last two-and-a-half years.

Business manager Azmat Mohammed says many marketing teams are unaware of what can be included on enhanced CDs. Features that are allowed by CIN include interactive album screens providing 30-second samples from up to four forthcoming album tracks, gallery pictures as well as lyrics.

"Working with the industry it is our aim to make people want to buy physical CD singles from shops the net. We are now tailoring our service to help independent labels provide and market enhanced CDs as often as the majors who know



Honey: ID Interactive advised label

that if we enhance a release it will be chart eligible," he says.

ID Interactive's first client was Mercury Records' marketing director Matt Thomas, who employed the service to produce an enhanced CD for the Honey 1st Avenue/Minor's issued End Of The Line. CIN's product and new media coordinator, James Gillespie, says ID Interactive offers a useful support service but says labels should still carry out their own check. "We would encourage all record companies to talk to us and not leave it all to the developer because if a single is not eligible it is the label that ultimately suffers," he says.

everclear



The New Single 'Wonderful'

Out 2nd October

Taken from the top 10 US album

'Songs From An American Movie Vol One: Learning How To Smile'

RADIO

Playlisted at Radio 1 / Virgin / XFM / London Live

PRESS

Kerrang! / Metal Hammer / Melody Maker / Guitarist / Rock Sound / Music Week / Time Out

MARKETING

Radio / Press / Outdoor

ONLINE

6 week campaign across www.everclear.lookon.net, aol, nme.com and dotmusic

LIVE

One-off live show 10th October London Astoria

The Album

'Songs From An American Movie Vol One: Learning How To Smile'

"Understated, beautiful songs...sprinkled with an inspirational X factor" John Aizlewood, Q Magazine

"Utterly gorgeous...Love it." Melody Maker

new file

WYCLEF JEAN TO LAUNCH NEW'S IMPRINT

Wyclef Jean has signed a deal with J Records, the newly created label of Arista founder Clive Davis. Under the terms of the contract—which does not affect Jean's current recording contract with Sony Music—the producer, writer and solo star will launch his own imprint Clif Records and will be responsible for the signing, production and development of new artists. J Records will cover sales marketing and promotion for the new label, with the two parties splitting proceeds 50/50.

URBAN VOICE 2000 GETS UNDERWAY

Singer's Paradise Entertainment is holding its annual Urban Voice 2000 competition throughout October and November, with 30 acts being showcased at two semi-finals to be held at London's Astoria, and 14 being chosen by a judging panel and members of the public to go through to the November 12 final, which will also be broadcast on London Live. A number of awards will be presented across all genres of urban music, and the event organisers aim to release a compilation album of the highlights on a soon-to-be-launched independent urban label.

UNIGNED UNSEATED WINNERS STIR INTEREST

Having emerged victorious from this year's Unigned Unseated talent contest, south London act Sonarily are attracting record company interest, as are runners-up Rauli YL. The event—organised by international Music Publications and supported by EMI and Warner/Chappell—was the most successful to date says organiser Matt Crossley. "We have shown that with the support of the music shops, which facilitated the initial entry to the competition, we can uncover genuine talent," he says, adding that the competition will be expanded next year.

Second Westlife album promises epic ballads

by James Roberts

Westlife's *Coast To Coast*, the follow up to their triple platinum debut, has been confirmed as the first album to be released under Simon Cowell's yet-to-be-named RCA subsidiary imprint when it is issued on November 6. With the group still recording in Sweden and London, the band's trademark epic ballads dominate the overall sound. Cheiron and Steve Mac are handling equal share of production duties on the 16 tracks set for inclusion.

An obvious highlight is the next single *My Love*, which is being serviced to radio today (Monday) and which carries the hallmarks of their 1999 number one *Flying Without Wings*, though this time unashamedly aiming to capture the essence of Wings' *Mull Of Kintyre*. "I heard Wings' track on Magic FM seven months ago and it struck me that a fantastic record it is," says BMCA A&R consultant Simon Cowell. "I want to Cheiron and told them to write a *Mull Of Kintyre* for Westlife." In the absence of an album title track, *My Love* plays on the line *Coast To Coast* as a main hook.

Equally epic is Christmas single *Angels Wings*, with orchestral flourishes that would not be out-of-place in a Disney movie. Written by Steve Mac, the track about his baby is infused with the sort of gospel touches made famous by R Kelly. Due for release on December 18, the track is already favourite for the Christmas number one—William Hill are offering odds of just 6/4 on it succeeding.

A simple piano accompaniment leads *What Makes A Man?* and showcases the increasingly dominant vocal of Mark Feehley.

Defending the continued use of their tried and tested formula Cowell, who won the A&R Award at this year's Music Week Awards, says



Westlife: Motown covers

"This is exactly what the fans want from this band at the moment." He adds, "Up-tempo tracks aren't working across Europe right now for this type of group."

The group are heading the up-tempo dilemma by recording three "mid-tempo" Motown covers, including *What Becomes Of The Broken Hearted*. One of the tracks will be included on *Coast To Coast*, while two will be used in ITV's forthcoming *Motown Mania* special. *Coast To Coast* will also include a cover of *Back At One*, a US smash for Motown-signed singer/songwriter Brian McKnight, though it is not intended as a tool to crack the US market. "It's simply a great song that hasn't been a hit in the UK or Europe," says Cowell.

RCA can afford to be bullish about achieving the 2.5m sales target for the album in the UK: the inclusion of *I Had A Dream* (which was not included on their debut album), *Against All Odds* (with Mariah Carey)—which was expected to debut at number one on Sunday—plus *My Love* leaves the label in the fortunate position of *Coast To Coast* potentially carrying three number one singles before it has even been released.

Horrocks seeks wider market for album debut

Actress Jane Horrocks hopes to follow up her debut record *The Further Adventures Of Little Voice* with future musical projects—but not by singing in her own style.

The Little Voice album features the celebrity impersonations that have brought her vocal talents to the limelight. "I'd like to pursue singing in the future and maybe do a contemporary album," she says. "When I sing, the influence of other singers automatically come out. I don't really know how to sing as myself, but I would probably sound rather thin and a little like my talking voice so I think I'm better off sticking with what I'm good at."

Horrocks is hopeful that the new album, which has been recorded in New York under the musical direction of acclaimed producer Laurie Jay and Leo Green, son of jazz pianist Bennie Green, hopes to reach a wider audience than *Little Voice* fans. "I'd like a younger audience to hear the record and I think that the duets with Robbie Williams and Ewan McGregor will help attract younger listeners."

With a number of "standards" on the album, including *Hello Dolly*, *Crazy* and *Dream A Little Dream*, Horrocks suggests the record will appeal to fans of big-band music though an existing knowledge is not essential. "Young people may not know exactly who I'm impersonating in each song, but it's not a Stars In Their Eyes concept anyway—I'm just singing songs that I enjoy."

Coproducer Leo Green is also making future plans and will shortly begin arrangement work on Marti Pellow's new album, as well as arranging a review of classic American entertainer Lorie Prima. Green—who has arranged for and played with artists including Van Morrison, Burt Bacharach and Jools Holland—is, although only 27, proud of his association with "old" music, though he also plans to develop his work as a contemporary songwriter.

Heavenly adds two bands to its roster

Heavenly Recordings has added two new acts, Snowblind and Ed Harcourt, to its roster under its joint venture with EMI-Chrysalis Records.

Manchester-based pop duo Jane Murphy and Paul Williams got together at the start of this year to form Snowblind. Williams, formerly a member of Swiss who is published by Heavenly Songs, and Niven Garland have mixed the pair's debut album—self-produced at Ridge Farm Studios—88 The Town House. Heavenly hopes to release a first single before Christmas with the album set to follow in the spring.

Meanwhile, the label was introduced to

singer/songwriter Ed Harcourt by manager Dick O'Dell, who previously managed Beth Orton, and was so impressed by his demos—recorded at his home in Lewes and on which he played all instruments bar trumpet—that it has just released them as the *Meadowood* mini-album. With influences stretching from Tom Waits and Randy Newman to Prince, the unpublished 23-year-old is currently in discussions with suitable producers for his first album.

The latest signings follow the success of Doves' Mercury Music Prize-nominated *Last Soul's debut album*.

Cheeky to step up A&R activity after BMG deal

BMG UK Chairman Richard Griffiths has underlined the importance of Cheeky as an A&R source following the major's recent acquisition of the indie, which was formed in 1994 by Faithless member Rollo Armstrong and Champion Records owner Neil Meddle.

The first priority for the label will be the UK release next month of Dido's album *No Angel*, which has become one of the most successful UK breakthroughs in the US this year. But while Dido and Cheeky's existing roster were a definite attraction for BMG, Griffiths says, the long-term intention is to expand the label beyond its current artists.

"It was a very important aspect of the deal that Cheeky can become a potentially valuable A&R source. Rollo is one of the most talented A&R executives in the industry today and the brief is to expand the label. Given that there has been a one-year hiatus in Cheeky releases there are no new signings in the pipeline at the moment, but there is a number of important releases on our schedules now," he says.


With Dido's album selling strongly on import, Arista plans to release it in the UK on October 16, with a showcase to follow in November and the single *Here With Me* in January.



Dido: building on US success

Griffiths adds that albums from Skinny and Rob D are nearly finished, and Faithless have started pre-production for the follow-up to *Sunday Spm*, which is currently scheduled for release in the spring of next year.

MUSIC WEEK SEPTEMBER 30 2000


the
future
of
music.online
2000

The definitive report of the
21st Century music industry

TO ORDER:
please complete and return the enclosed order form to the address below

LONDON OFFICE:
Anna Spenn-Clark
Unitad Business Media, 8 Montague Close, London SE1
5UR, United Kingdom

Tel: +44 (0)20 7940 8595 Fax: +44 (0)20 7407 7087
E-mail: aspenn-clark@unitadbusinessmedia.com

US OFFICE:
Christopher Morgan or Virtuo Reality
Music Business International, One Penn Plaza, 11th Floor,
New York, NY 10119 USA

Tel: +1 (212) 615-2224 or +1 (212) 615-2785
Fax: +1 (212) 279-3969 E-mail: chrymbi@aol.com or
mb3000@aol.com

FROM THE PUBLISHERS OF THE MBI WORLD REPORT

An **MBI** publication

we are one!



On September 27th 2000 we'll have been in the business of selling records for exactly one year. Our thanks to everyone who has helped to make our first year both successful and so enjoyable - you know who you are!

Special thanks must go to our hitmakers - Hi-Gate, Joey Negro, Mario Piu, Matt Darey's Mash Up, Ralph Fridge and Starparty whilst we look forward to future success with Orion, Warrior, DinamYTE, Taiko, Santos, CJ Stone, Genius Cru and Dubaholics alongside our IDJ artists John Johnson, Phreaq, Life On Mars and GD. A special shout is also in order for the fantastic network of companies around the world who are working so hard to break our artists globally.

See ya in year 2. Lots of love.
Incentive. xx

Diversity pays dividends for Pinnacle

Promoting million-selling artists while simultaneously developing small labels has taken Pinnacle to the top in the distribution stakes. Now it is looking to maintain its sales momentum into the fourth quarter with a broad array of product. By Sarah Davis

It is not just the success of mainstream acts such as Britney Spears or Steps that has helped Pinnacle retain its status as the top independent distributor and already propelled this year's sales past 1999's record-breaking total. The company also points to a policy of staying true to the independent and specialist music sector as it works its smaller labels and catalogue product just as enthusiastically.

"We had an incredible year in 1999 and it was a daunting task looking at the year 2000, saying to ourselves can we do better? But, so far so good," says Pinnacle managing director Tony Powell, who believes his company's "daunting task" during 2000 has been working prestigious new albums with sales expectations which equal those of top-drawer major label releases.

Britney Spears' platinum-selling album *Oops! I Did It Again* is still in the Top 20 four months after release, while only Robbie Williams has subsequently beaten Oasis' \$11,000 first-week sales in March for Standing On The Shoulder Of Giants. Last year's Pinnacle success stories have also continued to wow the public with Steps' multi-platinum album *StepAcademy*, now on its 47th week on the chart, and Fatboy Slim's platinum debut *You've Come A Long Way Baby* having clocked up 75 weeks to date.

One of the key sources of Pinnacle's strength is undoubtedly being owned by Zomba. This has provided the distributor with Britney Spears, N Sync, Steps, R Kelly and Backstreet Boys. Powell says, "Since the acquisition by Zomba around three-and-a-half years ago we've built a strong relationship and we're moving forward. We've put in building blocks into place which can be seen by this year's results, and not just in the music business, but we're also developing our DVD division, headed by Alan Jones, and our e-commerce business, headed by Mark Hutton, who joined us formally at the end of last year."

SINGLES CHART SCORES

	No 1s	Top 10s	Top 20s	Top 40s	Total hits
Jive	2	8	20	40	28/6/00
Big Brother/1	2	0	0	3	14
3MV					
Others	0	5	8	12	25

Figures cover 2000 releases' highest chart positions in the 33 weeks to w/e 28/6/00. Pinnacle's distribution market share for the half year was 9.0% with 3mv/Pinnacle taking another 4.0%, making Pinnacle the largest independent distributor and fifth overall. Source: MW

ALBUMS CHART SCORES

	No 1s	Top 10s	Top 20s	Top 40s	Total hits
Jive	0	1	1	0	2
Big Brother/1	0	0	0	1	1
3MV					
Others	0	3	2	0	5

(Brackets denote compilation chart hits) Figures cover 2000 releases' highest chart positions in the 33 weeks to w/e 26/6/00. Pinnacle's distribution market share for the half year was 5.7% with 3mv/Pinnacle taking another 3.6%, making Pinnacle the largest independent distributor and fifth overall. Source: MW

Pinnacle looks after a diverse array of other independent labels, too, as well as V2 and Oasis' label Big Brother. Pinnacle has also taken on Gut, ZTT, UB40's new label Oracabessa and Alan McGee's new label Poptones. Powell says, "We're also very pleased to have Greensleeves - the foremost reggae label in the country - and we took on Beechwood, a bolt-on distribution of their stuff. We're delighted to have them with us. This is hardly a surprising reaction as that's their regular association with the latter compilation specialist has produced nearly half of



Fatboy Slim: one of Pinnacle's biggest LPs

Pinnacle's charting compilation albums. However, Pinnacle no longer distributes Edes, which left the fold following the German independent's acquisition of Vital distribution. "Edes purchased Vital in January but didn't leave until the summer - it was a sad parting, they didn't want to leave," says Powell. "We've had a great relationship with Daniel Lycett and his people over there."

Pinnacle has now extended its own Selecta listening posts to its network of around 130 UK stores. Every fortnight four new titles representing a broad cross

section of Pinnacle's catalogue are added, including specialist product. Powell thinks the listening posts are extremely important: "Sometimes stores get back to us and say they were sure they weren't going to sell any of such and such record but the records have gone so well they then want to take more of a similar sound. I hope to develop this sort of thing further next year using new technology. Technology does offer a lot of opportunities on the High Street. But it's amazing to find how few independent shops have smaller or this kind of facility. It'll be so much easier to work with them when they all have it," he says.

Meanwhile, this autumn looks set to be another strong one for the distributor. One of the biggest albums of the year for Pinnacle is Fatboy Slim's second album *Halfway Between The Gutter And The Stars*, handed in co-operation with BMG.

Other big albums include offerings from Steps, R Kelly, and Backstreet Boys, all backed up by singles, and a Stone Roses remix album. There will be a new Britney Spears single at the end of November and the US teen star is to tour the UK for the first time in October, which will doubtless give sales of *Oops!...* another boost. The diversity of musical styles is also shown by autumn releases from veteran metal band Napalm Death, releases on respected US independent rap label Rawkus and a clutch of dance compilations including a selection of garage tunes from the Dream Team for the Pure Silk label.

"It's been a good year so far across all our labels, not just the major ones," says Powell. "We have what I call excellent middle-range product that is broad and butter for smaller labels. We can't have big hit records and this middle range product does very well for many labels. We are looking to putting together a strong retail campaign so these labels have a share."

FRANKIE GOES TO HOLLYWOOD: Maximun Joy - ITT

(September 25). ZTT follows the chart success of the remixed singles *The Power Of Love* and *Two Tribes* with this remastered and remixed album of the band's greatest hits.

TAINES SWEET Time Cop: The Best Of... - Jive

(October 2). Matthew Sweet's dedicated fan base will appreciate both the well-known favourites and the two brand new tracks included on this compilation.

FAITHLESS Back To Mine - BMG (October 9)

This is the fifth volume in the Back To Mine series, this time mixed by Rollo and Sister Bliss from Faithless. Artists include Paperclip People, Aaron Neville and Shreemad.

HERLEIGHARD: If I Only Could Fly - Anti-Epithet (October 9)

Country music legend Merle Haggard has an impressive 39 country number one hits to his name. He is now signed to indie punk label Epitaph, home to Tom Waits, and this is his first studio album of all-new material in six years.

EVERLAST: Et Al Whiskey - Tommy Boy (October 18)

The ex-House Of Pain member follows his breakthrough debut solo album with this blend of blue-infused-influenced rap/rock.

TALIB KUI: 6 ft 9 in. Relektion Eternal - Rowdy (October 16)

Talib Kwesi, previously known as one half of hip-hop crew Blackstar (with Mos Def), returns with this album which features a host of guests including De La Soul, Xzibit and the voices of Lennox

Everlast



Talib Kwesi



Utah Saints



Utah Saints



Lewis and Nelson

Mandela. **TALGUNNER: Talgunner - No Label Records (October 16)**. Talgunner main man Mark Coyle worked on the production of all Oasis' releases - now Noel Gallagher has returned the favour by playing the drums on this debut.

ALABAMA 3: In Profile - Elemental (October 16)

Alabama 3's profile got a boost when their track *Woke Up This Morning* was used as the theme to cult TV series *The Sopranos*. This second album was recorded with Steve "Dub" Jones (Chemical Brothers) and an appearance on Parkinson is confirmed for early October. **NICKEL McDONALD: Blue Obsession - Sanctuary (October 23)**. This is former Double Brothers keyboard player Michael McDonald's first solo album in seven years. The five-times Grammy winner has come up with 10 new songs plus covers of classics by Neil Young and Marvin Gaye. **UTAH SAINTS: Two - The Echo Label (October 23)**. The Utah Saints' second Echo album features samples and guest appearances from artists as diverse as Michael Steppe, Chrissie Hynde and Chuck D, and includes the hit single *Funky Music*. **NEW ORDER: The John Peel Sessions - Strange Fruit (October 30)**. One of only two sessions recorded by the band for the veteran BBC broadcaster, this album features eight tracks recorded shortly after Joy Division

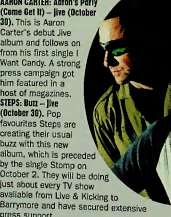
vocalist Ian Curtis' death.

VARIOUS: Garage Vibes - Pure Silk (October 30). A selection of classic and contemporary UK garage tunes mixed by Timmi Magic of the Dream Team. **SLAM: Mix Album - Distinctive (October 30)**. Scottish techno kings Slam mix up a funky selection of deep house and techno tunes including their own classic *Positive Education*.

ORIGINAL LONDON CAST: Wilches Of Eastwick - First Night (October 30)

The cast performs songs from Sir Cameron Mackintosh's West End hit musical which stars Ian McShane, Lucia Arz, Maria Friedman and Joanna Riding. **AARON CARTER: Aaron's Party (Come Get It) - Jive (October 30)**. This is Aaron Carter's debut Jive album and follows on from his first single *I Want Garity*. A strong press campaign got him featured in a host of magazines. **STEPS: Buzz - Jive (October 30)**. Pop favourites Steps are creating their usual buzz with this new album, which is preceded by the single *Stomp* on October 2. They will be doing just about every TV show available from Live & Kicking to Barrymore and have secured extensive press support.

Utah Saints



STONE ROSES: The Remixes - Jive (October 30)

The Stone Roses get remixed by some of the dance world's most credible DJs, including Paul Oakenfold and Steve Osborne, a Guy Callied Gerold, Grooverider, BGG State, Jay Carter, Rabbit In The Moon and Justin Robinson. **R KELLY: TP-2.com - Jive (November 6)**. R Kelly was in the UK in August for a round of promotion to promote the single *I Wish (October 2)* and album. The video is on MTV and the Box and the single is on diverse Capital A1 and A2 lists. Features as the

Interviews include titles as on the

albums *Time and Blues & Soul*.

FATBOY SLIM: Halfway Between The Gutter And The Stars - BMG (November 6)

According to Norman Cook, the follow-up to last year's multi-platinum debut is "more chilled and low-key than its predecessor, featuring a varied line-up of guests including Macy Gray, B'botky Collins and Ian Van Anan." **BACKSTREET BOYS: Black And Blue - Jive (November 20)**

The Boys' fourth album is preceded by the single *Shape Of My Heart*, which has a world radio date of September 27.



ELEVATOR SUITE: Barcelona and Shillaced – Infections (September 25). The band's debut album features the singles Backaround and Man In The Tower, which is re-released the following month. Both singles have been played by Radio One, while a nationwide tour will run through September and October.

MIFFY: Miffy – The Jam Experience – React (September 25). A UK Garage pioneer and one half of remix team Tuff Jam, Lamont's first solo album covers a broad range of chart-friendly and radio-ready 2 Step and R&B.

VIRIDUS: MTV Ibiza 2000 – The Party – White Island (October 2). This features a selection of stand-out tracks from this year's summer season. The advertising will be backed by a huge TV-led release campaign.

THEMATIC: So Much for the Ten Year Plan – Ark 21 (October 3). Therapy? mark a decade in music with their ninth album. This collection of their finest moments will be initially accompanied by a limited-edition

version featuring a six-track bonus CD.

TIM HUTTON: Everything – Plus Recordings (October 2). A modern-day singer-songwriter of taste, Hutton unleashes a debut full of plaintive and melodic material. It will be preceded by the single Been a Fool and a short tour throughout September.

WOMBLE: Get Out – Soul2Soul (October 9). Successfully straddling the garage/2 Step/No-Soul genres, this is the follow-up single to Top 10 entry Battle. Released on Pias Joint venture Soul2Soul, this gives another taste of the forthcoming album, due out on October 23.

RED SHIPPER: Our Aim Is To Satisfy – Warp (October 9). Renowned as one of the best live dance acts around, the band will support their third Warp album with an extensive UK tour, an appearance on JoJo's Holland's Later and a single Some Kind Of Kick.

AZZIO DA BASS: Dooms Night – Clubheads (October 9). This release made its mark on the house scene on its original outing and now given an additional boost with a Timo Maas mix.

TURIN BREAKS: Fight or Flight EP – Source UK (October 16). The band's first EP to Source UK after a hectic A&R scramble and this release is already attracting broad critical acclaim.

HEWER: We Love This City – Top Tens (October 15). Following on from the well-received single Good Fruit, this release builds on last year's The Fidelity Wars album, and is backed by the band's highest national tour to date in November.

ERASURE: Lonebot – Mute (October 23). Now into their 15th year, Erasure return with their ninth album. Preceded by the single Freedom – which includes mixes by Motiv8 and Pichioni! – the album is set to reveal a new sound, showing off Vince Clarke and Andy Bell's rougher edges.

THE WOMBLES: The Wombles Collection – Dramatica (October 23). The group that spent more weeks in the UK singles chart in 1974 than any other group are back with another collection of songs written and produced by Mike Batt. The album is backed by a substantial marketing campaign involving radio and TV ads, and a South Bank Show documentary.

MOBY: Play (special edition) – Mute (October 23). One of the success stories of this year looks set to continue with a special limited-edition album featuring single remixes and new tracks, plus the new single Honey, on which Kelis guests. An

extensive press and TV advertising campaign is intended to bring UK sales of Play up to 2m by Christmas.

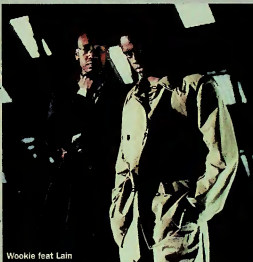
MY VITROL: Pieces – Infectious (October 30). The beneficiary of constant music press attention this year, My Vitrol have built a solid fanbase through a constant touring and Radio One playlists. Pieces is their third single, which precedes a debut album next year.

Global Underground: Nick Warren – Global Underground: Nick Warren (October 30). This dance compilation follows on from releases featuring Sasha, Paul Oakenfold and Darren Emerson. Global Underground's autumn schedule also features a Danny Tenaglia compilation.

Deep Dish: Yoshiyuki 2 – React (October 30). As DJs, remixers, artists and producers, Deep Dish maintain cut status. This compilation, backed by React and Yoshiyoshi, will be publicised across the dance music press, broadsheets, and radio. It is available as a double CD or five LP boxed set.

Drude: Feel The Beat – Neo (November 6). The Finnish techno band look on course to sell 1m units worldwide of their ubiquitous Sandstorg single. Its follow-up Feel The Beat is expected to land in the UK top 10 on release.

OST: 102 Dalmatians – Hollywood/Edel (November 11). Destined to be a Christmas blockbuster, Walt Disney's 102 Dalmatians features Glenn Close. The soundtrack release follows the film's opening weekend in the UK.



Wital scores with most successful year

Vital faces the pre-Christmas challenge with optimism after a bumper year. By Matt Pennel

While many in the music industry have been preoccupied with the consolidation of the majors during 2000, one key UK independent distributor has quietly been enjoying the most successful year in its history. Vital Distributors' album market share jumped 67.5% to 67.8% during the first half of this year as the company reaped the benefit of renewed interest in two of its biggest 1999 releases – the Moby's Mute-issued Play and Gut, starring Tom Jones' Reload. Both hit Number One this year, surpassed 1m sales and are, respectively, at present the top and third biggest-selling artist albums of the year.

"To have one million-seller is great, but to have two was just unbelievable," says Vital managing director Peter Thompson. "While Vital sees itself as a distributor capable of helping bands develop from scratch it certainly helps confidence and profile being associated with two such huge albums. We never rely on having this type of success – it's just very nice when it happens."

Monster hits notwithstanding, Thompson is certainly not complacent about the conditions under which indie labels and their distributors operate. "I think the climate is pretty hard all round. We are all having to work harder and spend more money to maintain a reasonable sales level for all acts, or even just get them started," he says. "This makes the financial

VITAL'S CHART SCORES

	No.1s	Top 10s	Top 20s	Top 40s	Total
Singles	0	8	4	7	19
Albums	2	0	2(2)	2(2)	6(2)

(bracketed denote compilation chart hits)
 Figures cover 2000 releases' highest chart positions in the 33 weeks up to w/e 28/8/00. Vital's singles distribution for the half year was 6.6%, making it the second biggest independent distributor and third overall. Its albums and singles share for the same period was 5.5%, again placing it second among independent distributors and sixth overall. Source: MW

pressure on the labels immense and cash flow becomes a major problem. This is why so many labels get involved with partners at an early stage."

The health of major labels, and the development of new acts, remains a priority for Vital, and Thompson cites the success of Tallest Man/AL's recent Techset Mercury Music Prize winner Body Drawn Boy, fellow nominees The Delgados (Chemical Underground) and City Slang Records' Calexico as being particularly satisfying. Meanwhile Vital has also started to benefit from German indie Edel's acquisition of a minority stake in the distributor's parent company, Play It Again Sam, which has now stepped up its own UK A&R activities and investment in up-and-coming labels. Following Pias's deal with Soul 2 Soul men Jazze B, for example, Vital launched the debut chart hit of UK garage star Wookiee and has also been cutting edge music set to come from the same source. The company has also taken



Moby: played a vital role in 2000 success on distribution of Edel releases from Pinnacle (though the Gut account has moved in the opposite direction).

Vital has become more involved in the dance scene in general during the last few years, with a toehold in both house and UK garage camps. Thompson says, "We have found within the dance scene a flexibility and vibrancy that has been lacking in other areas during the last couple of years. The significance of long-term, album-selling acts is now a major area for the dance scene and we are delighted to be involved with acts such as Basement Jaxx and Paul Van Dyk."

Summer campaigns have become a well-established part of Vital's sales strategy, and the company repeated its tried-and-tested £5.99 initiative. This gave consumers an extra inducement to snap up product from The Prodigy, Beta Band, Divine Comedy and Space. In all, the summer sale raked up over an additional 150,000 sales.

As it enters the crucial pre-Christmas

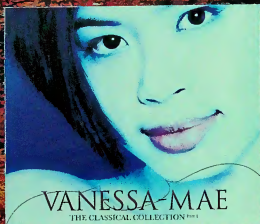
period, Vital has several acts up its sleeve including new albums by Darude, Eels and even The Wombles. Retailers will be particularly benefited, by the fact that certain of its key releases are now set to appear early in 2001.

"There seems to be so many great acts around at the moment that the future looks very bright indeed. Acts such as Sia, Tim Hutton, Turin Breaks, My Vitrol, And You Will Know Us By The Trail Of The Dead, Wookiee and Affix look destined for the big time, while the likes of Heifer, Red Snapper, Soulwax and Sigur Ros all have important albums out now or due soon. Next year should be phenomenal with new albums from Rae & Christum, Mogwai, The Propellheads and The Prodigy all set to go," says Thompson.

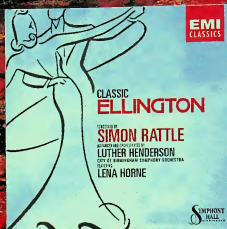
Many behind-the-scenes developments have occurred this year which will affect the way Vital carries out its operations in the future. Among them have been investment in warehouse infrastructure and IT following chief's investment in the Pias group, while the company has also backed an industry-wide trend by expanding its sales team.

"It has been an important time for the distribution side of Vital with a new warehouse and computer systems," he adds. "The warehouse move went very smoothly and has now provided us with much-needed space while the computer system has continually been upgraded during the course of the year. On the sales side, of course our winning of the Sales Team of the year category at the MW Awards shows that we were on the right track, but we are always looking at ways in which we can use technology to provide a better, faster and more informed service to retailers."

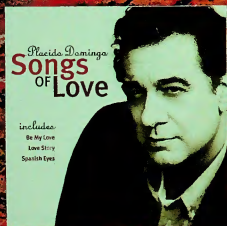
Have yourself Classic



CMS 5 67456 2 (3CD)
Available 25th September



CDC 5 57014 2
Available 25th September



CD & cassette
CDC/EL 5 57104 2/4
Available 16th October

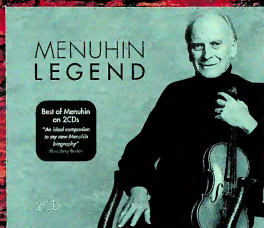


CD & cassette
CDC/EL 5 57048 2/4
Available 23rd October

EMI
CLASSICS

To order, please contact your local EMI Sales representative, or call the EMI order desk on 01926 888888, fax 01926 466321, or www.esounds.com

a Merry Christmas



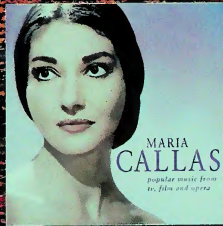
CMS 5 67326 2 (2CD)
Available 2nd October



VC 5 45420 2
Available 2nd October



CDC 5 57091 2
Available 23rd October



Single CD & cassette
CDC/EL 5 57050 2/4
Special edition 2CD
ODS 5 57062 2
Available 30th October

www.emiclassics.com
www.virginclassics.com


CLASSICS

SINGLE of the week

U2: Beautiful Day (Island CIDX766). After the experimentation of Pop, U2 are back with what they do best — stadium rock with a twist. Harking back



to their classic Unforgettable Fire period, this out-and-out pop rouser boasts one of their hookiest choruses yet. It is A-listed status at Radio One and Capital, and is currently rising up the Airplay Top 50. The band's 10th studio album, *All That You Can't Leave Behind*, is out next month and on the evidence of this first single, promises much. **C**



SINGLE reviews



NICHOLA HOLT: The Game (RCA 74321 798 992 7). The shaven-headed Dig Brother star releases her debut single in an effort to cash in on the nation's obsession with

the show. An uptempo poptrance track, its success is likely to reflect the quality of the tune. **MUSE: Muscle Museum** (Taste Media/Mushroom musk84cde). Originally released on Dangerous Records in 1998, Muscle Museum is the latest single to be lifted from their gold album *Showbiz*. This live favourite features the unmistakable Mafoso guitar refrain and should follow their previous two singles into the Top 30 on the back of a B-listing at Radio One. **C**

JAMELIA: Boy Next Door (Parlophone CDRHYTH529). The 19-year-old R&B diva follows her three Top 40 hits with another soulful tune. Though similar to her previous offerings, it is one of the stronger cuts on her *Mobo*-nominated album, *Drama*. **TONI BRAXTON: Spanish Guitar** (LaFace/Arista 3847723). This follow-up

to the Top Five hit, *He Wasn't Man Enough*, sees Braxton belt out a big ballad, this time with a Mediterranean feel. The track is a more straightforward R&B feel. Produced by Chad Hugo and Pharrell Williams, it is one of the strongest tracks on her debut album and is C-listed at Radio One. **C**

DRUGSTORE: I Wanna Love You Like A Man (Global Warming WUSCD10). Following a two-year absence, Drugstore make a welcome return. Already single of the week on Radio One's *Mark & Lard* show, this uptempo track shows off Isabel Montero's husky sexy voice.

MADISON AVENUE: Who The Hell Are You? (VC Recordings VCRV70). Another slice of infectious dance pop from the Aussie duo, this should do well after the success of *Don't Call Me Baby*. **C**

PITCHSHIFTER: Dead Battery (MCA PITCHCD1). Riding high after their three *Karrangi* awards (best band, best album, best live band), this track, taken from their *Deviant* album, is industrial rock along the same track as *Nine Inch Nails*.



ROBBIE WILLIAMS & KYLIE MINOGUE: Kids (EMI CDCX5119). Coupling Minogue and Williams' strong vocals, added to the spiky lyrics of Williams and Guy Chambers, this is a superb rock-pop duet. Taken from Williams' number one album, *Sing When You're Winning* and A-listed at Radio One and Capital, it will neatly maintain the profile of both EMI artists. **C**

to the Dead Battery is more accessible. **ALICE DEEJAY: The Lonely One** (Positive CDTV145). The fourth single lifted from the *Who Needs Guitars Anyway* album, this could be the fourth Top 10 hit — even though it sounds mighty similar to the other three. **THE WARRIOR: Warrior** (Incentive CENT12CDS). The Warrior's debut on Incentive is a bouncy house track. Robbie Rivera provides a Puerto Rican mix while *Trick Or Treat* for a two-step version.

28 DAYS: Kid (Indestructible EP (Mushroom MUSHRCDS). Hailing from Australia, this quintet seek the rap/hardcore rock, skate-punk sound, and achieve it so convincingly that they could easily be mistaken for Blink 182 or The Offspring with turntables. **ERASURE: Freedom** (Mute CDMUTE244). This is Erasure's first new material for nearly three years, and signals a return to their uplifting synth-pop of the early Nineties. Although a decent enough track, it perhaps lacks the killer hook to return the duo to the heights of *yesterday*. **HELICOPTER GIRL: 345 Wonderful** (Instant Karma KARMA4CD). Taken from *Helicopter Girl's* Mercury Music Prize-nominated album, this trip-hop-style workout

is not the best introduction to what remains a pretty good album. There are better tracks than this worthy of single release.

TEENAGE FANCLUB: I Need Direction (Columbia 6699512). The Fannies return after a two-year hiatus with a Beach Boys/Byrds-style strumming complete with "pap-pap-pap" and sweeter-than-thou harmonies. Other tracks include *I Lied* and a clean-cut cover of *The Pixies' Here Comes Your Man*. **DEPARTURE LOUNGE: Goldfields EP** (Meek Giant MEEK006). Produced by France's *Kid Loco*, this EP showcases the heartfelt acoustics of Tim Keegan. The band are supporting *Morcheeba* on their forthcoming nationwide tour.

K-GEE: I Don't Really Care (Instant Karma KARMA7). The "frith All Saint" finally steps out from behind the desk with his solo debut, underlining his ability to meld street beats with a pop sensibility. Miami bass in feel, this showcases one aspect of his album, out early next year. **LIONEL RICHIE: Angel** (Island Def Jam 0731457265123). The Motown legend returns with an *tiempo* affair produced by Brian Rawling and Mark Taylor. The song, based around an uplifting chorus, is exactly what one would expect from *Rise Drote*, though *Richie's* vocal is as distinctive as ever. **DJ PIERRE: Wet Dreams** (NuCamp CAMPT8). Add house pioneer Pierre's

A great new song is only a mouse-click away

www.soundartist.com

Soundartist redefines the way to exploit music and discover songs worldwide. Our business-to-business platform provides a one-click alternative for A&R managers, music publishers, producers and songwriters.

Check us out

SOUND@artist

put your music where your mouse is



REVIEWED **KING CHANGÓ: King Change** (Luaka Bop LB0216), A glorious ska stomp of an album with memories of The Specials and Manu Negra at their very best, this explodes out of the speakers. The band comes from New York's Latin community and the vibrancy and colour in their music bears testament to their musical heritage. This is one of the most refreshing albums of the year so far. Check out Don't Drop Your Pants from the Dexy's flourishes and Torero, but every track is a gem. *********

project for the Wall Of Sound subsidiary label has all the requisite breakdowns and jazz touches one would expect from the Wild Pitch impresario. A storming mix from X-Press 2 has won support at club level.

ALBUM reviews



REVIEWED **MELANIE B: Hot** (Virgin LC0308). With Melanie C now firmly established as a solo artist, fellow Spice Girl Melanie B looks set to do

debut. With songs supplied by a who's who of contemporary R&B, this should confound some of her critics. *********

REVIEWED **LOS AMIGOS INVISIBLES: Arepa 3000** (Luaka Bop LB0223). This Venezuelan band with French sensibilities have produced a fabulous album that links lounge with house via classic Salsoul-era disco. Standouts include Amor and La Vecina.

REVIEWED **RONI SIZE/REPRZENT: In The Mode** (Talkin Loud CDS481762). Size and crew return with the follow-up to their 1997 Mercury Music Prize-winning album New Forms. Blending tough beats, funky bass, strings and vocals, it has a rawer, punkier sound than its predecessor. *********

Dynamite and vocals from Onaltee add flavour, while guest spots from Method Man and Rahzel give a hip-hop edge. *********

REVIEWED **RED SHAPPER: Our Aim Is To Satisfy** (Warp WARP0278). A varied and powerful third album from Red Shapper. Given the capabilities of the core members, it is to be commended that the material never meanders and takes in a dizzying array of genres and ideas. *********

REVIEWED **TOM MCRAE: Tom McRae** (DB DB001CD1P). This is the debut album from the critically acclaimed singer-songwriter. He first shot to attention after his slot at Scott Walker's Meltdown festival in July. His memorable voice is sensitive, even tortured, and the 13 tracks here use instruments economically to add dramatic and eerie effects to the dark, poetic ballads. *********

REVIEWED **VANESSA AMOROS: The Power** (Mercury 1599140). Australia's new pop sensation releases her debut album following a string of chart successes in her homeland. This upbeat Spears-style collection of pop tunes has several respectable tracks including her recent UK release Absolutely Everybody. *********

REVIEWED **DAVID SYLVIAN: Everything & Nothing** (Virgin CDV02987). This is the first complete retrospective of the former Japan vocalist. Included on the two-CD set is the "lost" Japan tune Some Kind Of Fool—originally intended for the Gentlemen Take

ALBUM of the week

THE BEAUTIFUL SOUTH: Painting It Red (Mercury 5482662). The return of the South after a two-year break sees



them in fine form, and they have already made a great start with the first single, Closer than Most, which is on the Radio Two A-list. This album gives enthusiastic nods to country and blues, especially on Hot On the Heels of Heartbreak and atmospheric trotting ballad River. The Beautiful South's famous ironic lyrics are in full effect, with Till You Can't Tuck It in a neat comment on growing old. *********

Polaroids album and another cut, Ride, which did not make it on to his classic Secrets Of The Beehive album. Overall, a breathtaking stocktake from one of rock's most individual artists. *********



REVIEWED **PLACEBO: Black Market Music** (Hut CDFLOORX13). Placebo's third album finds them in typical dark mood, but with a rockier, poppier sound. This new-found sound is

exemplified by the radio-friendly single Slave To The Wage. Other highlights are Black-Eyed and Spite & Malice. *********

REVIEWED **AGNELLI & NELSON: Hudson Street** (Xtravaganza XTRAVCD14). Fresh from mixing the Top Five compilation Ibiza Euphoria, Agnelli & Nelson continue Xtravaganza's consistent strike rate with this long-player. Spanning ambience and trance, it features tracks such as Embrace, Hudson Street and the Top 20 hit Everyday. *********

REVIEWED **MERLE HAGGARD: If I Only Could Fly** (Anti 6593-2A). This surprise new offering from the formerly label-less Haggard on

Indie label Epitaph's Anti imprint comes highly recommended. Not this time a rehash of old hits, but 12 originals, recorded with his backing band The Strangers. *********

REVIEWED **VARIOUS: New Orleans Funk** (Soul Jazz SJRC047). The Soko record shop trains its sights on the funky sound of New Orleans for this collection. Featuring gems from The Meters and Eddie Bo, the inclusion of Aaron Neville's Hercules is worth the price alone. *********

REVIEWED **RACHELLE FERRELL: Individuality** (Can I Be Me) (Capitol 4949802). Ferrell may never have enjoyed the UK profile of Erykah Badu, Angie Stone or Jill Scott, but this album is every bit as good as anything from the aforementioned. Exquisite vocal stylings and top playing make this essential for all fans of adult jazz flavoured soul. *********

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, Claire Bond, Jimmy Brown, Hamish Champ, Chris Finan, Tom FitzGerald, Mary-Louise Harding, Chris Heath, Jeremy Isaac, Owen Lawrence, James Roberts, Nick Tesco and Simon Ward.

Metropolis Presents:

Creative Magic for DVD

5.1 Surround Mix-to-Picture Studio
5.1 Surround Audio Mastering Studio
Award-winning Producers
Creative Services and Direction
Audio & Video Encoding
DVD Authoring & Emulation
(DVD-Video, DVD-Audio and DVD-ROM)
DVD-R & DLT Output



Metropolis DVD - where technical excellence is driven by creative innovation
The Power House, 70 Chiswick High Road, London W4 1SY
Telephone, 020 8742 1111. Fax, 020 8742 3777

TOP 75

30 SEPTEMBER 2000

Pos	Title	Artist (Producer/Publisher/Writer)	Label CD/Cass (Distributor)
1	AGAINST ALL ODDS	Marky B & Wyclese (Corymy/Kelly & Run/EMI) Columbia	659972/669894 (TEN)
2	KERNKRAFT 400	Zomba: Netter (Sloans/Moore) Universal (Sloans/Sony) -DITA 117	
3	LADY (HEAR ME TONIGHT)	Sound Of Bereley/Polygram 587796/587796 (UJ)	
4	SOMETHING DEEP INSIDE	Innocent SINDX 19/30/61 19 (E)	
5	MOST GIRLS	LaFace/Arista 743219/21/24/21/24 (UJ) (BMG)	743219/21/24 (UJ)
6	UNLEASH THE DRAGON	Def Soul 57562/57562/56 (UJ)	
7	THE MOUNTA LOVE	Stacy A&J/Universal 65252/65252/74 (TEN)	
8	SKY	Serious/Universal Music 62304/MCSC 40240 (UJ)	
9	OVERLOAD	London/London 498/1005 449 (TEN)	
10	NATURAL	Polygram 587792/593788 (UJ)	
11	ON A NIGHT LIKE THIS	Parlophone CDRS 856/CTR 8546 (E)	
12	ABSOLUTELY EVERYBODY	Mercury 158292/158294 (UJ)	
13	ORDINARY WORLD	Positive CDTV 139/CTR 139 (E)	
14	MUSIC	Maverick/Brown Bros W 5200/W 5202 (TEN)	
15	BIG BROTHER UK TV THEME	Chameleon Music 0007/01/CM 0007 (UJ)	
16	IT DOESN'T MATTER	Columbia 66872/66872/97784 (TEN)	
17	GROOVEJET (IF THIS Ain't LOVE)	Positive CDTV 139/CTR 139 (E)	
18	MINORITY	Republic W 5200/W 5202 (TEN)	
19	YOU USED TO HOLD ME	AM-PM COAMPM 157/MCAMPM 131 (UJ)	
20	ROCK DJ	Chrysalis CDCHS 1518/CTR 1518 (E)	
21	TAKE ON ME	Columbia 669502/669504 (TEN)	
22	WITH MY OWN EYES	Multiple/COMPLY 67/CAMU 67 (BMG)	
23	1-2-3-4 GET WITH THE WICKED	East West MICKY 037/CMICKY 036 (TEN)	
24	BULLET IN THE GUN	Perfecto PERF 005/PERF 005/MSX (UJ)	
25	TELL ME IT'S REAL	AM-PM COAMPM 155/MCAMPM 135 (UJ)	
26	FREESTYLER	Danceopolis DOP 20/PCS 20 (TEN)	
27	LUCKY	Jive 925102/925102A (P)	
28	IT'S GONNA BE ME	Jive 925106/925106A (P)	
29	BREAKOUT	RCA 743217/9121/122 743217/9121/122 (E)	
30	I TURN YOU ON	Virgin VUSCD 172/USCD 172 (E)	
31	OUT OF YOUR MIND	Nuclear/Arista 743217/24/21/24/21/24 (BMG)	
32	UNFORGIVABLE SINNER	Virgin DINSXK 202/DINSK 202 (E)	
33	UBIK	Perfecto PERF005/CS2 (BMG/MP)	
34	WIFEY	Arista 743217/9121/122 743217/9121/122 (E)	
35	SCORCHIO	Arista 743217/24/21/24/21/24 (BMG)	
36	7 DAYS	Widstar CDWLD 30/CAWLD 30 (TEN)	

Pos	Title	Artist (Producer/Publisher/Writer)	Label CD/Cass (Distributor)
37	TIME TO BURN	Data DATA 1605/DATA 1605 (UMC/EMI)	
38	THE REAL SHIM SHADY	Interpop/Polygram 493732/493734 (UJ)	
39	LIFE IS A ROLLERCOASTER	Polygram 591636/591636/1332A (UJ)	
40	ROCK MANY DJS	PIAS Records/PIAS/ROCK (UJ)	
41	CMON PEOPLE (WE'RE MAKING IT NOW)	Hip/Hip/HITCO 13/AMTIC 38 (E)	
42	SPIRITUALIZED	Jive 669832/669834 (TEN)	
43	FREAK LIKE ME	Public Demand/Positive CDTV 139/CTR 139 (E)	
44	DON'T REALLY MATTER	Def Soul 56215/56215/64 (UJ)	
45	WHATEVER	Virgin VUSCD 172/172 (E)	
46	TAKE A LOOK AROUND (THEME FROM M I 2)	Interpop/Polygram 493732/493734 (UJ)	
47	YOU DO SOMETHING TO ME	Good Behaviour CDGDDO 3/CAGDDO 3 (UJ)	
48	SAV IT ISN'T SO	Mercury 669826/669828 (UJ)	
49	WE WILL ROCK YOU	RCA 743217/423217/423217/423217 (UJ)	
50	GIRLS JUST WANNA HAVE FUN	Polygram 561976/561976 (UJ)	
51	JUMPIN' JUMPIN'	Columbia 669620/669620A (TEN)	
52	DEAR JESSE	Nec NEED0038/NEED0038 (UJ)	
53	SHAFT	LaFace/Arista 743217/92482/4317/92484 (BMG)	
54	SALTY FORM	Nec NEED 033/NEED 033 (UJ)	
55	THE NIGHTLY	Nebula NEBCD 010/-AD01 (UJ)	
56	MARIA MARIA	Arista 743217/92482/4317/92484 (BMG)	
57	WANT YOU	Credence CDCE02 02 (UJ)	
58	BAD HABIT	Defected DEF 1800X/-CM17 (UJ)	
59	BREATHLESS	Atlantic AT 3084/CDAT 0384 (TEN)	
60	AC/DC	Shink - J/M/MP (UJ)	
61	I WANT CANDY	Jive 925082/925084 (P)	
62	THE BALLAD OF GAYE LAIN	Geffen/Polygram 497382/497384 (UJ)	
63	TRAY (AGAIN)	Virgin VUSCD 187/USCD 187 (E)	
64	BILLS	Multiple/COMPLY 64/CAMU 64 (BMG)	
65	BANGS & PAYS	WEA WEA 268C2/WEA 268C (UJ)	
66	MY HEART GOES BOOM	Arista 743217/92482/4317/92484 (BMG)	
67	WONDER WHY HE'S THE GREATEST DJ	Tommy Boy TBCD 2109B (P)	
68	YOU SEE THE TROUBLE WITH ME	Elektra WEA REC05A 316/WEA REC05A 316 (UJ)	
69	THINKING OF YOU	Telstar CDSTAS 318/CASTAS 318 (BMG)	
70	AFFIRMATION	Columbia 669826/669828 (UJ)	
71	METROPOLIS	Dyfed DF 019CD/-UJ 019 (UJ)	
72	LET ME BE YOUR FANTASY	Systematic SYSD 35/SYSD 35 (TEN)	
73	LIAR	East West EW 246C/VEW 216E (TEN)	
74	AMERICAN BAD ASS	Atlantic AT 0363/CDAT 0363 (TEN)	
75			

As used by Top Of The Pops and Radio One

sweet female attitude

8 DAYS A WEEK OUT NOW

WEA296CDI/C

www.christina.net

Missler

All Summer Long

The Stunning New Single Released September 25th

CD1 includes the Josh Peaches & DJ Ploot Remix

CD2 includes the Chris Peas classics "On The Beach" and "Josephine"

100% or more sales in chart

Highest new entry

Most sales in chart

www.christina.net

30 SEPTEMBER 2000

CHART COMMENTARY

by ALAN JONES



SINGLE FACTFILE

Westlife's collaboration with Mariah Carey covering Phil Collins' Against All Odds hit brings Mariah her second number one but also Westlife to equal the Spice Girls' record of topping the chart with their first six singles. Although Against All Odds brings together two major chart acts, its sales were a less than dynamic 112,000, only the 16th highest tally for a number one hit this year. That said, it is Westlife's second

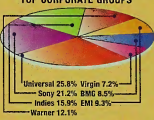
highest first week tally. The group have a knack for debuting at number one with lower than average sales. Their introductory hit Say It Again's first week sales were 102,000, while If I Let You Go returned 90,000. Flying Without Wings added to 92,000, I Have A Dream/Seasons In The Sun made the most of its December release with 213,000 and their most recent hit, Fool Again, managed a little under 83,000 in April.

After charting in partnership with global giants such as Luther Vandross, Boyz II Men and Whitney Houston, Mariah Carey's shrewd decision to plump for Westlife to add vocals to her previously solo version of Phil Collins' Against All Odds (recorder for her Rainbow album) has paid big dividends for the singer, as the single becomes only her second UK number one. The first, in 1994, was also a cover of a song written by British writers, namely Without You, penned by Pete Ham and Tom Evans of Badfinger, which topped in Nilsson's 1972 chart-topping version.

Against All Odds belatedly becomes only the second Phil Collins composition to reach number one, following Easy Lover, which Collins and Phillip Bailey took to the top in 1985. It is also the fifth cover version of a former number two song to reach number one this year, following I Have A Dream (originally A&B, number one

MARKET REPORT

TOP CORPORATE GROUPS



Figures show top corporate groups share of full-year sales of the Top 75

SALES UPDATE



PERCENTAGE OF UK ACTS IN THE CHART

UK: 44.4% US: 36.1% Other: 19.4%

for Westlife), American Pie (Don McLean/Madonna). You See The Trouble With Me (Barry White/Black Legend) and Take On Me (A-Ha/A1). There are six new entries to the Top 10 for the third straight week, with obvious consequences for those who previously inhabited the upper echelon. In fact, six of the top seven this week are newcomers, but none of the others could provide decent competition for Mariah Carey and Westlife, with Against All Odds enjoying a 40% margin over the new number two, Kerknuff 400 by Zombie Nation. The latter record was a number 13 hit in the act's native Germany last year but has since become a major hit in several other European countries having emerged as a major summer hit in Ibiza. It reached number 61 on Dutch import last month, and would have gone higher but for the fact that other imports from other parts of Europe were simultaneously available, also

reaching 102 and 141, while another import which exceeded the maximum playing time allowed for singles was uncharted but sold over 6,000 copies. Billie Piper registers her sixth consecutive top five hit and her first success as an adult, debuting at number four two days after her 18th birthday with Something Deep Inside. It is her least successful single to date, however, and its first week sales of just over 33,000 are significantly down on her last single, Day & Night, which debuted at number one in May with a first week tally of 104,000.

A printers' error resulted in the charts for the last two weeks being curtailed at number 74. For completeness, the records at number 75 were I Can't Disappoint U by Mansuet (10 Sept) and It Excites So Good by Sonique (23 Sept). In addition, a computer error means we are unable to publish this week's company market shares for singles, albums and compilations.

INDEPENDENT SINGLES

This Week	Last Week	Title	Artist
1	NEW	USIK	Timo Maas/Martin Beringshaus
2	1	BULLET IN THE GUN 2000	Planet Perfecto
3	2	IT'S GONNA BE ME	TM Synce
4	NEW	TWO MANY D.J.'S	Southwest
5	3	LUCKY	Britney Spears
6	4	DEAR JESSIE	Ruffgang
7	NEW	THE NIGHTFIGHT	Blank & Jones
8	NEW	AC/DC	X-Press 2
9	NEW	I WONDER WHY HE'S THE GREATEST DJ	Tommy Boy TBCD 21008 (P)
10	NEW	METROPOLIS	Overly Lieb Presents Smoked
11	9	SANDSTORM	Danube
12	NEW	LITTLE MAN	Maxim
13	5	WHAT'S GOING ON	Sia
14	6	TILL WE MEET AGAIN	Dynasty
15	NEW	WE ARE OBSERVING THE EARTH	Dynowest
16	8	DISILLUSION	Badly Drawn Boy
17	7	SCHEMING	Maxim
18	NEW	MUSIC ALL OVER THE WORLD	DJ Rane
19	10	TWO TRIBES	Francois Coetz To Hollywood
20	NEW	WHERE'D YOU GO	J Mascis & The Fog

This Week	Last Week	Title	Artist
1	NEW	AGAINST ALL ODDS	Mariah Carey & Westlife
2	NEW	KERKNUFF 400	Zombie Nation
3	1	LADY	Angie
4	NEW	SOMETHING DEEP INSIDE	Billie Piper
5	NEW	MOST GIRLS Pk	Lafayette
6	NEW	UNLEASH THE DRAGON	Steel Panther
7	NEW	I'M OUTTA LOVE	Ariana
8	NEW	SKY	Corbin
9	NEW	OVERLOAD	SupahBass
10	NEW	NATURAL 8	7
11	NEW	GROOVIEZ (IF THIS AINT LOVE)	Spiller
12	NEW	MUSIC	Maxim
13	NEW	ROCK ON	Blackie Lewis
14	NEW	ON A NIGHT LIKE THIS	Leona Lewis
15	NEW	ORDINARY WORLD	James Blunt
16	NEW	7 DAYS	Craig David
17	NEW	I TURN TO YOU	Maroon 5
18	NEW	ABSOLUTELY EVERYBODY	Green Album
19	NEW	LIFE IS A ROLLERCOASTER	Benetton
20	NEW	BLACK COFFEE	Artem

PEPSI Chart

This Week	Last Week	Title	Artist
1	NEW	YOU USED TO HOLD ME	Scott & Jean
2	NEW	BREATHLESS	The Come
3	NEW	BULLET IN THE GUN 2000	Planet Perfecto
4	NEW	IN DEMAND	Musique
5	NEW	IT DOESN'T MATTER	Wycle D'Jean/The Roots/Melina
6	NEW	UNFORGETTABLE	Shirley Horn
7	NEW	BEAT IN YOUR MIND	Blackie Lewis
8	NEW	SHAKKLES (PRAISE YOU)	Mary Mary
9	NEW	BEAUTIFUL DAY	Universal Mind
10	NEW	GET WITH THE WICKED	Robert Rodriguez
11	NEW	C'MON PEOPLE	Robert Rodriguez
12	NEW	TAKE ON ME	Carola
13	NEW	MINORITY	Carola
14	NEW	FREESTYLE	Carola
15	NEW	BIG BROTHER UK TV Theme	Carola
16	NEW	DOESN'T REALLY MATTER	Carola
17	NEW	WITH MY OWN EYES	Carola
18	NEW	JUMPIN' JUMPIN' GARDEN'S CHILD	Carola
19	NEW	HOLLER	Carola
20	NEW	WHEN A WOMAN	Carola

ID INTERACTIVE LTD

THE UK'S OFFICIAL #1

THE CIN CONFIRM ID INTERACTIVE LTD ENHANCE MORE TOP 75 CHART ODS THAN ANY OTHER UK DEVELOPER

ENHANCED ODS • WE ARE THE MUSIC INDUSTRIES DEVELOPER OF CHOICE • E-CARDS • MUSIC DESKTOP THEMES
VIDEO SCREENSAVERS • CHARACTER ANIMATION • WEB SITE DEVELOPMENT • FLASH ANIMATION • GAMES
OUR REPUTATION OF BEING CREATIVE, QUICK AND COST EFFECTIVE HAS MADE US THE UK'S #1

ID INTERACTIVE LTD • DESIGNING PARTNERSHIPS
FOR INFORMATION ON ALL OUR SERVICES CONTACT US ON 0161-232 9314
E-MAIL US AT: INFO@IDINTERACTIVE.CO.UK

30 SEPTEMBER 2000

CHART COMMENTARY

by ALAN JONES

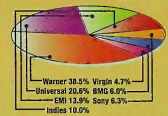


Although it didn't reach the heights of last year by albums from Oasis, Craig David, Robbie Williams and Ronan Keating, Madonna's Music sold a hefty 152,000 copies last week to debut at number one and give the 42-year-old superstar her seventh number one album. That is a record for a woman, three ahead of runner-up Céline Dion and four ahead of Kati Bush, Barbra Streisand and Diana Ross.

With Sky the longest-running current singles hit in the Top 10 – even after just three weeks in the chart – Sonique has proved there's more to her than just *It Feels So Good*. As a result, her album *Hear My Cry* reaches a new peak for the second week in a row – and in some style. The album has been on the chart for 12 weeks so far, and clicked into gear last week when it jumped 27.14. This week it makes the Top 10 for the

MARKET REPORT

TOP CORPORATE GROUPS

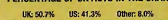


Figures show by corporate group shares by % of total sales of the Top 75

SALES UPDATE



PERCENTAGE OF UK ACTS IN THE CHART



It's a fairly modest affair with 11 tracks – only nine of them previously unreleased – but Madonna's Music made a big impression last week, selling a little under 152,000 copies to debut at number one. Music is Madonna's seventh number one album following *Like A Virgin* (1984), *True Blue* (1986), *Like A Prayer* (1989), *The Immaculate Collection* (1990), *Evita* (1997) and *Ray Of Light* (1998). Its first week sales

were 12,000 up on the latter album, which has sold nearly 1,450,000 copies since its release, and which gains a significant uplift from the release of Music, moving 58-40 this week. More spectacularly, The Immaculate Collection soars 30-8. It has now sold about 3m copies, including nearly 15,000 last week, when its surge was powered by Woolworth's, where it was priced at £4.99 when bought with Music.

first time, exploding 14-6, with a 54% increase in sales week-on-week. Total sales to date are about 75,000. Another female vocal talent who comes within an ace of equalling her highest chart position is Lene Marlin. The young Norwegian reached number six with her debut *It's Not Him* in March. Her follow-up *Unforgivable Sinner* didn't arrive until six months later but its second week 1.3 success was accompanied by considerable airplay, with the record becoming one of the 10% of hits that peak higher on the airplay chart, reaching number six there a fortnight ago. This has had an invigorating effect on the Playing My Game album from which both singles are taken. The album jumps 34-19 this week, coming to rest one place below its April peak. Three years to the week since her

last album *Homogenic* debuted at number four, Björk returns with *Selma Songs*. But despite being the soundtrack to the highly-rated film *Dancer In The Dark* – in which she makes her acting debut – and being graced by her Thom Yorke (Radiohead) duet *I've Seen It All*, the album is struggling, making its debut at number 34, with fewer than 6,000 buyers.

Completing an all-female album chart commentary this week, congratulations to Carole King, whose *Natural Woman* – The Very Best Of Debuts at number 31 this week. King's celebrated 1974 album *Tapestry* reached number four but she has only had two other chart albums as a singles artist, so it is a pleasant surprise to see *Natural Woman* sell so well. King's composition *Corazon* (not on the album) was the new Titan single, out today.

COMPILATIONS

Kiss *Ibiza 2000* is the number one compilation for the second straight week, and although its sales are down by more than 15% to just over 24,500, it enjoys an easier victory over runner-up *The Ibiza Album – Summer 2000* in an unchanged top four where *Fresh Ibiza – Volume 2* and *Now That's What I Call Music! 46* are also static. Kiss *Ibiza 2000* is a 39 track double album running over 2 hours, with tracks united but separated by a fraction of a second. Among its biggest attractions are Modjo's *Lady* (Hear Me Tonight), *Woman Trouble* by Artful Dodger and Robbie Craig featuring Craig David, *You See The Trouble With Me* by Black Legend and *Element Four's* Big Brother UK Theme.

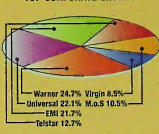
Of four new entries to the Top 10, two celebrate mutations of dance music, and two are oldies compilations. Warner's *Hard House*

Nation leads the debuts at number five (15,500 sales), while Virgin/EMI's *The Best Garage Anthems Ever* follows at number eight with 11,000 sales. Teatar's TV's self-explanatory *The Cool Sound Of The 70s* is at nine, with 10,300 sales, just 500 more than Virgin/EMI's *Young Guns For It*, the EBC-linked compilation focusing on music of the eighties.

Talking of *Big Brother*, the double 'soundtrack' to the Channel 4 success (although the Element Four track is the only one featured prominently in the programme) continues to sink slowly following the end of the series. It slips 19-24 this week, with sales of nearly 3,000 lifting its overall tally to 21,000. With the Big Brother single selling more than 120,000 copies in the last four weeks, the fledgling Channel 4 label.

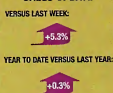
MARKET REPORT

TOP CORPORATE GROUPS



Figures show by corporate group shares by % of total sales of the Top 75

SALES UPDATE



COMPILATIONS' SHARE OF TOTAL SALES

Artist albums: 77.1%
Compilations: 22.9%

INDEPENDENT ALBUMS

This	Last	Title	Artist	Label (distributor)	DW	UP
1	2	PLAY	Madonna	Mute COSTUM 172 (V)	1	1
2	1	THE HOUR OF BEWILDERBEAST	Body Driven Boy	XL Recordings TNLC02 133 (V)	2	1
3	NEW	SELMA SONGS	Björk	One Little Indian TPL 151 (CD)	3	1
4	3	PERFORMANCE AND COCKTAILS	Stereophonics	V2 VVR 196602 (DMP)	4	1
5	NEW	DANNY TENAGLIA – LONDON	Various	Global Underground GUR1702X (V)	5	1
6	NEW	XEN CUTS	Various	Ninja Tune ZENC048 (V)	6	1
7	4	COPIES I DID IT AGAIN	Brinye Sparks	Jive 922032 (V)	7	1
8	5	RELOAD	Tom Jones	Cap GUTC02 908 (V)	8	1
9	10	WORD GETS AROUND	Stereophonics	V2 VVR 100048 (DMP/V)	9	1
10	9	NO STRINGS ATTACHED	N'Sync	Jive 920372 (V)	10	1
11	13	YOU'VE COME A LONG WAY, BABY	Fatboy Slim	Skin! BRASSIC 1100 (DMP/V)	11	1
12	7	JJ72	JJ72	Lakota LAK 00007 (DMP/V)	12	1
13	8	THINGS TO MAKE AND DO	Michiko	Echo ECHC03 (V)	13	1
14	6	EVERYTHING EVERYTHING	Underworld	Labcoat LAB 1012548 (DMP/V)	14	1
15	15	LITTLE BLACK NUMBERS	Various	Reevchwood TRAOECC01 (DMP/D)	15	1
16	11	BABY ONE MORE TIME	Brinye Sparks	Jive 9202172 (V)	16	1
17	NEW	A PRAYER UNDER PRESSURE OF VOLUNT MAD RISK	My Pain	Mad Fish SMAC083 (V)	17	1
18	18	SHOWBIZ	Muse	Mushroom MUSH 5600 (DMP/V)	18	1
19	NEW	FERGIE – 7 LIVE NO 3	Various		19	1

THE YEAR SO FAR... TOP 20 SINGLES

DW	UP	Artist	Label	Artist	Label
1	1	PURE SHORES	ALL SAINTS	LONDON	
2	1	IT FEELS SO GOOD	SONIQUE	UNIVERSAL	
3	3	YOCK'S MIRACLE	FRANCA	POSITIVA	
4	5	ROCK DJ	ROBBIE WILLIAMS	CHRYSALIS	
5	4	FILL ME IN	CRAB DAVID	WILDSTAR	
6	6	REACH	S CLUB 7	POLYDOR	
7	11	GROOVEJET (IF THIS AIN'T LOVE)	SPILLER	POSTIVA	
8	7	RISE	GABRIELLE	GO BEAT/POLYDOR	
9	8	COPIES I DID IT AGAIN	BRINYE SPARKS	JIVE	
10	10	THE REAL SLIM SHADY	EMINEM	INTERSCOPE/POLYDOR	
11	9	NEVER BE THE SAME AGAIN	MELANIE CULSA LEFT EYE LOPES	VIRGIN	
12	14	7 DAYS	CRAB DAVID	WILDSTAR	
13	12	THE BAD TOUCH	BLUCCHOUD GANG		
14	13	AMERICAN PIE	MADONNA	MAVERICK/WARNER BROS	
15	15	LIVE IN A REBROADCAST	ROMAN KATING	POLYDOR	
16	16	SANDSTORM	DARLEDE	NEO	
17	17	OUT OF YOUR MIND	THE STEPPERS/GOWERS/BEDROOM	NULIFE/ARISTA	
18	18	FREESTYLE	BOMBUNK MC'S	INCREDIBLE	
19	17	THONG SONG	SS10	DEF SQUA	
20	18	MOVIN' TON FAST	ANTHONY DODGER & R. JOHNSON	LOCKED UNPL. RECORDINGS	

30
sept
2000

THE OFFICIAL CHARTS

singles



1 AGAINST ALL ODDS

1	MARIAH CAREY & WESTLIFE	Against All Odds	Columbia
2	KERNKRAFT 400	Zombie Nation	Data
3	LADY (HEAR ME TONIGHT)	Modjo	Sound Of Barclay/Polydor
4	SOMETHING DEEP INSIDE	Billie Piper	Innocent
5	MOST GIRLS	Pink	LaFace/Arista
6	UNLEASH THE DRAGON	Sisqo	Def Soul
7	I'M OUTTA LOVE	Anastacia	Epic
8	SKY	Sonique	Serious/Universal
9	OVERLOAD	Suggababes	London
10	NATURAL S Club 7		Polydor



2	ON A NIGHT LIKE THIS	Kylie Minogue	Parlophone
7	ABSOLUTELY EVERYBODY	Vanessa Amorosi	Mercury
5	ORDINARY WORLD	Aurora feat. Naima Coleman	Positiva
11	MUSIC	Madonna	Mavetick/Warner Bros
9	BIG BROTHER UK TV THEME	Element Four	Charmel 4 Music
8	IT DOESN'T MATTER	Wyclef Jean	Columbia
12	GROOVEJET (IF THIS AIN'T LOVE)	Spiller	Positiva
18	MINORITY	Green Day	Reprise
19	YOU USED TO HOLD ME	Scat & Large	AMA/PA

30
sept
2000

THE OFFICIAL CHARTS

albums



1 MUSIC

1	MADONNA	MUSIC	Mavetick/Warner Bros
2	SING WHEN YOU'RE WINNING	Robbie Williams	Chrysalis
3	BORN TO DO IT	Craig David	Wifstar
4	THE MARSHALL MATHERS LP	Eminem	Interscope/Polydor
5	WHITE LADDER	David Gray	IHT/East West
14	HEAR MY CRY	Sonique	Serious/Universal
7	GOLD - THE BEST OF	Spandau Ballet	Chrysalis
30	THE IMMACULATE COLLECTION	Madonna	Sire
5	ROMAN	Ronan Keating	Polydor
11	PARACHUTES	Coldplay	Parlophone



6	11	NORTHERN STAR	Melanie C	Virgin
8	12	IN BLUE	The Corrs	Atlantic
12	13	PLAY	Moby	Mute
10	14	EXPERIENCE HENDRIK - THE BEST	Jimi Hendrix	Universal TV/MCA
9	15	THE BEST OF THE DOORS		Elektra
13	16	THE GREATEST HITS	Whitney Houston	Arista
18	17	7 S Club 7		Virgin
15	18	ALONE WITH EVERYBODY	Richard Ashcroft	Hut/Virgin
20	19	PLAYBOY GAME		Virgin

THE OFFICIAL UK CHARTS

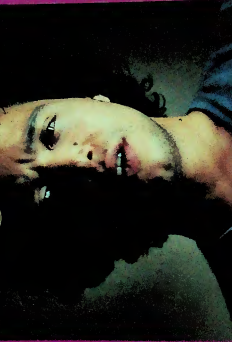


BBC RADIO 1
77-99 PM

SUPPORTED BY worldpop.com

finley quaye

vanguard



the new album
out next week
includes the single
spiritualized

www.finleyquaye.com

14 20 ROCK DJ Robbie Williams



13 21 TAKE ON ME AI

Columbia

10 22 WITH MY OWN EYES Sash!

Polygram

17 23 1-2-3-4 GET WITH THE WICKED Richard Blackwood

East West

15 24 BULLET IN THE GUN 2000 Planet Perfecto

Perfecto

16 25 TELL ME IT'S REAL K-Ci & JoJo

A&P/M

20 26 FREESTYLER Bomfunk MC's

Dancepool

22 27 LUCKY Britney Spears

Jive

18 28 IT'S GONNA BE ME 'N Sync

Jive

11 29 BREAKOUT Foo Fighters

RCA

24 30 I TURN TO YOU Melanie C

Virgin



19 31

OUT OF YOUR MIND True Shipping & Jane Bowles feat. Victoria Beckham

Mute/Virgin

25 32 UNFORGIVABLE SWINNER Lene Marlin

Virgin

11 33 UBIK Timo Maas/Martin Bettinghaus

Perfecto

28 34 WIFEC Next

Arista

23 35 SCORCHIO Sash!Emerson

Arista

29 36 7 DAYS Craig David

Widestar

32 37 TIME TO BURN Storm

Data

33 38 THE REAL SLIM SHADY Eminem

Interscope/Polydor

35 39 LIFE IS A ROLLERCOASTER Roman Keating

Polydor

11 40 TOO MANY DJ'S Soulwax

PIAS Recordings



compilations

1 11 KISS IBIZA 2000

BEST DANCE ALBUM IN THE WORLD EVER VOL 10

7 11 BECKAMUN - NEW BEST OF EUROPEAN DANCE

8 12 PURE R&B

BEST DANCE ALBUM IN THE WORLD EVER VOL 10

10 13 FRESH HITS VOL 2

11 14 NOW THAT'S WHAT I CALL MUSIC! '06

9 15 HARD HOUSE NATION

11 16 TWICE AS NICE - SUMMER OF LOVE

14 17 IBIZA UNCOVERED II

15 18 THE BEST GARAGE ANTHEMS EVER

16 19 THE COOL SOUND OF THE 70S

17 20 YOUNG GUNS GO FOR IT

BEST IBIZA ANTHEMS EVER '2K

CREAMFIELDS

SERATEM [Day By Day

FLORENCE [Mix Up Correct

SAILORGRASS [One In A Million

STUMBLE [Wait Don't Fire

NARCO [Blackmailed

DANNY J. LEWIS feat. SARA [To Be Strong (Radio Mix)

TOM MCHAE [You Cut Her Hair

KEMOOPER [Child Is My Name

KATHRYN WILLIAMS [Tell The Truth As If It Were Lies

DEERAH [Hip Hop] [Boom] [Temple Of Flame

HEAR THE FULL CHART AT

WWW.PEOPLESOUND.COM/TOP20

PEOPLESOUND.COM

top10chart

The peoplesound.com new music top ten chart

LW TV

SERATEM [Day By Day

FLORENCE [Mix Up Correct

SAILORGRASS [One In A Million

STUMBLE [Wait Don't Fire

NARCO [Blackmailed

DANNY J. LEWIS feat. SARA [To Be Strong (Radio Mix)

TOM MCHAE [You Cut Her Hair

KEMOOPER [Child Is My Name

KATHRYN WILLIAMS [Tell The Truth As If It Were Lies

DEERAH [Hip Hop] [Boom] [Temple Of Flame

HEAR THE FULL CHART AT

WWW.PEOPLESOUND.COM/TOP20

PEOPLESOUND.COM

20 20 ONKA'S BIG MOKA Toploader



11 21 GREATEST HITS Pretenders

wamer/esp

26 22 AFFIRMATION Savage Garden

Columbia

17 23 VERDI Andrea Bocelli

Philips

22 24 THE HOUR OF BEWILDERBEAST Badly Drawn Boy

XL Recordings

25 25 SUPERNATURAL Santana

Arista

19 26 OOPS! I DID IT AGAIN Britney Spears

Jive

11 27 IT GOES WITHOUT SAYING Dum Dums

Good Behaviour

21 28 CALIFORNICATION Red Hot Chili Peppers

Warner Bros

26 29 THE SLIM SHADY LP Eminem

Interscope/Polydor

23 30 RELOAD Tom Jones

Gut



11 31 NATURAL WOMAN - THE VERY BEST OF Carole King

Columbia

37 32 CANT TAKE ME HOME Pink

Arista

11 33 RELATIONSHIP OF COMMAND At The Drive In

Grand Royal/Virgin

11 34 SELMA SONGS Bjork

One Little Indian

11 35 YOU'LL LOVE TO HATE THIS Richard Blackwood

Hogefield/East West

27 36 THE WRITING'S ON THE WALL Destiny's Child

Columbia

32 37 PERFORMANCE AND COCKTAILS Stereophonics

V2

24 38 CRUSH Bon Jovi

Mercury

28 39 NO STRINGS ATTACHED 'N Sync

Jive

58 40 RAY OF LIGHT Madonna

Maverick/Warner Bros



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

ALL THE CHARTS EXPOSURE

30 SEPTEMBER 2000

CHART COMMENTARY

by ALAN JONES

These are heady days for dance music. It has consistently suffered a lower profile on the airwaves than in the sales charts in the last few years, but is now enjoying the same supremacy on the radio as in the record ranks. For the second week in a row, the entire top four on the airplay chart are dance discs, with a slight reshuffling of the pack bringing Modjo's *Lady* (Hear Me Tonight) to the summit, where it replaces Spiller's *Groovejet* (If This Ain't N Love). The latter disc reigned for five weeks with an audience of more than 100m every week, but it tumbles rather heavily this week, allowing Modjo to take pole position even though *Lady* itself suffers a small decline in airplay, with a 3m loss in audience. The Modjo single has most plays as well as biggest audience – but only just, with 2,847 plays compared to Spiller's 2,845.

AIRPLAY FACTSHEET

● **Zombie Nation didn't manage to replace fellow continental invaders Modjo at the top of the sales chart this week but they did dethrone them on Radio One's most-played list, with Kernkraft 400 being aired 40 times on the station, twice more than Modjo's *Lady* and Pink's *Most Girls*. Radio One support has been crucial to Kernkraft 400, which moves 21-14 on the**

airplay chart this week. Strip the station out of the airplay chart and the record would lose nearly three quarters of its audience and be struggling at number 74. ● Despite spending 22 weeks on the sales list with Amazed, Lonestar haven't won over radio programmers. Their new single *Smile* registered only 61 plays last week, including 16 from Radio Two.

Of the chasing group, the most impressive contender is *Sugababes*' debut single *Overload*, which has progressed 36-21-12,6, and is the only new entry to the Top 10 this week. The three teenagers' surprisingly mature and competent debut has won over many who were tiring of the endless succession of here today, gone tomorrow girl groups, and their progress certainly overshadows their fellow girl group and labelmates 'All Saints' experience with *Black Coffee*, which stalls at number nine – an ominous sign for the group, given the fact its latest single, *Pure Shores*, is the year's biggest selling single and spent six weeks atop the airplay chart.

Those other old-timers, the *Spice Girls*, make more satisfactory progress with *Holler*, which springs 32-21, as its second week on the chart, with a 31% increase in support.

And there's better news for the *Spice Girls*' *Melanie B*, whose *Tell Me* seemed likely to be overshadowed by her group's single. *Tell Me* dipped 49-57 last week but now jumps to number 45. Both singles were written with the artists by America's supersmooth R&B maestros Rodney and Fred Jerkins and LaShawn Daniels.

Anastacia's *I'm Outta Love* has been big in the clubs and breaking on the Box with fairly limited support from radio but it becomes the highest new entry to the Top 50, narrowly outpacing the *Robbie Williams & Kylie Minogue* duet *Kids*, which surges 75-29.

● **Club 7's *Natural* reverses its decline, moving 37-30 a week after slipping 32-37. It was aired 1,135 times last week – a record for a song in the bottom half of the chart,**

AT A GLANCE WEEKLY MARKET SHARES



Figures show 12% increasing 5.6% fall audience of the Top 10 radio stations, growth by 1.5% and audience of the Top 10

MTV

#	Video Artist
1	LADY (HEAR ME TONIGHT) Modjo
2	HOLLER Spice Girls
3	NATURAL 5 Club 7
4	IT DOESN'T MATTER Wyclef Jean
5	BLACK COFFEE All Saints
6	AGAINST ALL ODDS Mariah Carey & Westlife
7	OVERLOAD Sugababes
8	MOST GIRLS Pink
9	ROCK DJ Robbie Williams
10	MUSIC Madonna

Most played videos on MTV UK/Media Research Ltd w/e 22/9/2000
Source: MTV UK

THE BOX

#	Title Artist
1	THE WAY I AM Eminem
2	ROCK DJ Robbie Williams
3	AGAINST ALL ODDS Mariah Carey & Westlife
4	LUCKY Brinye Spears
5	IT'S GONNA BE ME 'N Sync
6	TAKE ON ME A1
3	GET IT ON Bus Stop feat. T-Box
8	NATURAL 5 Club 7
9	CRAZY T-Mot
10	FOLLOW YOU FOLLOW ME Sonny Jones

Most played videos on the Box, w/e 23/9/2000
Source: The Box

BOX BREAKERS

#	Title Artist	Label
1	HOLLER Spice Girls	Virgin
2	I'M OUT OF LOVE Anastacia	Epic
3	WHERE'S THE PARTY AT 50:50	Logic
4	CHILD I WOULD HAVE THIS KISS FOREVER Houston & Iglesias	Arista
5	CHEEKAH BOV WOW Vengaboons	Positive
6	WHAT'S A GIRL TO DO? Sister 2 Sister	Mushroom
7	WHO LET THE DOGS OUT? Baha Men	Edel
8	TELL ME Melanie B	Virgin
9	REMEDY Hinda Hicks	Universal Record
10	AIN'T NO STOPPING US DJ Luck & MC Neg Red Rose Records	Virgin

Highest climbing videos on the Box in advance of single release w/e 23/9/2000
Source: The Box

TOP OF THE POPS

Performances: Something Deep Inside; Ripper; I'm Outta Love
Anastacia; Rumors Damage; Ministry Green Day; Most Girls Pink; Kernkraft 400 Zombie Nation; Tell Me Melanie B; Against All Odds Mariah Carey & Westlife

Me Melanie B; Against All Odds Mariah Carey & Westlife

Draft line-up 29/9/2000

RADIO ONE PLAYLISTS

A-LIST Groovejet (If This Ain't N Love) Spiller; Music Madonna; Lady (Hear Me Tonight) Modjo; Sky Sonique; Ballet In A Gun 2000 Planet Perfecto; 1234 Out With The Windshield Richard Blackwood; Unleash The Dragon Sade; Most Girls Pink Overload Sugababes; Kernkraft 400 Zombie Nation; Black Coffee All Saints; Body Grove Architects feat. Nene; The Way I Am Eminem; Who Told Me Not To Run/Reprize; Kids Robbie Williams & Kylie Minogue; Blence Detritum feat. Sarah McLachlan; Sunset (Bird Of Prey) Falco; Sinner; Please Forgive Me David Gray; Beautiful Day U2

B-LIST It Doesn't Matter Wyclef Jean; Ordinary World Aurora feat. Natalie Coleman; Something Deep Inside Spice Girls; You Take My Breath Away Sade; On A Night Like This Kylie Minogue; Music 5 Club 7; In Demand Toxic; Something In Your Eyes Ed Sheeran; Jaguar D Robinson aka The Army Music; Wonderful Emancipator; Tell Me Melanie B; Nursey Rhymes (rob) Sinner; Body To Body Samantha Mumba; Mariah Madonna

C-LIST Holler Spice Girls; Breakout Foo Fighters; Music Is My Radar Blur; Trouble Coming; Not Even Gonna Trip Honey; Why Does My Heart Feel So Bad; How To Do Disappear.../Hiliteque/Optimistic Kidzhead

The Light Company: Ministry Green Day; Spice Girls; Spice Monsta Boy; Slave To The Way: Pascale; Get Along With My Kids; Rumors Damage; Amazing What It Feels Like For A Girl Madonna; Queen's Night Aziza Da Banks; Against All Odds Mariah Carey & Westlife; *October Swimmer JJJ; *I Wish R Kelly; *My Generation Limp Bizkit; *Country Grammar Nelly

R1 playlists for week beginning 29/9/2000
* Denotes additions

MTV UK PLAYLISTS

ADDITIONS Come On Over Baby Christina Aguilera; Gettin' In The Way J!; Carl's Right The Moonlight Train Bimbo J; I'm Over You Marlene McClootren; I Sings Mary Mary; In My Room Me One; Kids Robbie Williams & Kylie Minogue; Music Museum Mike; In Your Arms Benjamin Diamond

BUZZWORTHY Kids Robbie Williams & Kylie Minogue; Gettin' In The Way J! Scott; Black Coffee All Saints; I Sings Mary Mary; In My Room Me One

POWERPLAY Against All Odds Mariah Carey & Westlife; Sugar Sonique

CD:UK

Performances: Closer Than Most Beautiful South; Black Coffee All Saints; Your Love Ben; Slave To The Way Pascale; Not Even Gonna Trip Honey; Tell Me Melanie B

Video: Kids Robbie Williams & Kylie Minogue

Final line-up 30/9/2000

RADIO TWO PLAYLISTS

A-LIST Against All Odds Mariah Carey & Westlife; In Demand Toxic; Smile Lonestar; Could I Have This Kiss Forever Whitney Houston & Enigma Iglesias; Clear: The Next The Box; Something Things You Changed Bob Dylan; All Summer Long Chris Rea; Spanish Guitar Toni Braxton

B-LIST I'm Outta Love Anastacia; I Told The Joffi Hollyn Baird; From Now On Rozz/Dun; Unforgivable Sinner Leahy; This: The Way It Do: Maccario; Black Coffee All Saints; Angel Lonestar; My King Paul Carrack

R2 playlists for week beginning 29/9/2000
* Denotes additions

THE PEPSI CHART

Performances: Tell Me Melanie B; Closer Than Most Beautiful South; I Believe Stephen Gately

Video: Your Love Ben; Against All Odds Mariah Carey & Westlife

Final line-up 28/9/2000

THE PEPSI CHART

Performances: Tell Me Melanie B; Closer Than Most Beautiful South; I Believe Stephen Gately

Video: Your Love Ben; Against All Odds Mariah Carey & Westlife

Final line-up 28/9/2000

RADIO THREE PLAYLISTS

A-LIST Against All Odds Mariah Carey & Westlife; In Demand Toxic; Smile Lonestar; Could I Have This Kiss Forever Whitney Houston & Enigma Iglesias; Clear: The Next The Box; Something Things You Changed Bob Dylan; All Summer Long Chris Rea; Spanish Guitar Toni Braxton

B-LIST I'm Outta Love Anastacia; I Told The Joffi Hollyn Baird; From Now On Rozz/Dun; Unforgivable Sinner Leahy; This: The Way It Do: Maccario; Black Coffee All Saints; Angel Lonestar; My King Paul Carrack

R3 playlists for week beginning 29/9/2000
* Denotes additions

MTV UK PLAYLISTS

ADDITIONS Come On Over Baby Christina Aguilera; Gettin' In The Way J!; Carl's Right The Moonlight Train Bimbo J; I'm Over You Marlene McClootren; I Sings Mary Mary; In My Room Me One; Kids Robbie Williams & Kylie Minogue; Music Museum Mike; In Your Arms Benjamin Diamond

BUZZWORTHY Kids Robbie Williams & Kylie Minogue; Gettin' In The Way J! Scott; Black Coffee All Saints; I Sings Mary Mary; In My Room Me One

POWERPLAY Against All Odds Mariah Carey & Westlife; Sugar Sonique

NEW RELEASE COUNTDOWN

Key album releases scheduled for the next six weeks

October 9
Agnelli & Nelson Hudson St (Virgin)
The Beautiful Soul Painting It Red
Melanie B Hot (Virgin)
Placebo Black Market Music (Int)
Red Snapper You Are In To Satisfy Red Snapper (War)

October 16
All Saints Saints And Sinners (London)
D&G... No Angel (Chevy/Arca)
Various Artists Everything To Me (Island)
Lemon Jelly Lemon Jelly X (Impostor Fury/UK)
Chris Reilich Chocolate Starfish And The Hotdog Fodder Water (InterScope/Polydor)
Lined Rattle Renaissance (Mercury)

October 23
Eagle-Eye Cherry Living In The Present Future (Polydor)
Erasure Lovesthat (Mute)
PJ Harvey Stories From The City, Stories From The Sea (Universal Island)
Freddie Mercury Collection (Parlophone)
Chris Morris Blue Jam (Warp)

October 30
Erykah Badu (Motown)
Black Eyes 'N' Bruises (Mercury)
Celine Dion Collection's Series Vol. 1 (Epic)
Space Boxx (Edu/Euro)
L23 All That I Can't Leave Behind (Universal Island)

November 6
Fabrizio Slim Halfway Between The Gutted And The Stars (Sire)
Genesis Graham 2 1976-1992 (Virgin)
Missy Graham (Public)
R Kelly TP-2.com (Jive)
Space Girls Forever (Mercury)

November 13
Adam & The Ants Antbox (Sony)
Babyface Hits (A&M)
Eric Burdon One Night Only (Mercury)
Ricky Martin (Columbia)
The Offspring Conspiracy Of One (Columbia)
Red Steiner (Human/East West)

November 20
Stephano (Ninja/Arista)

For a more in-depth countdown of upcoming releases and to subscribe to advertising, call Anna Seward on 020 7940 8335, or e-mail: aseward@sunmf.com

WANGLER, THE WANGLER Jimi Horder Reprise CD WANGLER CD 1	P	Rock	NO	WALTER, LAKE WALTERS NewMusic CD WALTER CD 1	P	Rock	NO
WARRIOR, THE WARRIOR Dave Stryker CD WARRIOR CD 1	P	Rock	NO	WARRIOR, LAKE WALTERS NewMusic CD WALTER CD 1	P	Rock	NO
WARRIOR, LAKE WALTERS NewMusic CD WALTER CD 1	P	Rock	NO	WARRIOR, LAKE WALTERS NewMusic CD WALTER CD 1	P	Rock	NO
WARRIOR, LAKE WALTERS NewMusic CD WALTER CD 1	P	Rock	NO	WARRIOR, LAKE WALTERS NewMusic CD WALTER CD 1	P	Rock	NO
WARRIOR, LAKE WALTERS NewMusic CD WALTER CD 1	P	Rock	NO	WARRIOR, LAKE WALTERS NewMusic CD WALTER CD 1	P	Rock	NO

WARRIOR, LAKE WALTERS NewMusic CD WALTER CD 1	P	Rock	NO	WARRIOR, LAKE WALTERS NewMusic CD WALTER CD 1	P	Rock	NO
WARRIOR, LAKE WALTERS NewMusic CD WALTER CD 1	P	Rock	NO	WARRIOR, LAKE WALTERS NewMusic CD WALTER CD 1	P	Rock	NO
WARRIOR, LAKE WALTERS NewMusic CD WALTER CD 1	P	Rock	NO	WARRIOR, LAKE WALTERS NewMusic CD WALTER CD 1	P	Rock	NO
WARRIOR, LAKE WALTERS NewMusic CD WALTER CD 1	P	Rock	NO	WARRIOR, LAKE WALTERS NewMusic CD WALTER CD 1	P	Rock	NO
WARRIOR, LAKE WALTERS NewMusic CD WALTER CD 1	P	Rock	NO	WARRIOR, LAKE WALTERS NewMusic CD WALTER CD 1	P	Rock	NO

WARRIOR, LAKE WALTERS NewMusic CD WALTER CD 1	P	Rock	NO	WARRIOR, LAKE WALTERS NewMusic CD WALTER CD 1	P	Rock	NO
WARRIOR, LAKE WALTERS NewMusic CD WALTER CD 1	P	Rock	NO	WARRIOR, LAKE WALTERS NewMusic CD WALTER CD 1	P	Rock	NO
WARRIOR, LAKE WALTERS NewMusic CD WALTER CD 1	P	Rock	NO	WARRIOR, LAKE WALTERS NewMusic CD WALTER CD 1	P	Rock	NO
WARRIOR, LAKE WALTERS NewMusic CD WALTER CD 1	P	Rock	NO	WARRIOR, LAKE WALTERS NewMusic CD WALTER CD 1	P	Rock	NO
WARRIOR, LAKE WALTERS NewMusic CD WALTER CD 1	P	Rock	NO	WARRIOR, LAKE WALTERS NewMusic CD WALTER CD 1	P	Rock	NO

SINGLES

ACACIOUSLY THE ACACIOUS THE NEW HEAVENLY 11/13/92 NEW 818	SFS	Dance & Soul	NO
ADD TO IT (MUSIC) MADDEN'S DANCE SHOWBAND DANCE MUSIC CD CMINTX 254	M	Pop	NO
ADD TO IT (MUSIC) MADDEN'S DANCE SHOWBAND DANCE MUSIC CD CMINTX 254	M	Pop	NO
ADD TO IT (MUSIC) MADDEN'S DANCE SHOWBAND DANCE MUSIC CD CMINTX 254	M	Pop	NO
ADD TO IT (MUSIC) MADDEN'S DANCE SHOWBAND DANCE MUSIC CD CMINTX 254	M	Pop	NO
ADD TO IT (MUSIC) MADDEN'S DANCE SHOWBAND DANCE MUSIC CD CMINTX 254	M	Pop	NO

RELEASES THIS WEEK: 159 • YEAR TO DATE: 4,719

ADD TO IT (MUSIC) MADDEN'S DANCE SHOWBAND DANCE MUSIC CD CMINTX 254	M	Pop	NO	ADD TO IT (MUSIC) MADDEN'S DANCE SHOWBAND DANCE MUSIC CD CMINTX 254	M	Pop	NO
ADD TO IT (MUSIC) MADDEN'S DANCE SHOWBAND DANCE MUSIC CD CMINTX 254	M	Pop	NO	ADD TO IT (MUSIC) MADDEN'S DANCE SHOWBAND DANCE MUSIC CD CMINTX 254	M	Pop	NO
ADD TO IT (MUSIC) MADDEN'S DANCE SHOWBAND DANCE MUSIC CD CMINTX 254	M	Pop	NO	ADD TO IT (MUSIC) MADDEN'S DANCE SHOWBAND DANCE MUSIC CD CMINTX 254	M	Pop	NO
ADD TO IT (MUSIC) MADDEN'S DANCE SHOWBAND DANCE MUSIC CD CMINTX 254	M	Pop	NO	ADD TO IT (MUSIC) MADDEN'S DANCE SHOWBAND DANCE MUSIC CD CMINTX 254	M	Pop	NO
ADD TO IT (MUSIC) MADDEN'S DANCE SHOWBAND DANCE MUSIC CD CMINTX 254	M	Pop	NO	ADD TO IT (MUSIC) MADDEN'S DANCE SHOWBAND DANCE MUSIC CD CMINTX 254	M	Pop	NO

RECORDS PREVIOUSLY LISTED WHOSE RELEASE DATES HAVE BEEN PAID TO 27/10/00

ADD TO IT (MUSIC) MADDEN'S DANCE SHOWBAND DANCE MUSIC CD CMINTX 254	M	Pop	NO	ADD TO IT (MUSIC) MADDEN'S DANCE SHOWBAND DANCE MUSIC CD CMINTX 254	M	Pop	NO
ADD TO IT (MUSIC) MADDEN'S DANCE SHOWBAND DANCE MUSIC CD CMINTX 254	M	Pop	NO	ADD TO IT (MUSIC) MADDEN'S DANCE SHOWBAND DANCE MUSIC CD CMINTX 254	M	Pop	NO
ADD TO IT (MUSIC) MADDEN'S DANCE SHOWBAND DANCE MUSIC CD CMINTX 254	M	Pop	NO	ADD TO IT (MUSIC) MADDEN'S DANCE SHOWBAND DANCE MUSIC CD CMINTX 254	M	Pop	NO
ADD TO IT (MUSIC) MADDEN'S DANCE SHOWBAND DANCE MUSIC CD CMINTX 254	M	Pop	NO	ADD TO IT (MUSIC) MADDEN'S DANCE SHOWBAND DANCE MUSIC CD CMINTX 254	M	Pop	NO
ADD TO IT (MUSIC) MADDEN'S DANCE SHOWBAND DANCE MUSIC CD CMINTX 254	M	Pop	NO	ADD TO IT (MUSIC) MADDEN'S DANCE SHOWBAND DANCE MUSIC CD CMINTX 254	M	Pop	NO



oama



THE UK ONLINE MUSIC AWARDS_00

DATE: . NOVEMBER 23_00

VENUE: . THE ROUNDHOUSE, LONDON_

LAST MINUTE ENTRIES CALL NOW: . 020 7940 8592

SEAT RESERVATIONS CALL: . 020 7940 8665

SPONSORSHIP INFORMATION CALL: . 020 7940 8500

AWARDS WILL BE PRESENTED FOR:

- BEST POP ARTIST WEBSITE
- BEST ROCK ARTIST WEBSITE
- BEST DANCE ARTIST WEBSITE
- BEST ALTERNATIVE ARTIST WEBSITE
- BEST INTERNATIONAL ARTIST WEBSITE
- BEST LABEL WEBSITE
- BEST COMPANY WEBSITE
- BEST A&R SITE
- BEST ONLINE PROMOTIONAL CAMPAIGN*
- BEST E-FLYER
- THE PEOPLE'S CHOICE AWARD*

- BEST ONLINE LIVE MUSIC EVENT
- THE MUSIC WEBSITE OF THE YEAR
- THE ONLINE PIONEER AWARD

FOR ENTRY FORMS, SEAT RESERVATIONS FORMS AND SPONSORSHIP INFORMATION GO TO: WWW.UKONLINEMUSICAWARDS.COM

EMAIL: INFO@UKONLINEMUSICAWARDS.COM
T: 020 7940 8570 F: 020 7407 7087

WWW.UKONLINEMUSICAWARDS.COM



THE UK'S FIRST AWARDS SHOW DEDICATED TO MUSIC ONLINE

A MUSIC WEEK EVENT



*CO-SPONSOR OF THE PEOPLE'S CHOICE AWARD

*CO-SPONSOR OF THE PEOPLE'S CHOICE AWARD

RETAIL FOCUS: CHALKY'S

by Karen Faux

Since moving to more central premises in Banbury, Chalky's can no longer be described as "a good old-fashioned record store". Although owner Richard White says he went over budget with a radical refit, he is very happy with the results. Design input from an architect friend has resulted in a tastefully appointed, modern-looking store, with white floors and a curved counter, that provides a welcoming environment for all types of customers.

"In the old store, people had to negotiate a maze of racks positioned in the centre of the floor but now we moved everything on to the walls," he says. "It is very bright and accessible and we have central double doors with a ramp so that everybody has easy access."

Chalky's has been trading since 1987 and in that time has built up a solid core of loyal customers. Four months ago an HMV moved into the nearby shopping mall and White says he is now fighting to claw back business. A couple of weeks ago the store introduced a loyalty discount card and is using its 3,000-strong database to build awareness. "The card gives 10% off CDs and DVDs and also a loyalty



Chalky's building loyalty through discount card

point for every pound that is spent," says White. "Because we run the Oscar category system this kind of scheme is very easy to implement and customer take-up has already been very good."

This week, sales of Madonna's album have been slightly disappointing although White himself is a fan. The big album performers are still Robbie Williams and Craig David, which

FACING THE INTERNET PRICING ISSUE

For a specialist chart store like Chalky's the internet is still something of a conundrum. It has a site under construction but Richard White remains uncertain about the direction to take. "Price is very important and we don't want to lower our prices to the net's usual £9.99 because customers would quickly recognise the discrepancy with the store itself," he says. "We already have a successful mail-order operation that mirrors store prices and feel that a website would probably be most effective for special promotions."

have been flying out at £12.99. "Although the supermarkets and some chains are selling a lot of product at £9.99, I don't feel under any pressure to reduce my prices," says White. "Customers never complain about the prices here and are prepared to pay up to £16.99 for special catalogue. The whole debate about price essentially seems to be something that is going on outside of the industry."

Chalky's maximises back-catalogue sales through ongoing, mid-price campaigns offering CDs at £6.99 each or three for £18. Product CDs that has just dropped out of the Top 20 is promoted at £10.99 or two for £20. "Full-price back catalogue also does very well at £10.99 and our best-sellers currently include The Beatles, Geri Halliwell, East River Pipe and the Foo Fighters," says White. He reckons that this Christmas's product lineup is pretty awesome. "Radiohead and Kylie will be huge in their respective quarters and we are expecting a strong seasonal sales period, just like every year," he says. "Even without big new studio albums, music is always a popular choice at Christmas."

Chalky's 600 sq ft store will be crammed with people in the festive run-up and a lot of them will be browsing lists. "At this time of year we see people we've never seen before and generally they need help," says White. "We know we must be doing something right when the kids are telling their parents to come to us." Chalky's, High Street, Banbury, Oxfordshire OX16 5JG, tel: 01295 271190, e-mail: richard@chalkys.co.uk

IN-STORE NEXT WEEK (from 2/10/00)



Windows - Radiohead, Finley Quay, Price Hammer sale, He-Stars - Tech O Day, Poozies, Radiohead, Finley Quay, Tchakovsky, Celtic Tenors, Placido Domingo, Vengaboys, Progression Sessions, Peace Division, London Calling; **Press ads** - Celtic Tenors, Placido Domingo, Vengaboys, Progression Sessions, Peace Division, London Calling, Everclear



Singles - All Saints, Eminem, Texas, Vengaboys, Whitney Houston, Delirium, Stephen Gately; **Albums** - Radiohead, Finley Quay, Paul Simon, Green Day, Billie Piper, Moby 2000, Dawson's Creek 2; **In-store** - music and movie sale



In-store - CDs from £5 including Celine Dion, George Michael and Steps, selected chart albums for £9.99 including Five, Cher, George Michael, Steps, Celine Dion and Martine McCutcheon



In-store display boards - Echoboy, Elevator Suite, Shawn Lee, Broadcast, Add N to X, Therapy?, Mark B & Blade, Nightmares On Wax DJ Kicks



Singles - All Saints (England), Texas (Scotland); **Windows** - sale, Delirium

Vengaboys, Whitney Houston, Stephen Gately, Everclear, Superstar, Ruf Harris; **In-store** - Ultimate Ibiza, Ministry Sessions 11, sale; **Press ads** - All Saints, Delirium, Vengaboys, Stephen Gately, Whitney Houston, Superstar



Singles - Muse, DJ Rolando; **Albums** - Radiohead, Paul Simon, MTV Ibiza, Green Day, Finley Quay, Therapy?, Maxing; **Windows** - Radiohead, Paul Simon; **In-store** - Pink, Shal's Snapsheet, Hugh Cornwell, Chris Rea, David Bowie, Tim 'Love' Lee



In-store - Kylie Minogue, Hard House Nation; **Listening posts** - Ruben Gonzalez, Morrisons, Willie Nelson, Carole King, Van Morrison, Björk, Courtney Pine, Waterboys, Barenaked Ladies



Singles - All Saints, Stephen Gately, Texas, Vengaboys, Delirium; **Windows** - Billie Piper, Radiohead, All Saints, Vengaboys, Texas, Delirium; **In-store** - Radiohead, Billie Piper



Album of the month - World Party; **Select listening posts** - Phil Spector, Phil Spector, Dawg, Mongoose Records, Frankie Goes To Hollywood, Banco De Gaja; **Major recommended retailers** - Eddie Hinton, Cherry Twister, Gwel-L, The Alan Price Set, Emerson Lake & Palmer, Woody Guthrie



Single - Everclear; **Windows** - Kylie Minogue, Radiohead, MTV Ibiza, Bob Dylan; **In-store** - Radiohead; **Listening posts** - Gomez, Green Day, Richey, The Kids are telling their parents to come to us.; **Press ads** - Kylie Minogue, MTV Ibiza, Bob Dylan, Camden Mix



In-store - Bhamen, Broadcast, CD:UK, Common, Delirium, Hefner, Hinda Hicks, Iceberg Slim, Lonestar, Lovelife, Regular Fries, Sanchez, Texas, Tomcat, Vengaboys; **Press ads** - All Saints, Eminem, Paul Simon, Stephen Gately, Superstar, Whitney Houston, Billie Piper, Cousteau, Dawson's Creek, Everclear, Kelis, Pitchfitter, Ato Medusa, Finley Quay, Frankie Goes To Hollywood



WHS Smith - **In-store** - Young Guns Go For It, Best Of Carole King, Best Garage Anthems In The World... Ever, Barbra Streisand, Kylie Minogue



WOOLWORTHS - **Singles** - Vengaboys, Texas; **Album** - MTV Ibiza '2000'; **In-store** - Vengaboys, Texas, MTV Ibiza 2000, Paul Simon, Van Morrison, CD:UK, Moby 2000, Whitney Houston/Enrique, Tracey Nation 4, Finley Quay, Stephen Gately with free postcard. All Saints with free poster, Dawson's Creek with free postcards, Billie Piper with free poster; **Press ads** - Paul Simon, Van Morrison, Whitney Houston & Enrique Iglesias, Superstar

ON THE SHELF

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

ON THE ROAD

SHARON ORMOND,
EMI area account manager
for Essex and East Anglia



"It issues to do with pricing and parallel imports were discussed widely at Universal's retail forum in Hammersmith and it will be interesting to see how these are addressed. Universal reduced its prices on top lines for one week last week and we did about 100 units out of that. What we want to see are good discounts being set from now until Christmas across a wide range of catalogue. EMI's campaign is shaping up well and spans all of their product. It is easy to order because there are only two codes involved and each discount is automatically calculated at their end. We will be targeting certain types of EMI product in the run-up to Christmas and will continue to do well with EMI gold, for which we have recently done co-op ads in the local paper. A lot of key titles were held back in the summer so we are really looking to the next couple of months to be profitable. Robbie Williams was the first of the seasonal acts and there are plenty of other albums coming which

should be bankable. We have P65 up for Radiohead and are taking a lot of pre-orders, although it would have been good if there had been a warm-up single. The fact that Radiohead have been doing all their promotion on the internet is slightly worrying for a shop like ours, and there is a danger that we will be increasingly sidelined by this new channel. I reckon the retail prices of chart albums will have to go down due to the competition posed by the supermarkets and internet. Record companies need to take a proactive role in pricing and adjust their dealer prices so that all stores can make a decent margin. The fact that people now expect CDs to cost £10 is not ideal. This week Madonna has sold the most albums while singles sales have been led by Mariah Carey & Westlife. We've been playing the Kylie Minogue album a lot in the shop and it should fly out next week. It'll do a lot better than the last one because she has gone back and done straightforward pop."

"Today is a long day for me because I travel from Essex up to Great Yarmouth and don't usually get home until about 7pm. We've got a lot of big albums coming up and pre-sales have been fantastic on Kylie Minogue's album - out next week - and on Radiohead (October 2)."

Our current discount campaign has received a lot of praise - from other record company reps as well as stores. It features the whole of EMI's full-price, mid-price and budget catalogue and we have made it as easy as possible for shops to place orders. It is simply a case of faxing it through to our Learning3 Spa office, including codes for the individual rep and the campaign. It's been doing very strong business since it started in August and it will run right up to December 29.

Two John Lennon albums, Plastic Ono Band and Double Fantasy, are being reissued to mark the fact that he would now be 60 whilst the 20th anniversary of his death is coming up on

December 9. Both albums have bonus tracks and will benefit from TV and radio specials. Jane Horrocks' forthcoming album, Further Adventures Of Little Voice, has a duet with Robbie Williams, singing Black Magic, and is shaping up to be very successful.

Damage are currently out on the road and their imminent single, Rumours, should provide a warm-up for the album which comes out on October 16. There is a lot of interest in the Blur best of and we are still waiting to hear whether it will include a brand new track. A marketing campaign to the tune of £2m will support what is looking like the biggest album ever - The Best Of The Beatles, scheduled for November 13.

There is also a lot going on for Freddie Mercury fans. Our Platinum Collection is a lavish boxed set that features three volumes of Queen's greatest hits. This will also have a big campaign behind it as it is proven that there are a lot of Queen collectors out there."

by Andrew Stewart

VAUGHAN LAUNCHES REGIS INTO BUDGET
Regis Records, the brainchild of former Universal Classics national account manager Robin Vaughan, has entered the budget classical market with a promise to offer better margins to struggling classical retailers.

Initial Regis releases include titles licensed from the defunct Collins Classics label and medium-scale independents such as Vanguard, Unicorn, Olympia and CRD, sold to dealers at a price considerably lower than the £2.78 offered by Naxos and Universal's Eloquence label. Artists represented include pianists Alfred Brendel, Svatoslav Richter and Joanna MacGregor, violinist Salvatore Accardo, and The Siders.

"Real classical music faces a crisis of retail access to consumers," says Vaughan. "We recognise the withdrawal from the High Street rent regime of the independent classical specialist and also the danger of further reductions in classical offerings from the multiples for the same reason. So we offer a basic, much lower, no-fills dealer price and encourage the trade to support us for the simple reason that we care more about their margins. We don't believe it's beneficial to the business to lose so many retailers for lack of profit. This has happened on the pop side and the industry will pay dearly."

Clearly, he adds, any company offering low-price classical product with a high dealer margin is on the side of struggling independent specialist retailers.

Vaughan is convinced that most new

releases from the classical majors are of little value to specialist classical stores, whether judged in terms of A&R or profit margins.

"Senior executives in companies like Universal don't understand that classical retailers have to make a higher margin than those selling pop records," he says. "There simply isn't the volume in that part of the business, and most product tends to be slow moving."

CLASSIC FM'S £1m STRATEGY PAYS OFF

Classic FM's brand and marketing reach have already been turned to commercial advantage with the release of heavy-selling compilation albums and a series of composer-led releases packaged under the banner of The Full Works. Classic's summer chart hit, The Hall of Fame, achieved gold status in the first week of September. The company's latest concept album, Relax More, follows on from its gold-selling relative, Relax, released last autumn. The three-disc set, distributed in the UK by BMG Classics, is set to roll out on October 23 at low to mid-price. Classic's proven mainstream repertoire mix is revisited here to present popular works by Vivaldi, Rachmaninov, Chopin, Arvo Pärt and Stanley Myers, while the strong artist roster includes cellist Steven Isserlis, pianist Kathryn Stott, guitarist Simon Daniann and violinist Daniel Hope.

National television advertising on Channel 4, extensive promotion on The Classic FM network and website, and reader promotions in several national newspapers provide the backbone of an estimated £1m campaign. A single track from Relax More will be exclusively available for download at classicfm.com while three further tracks will be streamed on the website.

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



ALBUM of the week



VIVALDI: The Four Seasons; Three concertos for violin and orchestra. *Carmignola; Venice Baroque Orchestra/ Marcon. (SK 64384).* Giuliano Carnignola's expressive, affecting performance of Vivaldi's ubiquitous *Four Seasons* answers strikingly obvious questions about the need for another recording of this most recorded of all classical works. His Venetian colleagues are alive to Vivaldi's many narrative touches, using period instruments to highlight the barking dog in Spring and summon up the mother of all Summer storms. Above all, there is an improvisatory spirit about the playing here that leaves Vivaldi's music sounding freshly minted. There is nothing routine about this performance, nor about those of the three other fiddle concertos that here receive their premiere recordings. Sony Classical's marketing campaign, which includes ads in the specialist classical press, is boosted by the disc's selection as a November Gramophone Editor's Choice.

REVIEWS

For records released up to October 2 2000

ONE CLASSIC ELLINGTON: Including *Sophisticated Lady, Harlem, Things Ain't What They Used To Be, etc.* Lena Horne, etc. *CBSO/Rattle. (EMI Classics CDC 5 57014)*

2) Sir Simon Rattle's jazz-playing father fostered his son's passion for the music of Duke Ellington and Billy Strayhorn at an early age. Clark Terry, Bobby Watson and Peter Washington are among the great jazzers to partner Rattle's former Birmingham band, with Lena Horne adding her voice in three Ellington standards. The release is backed by an extensive press and TV ad campaign.

BLESSED SPIRIT - MUSIC OF THE SOUL'S JOURNEY: Gregorian and Orthodox chants and works by Byrd, Sheppard, Victoria, Schutz, Harris, Tavener, etc. *Choir of Clare College, Cambridge/Brown. (Collegium COLCD 127).* For its

second appearance on John Rutter's admirable Collegium label, Clare College Choir and Timothy Brown present a programme that ranges from Abbess Hildegard's ecstatic O Felix Anima and the Orthodox Katakism of the departed to William Harris's Fair is the Heaven.

FRASER-SIMPSON: The Maid of the Mountains. Kelly, Maltman, Burgess, Suart, Maxwell, George; *New London Light Opera Chorus; New London Orchestra/Corp. (Hyperion CDA 67190).*

With an outstanding cast and impassioned, conducting and playing, the latest offering of British light music from Hyperion is a delight from first to last.

SIBELIUS: Symphonies 6 & 7; Suite No.2 from 'The Tempest'. Iceland SO/Sakari. (Naxos 8.554387). The fourth release in Naxos' cycle of the Sibelius orchestral works pairs the Finnish composer's desolate Sixth Symphony and the lyrical Seventh. Promoted as the label's October disc of the month.

DECCA

traditionally

What Sweeter Music · Rutter

The Blue Bird · Stanford

Te Lucis ante Terminum · Casals

Crux Fidelis · Handel

Ave Maria · Bach/Gounod

Ave Maris Stella · Grieg

Amen (from "Lo, the Full, Final Sacrifice") · Finzi

Creed · Gretchaninoff

God be in my head · Davies

Lugebat David · Fauré

Lord, now lestest Thou · Rachmaninoff

Beati quorum via · Stanford

Song for Athene · Tavener

Blessed is the man · Rachmaninoff

Mater Christi · Tavener

Ave Maris Stella · Monteverdi

O Salutaris Hostia · Rossini

O Sacrum Convivium · Messiaen

O Weisheit · Pärt

And I saw a new Heaven · Bainton

The Choir of New College Oxford · EDWARD HIGGINBOTTOM

Follow up to the best-selling AGNUS DEI

release date: OCTOBER 9th

cat no. 466 870-2

Order from Universal on tel: 0990 310 310 fax: 0990 410 410

DISTRIBUTORS INVEIL STRATEGIES TO GET FOURTH-QUARTER RUSH

The Christmas season is already underway as far as distributors are concerned. Most have already developed their plans for coping with the sheer volume and quick turnaround demanded of their customers and now it is simply a question of fine-tuning and monitoring the effects, reports Karen Faux

A quiet revolution has been going on in the UK's distribution centres during the past 12 months and the resulting changes are about to become apparent. As Christmas business accelerates, distributors intend to meet the challenges of an ever-widening retail base with upgraded automation, well-honed logistics and sheer people power. If all goes according to plan, retailers will be halting their grace under pressure come the new year. Stores are rarely shy about pointing the finger when the Christmas chips are down and distributors now make a point of meeting up with their customers prior to the crucial period.

"One of the things that came out of our recent conference was the need to establish regular meetings with our key indie accounts," says Vital Distribution managing director Richard Anning. "Ongoing dialogue is extremely important." As far as Vital is concerned, the Christmas season kicked in at the beginning of September when it started picking and packing HMV's autumn campaign that involved 119 lines and 200,000 units. "We started on Monday and delivered on Wednesday," says Anning. Vital's efficiency has been enhanced by a recent move to a 20,000 sq m Bristol premises, where 110 staff are employed across finance, IT, logistics and customer services. The operation maintains close communication with the London-based sales and marketing office, although both have now developed separate identities.

"Part of the reason for moving was to increase our capabilities and reflect the scope of the industry," says Anning. "Currently, we are sticking to an optimum number of labels and keeping our active lines to around 11,000, while we are well set up to handle third-party work. This Christmas we expect to be very busy with the likes of Moby, Badly Drawn Boy and The Wombles spearheading Christmas sales."

Although EMI Distribution has for five successive years won Music Week's Best Distributor Award, it is willing to admit that there is always room for improvement. "We reviewed service levels for this peak season back in the summer and are currently putting them into place," says EMI customer services manager John Williams.

"We now have the ability to provide chart stock separately from back catalogue, while a 20-digit Paracode code offers a better track and trace service. Coping with the volumes efficiently comes down to a flexible work force, longer opening hours and shifts that span nights and weekends."

At Universal Music Operations, which puts 80m units through its 45,000 sq m site in Milton Keynes annually, distribution director Russell Richards believes that this Christmas will see even more product leaving its premises than last year.

"We have just finished recruiting an additional 70 warehouse people, who are already being phased in to cope with the increased throughput," he says. "During



Shelf life: Pinnacle handles audio dispatch from its warehouse in Swanley in Kent and is anticipating an increase in orders for the fourth quarter

October we run shifts from 6am to 10pm and then for the last two-and-a-half months of the year we go to 24 hours." Universal's own distribution website has just gone live, providing an additional channel through which the vast operation now has to process orders. However, Richards does not foresee that it will cause any problems. "Most of our major customers already order electronically and the website represents another order stream that is fed into our mainframe computer. These streams are fed into different order boxes and are automatically checked every 15 minutes. From there they go into holding slots where they are picked and reviewed."

Universal's Milton Keynes plant works in conjunction with a large systems team based in Romford and this year it is confident that picking errors will be kept to a minimum. "We had very good feedback from dealers last autumn about the level of service they received and this year we have put in a new barcode scanning system which checks the accuracy of our outgoing parcels. It has been in place for a couple of months and we are already seeing the benefits. Getting all orders 100% accurate is where the focus is."

Sony and Warner's joint distribution operation, The Entertainment Network (TEN), recently made a substantial

investment in Pick By Light Technology, to improve both the speed and accuracy of the picking process, and in upgrading its distribution management system. "We have also introduced a new quality assurance process and operator training that will assist our picking accuracy," says Paul Hazlewood, commercial services director, who recognises this is potentially one of the most hazardous aspects of service.

TEN says that its planning exercise and capacity expansion programme will facilitate the handling of very large volumes on the site this autumn. "Peak season services will be introduced from the middle of October," says Hazlewood. "TEN intends to provide the best possible service by a combination of thorough preparation, focused peak season services — including a range of new initiatives — and a responsive approach to our customers requirements."

For Pinnacle, the ability to provide a consistent and reliable service to every size and type of store is a top priority. Audio distribution is handled from its 21,000 sq m warehouse in Swanley, Kent while software and games are dispatched from a nearby depot at Padstock Wood. Pinnacle is anticipating that this fourth quarter will deliver bigger volume orders than the last and it has a typically wide range of new product that spans Björk, Everlast, Cradle

Of Filth, The Tweenies and Songs Of Praise, along with re-promotions for key albums such as Moloko and Tom Jones, an autumn discount campaign and promotions for the Ace and Epitaph labels. Its creation of two clearly delineated sales teams — the Sales Force and the Strikeforce — has proved an effective solution to handling its sheer variety of its releases.

"The Sales Force handles established

artists, catalogue and campaigns while the

Strikeforce

concentrates on new

projects, dance and

indie," says sales

director Chris Maskery.

"Although 95% of the

customers they deal

with are the same

people, the Strikeforce

ensures it calls on all

specialist stores."

Maskery is keen to

underline Pinnacle's

commitment to the

independent store

sector. "We have a sales team of 20 reps

on the road and call on more independent

stores than any other company," he says.

"Face-to-face contact through weekly calls

is vitally important and we recognise that

the indie stores are the breeding ground for

the next generation of artists."

For the Starto Group, which embraces

Lightning Export and e-fulfillment outfit

Startle 24-7, this peak season will be a

testing ground for the £1.4m investment it

has recently pumped into its physical and

digital divisions.

'Efficiency comes down to a flexible work force, longer opening hours and shifts that span nights and weekends' — John Williams, EMI

'Most of our major customers already order electronically and the website represents another order stream' — Russell Richards, Universal

DX3

Have you heard the latest?

DX3 The leading distributor and promoter of digital music

DX3 sells and promotes music across a huge, international network of consumer sites so your buyers don't even have to search for it.

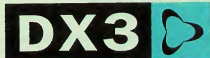
DX3 licenses catalogue for non-exclusive distribution, with secure copyright protection and accounting.

DX3 offers cost-effective, carefully targeted, online marketing services.

TO MAKE DIGITAL DISTRIBUTION WORK FOR YOU CALL

+44 (0)20 7434 5050

E-MAIL info@dx3.net | WEB www.dx3.net



DIGITAL DISTRIBUTION DOMAIN

> "The key areas of investment are in systems and people," says marketing manager James Butler. "To improve the efficiency and speed of our fulfilment, we have revamped our warehouse management and ordering system and brought in new executives — including Managing Director Rob Cain who was formerly with California-based company Valley Media. The current turnover of the physical division is £60m and we expect that to increase dramatically at the end of this financial year." Distribution of CDs, videos, minidisks, DVD, vinyl and accessories is handled from a site in

'We run electronic data interface twice a day which means that most orders leave the warehouse on the same day' — Simon Carver, Koch

Telford, under joint agreement with logistics specialist Tibbett & Britten and under the brand name Track One Logistics. Customers include multiples such as HMV, Virgin, Tower and Impulse as well as single-site operators such as Harrods. "A lot of our customers — such as Andy's Records — have been with us a long time and naturally expect the best," says Butler. "In the ramp-up to Christmas we will be providing seven-days-a-week ordering, next-day delivery for orders placed up to 6pm the previous evening, a before 9am, 10am or 11am service and a low £75 minimum order level." Because automated customer service lines can be time-consuming and frustrating for hard-pressed store buyers, Startle has prioritised providing real human



Distributors rule UK: EUK Direct's Greenford warehouse (top and right), and the British headquarters of Sony and Warner's TEN

beings at the end of every line and its customer services department will operate from 8am to 6pm during the peak period. Startle also expects to be handling substantial volumes through its e-fulfillment arm, which currently services Tesco.com, Amazon, IPC, NME.com and other smaller music sites. The service includes specialist music advice on promotions and features for non-music specialist customers and a

full pick, pack and ship service via Track One Logistics. "An advantage with working with Startle is that we have a digital design company under the same roof and we can prepare any design features required for the e-commerce customer," Butler says.

Looking ahead to the importance of e-fulfillment has been a factor in Entertainment UK's decision to rationalise its distribution with a massive new facility in Luton, Middlesex. According to Paul Ludlam, head of central marketing, 775 double decker buses could be comfortably accommodated in the main area of its new 87,000 sq m site which can pack and despatch more than 2m units a day for the UK. "Orders are just beginning to be fed through the site which was opened in August," says Ludlam. "Other centres in Hayes, Perivale and Colnbrook will remain open."

Despite the recent loss of Asda as a customer, the Kingfisher distribution arm continues to be a driving force in the non-traditional sector, supplying Woolworths, MCV and Comet, among others. Fulfillment for EUK Direct, a separately-branded but integrated e-fulfillment operation, will also be run out of Greenford. "The new centre has allowed us to thoroughly review our distribution strategy and set up a high-tech system that will ensure high levels of customer service in tandem with the developing entertainment market," says Ludlam.

As far as Koch International is concerned, the distributors' inability to second-guess across-the-counter demand means that it has to be prepared for every eventuality. Last Christmas, the Basingstoke warehouse had to cope with a last-minute 15,000 run for World Wrestling Federation: The Music Volume 4, with pressings being delivered from Austria. This year it is expected to despatch big volumes of Lesley Garrett's new boxed set along with the current album from Jimmy Page And The Black Crowes. "It is important to have a routine and protocol that works," says Koch sales and marketing manager Simon Carver. "We run electronic data interface (EDI) twice a day which

means that most orders leave the warehouse on the same day. We also prioritise on the integrity of our database so that any customer mistakes on catalogue numbers do not hold the process up."

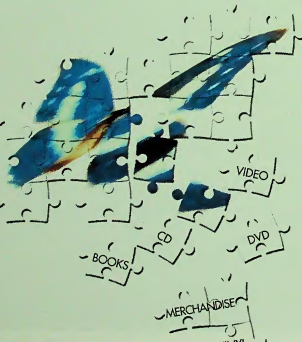
Although 3m is not a physical distributor, it prides itself on providing a seamless service through both its sales and marketing departments and its distribution partners at Vital, Pinnacle and TEN. Marketing manager Roger Quail emphasises that all stores must receive the same high level of service.

"You have to be consistent with all your customers," he says. "With such a lot of business being done in a relatively short period you have to endeavour to create maximum visibility across the board. 3m reps will have the stock on the cars that the shops want to buy and our telemarketing departments will be on the phone with a prompt and efficient service. It is what people expect from a dedicated sales company." In addition to maximising prospects for key releases from Fatboy Slim and Ministry Of Sound, 3m is also working hard on profiling back-catalogue campaigns in-store this autumn.

"We've just enjoyed a fantastic dealer response to our Sound Judgement 2 campaign which debuted in early September," says Quail. "So far we've shipped 275,000 units to the trade across existing mid-price and special one-off orders. It allows stores to stock up on key catalogue titles from the likes of Garbage, Stereophonics and Oasis for the forthcoming period. We've produced point-of-sale and carrier bags to highlight the offer." 3m considers itself fortunate not to have a huge roster of labels. "We are making sure that our sales force is focused on our autumn priorities and is actively working our best-selling catalogue lines and key development artists," says Quail.

A tighter focus on individual customers' needs is undoubtedly good news for all retailers. A top-notch seasonal service from suppliers will help to make this year's Christmas business significantly better than its Millennium-hyped predecessor and there is confidence that the key companies will stand and deliver.

'With such a lot of business being done in a relatively short period, you have to endeavour to create maximum visibility across the board' — Roger Quail, Vital



LASGO
...the complete distributor

tel: +44 (0)20 8458 8800, fax: +44 (0)20 8451 5555, internet: www.chrysalis.co.uk

enquiries please contact **Glen Baker**: g.baker@lasgo.co.uk

Unit 2, Chapperns Park Ind. Est., 378 High Road, Willesden, London NW10 2DY, United Kingdom

A member of the Chrysalis Group plc

COMPETITION HOTS UP ON VIRTUAL HIGH STREET

With a shorter selling season because of fulfilment considerations, electronic retailers have more stringent deadlines and are now facing greater competition as online sales rise, writes Karen Faux

Online retailers claim to have all the shopping solutions for the season of goodwill. Not only can Christmas presents be purchased without the time-consuming business of tramping around crowded shops, but they can also be automatically gift-wrapped and dispatched directly to family and friends. With the big e-tailers pledging a 24-hour turnaround on 90% of orders, the convenience factor of the internet is looking increasingly convincing. But despite the sector's increasingly sophisticated fulfilment capabilities, it is still a long way from wrapping up the music market – at Christmas or any other seasonal period.

According to a survey carried out by market researchers Taylor Nelson Sofres, specialist music multiples took 55% of the nation's expenditure on albums in the 12-month period ending last March, while e-tailers took a humble 1%. Supermarkets ranked second with 20% while traditional mail-order operations were responsible for 11%. With such

considerable potential for growth, it is hardly surprising that e-tailers are gunning for customers more aggressively than before. Crucially, many also have the fulfilment operations to back it up, even if the market was recently rocked by Global Fulfillment's decision to offload its entertainment arm, leaving Tower Records to route UK e-commerce sales through its US site and fulfil them accordingly.

Others are finding life somewhat less difficult. Since trumpeting the fact that it recently achieved 2m paying customers in an eight-month period, Amazon.co.uk is now expecting peak season sales to consolidate its position. Distribution is handled from its 76,000 sq m warehouse in Milton Keynes although there are plans to double that space with new premises before the end of the year. Amazon has refined its delivery service to the point where the customer never has to pick up the phone.

▶ On pre-orders credit cards are not



Shipping out: Amazon plans to double its 76,000 sq m capacity by the end of the year

Vital.....Distributor of the Mercury Award winning Badly Drawn Boy.....Winner of the Music Week 'Best Sales Team' Award 2000.....Taken Moby 'Play' sales beyond 1.2 MILLION in the UK.....and organiser of the best Sales Conference of 2000*

*according to Tom from 'Reveal' in Derby



Thanks to all Labels and Retailers

charged in advance and every transaction is supported with an e-mail notification," says Amazon UK general manager Paul Zimmerman. "We have a no-quibble guarantee about returns and they are handled within 24 hours. We make sure that customers know what is happening with their parcels every step of the way."

Amazon expects to be handling hundreds of thousands of packages during the next couple of months although the order cut-off will come a lot sooner than for physical stores. "Internet retail suffers from the fact that the customer can only order up until December 20 to guarantee deliveries for Christmas, and it is our job to cover all distribution fronts and ensure that orders are 100% correct," says Zimmerman.

On the plus side, Amazon is able to gauge stock very accurately because so much of its business is based on pre-orders. "Whereas a High Street store will be trying to judge sales on the basis of back-catalogue performance and marketing support, we have the orders already in the bag," says Zimmerman. "Due to this we can bring the right quantities into our warehouse and deliver to customers on demand."

Bertelsmann's online entertainment retail offshoot, bol.com, is bullish about its seasonal prospects. "We have some innovative promotions lined up which follow on from our Free Copy For A Friend and two CDs for £10 campaigns, and customer awareness of these offers will be high through exposure outside the net," says Brad Askew, director of music. Askew has a clear view of the kinds of customers now buying from the virtual High Street. "They're music lovers who want that bit more in terms of content, or time saving. Not only does bol offer very competitive prices with a massive range of over 500,000 CDs, but we have gig reviews, artist interviews, streaming of tracks and an online community. What's more people can get their CDs delivered to their office or home — so we also offer convenience."

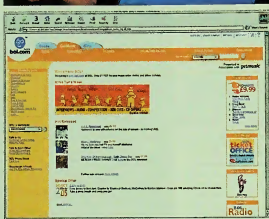
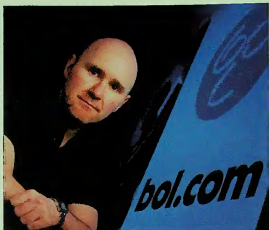
The fact that classical music is a mere click away from the fuzziest pop means that bol can comfortably balance both mainstream and specialist markets. Askew points to the recently launched Bollywood section on the site and an exclusive promotion to celebrate the 10th anniversary of Ninja Tune.

"We offered the Xen Cuts CD at a special release week price, along with ongoing discounts on the Ninja Tune back catalogue, an exclusive interview with label founders Coldcut and an exclusive mix by DJ Amon Tobin," he says. "The important thing is to direct browsers to areas of interest once they have clicked on to the site." E-tailers are keen to convey the message to record companies that without

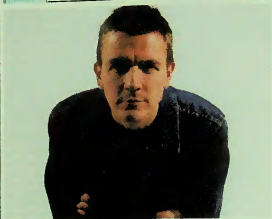
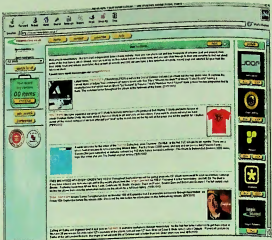
'Internet retail suffers from the fact that the customer can only order up until December 20 to guarantee deliveries for Christmas'—

Paul Zimmerman, Amazon

large part of what we do and this makes us unusual as an internet operator," says recordstore.co.uk director Russel Coutlar. Recordstore.co.uk will be investing in promoting its online services through print media this autumn as the web has proved



Online: Bol's Brad Askew (top), whose site covers all genres, and Russel Coutlar of recordstore.co.uk (bottom) which specialises in dance music



the physical restrictions of space they offer infinite promotional possibilities. "We can feature any type of catalogue and any quantity," says Askew. "We could have 1,000 different product features on the site at one time if we chose to."

While bol is building business by covering all fronts, recordstore.co.uk is attempting to build its profile as the online destination for dance music. Product is sourced globally and at least half is shipped to the US.

"Vinyl accounts for a large part of what we do and this makes us unusual as an internet operator," says recordstore.co.uk director Russel Coutlar. Recordstore.co.uk will be investing in promoting its online services through print media this autumn as the web has proved

an ineffective way of creating awareness. At the beginning of November a mail-out will go to its 10,000-strong database with a breakdown of all its offers and a wide variety of payment methods.

"We've experienced two Christmases online and we are expecting our turnover will increase 500% from the last one," says Coutlar. "To cope with the additional throughput, we will be bringing in extra staff at our warehouse and in the sales office where opening hours will be extended."

The site's growth has been organic during the past three years, since online sales developed out of a trance label, Transient. In addition to developing a fully-fledged, standalone store, it also hosts and fulfils individual web shops for labels including

Global Underground, Automatic, Xtreme, Platipus and Deviant. "This autumn we will be deal-driven," says Coutlar. "We'll be offering a whole range of online exclusives including pre-release copies and competitors. We are expecting our monthly customer traffic of around 1m hits to rise by at least 10% and we have the resources to handle increased traffic."

With High Street stores also anticipating an impressive level of service from their suppliers, there may be few disappointed customers pouncing the pavements this Christmas.

If that is the case then internet competitors will have to be fast on their feet to ensure that their shorter window for sales is a profitable one.

'To cope with the additional throughput, we will be bringing in extra staff at our warehouse and in the sales office'— Russel Coutlar, Recordstore.co.uk

Do you want to sell your CD's on-line but don't have the time?



- We can help you, Recordstore.co.uk are the UK's leading specialist in e-commerce & online mail order fulfillment for independent labels;
- We build, maintain and operate a Ministry for you - on your own website.
- We handle all e-commerce, customer service, fulfillment and credit card transactions.
- We will sell you CD's, vinyl and merchandise.
- ...AND there are no set up costs at all!

To begin selling your product on your website for Christmas 2000, call Richard on 020 8964 9020 or email us: mail@recordstore.co.uk for more info.

recordstore.co.uk - the online music store

midem

2001

the international
music market

> FIVE NON-STOP DAYS OF TOP-DOLLAR MUSIC BUSINESS FOR:

- 4,500 COMPANIES** > NEGOTIATING DEALS WITH THE TRADITIONAL MUSIC INDUSTRY AND THE INTERNET MARKET PLAYERS
- 10,685 PARTICIPANTS** > HIGH PROFILE NETWORKING WITH KEY EXECUTIVES
- 96 COUNTRIES** > UNIVERSAL REPRESENTATION
- 1,050 ARTISTS** > CUTTING-EDGE MUSICAL TRENDS
- 20 CONFERENCES** > EXPERTS' OPINIONS, ADVICE AND BUSINESS MODELS
- 850 MEDIA** > EXCEPTIONAL 24H A DAY PROMOTION

> MIDEMNET 2001 MUSIC ON INTERNET SUMMIT 20 JANUARY 2001

- > A ONE-DAY EVENT OF HIGH-PROFILE, IN-DEPTH SEMINARS & KEYNOTES DEDICATED TO INTERNET AND THE MUSIC INDUSTRY
- > NETWORKING AND DIALOGUE WITH THOSE WHO COUNT
- > A LINE-UP OF TOP-LEVEL SPEAKERS FROM AROUND THE GLOBE

U.K. SUBSIDY

**THE D.T.I.
OFFER SUPPORT FOR U.K.
EXHIBITING COMPANIES
AT MIDEM IF YOUR STAND
IS BOOKED IN TIME.**

21/25 JANUARY 2001
THE INTERNATIONAL MUSIC MARKET
20 JANUARY 2001, MIDEMNET

For further information contact Emma Dallas
Tel: 020 7528 0086 Fax: 020 7895 0949
emma.dallas@reedmidem.com
Walmar House, 296 Regent Street, London W1B 3AB

PALAIS DES FESTIVALS/CANNES/FRANCE
WWW.MIDEM.COM

Rates: **Appointments: £31.00** per single column centimetre (minimum 4cm x 2 col)
Business to Business: £18.00 per single column centimetre
Situations Wanted: £15.00 per single column centimetre
Box Numbers: £15.00 extra
 Published weekly each Monday, dated following Saturday
Copy date: Advertisements may be placed until Thursday 10 a.m. for publication Monday (space permitting).
 All rates subject to standard VAT



WE ACCEPT MOST MAJOR CREDIT CARDS

Cancellation Deadline: Wednesday 10 a.m. before publication Monday.
 To place an advertisement please contact:
Alex Skelton or Scott Green, Music Week - Classified Dept.
 United Business Media, Fourth Floor, 8 Montague Close,
 London SE1 9UR
 Tel: 020 7940 8580/8593
 Fax: 020 7407 7087
 All Box Number Replies To Address Above

National Accounts Manager - TV Compilations

**Record sales.
 Can you achieve them?**

These are exciting times in the music industry, as innovative sales and marketing channels multiply, and emerging technologies pave the way for new multimedia formats. As you'd expect, Sony Music stands at the forefront of these developments, poised to extend our leadership, embrace new ideas and open up new global markets.

Now we're looking for an ambitious, future-focused sales professional to drive up sales of TV advertised albums in this uniquely fast-paced, rapid turnaround arena. Forging strong relationships with major National Accounts - from specialist multiples to supermarkets and non-traditional outlets - you will synchronise eye-catching point of sale activity and high profile positioning to maximise the impact of intensive, targeted TV advertising campaigns. At the same time you will consolidate relationships with key Internet Accounts, and work pro-actively to develop new sales channels at this dynamic time of change.

You will need to demonstrate sound knowledge of selling high profile products in predominantly youth-led markets. Computer literacy, numeracy and an eye for detail are essential, but more importantly, you will bring the persuasive personality, passion for music and astute commercial acumen to build productive links with influential buyers and marketing professionals nationwide.

Please send your CV, covering letter and salary expectations to Stuart Hearn, Human Resources Officer, Sony Music Entertainment (UK) Ltd, 10 Great Marlborough Street, London W1F 7LP. Alternatively, you can e-mail your application to humanresources@sonymusic.co.uk

Sony Music

CV14 118DA



MUSIC WEEK DIRECTORY 2001

FINAL COPY DEADLINE

OCTOBER 6 2000

THE REQUIREMENT INDUSTRY'S TO THE MUSIC INDUSTRY

- EXEC PA** £30,000
Proven and diplomatic exceptional industry PA to support Chairman, Publishing.
- INTL. PROMOTIONS MANAGER** c£28,000
Co-ordinate smooth running of all international promotions, 2 years plus experience at management level. Major.
- LABEL ASST** £13,000
Energetic role for dynamic organiser, shoots & showcases.
- SALES EXEC** £23,000
Self motivated with a proven track record in sales. Indie.
- PRESS OFFICER** £25,000
Passion for the past! Jun leading compilation team. Major.
- ROYALTY ASST** £17,000
Level headed and analytical with a knowledge of courtreporting. Indie.
- ARTY ADMIN** £16,000
Solid administrator to join funky video team. Major.

Permanent and Temporary
 Music Resourcing

handle
 020 7935 3585

International entertainment company based in West London seeks an enthusiastic, experienced press officer.

Palm pictures is an audiovisual entertainment company, actively involved in the acquisition, production and distribution of music, DVD and independent film projects. We are looking for the right person to promote all of Palm Pictures' output.

Our film roster ranges from action movies to art house, our music roster contains the best of everything from rap to rock to "World" and our DVDs range from animation to live in-concert - the only factor all our DVDs have in common is their technical innovation.

The successful applicant must be a good communicator and have previous experience as a press officer. The would also need computer skills. A quick mind motivation and an interest in music, film and DVD.

Closing date: 9/10/00

Please send C.V. to: Ramus
 8, Kensington Park Road, W11 3BU

RECORDING STUDIO SHOWCASE
OUR NEW MONTHLY FEATURE

call Alex
 020 7940 8580

Be the best support act in the business.

PA to Vice President Talent & Music - Central London

MTV Networks Europe is the number one company in youth television. Our name is synonymous with innovation and creativity. When it comes to our people, we only recruit those who also want to be the best in their field.

As PA to the Vice President of Talent & Music, your role will be to ensure the VP's diary runs smoothly. Responsibilities will include secretarial duties, travel arrangements and the organization of all day-to-day activities. As well as providing vital administrative support within the department, there will be extensive liaison with labels, artists, management and other MTV departments. Such a role requires a highly confident individual with substantial secretarial/PA experience. You will be dealing with confidential information on a daily basis, so an understanding of the need for discretion and well-developed interpersonal skills are crucial. What's more, you must be able to work effectively both in a team and on your own initiative.

Think you've got what it takes to be the number one? Send your CV and covering letter stating your current salary details to Andrea Coates, MTV Europe, UK House, 180 Oxford Street, London W1A 0CS or apply on-line at jobs.mtv.com hitting the email PA Talent Closing date: 9th Oct.
 Previous applicants need not apply.



CITY City University London

Everything you need to know about...

The Music Industry

Part-time courses to equip you for a fast moving industry...

Evening courses start October 2000

- *Music Media and Money - The Business of Black Music - Making Music Work
- *Releasing and Marketing Music - The European Music Industry
- *Music Management - The Music Industry and the Law
- *Promoting and Liveing a Music Event

All courses are accredited and can lead to a Certificate in Cultural Industries

Call 020 7477 8258 Email: L.A.McDonald@city.ac.uk
 Website: www.city.ac.uk/courses/music/music.htm

92 SALES MANAGER
 Salary and package to attract the best.

100% in Europe's leading On line distributor working with many of the big names would be able to sell and promote their music on the Web.

Due to expansion the company now seeks an experienced sales manager for the UK. The role is to work with international online high traffic websites and portals to place our latest music for sale and promotion over the Internet.

You should have at least 4 years experience as manager in National Accounts in the Entertainment business. Pro-active and well equipped with your head, you will be the type of person that always is in the political and highly energetic new business. The ability to relate your exciting experience to CV on the world is a must.

Applications / CV's should be sent to: EA@002.com
 0209 Broad Quay House, Prince Street, Bristol, BS1 4DJ

PRESTIGIOUS PR COMPANY

We need someone with energy, enthusiasm, lots of ideas, general knowledge of the media and at least one year's experience in the music industry/media.

If that is you, then send your CV to:
 49 Portland Road, London, W11 4LJ

1035 AM ROYALTIES MANAGER

Ritz Music Group Plc has been established for 20 years in the UK and Ireland, we specialise in Irish, Country and Acoustic popular music. We also own Ritz 1035 radio station.

An excellent opportunity has arisen for a Royalties Manager responsible for the Group. The ideal candidate will have at least 2 years experience in the music industry and should have excellent communication skills, attention to detail and the ability to meet tight deadlines.

The brief is wide; therefore there is a need for experience of processing both mechanical and artist royalties quarterly and six monthly. Knowledge of Counterparty Record Master 5.0, Excel spreadsheets and Word 97. A full understanding of contracts and licenses will be a distinct advantage in this busy royalties position.

Interested? Send a covering letter, enclosing your CV and salary expectations to:
 Anne Neilson, Ritz Music Group Plc,
 33-35 Wembley Hill Road, Wembley, Middlesex HA9 8RT

Global Music Industry Training & Career Development

MUSIC INDUSTRY OVERVIEW
 • First working experience in the music industry
 • A complete overview of the music industry
 • A complete overview of the music industry

MUSIC MARKETING, PA & PROMOTIONS
 • First working experience in the music industry
 • A complete overview of the music industry
 • A complete overview of the music industry

MUSIC A&R PROGRAMME
 • First working experience in the music industry
 • A complete overview of the music industry
 • A complete overview of the music industry

(020) 7583 0236
 namyia Music Industry Training

APPOINTMENTS

ATTENTION ALL A&R STAFF SUGARPLUMFAIRIES

- Have written the theme song to the hit BBC 1 series "Border Cafe", "The Knowers" & "Hillside Now".
- Have written the theme song and all music to the hit Channel Four series "The Knowers" & "Hillside Now".
- Have sold to date 2,000 copies of their debut album "Fruit Karma" via internet sale alone. (With no Marketing or Advertising Spend)
- Have received outstanding press reviews for "Fruit Karma" and their live performance.
- Have been commissioned for theme songs for yet more forthcoming television productions.
- Have received national radio airplay and have an impressive list of television and radio support.
- Have a growing worldwide fanbase.
- Are radio and television friendly.

ARE YOU BUSINESS

What Can You Do For Us?

We have a hit single ready for release in January which is the theme song for a major song for a major network television series. An opportunity not to be missed. Everything is in place for the RIGHT company. If you'd like to work with an independent act and an experienced management company contact:

Tel: +44 (0)206 806 2155. Fax: +44 (0)206 829 0383.
E-Mail: hiphopcos@aol.com www.sugarplumfairies.co.uk



Windsong International

a leading international entertainment one-stop and fulfilment house offers the following vacancies.

WINDSONG

Classical Music Product Manager

Your responsibilities will include all aspects of buying such as building label relations, product selection, devising campaigns, terms negotiating and catalogue ranging. Previous experience dealing with record labels is preferable and sound classical product knowledge essential.

International Sales Executive

Dynamic and ambitious self starter with broad music interests to manage international accounts. Previous sales experience and excellent communication skills are essential. Language skills would be advantageous.

Successful candidates will be rewarded with competitive salaries dependent upon experience. To apply, please send your CV with covering letter to: Roma Muzio, Windsong International, Election House, Gray Avenue, St Mary Cray, Orpington, Kent BR6 3PL.

Windsong International is part of the successful Pinnacle/Zomba group of companies.

Production Assistant

Immediate Vacancy for Production Position

Job will entail co-ordinating the manufacture of CDs and Vinyl and dealing with sales enquiries from distributors and the general public, as well as general office and organisation duties.

You must be out-going, yet responsible, with a friendly phone manner. You will be strongly motivated with the ability to make quick decisions while adapting to various situations as they arise. You must also be an experienced Mac user. You would ideally have a strong, yet broad-ranging interest in the music scene in general.

Please forward CVs by e-mail to jobs@blowup.co.uk

NEW MEDIA SHOWCASE our new monthly feature

call Alex

020 7940 8580

askelton@sumitadbusinessmedia.com

BUSINESS TO BUSINESS

PACKAGING

Specialist

- CD album cases available in clear or coloured
- CD single cases - all types of double CD cases
- Trays available in standard coloured and clear
- Cassette cases, single & double
- Video cases all colours & sizes
- Card masterbags CD, Video, Cassette 7", 10", 12"
- Paper 7" 12" & 12" POLYUNED
- Polythene sleeves & Resizable sleeves
- Mailing envelopes, Video 7", 10", 12" CD various types available. Also all sizes of jiffy bags
- Window displays
- CD/Record cleaning cloths
- PVC sleeves for 7" 10" 12" and CD
- DVD cases
- Recordable CD & Minicass

Sounds (Wholesale) Limited

Best prices given, Next day delivery (in most cases)

Phone for samples and turn rock list

Phone: 01283 566823 Fax: 01283 566431

Unit 2, Park Street, Burton On Trent, Staffs, DE14 3SE

E-mail: maple19@aol.com Web: www.soundswholesale.co.uk

RETAIL SERVICES

The original music, video & DVD display specialist

Our vast range includes...

Digital Listening Stations & DVD Viewing Stations
Browsing systems for CD, DVD and Video
Chartwall

Call us now for more details:

Tel: 01296 615 151

Fax: 01296 612 865

Info@lift-uk.co.uk

www.lift-systems.at

LIFT
Systems with future.

WANTED

CASH PAID

We buy CD Albums & Singles
LPs, 12" 7", 7", White labels
Promo's, Acetates, Video's,
POPs, Material, Artwork,
Awards and Memorabilia
Complete Collections,
Overseas, Inventories
and Libraries cleared
call Nathan or Martin...
Tel: 01474 815099
Fax: 01474 814454
e-mail: mw@eol.com

RAT RECORDS
BUY CDs & VINYL
SMALL TO WHIST
AMOUNTS
We pay cash
and collect at your
convenience
PRICES GIVEN
EVER THE PRICE
Call Tom on
0800 1234 567
enquiries: 020 851 3380
www.ratrek.co.uk

PACKAGING

POSTING RECORDS?

LP Mailing Envelopes • Single Mailing Envelopes
Postal Tubes • CD Mailers • Video Mailers

CD MAILER

Single
and LP
mailers

AVAILING
IN STOCK

Video mailers

BUY DIRECT AT OUR FACTORY PRICES.
CONTACT JENNY FOR TRADE PRICES
TEL: 020 8341 7070 FAX: 020 8341 1176
WILTON OF LONDON • ESTABLISHED 25 YEARS

MANUFACTURING



TOLPINET
50 CDs - £80 / 100 CDs - £150
Outlay Printing - 5444 Transpant - 5444 Transpant - 5444 Transpant
50 CDs - £80 / 100 CDs - £150
020 7637 9500
Audio press production, CDing
Printed Transpant
Transpant CD

PACKAGING

CD CASES	7.2p
CD TRAYS	4.0p
CD SLIM DOUBLES	19p
CD MAXI CASES	9.0p
AUDIO LIB CASES	5p

Envelopes of and delivery
with quantities apply
for ALL THE OTHER CD & VINYL CASES.
RECORDABLE CD, VIDEO, CASSETTE, DVD

TRACKBACK A4
TELETYPE 24 HOURS
100% MONEY BACK GUARANTEE
100% MONEY BACK GUARANTEE

STUDIO

THE RECORDING WORKSHOP

Comprehensive range of analogue & digital personal sound
card recording up to professional standard & multi track
studio. In-house studio in 1000 cubic
feet with recording booth. Call, buy, or visit us.
All enquiries contact: 0800 980 74 58
0800 980 74 58
www.recordingworkshop.co.uk

RETAIL SERVICES

The
Music
Display
& Storage
Specialist

Extensive range of new
retail music, video, dvd
and games fixtures

New hi-capacity storage
racks for
professional or home use

Free Design & Planning

Tel: 01480 414204

Fax: 01480 414205

E-mail: info@cs.cwcm.net

Website: www.idisales.cwcm.net

FOR HIRE

JUKE BOX SERVICES

OVER 300
JUKEBOXES
IN STOCK
020
8288 1700
15 LIGN ROAD, TWICKENHAM
MIDDLESEX TW1 1JH
www.jukeboxeservices.co.uk

STUDIOS

BLACKWING THE RECORDING STUDIO

Customers include:
Phish, The Noted Owl, Pile, Abuse
Jazz, Texas (Disc), Underground,
Sonicbliss, Sean O'Hagan & The High
Lions, Boparis, Tenor Jack Club,
Change Bases, Scarfo, Ian B. Lane,
Warm Jets, Graft, Linnik, Jurgens,
Impassioned, Dams of the Republic,
McAlmont, Phosco, East River, Night
Notes, Gorrill, Grindz, Turners, Vee,
Baby 28 & more.
020 7261 0118
www.blackwing.co.uk

RECORD SHOP FOR SALE

RECORD SHOP FOR SALE

Long established landmark record shop

South West London - Prime Position

Gross Turnover: £275,000 pa Gross Profit 22.7%

Stock valued at £125,000 rrp.

Trading Profitably - Turnover up 16% over previous year.

Potential to expand business further

£69,000 o.n.o.

Box No. 057, Music Week,

4th Floor, 8 Montague Close, London SE1 9UR

SPACE TO LET

SUPERB WEST LONDON OFFICE SPACE TO LET

OPEN PLAN MANHATTAN

LOFT STYLE OFFICE

600 sq ft Kensal Rd W1D

Seeking a nice local company ideally

associated with media, design or

management to occupy this prime

West London office

Please call Julian on 020 8960 7252

for immediate viewing

MANUFACTURING

TC VIDEO
twentieth century video

- CD & Video Duplication
- Video compressed to DVD/DVD
- DVD Authoring
- Multimedia & Video Production
- CD Business Cards



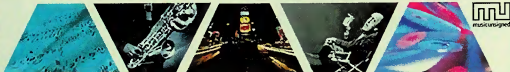
Contact bookings department on: Tel: 020 8904 6271 Fax: 020 8904 0172



In scenes more akin to a Super Mario video game than Brands Hatch, the second SONOPRESS UK and Music Week go-karting outing at Daytona (no, the one in London's Wilden Junction) proved to be exhilarating for some, dizzying for many, and victorious for a few – as these photos reveal. The event was almost postponed due to the petrol crisis, but thanks to the siphoning skills of some participants, it went ahead as planned. However, TEAM PINNACLE were non-runners as they didn't make it to the track for lack of petrol. (1) First to the chequered flag were distribution company CAROLINE 2 shown on the top level of the podium, second place went to POLYDOR RECORDS on the second level and bronze was picked up by V2 RECORDS on the lower step. The combined efforts of team Sonopress/MW resulted in only fourth place while fifth place TEAM MUTE are still in need of their Lp plates. (2) Mute Records' ANGELA HAYWARD and NOGGIN give Sonopress sales exec ANTHONY DALEY a hard time for his alleged dodgy track etiquette. (3) Sonopress UK managing director TIM BEVAN let everyone know that he is in the driver seat as he handles a hairpin turn. (4) In kart 9 MW events assistant NATASHA MANLY pulls ahead of the pack (for a brief moment) after sending two competitors crashing into the barriers. (5) V2 Records' DAN PAMMENT, GIARA GAYNOR and JUSTIN DEALY cheer their team on to victory – well third place, anyway. (6) All seemed so friendly among the competitors moments before the roar of the engines.

SONG LOCATION

The Online Music Catalogue



mu
musicunited

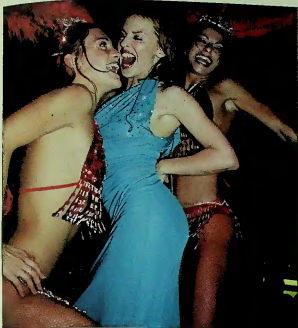
www.songlocation.com



"The Songlocation system offers writers an efficient and modern method to reach the potential user and exploit their works."
Phil Graham BMI Vice President European Writer/Publisher Relations

"An important and immediate method of hearing new material. I will certainly be using this service"
Colin Barlow A & R Director Polydor Records

songlocation ltd. 1 parkside, ravenscourt park, london w6 0uu ; email : info@songlocation.com
songlocation is a wholly owned subsidiary of musicunited holdings plc.



It all kicked off for the launch of KYLIE MINOGUE's new album *Light Years* last Tuesday in the swanky surroundings of Isola, restaurateur Oliver Peyton's latest Knightsbridge venture. The packed venue was heaving with the music and fashion crowd you would expect. More notable was the presence of a relieved EMI chairman ERIC NICOLL, fresh from days of grilling at the hands of EC bureaucrats. When DJ Harvey dropped the Intro to Spinning Around, Brussels it certainly wasn't.

Remember where you heard it: It doesn't pay to be late for EC big man Mario Monti. Apparently, every request for information, statements or evidence is accompanied by a deadline and a warning that those who don't comply will be fined – heavily...And about that EMI/Time Warner deal, there were signs of relief at the notoriously sieve-like EC at last Friday's media briefing. As the journals grilling the commission spokespeople left the meeting, one official – referring to the widely distributed, but supposedly confidential "statement of objections" to the

proposed merger – joked that at least there had been "no leaks today"...Richard Branson didn't have a good week last week, what with the High Court resurrecting Camelot's chances of keeping the National Lottery and the publication of Tom Bower's unauthorised biography, Branson. Unsurprisingly, Branson's spokesman Will Whitehorn was fuming when contacted by Dooley to ask his reaction to the tome. "It's a total picture of inconsistency," he thundered after relying on the *Daily Mail* serialisation because Virgin hadn't been issued with a copy. "Don't think I'll waste my money on it," he added...Dave Dorrell may have split with Bush, but his son has some ideas about whose career he should guide from now on. "He'd like me to manage Craig David and it just happens that I don't think he has anyone at the moment," says the DJ-turned-manager...After weeks of speculation over the identity of weekly email terrorist Popbitch, Dooley can exclusively reveal one half of the seedy star-secret unveiling racket has a female name not unlike a certain royal mistress and masquerades as a financial consultant in the City. Watch this space for the next enthralling Popbitch installment...One person who won't be attending the opening of the new Virgin store in Milton

Keynes is Big Brother winner Craig. The store attempted to secure his presence but was stunned to hear his going rate is a meagre £45,000. Surprisingly, the retailer politely declined...It would appear that trendy London nightclub Fabric's owner Keith Reilly is definitely not a Big Brother fan either. In a colourful email Reilly slammed into a hapless RCA executive for daring to ask for guest list passes for himself and Big Brother contestants Nichola Holt (a recent RCA signing) and Caggy: "I am not sure in what capacity you represent the mingling blind date rejects mentioned," he fumed. "However I am sure it has little to do with any area of music that is concern to Fabric...my guess would be that you are intent on manufacturing some more mindless drivel that you and your like pollute young minds with...in which case why the **** do you think we would ever be prepared to let the brainless twats in this club, let alone for free." Blimey O'Reilly...Look out for new Arista boss and R&B pioneer LA Reid to be the recipient of the Mobo outstanding achievement award at this year's event at the Ally Pally on October 8. Meanwhile, someone else may just be arriving via a midnight train from Georgia.....

(1) DAVID GRAY and Orbital manager ROB HOLDEN (pictured centre) ponders what to do with his manager of the year award at last week's British Music Roll Of Honour bash. On hand to offer some advice are M&P chief KEITH HARRIS



(left) and RICHARD HARVEY from award sponsor BDO Stoy Hayward. (2) LIONEL RICHIE (left) was so worried about BARRIE MARSHALL'S normal life profile that he warned the audience "This could be the shortest acceptance speech in history." In the end it wasn't, with Marshall thanking "The people that really matter – the people on stage and the people who buy the tickets.

The other people who matter are the people in my office." Pictured Looking on to compare PAUL GAMBACCINI, who was on as sharp form as ever, quipping, "Contrary to expectations the first time I ever met Peter Grant he didn't actually throw it at me – he asked me to sit in." The chair, that is."



ADVERTISEMENT

jemima price

her debut single
DANDELION
9.10.00

music week

Incorporating Record Mirror

United Business Media Ltd.

Fourth Floor, 8 Montague Close, London SE1 3UR.

Tel: (020) 7940 8500. Fax: (020) 7407 7094

United Business Media

For direct lines, dial (020) 7940 plus the extension you require. Editor: Alan Scott (020) 7940 8500. Chief consultant: Alan Jones (020) 7940 8500. Group production editor: Duncan Holton (020) 7940 8500. Production editor: Fiona Branson (020) 7940 8500. Sub-editor: David Hunt (020) 7940 8500. Head of information services: Chris de Winton (020) 7940 8500. Special Projects Editor: Alan Jones (020) 7940 8500. Publisher: Steve Westwood (020) 7940 8500. Advertising: Martin Brown (020) 7940 8500. Circulation: Alan Jones (020) 7940 8500. Classifieds: Alan Jones (020) 7940 8500. Subscriptions: Alan Jones (020) 7940 8500. News: Alan Jones (020) 7940 8500. Photo: Alan Jones (020) 7940 8500. Design: Alan Jones (020) 7940 8500. Art: Alan Jones (020) 7940 8500. Sales: Alan Jones (020) 7940 8500. Marketing: Alan Jones (020) 7940 8500. Distribution: Alan Jones (020) 7940 8500. All rights reserved. No part of this publication may be reproduced or transmitted in any form or by any means electronic or mechanical, including photocopying, recording or by any information storage or retrieval system without the express prior written consent of the publisher. The contents of *Music Week* are subject to reproduction without charge by members of the British Association of Music Journalists. Subscriptions: Please send your subscription order to the Publisher, United Business Media, 8 Montague Close, London SE1 3UR. Tel: 020 7940 8500. Fax: 020 7407 7094. Advertising and the Fax: 020 7940 8500. Backlogs on cancelled subscriptions will only be paid at the Publisher's discretion, unless specifically guaranteed by the terms of subscription offer. Originated and printed by Stephens & George Magazines, Good Mill Road, Duxford, Cambridgeshire CB8 9TD.

020 0265-1548



circulation: 1 weekly
1998 to 30 June
1999: 13,001



Subscription HOTLINE: 01858 438893 NEWSTRADE HOTLINE: (020) 7638 4666



● **FULLCIRCLE**

T: +44 (0)20 8753 0300
fullcircle@wdi.co.uk